

THE *Open* GROUP



Boundaryless Information Flow
Open Source in the Enterprise

September 8, 2003
Hilton London Paddington
London, UK



The Open Group September 2003

Control the cost of the Enterprise Desktop

**Sun's StarOffice
will gain at
least 10%
market share
by 2005. (0.6
probability)
Gartner, 2002**

Agenda

? *Desktop Trends + Business Drivers*

? *iWork – flexible working in action*

? *Solution Choices*

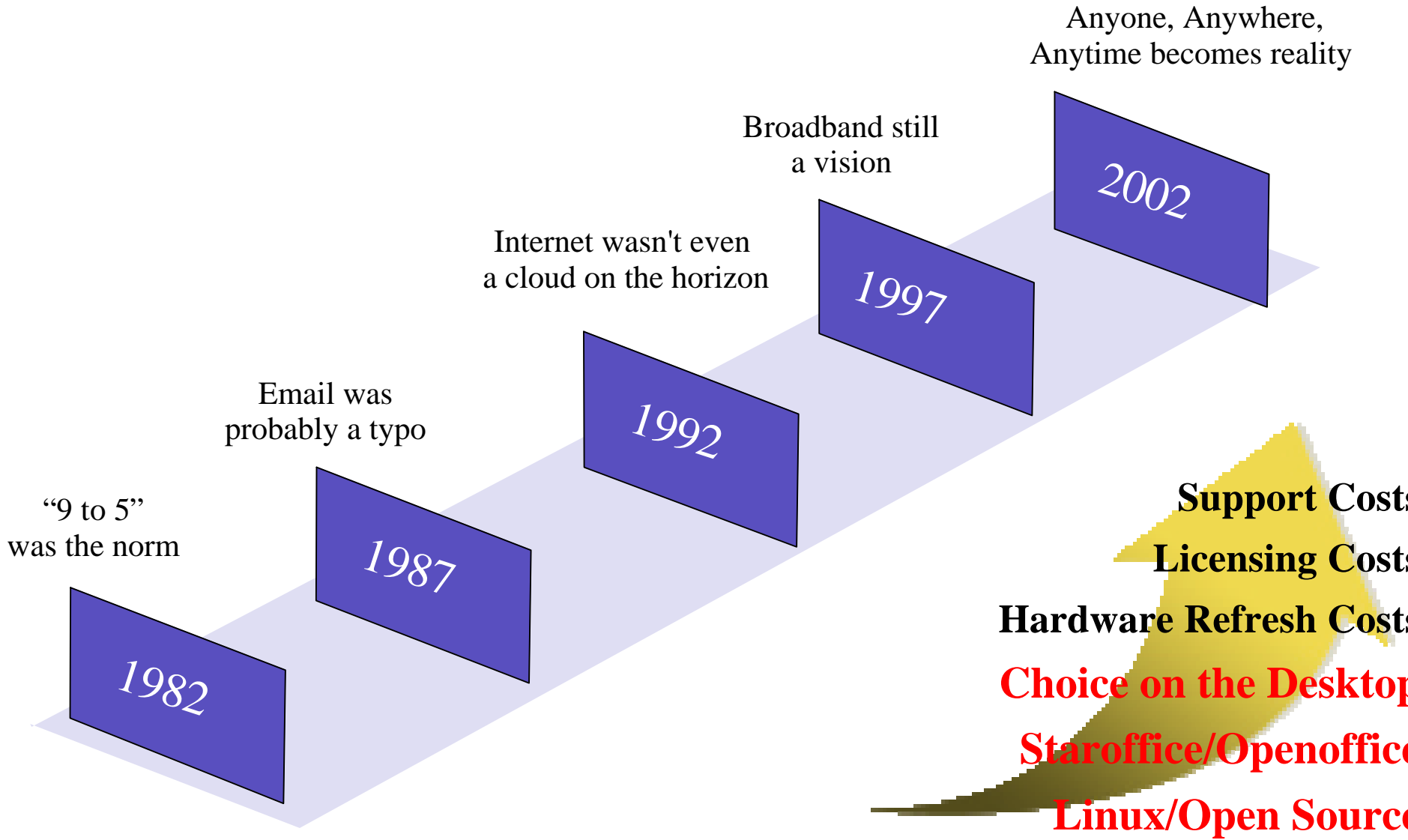
? *Building a cost-effective flexible environment*

Has Anything Changed?



Work. Work. Work.
Has Anything Changed ?

Everything Has Changed



Current Business Drivers - Why Openoffice/Staroffice ?

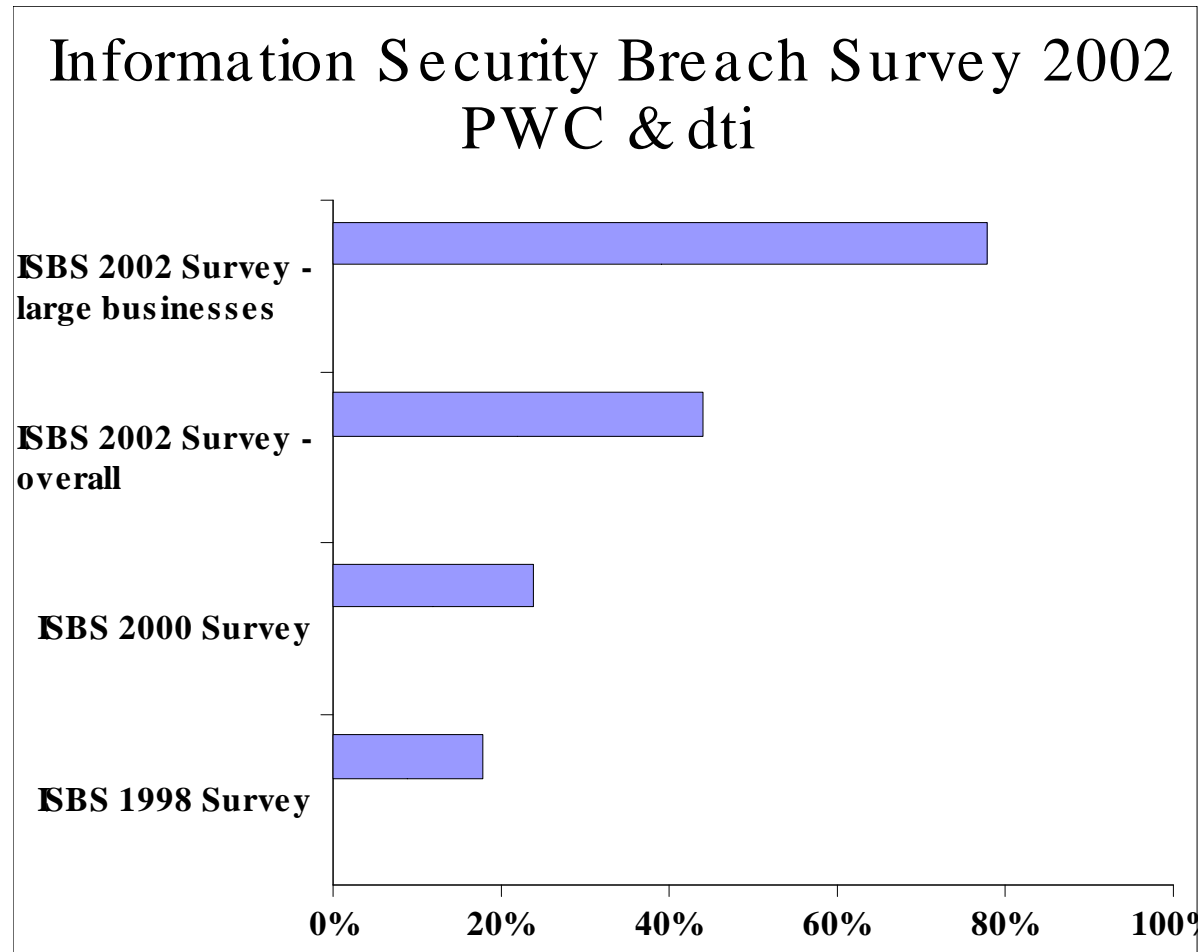
Business Drivers

Improve Margin
Reduce Costs/Opex
Reduce Risk
Improve Security
Business Control
Flexibility to Change
Increase Productivity

Desktop Challenges

.License Changes
.Frequent Updates
.Move to XP
.Move to .NET
.Security Concerns
.Lock in
=> Driving increased
risk and cost

Security



Average cost of a serious security incident is £30,000.
Several have been in excess of £500,000.

Counting the cost of viruses

	Lost Productivity	Clean-up cost
Klez virus	\$9B	
Love Letter	\$8.8B	
Code Red	\$7.7B	\$1B
SQL Slammer	\$1.2B	\$1.2B

Gartner - "we would advise customers not to use iis at this stage due to security issues"

Peter Allor, director of operations for the Information Technology Information Sharing and Analysis Center (IT-ISAC), said: "This worm did something that we have not seen before. In this case, the customer was affected. People weren't getting dial tones; airplanes couldn't fly; (and) ATMs weren't giving cash."

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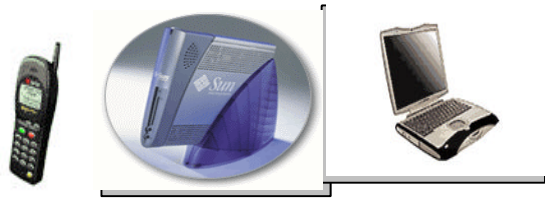
What is iWork?



Work environments...
places, technologies,
practices...that can make our
lives more productive and
less stressful



Flexible Working Environment – An Example



- Anytime, Anywhere, Any device
- SunRays
- PC's / Laptops
- PDA's

Login: aw1986

Password: *****

- LDAP / std usernames
- Single Sign-on



- Building Access
- Login Card
- Purchasing Card



- Work from Home
- Flexible Office
- Drop in Centers

Central Services

- Application S/w
- Web Services
- Anti Virus
- File & Print
- Mail, Calendar, Directory
- Backup Management
- Systems Mgt
- S/w Distribution

My Sun Portal

- Employee Portal
- AT&T
- VPN

- Sun ONE
- StarOffice
- Email
- Calendar



- New Business Process & Applications
- New Self Service Tools
- Web enabled applications
- Web enabled 35,000+ employees





Software Stack for iWork

SunReserve	SunTea	Other Apps
JavaCard		
Evolution (access to mail & calendar)		
StarOffice		
Mozilla Browser (access to portal)		
Java 2 Platform		
Gnome User Interface		
Solaris	Linux	

Thin Client vs. Windows Based Terminals

Feature	Thin Client	WinXX PC
Boot Time	<30 seconds>	> 3 minutes
Local OS	No	Yes
Automatic Firmware update	Yes	No
Built-in CD Quality Audio	Yes	No
Stateless	Yes	No
True Zero Admin	Yes	No
User Desirable Parts	No	Yes
Moving Parts	No	Yes

StarOffice 6.0/Openoffice 1.0 Components



Writer: word processing, html

Calc: spreadsheets

Impress: presentations

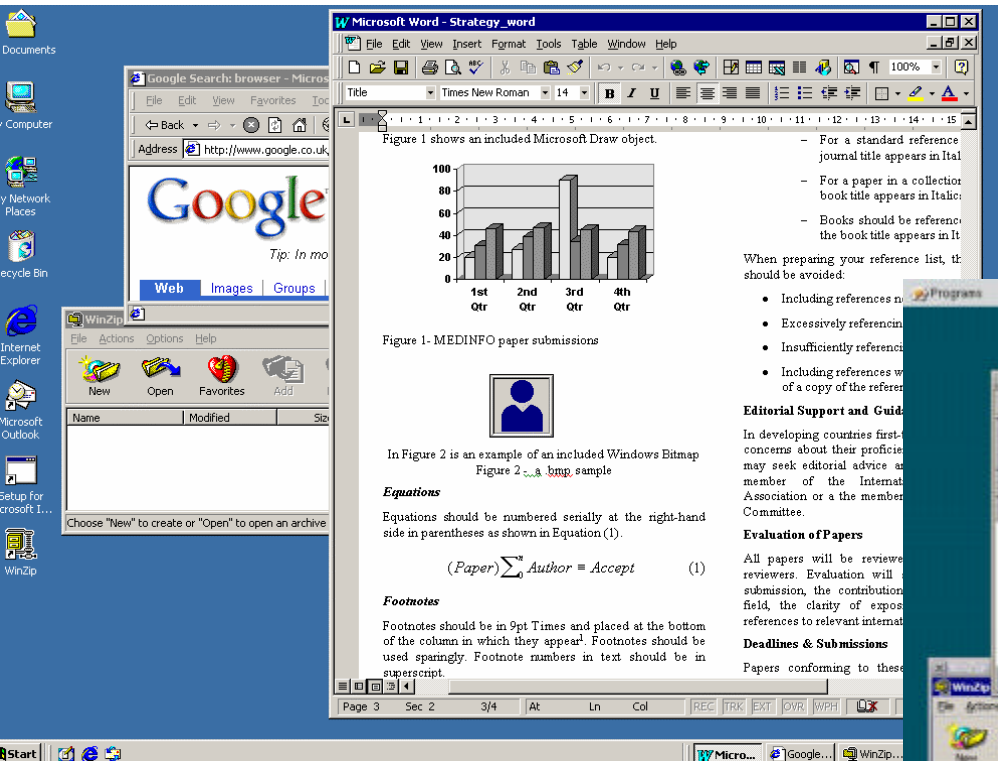
Draw: drawings and 3-d

Base: database client

Graphing, diagrams, photo editing,
web publishing, art
gallery, help, & more

Linux on the Desktop

From Windows....



The screenshot shows a Windows desktop with a taskbar containing icons for Documents, Computer, Network Places, Recycle Bin, Internet Explorer, Microsoft Outlook, and WinZip. A Google search browser window is open, displaying the Google logo and search options. A Microsoft Word window titled 'Microsoft Word - Strategy_word' is open, showing a document with a bar chart and various text sections.

Figure 1 shows an included Microsoft Draw object.

Quarter	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
Value	~30	~45	~90	~45

Figure 1 - MEDINFO paper submissions

In **Figure 2** is an example of an included Windows Bitmap
Figure 2 ... a bmp sample

Equations
Equations should be numbered serially at the right-hand side in parentheses as shown in Equation (1).

$$(Paper) \sum_n Author = Accept \quad (1)$$

Footnotes
Footnotes should be in 9pt Times and placed at the bottom of the column in which they appear. Footnotes should be used sparingly. Footnote numbers in text should be in superscript.

Editorial Support and Guidance
In developing countries first-time authors concerned about their proficiency may seek editorial advice as a member of the International Life Association or a member of the Editorial Committee.

Evaluation of Papers
All papers will be reviewed by reviewers. Evaluation will stress the submission, the contribution to the field, the clarity of exposition and references to relevant international work.

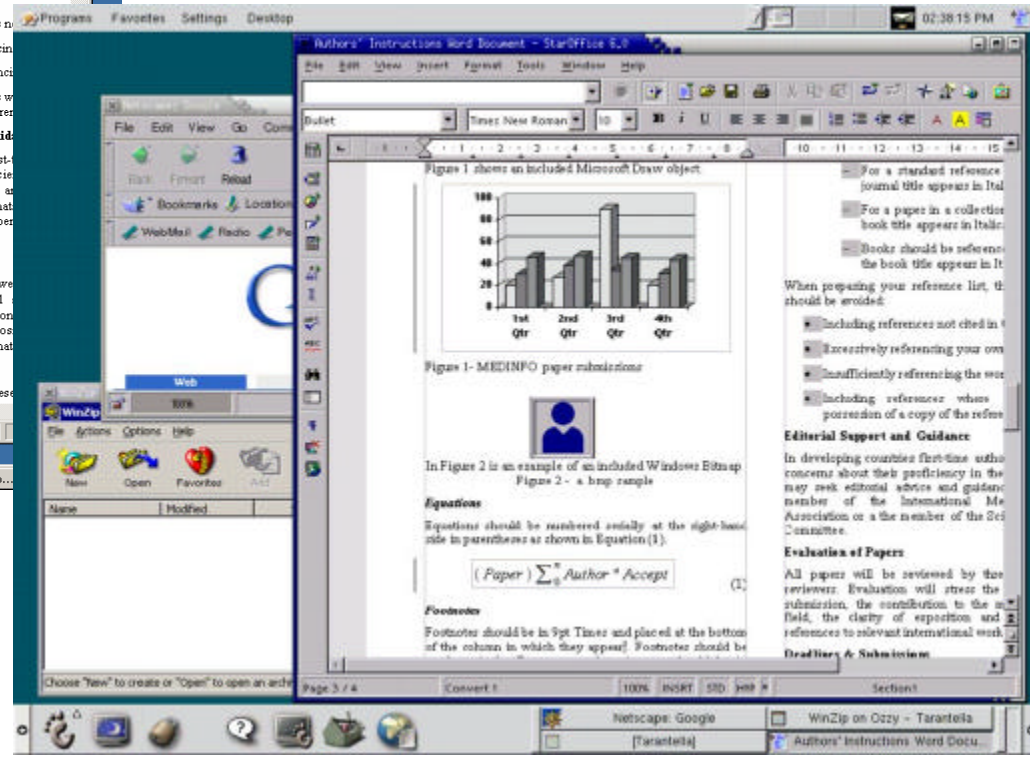
Deadlines & Submissions
Papers conforming to these

- For a standard reference journal title appears in Ital
- For a paper in a collection book title appears in Italic;
- Books should be referenced the book title appears in It

When preparing your reference list, the following should be avoided:

- Including references not cited in text
- Excessively referencing your own work
- Insufficiently referencing the work of others
- Including references without possession of a copy of the reference

....to Linux / Gnome



The screenshot shows a Linux desktop environment with a Gnome desktop. A StarOffice 6.0 window is open, displaying the same Microsoft Word document as seen in the Windows screenshot. The desktop includes a taskbar with icons for Programs, Favorites, Settings, and Desktop. The window title bar reads 'Authors' Instructions Word Document - StarOffice 6.0'.

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Open Applications

PRIMARY OPEN APPLICATIONS

	Microsoft	Sun	IBM	Open Source
Operating System / Interface	Windows or XP	Linux Gnome II	Windows, XP, Linux	Linux Gnome II
Office Productivity	Microsoft Office	StarOffice	SmartSuite	OpenOffice
Internet Access	Explorer	Mozilla/Netscape	Internet Explorer Netscape, Mozilla	Mozilla
Mail / Calendar	Outlook client Exchange Server	Evolution & SunONE Messaging	Lotus Notes	Evolution client & Apache /ISP Mail
File/Print Services	NT Windows networking/ XP printing	Samba or PC Netlink	Various, inc. turnkey Services from IBM GSO	Samba

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TCO Experience In Sun

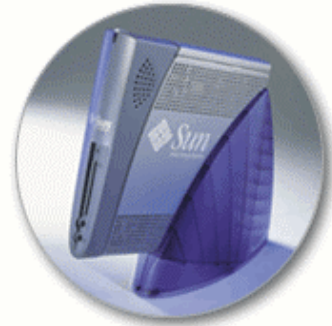
Size of internal deployment & estimated savings

25,000 Sun Ray
appliances

Hardware saving
of \$1,970 per
desktop

44 fewer SAs performing
desktop support

Reduced cost of
application testing



\$6M reduction in power
costs p.a

•Reduction of office space costs from greater adoption of Flexible Office model

•Client Savings : \$1970 per client

•Cost per SunRay - \$1530 (server, client, 100 BaseT)

•Cost per Workstation - \$3500 (no 100 BaseT)

Desktop Savings Example over 5years

2,500 users from Office 97/2000 to StarOffice

StarOffice 6.0 vs Office XP ¹		With Software Assurance	Without Software Assurance
Microsoft		£2,961,250	£2,590,000
StarOffice 6.0		£1,099,058	£1,099,058
Saving		£1,862,192	£1,490,942
Saving(%)		63%	58%

Hardware - Sun vs PC Desktop			
PC		£8,333,333	
Sun Desktop Solution		£3,392,500	
Saving		£4,940,833	
Saving(%)		59%	

Potential Saving		With Software Assurance	Without Software Assurance
Microsoft		£11,294,583	£10,923,333
Sun		£4,491,558	£4,491,558
Saving		£6,803,025	£6,431,775

Example: Penwith District Council

- GOAL:** eGovernment by 2004
- START:** Limited staff access to office productivity tools
Use central typing resources
- PHASE 1:** Appliances on desktop, Servers
StarOffice, iPlanet
- SAVING:** **Over £1.2m in 5 years**



**"Serving the
Community"**

Example: Central Scotland Police

GOAL: *Dedicate budget to policing*

Increase number of users

Compatibility

START: *Limited seats*

(due to cost)

PHASE1: *StarOffice*

PHASE2: *Sun Ray*



"We saved about a quarter of a million pounds by using StarOffice software, and we anticipate substantial savings will continue. Many of our users now have access to office productivity applications for the first time, and even the novices among them are finding the suite easy to use"

Jim Jarvie, IT Manager, Central Scotland Police

Desktop Cost Savings Advantage

? Lower TCO (Direct Savings):





- Administration and deployment (People) support cost
- IT asset consolidation
- Lower Capex-Desktop H/w and S/w costs
- Lower Opex e.g. No costs for PC Maintenance, Utilities, Telcoms, Floor space, Insurance etc
- Training

? Lower TCO (non Tangible Benefits):

- Productivity gain
- Security improvement
- Better Control + Flexibility for change
- Better utilisation of storage, processing, memory
- Local Storage has a cost of around £22/user/year (due to lost data and recovery time)

Customer Pilots/Evaluations

- Over 2,000 in UK

Consideration	Evaluation	Pilot	Initial Deployment	Full Deployment
				 Dept of Defense 25000 seats
				 Scotland Police 1000 users
				 Penwith District Council 250 seats
			 Chinese Government	 Open Gateway Schools 800 seats
				 Canadian Schools 4300 students & teachers
				 PAULEYS W Pauley & C 100 seats
				

OpenOffice.org

Largest open source project

- . Over 450,000 source downloads
- . Over 10 million downloads since May 2002, (we believe over 20Million users now – over 750,000 in UK !)
- . Over 80,000 registered community subscribers
- . Porting Project support to multiple platforms inc. Linux, Solaris, Window XX, NT, XP, Mac OS X

Enables custom solution development

Provides continued updates

Current Momentum (UK& Ire)

UK Public Sector – Over 120 Known Evals and Pilots – 18/4/03

Reliance Mutual

Rentokill

Clarity

WTL

Horizon Group

W Pauleys

Birmingham Council

Birmingham Libraries

Wrexham Borough
Council

Penwith District Council

Central Scottish Police

Mole Valley DC

Beaumont Hospital

1990 Trust

The following Gov'ts have strongly recommended Staroffice/Openoffice over Microsoft Office:

- **Germany (Munich, several other councils)**
- **Norway**
- **Denmark (Claim over \$500M savings p.a)**
- **Swedish Gov't (Claim over \$600M savings p.a)**
- **Chinese Gov't**
- **India – PM recommends use of Opensource**
- **Taiwaan Gov't, mandated to all schools**
- **Korean Gov't and Education dept**
- **Spain evaluating openoffice**
- **Various Swedish Gov't/LAs**

OpenSource (Staroffice) in Education (UK)

Over 1,000 Edu sites (21/1/03)

Numerous Schools signing up to use at a rate of 10 p.wk.

John Bunyan Upper School

Christian Fellowship School

Garstang High School

Gatehouse Primary School

Glenalmond College

Horsforth School

King Harrold School

Sandwich Technology School

St Edmund's School Canterbury

St Mary's College

The London Film School

The Wensleydale School

Torquay Community College

University of Warwick

Westerton Primary School

Weymouth College

Gatsby Computational Neurosciences University

University of Medicine and Health Sciences

Kingston University

Kings College London

Open University

Durham University

University College London

University of Bath

University of Bristol

University of Edinburgh

University of Cardiff

University of Kent

University of Strathclyde

University of Huddersfield

University of Keele

University of North London

University of Oxford

University of Southampton

University Of Wales, Bangor

University of Wolverhampton

Cambridge University

Leeds Metropolitan University

Aberdeen University

The Nottingham Trent University

University of Westminster

The University of Sheffield

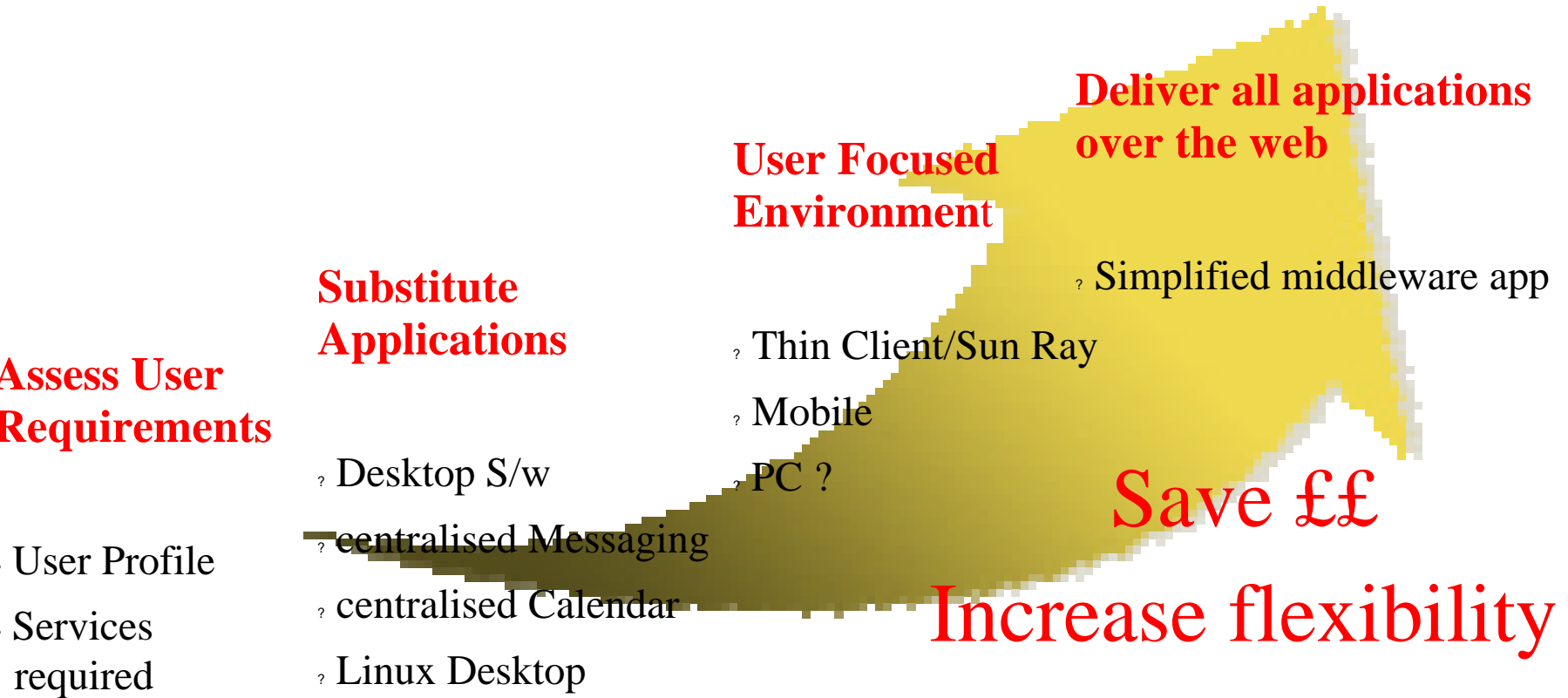
University of Stirling

University of Hull

OpenOffice/ Staroffice being Sold by Companies

- | | | |
|--|------------------------------|---------------|
| - Red Hat Linux 8.0 | - Sun Microsystems | WTL |
| - SuSE Linux 8.2 | - Sony PC's in Europe | Clarity |
| - SuSE Linux Office Desktop | - PC World | Acardia |
| - Lindows 3.0 - Knoppix 3.2 | - Costco | Esteem |
| - Mandrake Linux 9.0 Standard Edition | - Amazon | PCS |
| - Mandrake Linux 9.0 PowerPack Edition | - Hyundai | GNS |
| - Source Next | - Microgistics | CGEY |
| - Lycoris Productivity Pak | - Gem | DSI |
| - Ximian - Debian | - GCAT Suppliers | Pebblerock |
| - Turbo Linux 8.0 Workstation | - Dell UK | Melstar |
| - Yellow Dog Linux 2.3 | | SCC |
| - Zope | | Computacenter |
| - Plone | | |
| - Icoya | | |
| - Red Flag | | |

Roadmap – The Transition



Sun Solutions – Flexibility & Choice

- Fits Easily into your Organisation

Today	Option 1	Option 2	Option 3	Option 4
MS Office	StarOffice	StarOffice	StarOffice	StarOffice
Outlook	Outlook	Evolution	Evolution	Evolution
Windows	Windows	Sun Linux	Sun Linux	Sun Linux
X86 PC	X86 PC	Sun X86	Sun X86	SunRay
MS Exchange	MS Exchange	MS Exchange	Sun ONE Directory	Sun ONE Directory
Active Directory	Active Directory	Active Directory	Sun ONE Messaging	Sun ONE Messaging
X86 Server	X86 Server	X86 Server	Netra Servers	Netra Servers
				SunRay Servers

How is Microsoft Reacting?

"First they ignore you,
then they laugh at you,
then they fight you,
then you win."

- Mohandas K Gandhi.

**The time to evaluate
costs v/s real
business benefits
is now!**

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