

# **Open Source & the Public Sector**

**the JBoss/Red Hat *experience***

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# Agenda

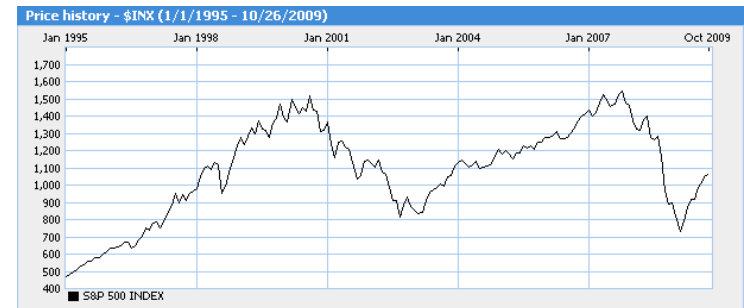
- What is JBoss
- Public Sector JBoss Use Cases
- Open Source – A Strategic Choice

**What is JBoss?**

## JBoss – the project

- An Open Source Java EE\* Application Server
  - Founded by Marc Fleury in 1999
  - Backed by an international community of developers

- Developer's #1 Choice
  - Innovative Design
  - Easy to Use



OpenSource + Recession = Love!

- LGPL Licensed
  - Freely Use/Distribute/Embed
  - Closed sourced Servers at \$10k - \$100k+

.com bust  
subprimes

...

## Red Hat acquisition of JBoss (2006)

- Red Hat offered \$350M for JBoss Inc.
- JBoss formed the Middleware division of Red Hat
- An Open Source stack for the Enterprise, at a fraction of the cost

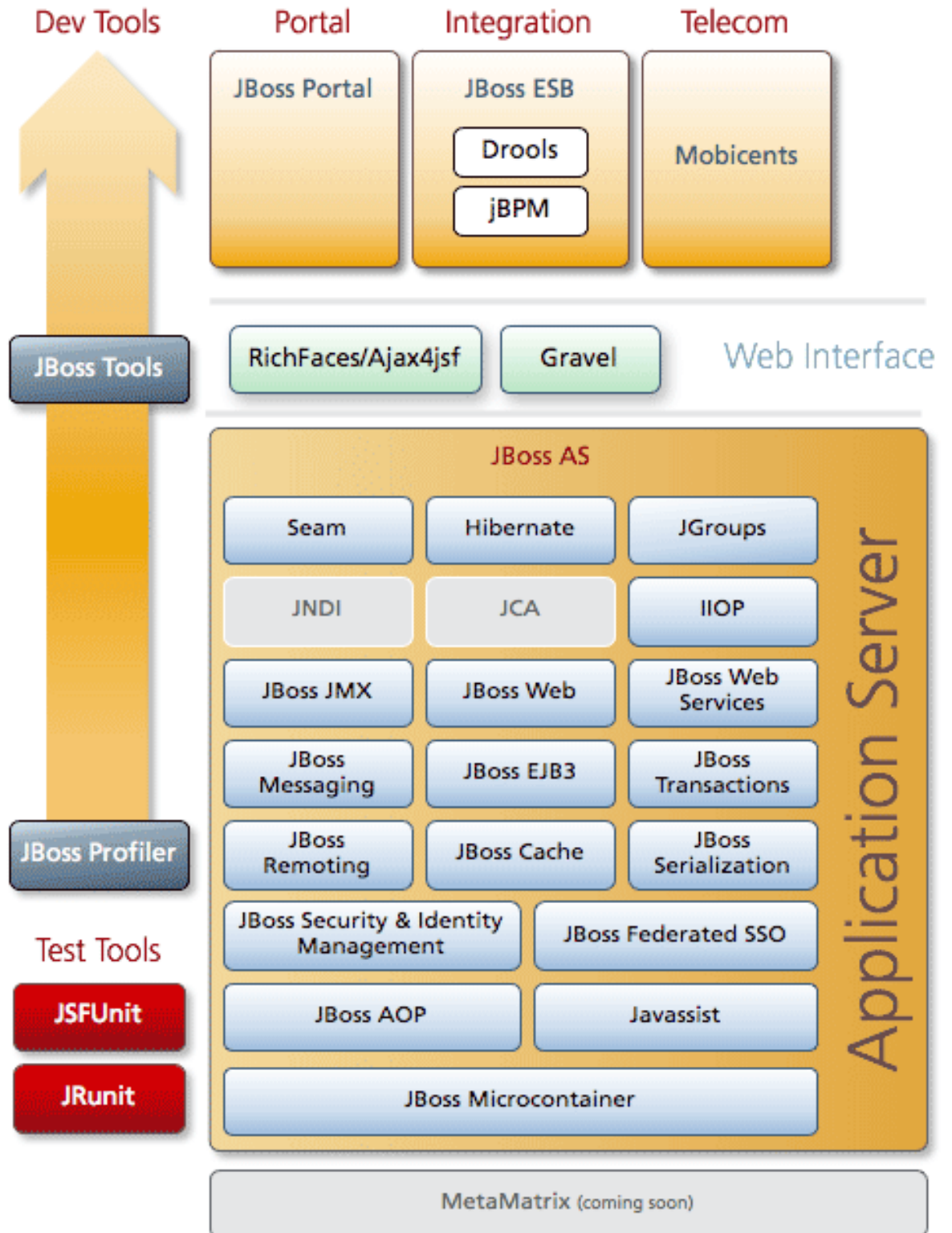


PROPRIETARY	OPEN SOURCE
BEA AQUALOGIC, IBM ESB, BEA DATASERVICES, IBM EII	JBOSS ENTERPRISE SOA PLATFORM, METAMATRIX
BEA/IBM PORTAL, BEA BPM, IJOG JRULES	JBOSS ENTERPRISE PORTAL PLATFORM, JBOSS JBPM, RULES FRAMEWORKS
BEA WEBLOGIC, IBM WEBSHERE	JBOSS ENTERPRISE APPLICATION PLATFORM
AIX, HP-UX, SOLARIS	RED HAT ENTERPRISE LINUX
EMC POWERPATH	MPIO
VMWARE VIRTUALIZATION	RED HAT INTEGRATED VIRTUALIZATION
VERITAS STORAGE SUITE	LVM, GLOBAL FILE SYSTEM



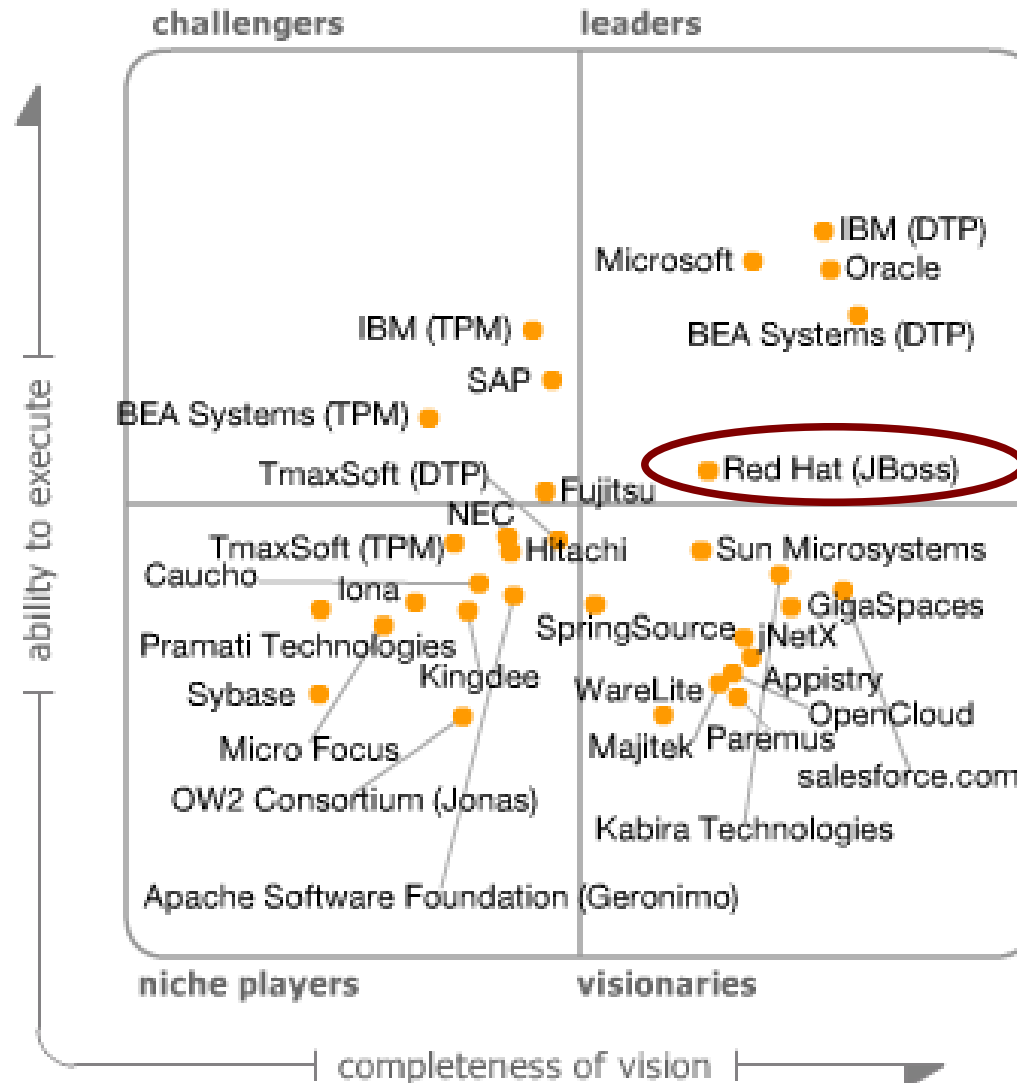
# JBoss Today

- 50+ Community Projects
- Multiple product lines
- 25+ Million Downloads
- 500,000+ Users
- 700+ Contributors
- ~30% of World's Java Enterprise Applications use JBoss Technologies



# Magic Quadrant for Enterprise Application Servers

(Source: Gartner April 2008)



# Public Sector **JBoss** Use Cases

# Who is using JBoss?

(tip of iceberg)

Financial	Travel	Gov	Telecom	Media/ Entertainment	Insurance
					
					
					
					
					
					

## Some Public Sector References

- Spanish Ministry of Education and Science
- CSI-Piemonte, modernizing Italian local public administration
- SRI Ecuador, Online Services to Taxpayers
- Brazilian National Institute of Educational Research and Studies
- Brazilian Federal Supreme Tribunal's Technology Office
- London Underground (Oyster Card)
- US Army, Navy, Air Force, NSA.
- Swiss Post Office
- ...

# French Tax Agency – Project Copernicus

- Started in 2004 with the goal to restructure the French equivalent of Taxis NET
- 1 Billion Euros budget over 10 years
- JBoss on top of 250 RHEL servers, 80Tb of Data
- JBoss chosen on technical merits among 2 FOSS and 3 proprietary servers
- TCO savings 75% (13M Euros) for the application server part
- Handles all Tax declarations & payments since 2006



# **Open Source A Strategic Choice**

## Common Themes:

- Replace a failed system with another (failed system)
- Vendor Lock-in
- License costs



- Lack of standards
- Closed formats
- Islands of information
- No Interoperability
- No extensibility points
- ...

# Open Source Key Benefits

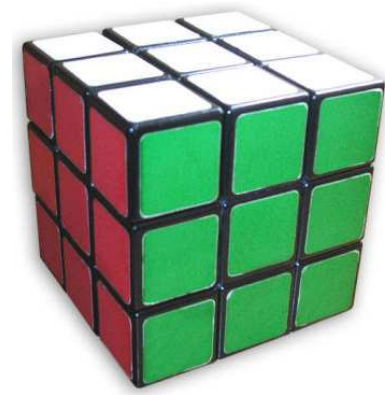
- Promotes Transfer of Knowledge
- Endorses Standards Adoption
- Open Data Formats & Interfaces
- Avoids Vendor Lock-In
- Enhances Security
- Reduces TCO
- ...
- Software As A Service (SaaS)





# Open Source Adoption Problems

- Lack of Know-How
  - Decision makers do not understand Open Source
  - Often considered Free (as in Beer) or Immature
- Competitive Market
  - Do customers understand their needs?
  - Do customers choose the most competitive offer?
- Chicken/Egg Problems
  - Cannot choose Open Source if there is no support
  - Cannot support Open Source due to little demand



## and Solutions

- Academia
  - Open Source Curriculum
  - Hands-on training
- Companies
  - Invest in People
  - Technical Careers
- Government
  - Enforce Transparency
  - Establish Open Source Usage Guidelines



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