

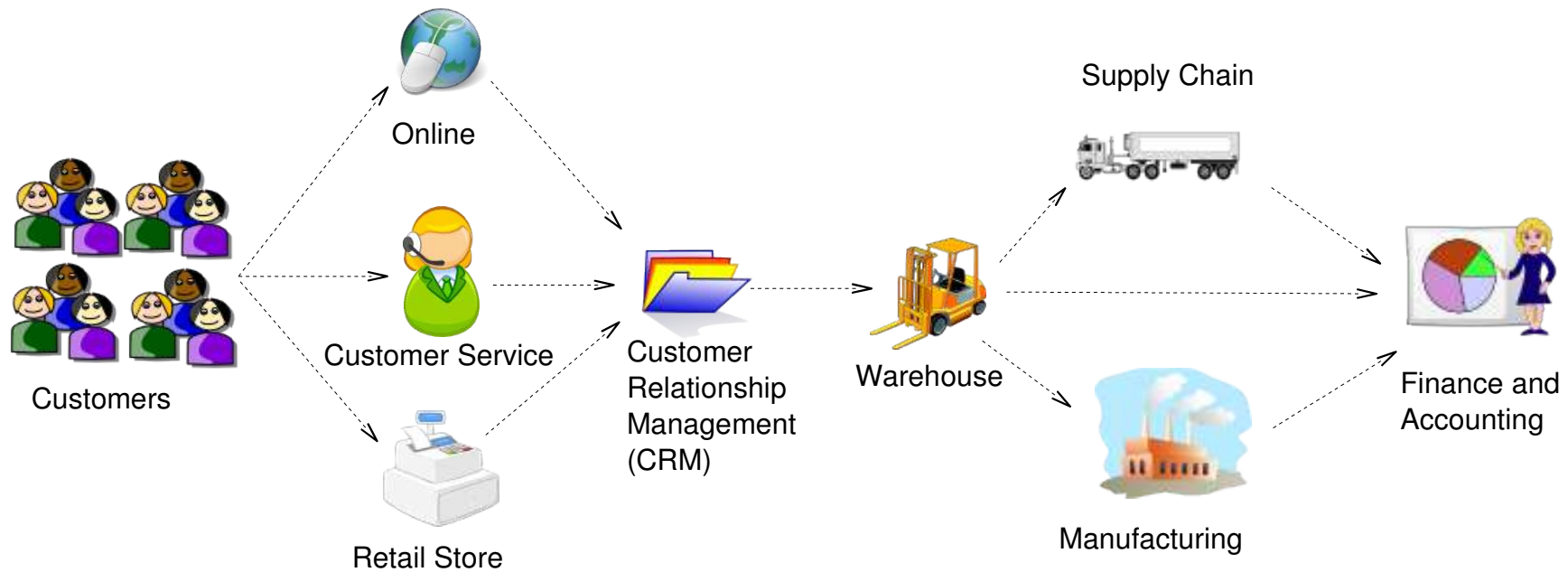
Opening Up Enterprise Software

Opportunities for open source enterprise applications

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Why We Are Here

What are Enterprise Applications?



- Control and Visibility across the entire Enterprise

All clipart from openclipart.org

Enterprise Software is Big Business

- Enterprise Resource Planning: \$25+ billion
- Customer Relationship Management: \$6+ billion
- Implementations of \$250,000 and higher
- 75% of revenues from services and support

Enterprise Software Industry is in Transition

- Vendor Consolidation
- Services Oriented Architecture (SOA)
- Software on Demand/Software as a Service



Opportunities for Open Source

The Case for Open Source ERP

- Loss of choice in commercial ERP software
- Increased concerns about vendor viability
- Opportunity to move in from edge with SOA transition
- Software-on-Demand requires new solutions
- Services and Support Revenues for Open Source

The Open Source Value Proposition

Commercial

Lots of Features

Expensive

Inflexible

Vendor lock-in

Custom

No Features

Very Expensive

Highly Flexible

Support It Yourself

Open Source

Many Features

Inexpensive

Highly Flexible

Many Support Options

Why Open Source ERP Makes Sense

🏆 The key advantages of open source ERP to me are:


Lower cost vs. commercial alternative

74 31.8% 

More flexible and adaptable to special needs

55 23.6% 

No vendor lock-in

51 21.9% 

Faster time to market vs custom alternative

14 6% 

Lower cost vs. custom alternative

14 6% 

Better technology

13 5.6% 

Better features

5 2.1% 

Lower support costs

4 1.7% 

More secure

3 1.3% 

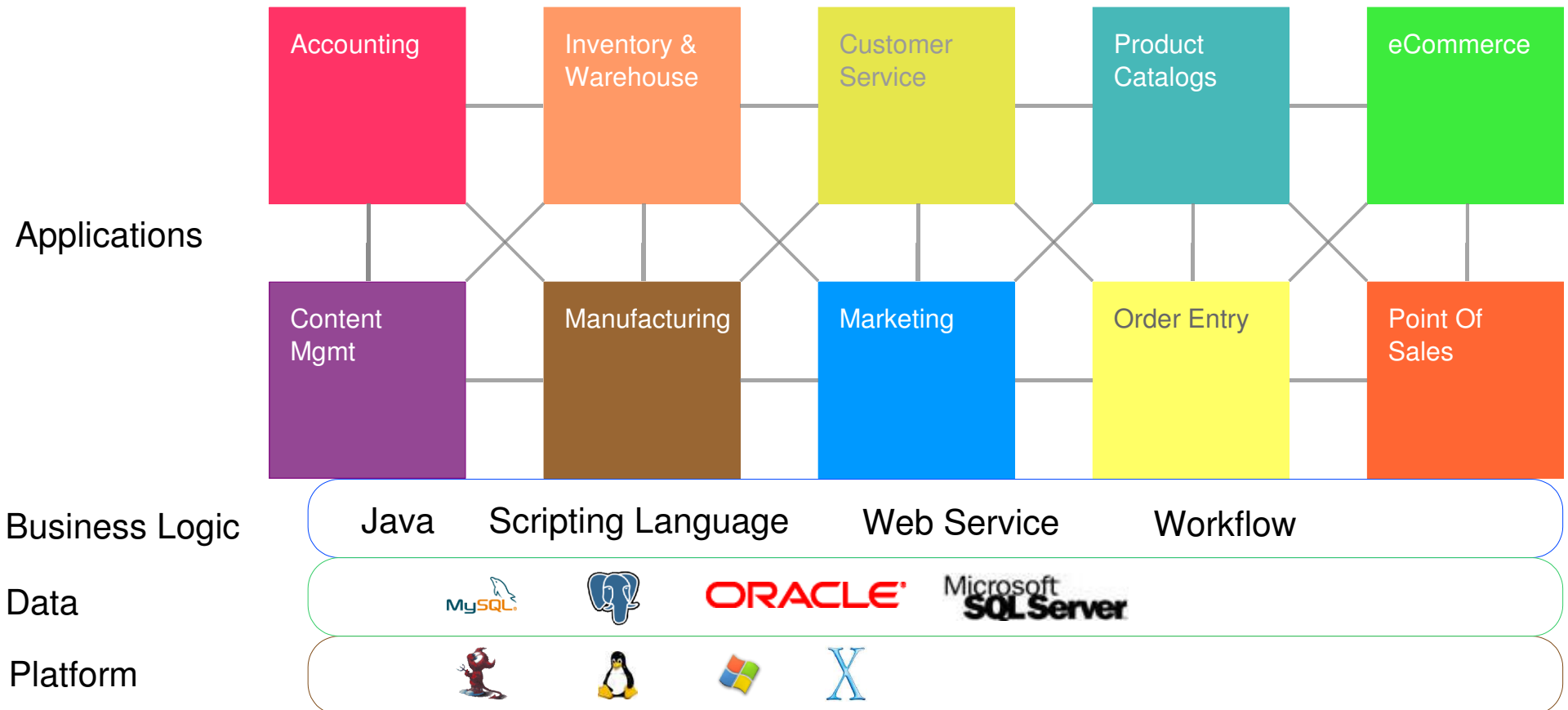
Source: Open Source Strategies, Inc. poll

Where We Are Today



- Founded in 2001, MIT/Apache License
- Active development by global professional community
- Tier 1 Application Features
- Large-scale eCommerce, Manufacturing, Warehouse, Document Management

At a Glance



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Highlights

Unified data model

+ Compatible with all major databases

+ Service Oriented Architecture

+ Modular plug-in components

= Flexible enterprise-wide solution

Under the Hood

Presentation

Model-View-Controller
Decorator pattern
Templates vs actions
Meta-programming

Tomcat, Jetty
Freemarker, FOP
JasperReports
JavaPOS, XUI
beanshell

Business Logic

Service Oriented Architecture
Web Services (SOAP/XML)
Scripting languages
Meta-programming

Axis
BSF
beanshell

Data

XML Data Modeling
Persistence
Database Independence
Meta-programming

JOTM
XAPool
Minerva
Derby
JDBC

Framework

Xerces	Jakarta Commons	Javolution
Lucene	Xalan	POI
Log4j	ORO	icu4j

The Opportunities Ahead

The Opportunity . . .

- Huge Market Potential
- Commercial Vendors have Left a Void
- Users Need an Alternative
- New On-Demand Delivery
- Open Source = Paradigm Shift which Delivers

. . . for Users

- Free to Acquire
- No Hidden Risks
- Customize to Fit Your Needs
- Many Support Choices

. . . for Service Providers

- Low Cost, Flexible Solution with Out of Box Features
- Tier 1 Features which meet Enterprise Needs
- Extend it to fit Industry / Region / Customer
- No Vendor Risk

. . . for On-Demand Vendors

Common Challenges

Old Technology

Commoditized Offering

High Infrastructure Costs

The Solution

Web-Centric Services Architecture

Flexible and Extensible

Complete Open Source Stack

. . . for Developers

- Open Community – Easy to Get Involved
- Work on Challenging Problems
- Interact with Global Community
- Recognition and Career Advancement
- See for Yourself:
<http://www.opensourcestrategies.com/ofbiz/tutorials.php>

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- Certified Partners and Collaborative Marketing



Partnership For Success

Conclusions

Conclusion

- Enterprise Software is a Huge Market
- Open Source is an Ideal Solution
- Opportunities for Users, Developers, Service Providers, On-Demand Vendors, and Investors
- www.opentaps.org - *It's Free!*

This is not the end. It is not
even the beginning of the end.
But it is, perhaps, the end of
the beginning.

- Winston Churchill