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

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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:

<table>
<thead>
<tr>
<th>Advantage</th>
<th>Percentage</th>
<th>Source: Open Source Strategies, Inc. poll</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower cost vs. commercial alternative</td>
<td>31.8%</td>
<td></td>
</tr>
<tr>
<td>More flexible and adaptable to special needs</td>
<td>23.6%</td>
<td></td>
</tr>
<tr>
<td>No vendor lock-in</td>
<td>21.9%</td>
<td></td>
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<tr>
<td>Faster time to market vs custom alternative</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Lower cost vs. custom alternative</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Better technology</td>
<td>5.6%</td>
<td></td>
</tr>
<tr>
<td>Better features</td>
<td>2.1%</td>
<td></td>
</tr>
<tr>
<td>Lower support costs</td>
<td>1.7%</td>
<td></td>
</tr>
<tr>
<td>More secure</td>
<td>1.3%</td>
<td></td>
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</tbody>
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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

Applications
- Accounting
- Inventory & Warehouse
- Customer Service
- Product Catalogs
- eCommerce
- Content Mgmt
- Manufacturing
- Marketing
- Order Entry
- Point Of Sales

Business Logic
- Java
- Scripting Language
- Web Service
- Workflow

Data
- MySQL
- Oracle
- Microsoft SQL Server

Platform
- Linux
- Unix
- Windows
- Mac

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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
- Lucene
- Log4j
- Jakarta Commons
- Xalan
- ORO
- Javolution
- POI
- icu4j

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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:
Make it a Reality: opentaps

- www.opentaps.org
- Regularly released open source packages of OFBiz
- Best Practices and Professional Support
- Complementary Financials and CRM Modules
- 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