



HP and JBoss Inc. -
Linux Reference Architecture:
Open Source Middleware

Philip Robinson
HP Services
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A Shift Towards Open Source

- "...The second shift we see is the shift to open source. In our view, **open source is inevitable** and natural...Most importantly, we recognize that Open Source is at its core - OPEN - which...we believe is absolutely essential to offering customers the best IT solutions, and the most flexibility for the future."

Carly Fiorina, NetWorld+Interop Keynote.



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Executive Overview

- Companies are increasingly considering Open Source – with JBoss as a leading example
- There are concerns about risks involved with Open Source
- HP addresses the business risk associated with the deployment of an Open Source application infrastructure



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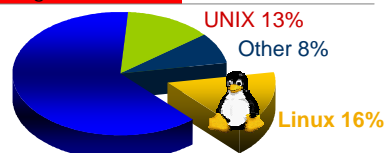
Looking Towards Open Source



Worldwide Server Shipments – Linux Outgrowing Unix!

**2003
TOTAL**

Microsoft 63%



**Q1-3
2004**

Microsoft 65%



Source: IDC Quarterly Tracker – Q1, Q2, Q3 & Q4 2003, Q1, Q2, Q3 2004



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Continued Growth in 2005+

- Over 70% of \$1B+ North American companies are now running Linux (Forrester)
- Linux Adoption (IDC):
 - ✓ Linux Servers in Q3 2004
 - Revenue Growth – 42.6%
 - Unit Growth – 31.7%
 - ✓ CAGR 2002 to 2007 – 32%
- Not Just Linux but Linux & Open Source
 - ✓ MySQL
 - ✓ Symas/OpenLDAP



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HP and JBoss – Growing Together!

- Products
- Services
- Partnership

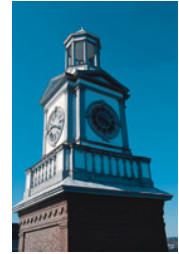


JBoss World
2005

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Standard Benefits of Software (including Open Source)

- Commercially available tech support
- Professional documentation
- Training classes
- Managed release schedules at reasonable intervals
- Binary distributions for popular platforms
- Active users' groups for exchanges



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Unique Benefits of Open Source

- Configuration choice and flexibility
- Open lifecycle management process
- More exhaustive debugging, platform, OS, compiler testing
- Community insight, product documentation, quality
- Environment more conducive to third-party tools
- Flexibility with evaluations, enhancements, benchmarks
- Security from the source
- **Lower TCO**



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"What's a Typical Customer"

- Your Country
- Your Industry
- You!



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Concerned About the Risks



Why Not Open Source?

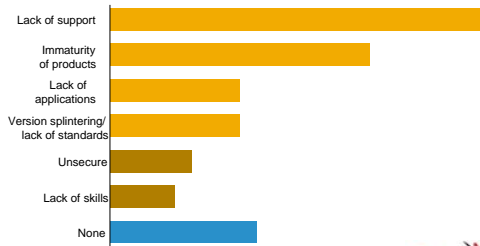
- Will my applications work?
- Will they work well?
- Will they work together?
- What about support?



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Perceptions about Open Source

What are your biggest concerns in using Linux and Open Source software?



Base: 50 \$1B+ companies using Linux (multiple responses accepted)

Source: Forrester, March 2003

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HP and JBoss-
your trusted
partners in the
Open Source
world



HP and Open Source

- HP #1 provider of Linux servers (Q304) – 27.4% growth in Linux server units, 35.7% growth in revenue
- HP #1 provider in Linux market (2003) – \$2.5 billion in revenue
 - ✓ Includes sales of Open Source software, hardware, and services
- Over 13000 devices connected via LInuxCOE, more than 3TB of incoming email processed across 15 Linux systems, 12 clustered Linux systems behind HP's enterprise directory
- Sponsorships: Eclipse, Linux International, Free Software Foundation, Free Standards Group, OSS1, OSDL, Carrier Grade Linux, the Pegasus Project, the Apache Foundation, the Gelato Foundation
- "Count the hops"



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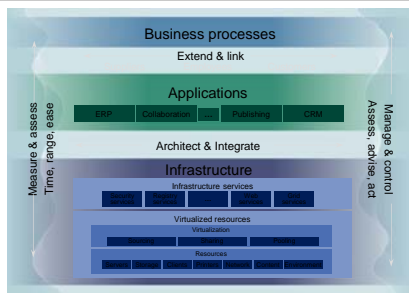
A Commitment to the Community

- 2,500+ developers focused on Linux and Open Source projects
- 6,500+ service professionals worldwide to implement and support Linux and Open Source
- 150+ shipped HP products with embedded open source
- 50+ open source software projects initiated
- 300+ open source printer drivers provided to community



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HP's Adaptive Enterprise



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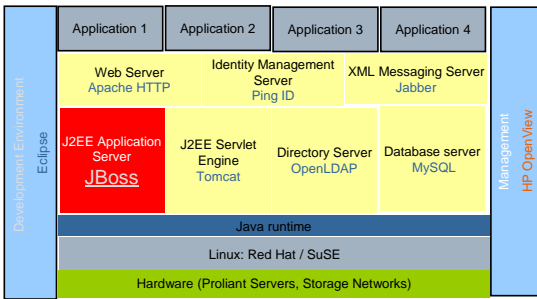
Linux Reference Architecture: Open Source Middleware

- Application Infrastructure
 - ✓ JBoss Application Server + Web Server, Database Server, Directory Server, and more....
- Architecture
 - ✓ Linux distribution (RHEL or SuSE)
 - ✓ System Software (JVM+)
 - ✓ Optional value-added components (HP OpenView) and development environment (Eclipse)
- Run on industry standard servers
 - ✓ 32 bit ProLiant servers
 - ✓ 64-bit Integrity servers
- Tested, validated and managed by HP
- Designed, implemented and supported through HP Consulting & Integration and Customer Support



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Linux Reference Architecture : Open Source Middleware



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HP OSM Services + JBoss

- Assessment, Architecture, and Strategy Services
- Installation and Configuration Services
- Application Migration & Re-engineering, and Application Integration Services
- Application Development Services
- IT Consolidation Services
- Linux and Value-Add Services
- Customer Support Services



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HP Open Source Middleware

- HP Open Source Middleware timing
 - ✓ Upcoming license renewals
 - ✓ Migrations to Linux
 - ✓ New business focus / new applications
 - ✓ Budgeting process
 - ✓ Mergers & acquisitions, divestitures
- HP Open Source Middleware workloads
 - ✓ Java/J2EE applications
 - ✓ Database-driven web applications
 - ✓ Web services



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Summary

- Companies are increasingly considering Open Source with JBoss as a leading example
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