Managing in Open Source

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Agenda

- ∀ What exactly is "Open Source?"
- ∀ Overview of Sun Technology Source Licensing Programs
- ∀ Sun's position on Open Source
- ∀ Management Challenges in the Open Source world
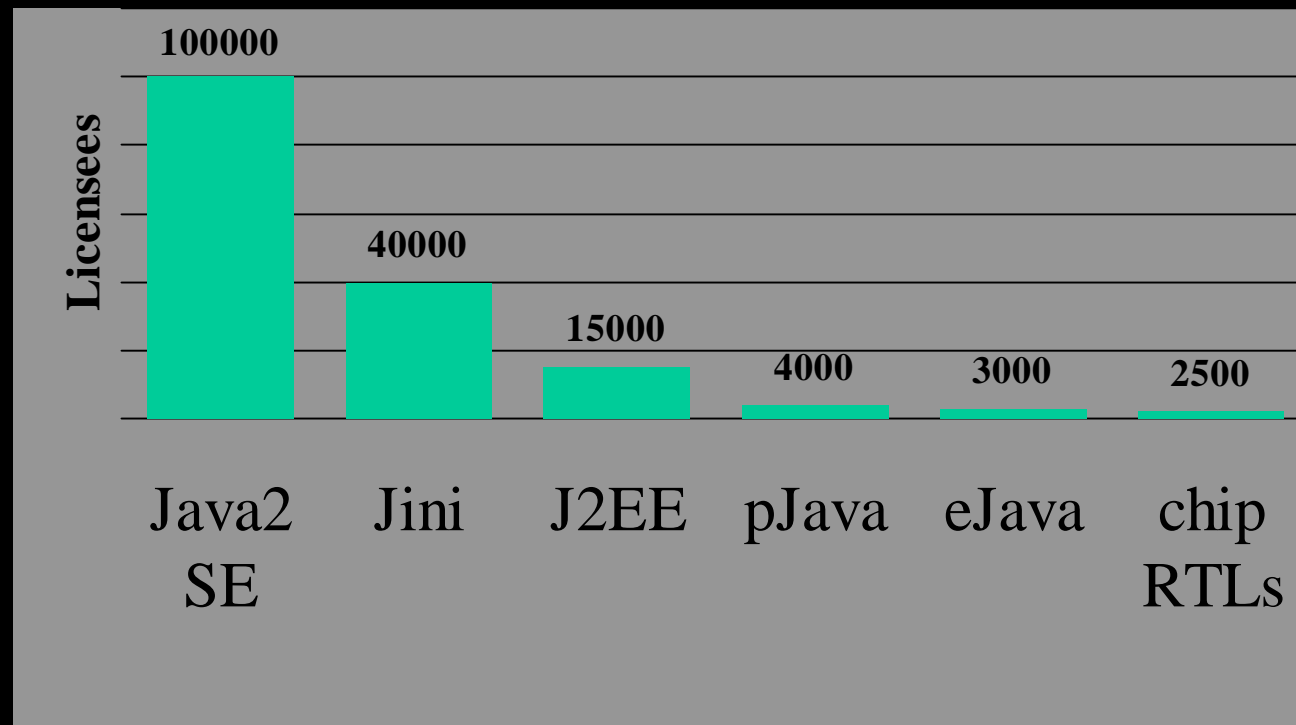- ∀ Q & A

Free Speech or Free Beer?

∀ Proprietary development is like "secret sauce"

∀ Private ownership of Intellectual Property which is fundamental to the "common good" is immoral

∀ Monopolistic practices keep the best software from winning

∀ This would be a lot easier to do if we shared the work

Overview of Sun Technology Source Licensing Programs

∀ **Free Solaris Source License**

  – Targeted at Solaris licensees who need to see sources

∀ **Sun Community Source License**

  – Community Stewardship

∀ **Sun Industry Standards Source License**

  – Technology evolves through a Standards Body

∀ **Strategic Public Licensing**

  – JSP to Apache

  – NFSv4 to Umich

Sun Community Source License Stats

∀ **4x Performance Enhancement in Java**
∀ **over 100 bug fixes**

Sun's position on Open Source

∀ Aligns nicely with our history on Open Standards

∀ Grows the overall size of the market

∀ We compete on implementation

Management Challenges in the Open Source world

∀ **Business Model changes**

- Revenue shift

- Can't "corner" the market

- Enhance support offerings

- Map out value adds

- Look at details

  How is Sales incented?

  What about revenue targets?

Management Challenges in the Open Source world...

∀ Cultural changes

- Senior managers may have to learn new reflexes

- Selecting a license is not a trivial exercise

- End of "Not Invented Here"

- "Right to Fork" not negotiable

- Treat it like a merger

Management Challenges in the Open Source world

∀ Engineering changes
- Different toolsets & procedures
- Check-in procedures for 3rd party code
- Modularize
- Be careful with comments
- Learn to **trade respect**
- Learn to herd cats

Q & A

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