

Open Source System Integrator Forum

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21st February 2011



**Making
government
work better**

Agenda

1. Welcome and Introductions - Chair
2. Purpose of Meeting - DS
3. ICT Strategy – Open Source in Government – B McC
4. Government Actions around Open Source – QY/DS
5. Challenges faced by System Integrators in Open Source - All
6. Opportunities for System Integrators around Open Source – GT/All
7. Next steps - Chair
8. Questions

2. Purpose of Meeting

- To communicate Government strategy on Open Source
- How we propose to action it
- How it will impact System Integrators
- What help do we need from System Integrators
- Understand Challenges faced by System Integrators

3. Where does open source fit in the Government's ICT Strategy?



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Coalition Programme for Government

“We will create a level playing field for open-source software and enable large ICT projects to be split into smaller £100m components.”

“We will take steps to open up government procurement and reduce costs; and we will publish government ICT contracts online.”

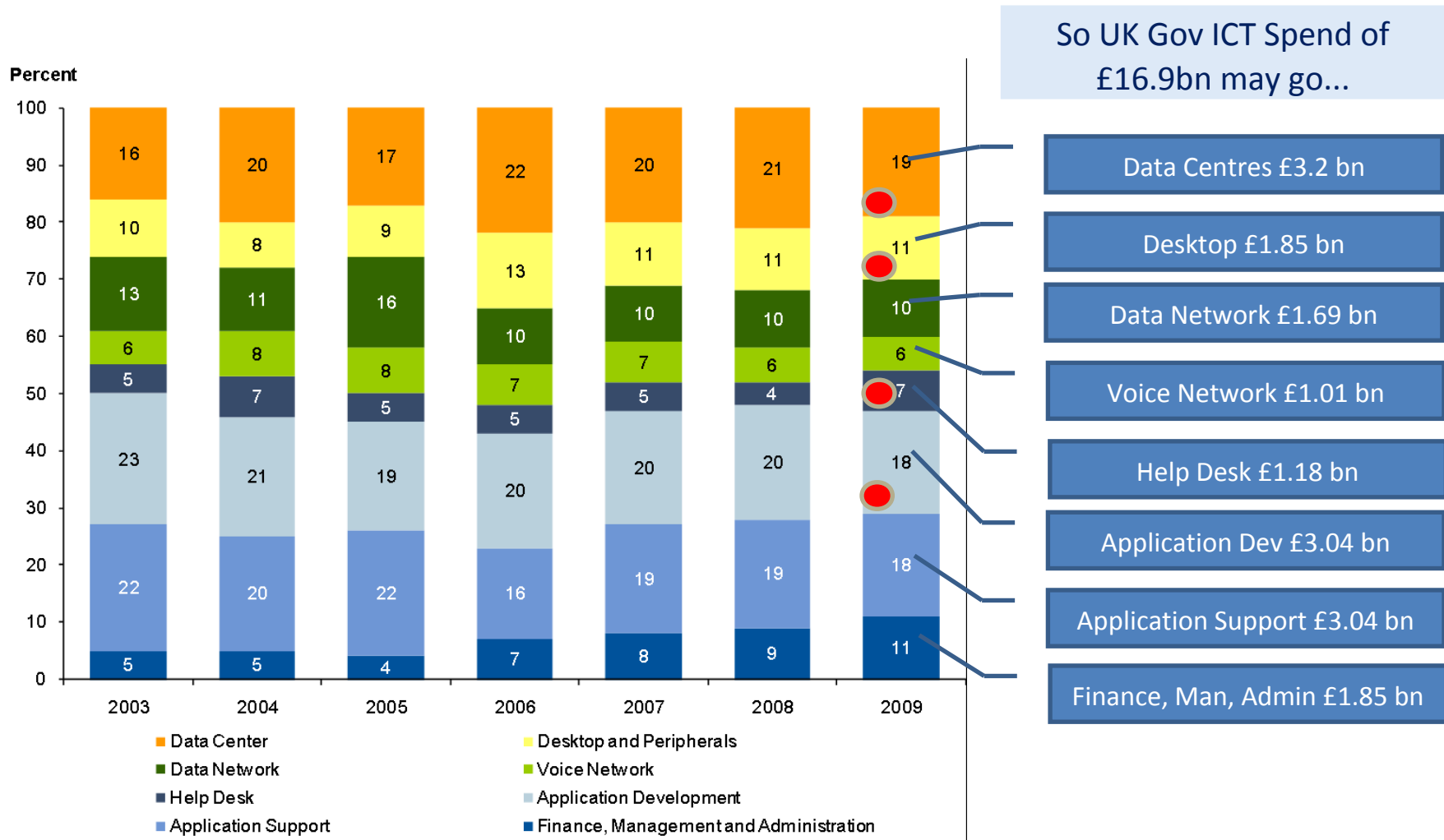
Coalition Programme for Government

“The days of the mega IT contracts are over, we will need you to rethink the way you approach projects, making them smaller, off the shelf and open source where possible.”

Francis Maude MP, Minister for the Cabinet Office, 2nd December 2010

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So where is Government likely to spend on Open Source?



Source Gartner analysis January 2010

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Open Source:

Update the procurement process

Educate the user

Expect System Integrators to supply

BASIC PREMIS:

LOTS
OF REALLY GOOD
OPEN SOURCE SOLUTIONS
KICKING AROUND!





But we can't buy what you don't offer!

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DRIVING SAVINGS

‘£’

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GOVERNMENT, USERS, SYSTEMS INTEGRATORS & OPEN SOURCE COMMUNITY



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OPEN SOURCE PRODUCTS & SERVICES



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We expect to see:

- Evaluated Open Source solutions in all future proposals
- Open standards & interoperability as key components
- Open source solution & services normal practice
- Cheaper and more effective solutions

4. Government Actions around Open Source

Why Open Source ?

- The Coalition Programme for Government
- Interoperability via compliance with open standards
- Improve Integration and Customisation
- Departmental autonomy over information
- Compliance with Open Standards
- Freedom from vendor lock in
- Reduce licence costs and potential total cost of ownership
- Allows government to be best placed to adopt new technologies in the future
- Save money

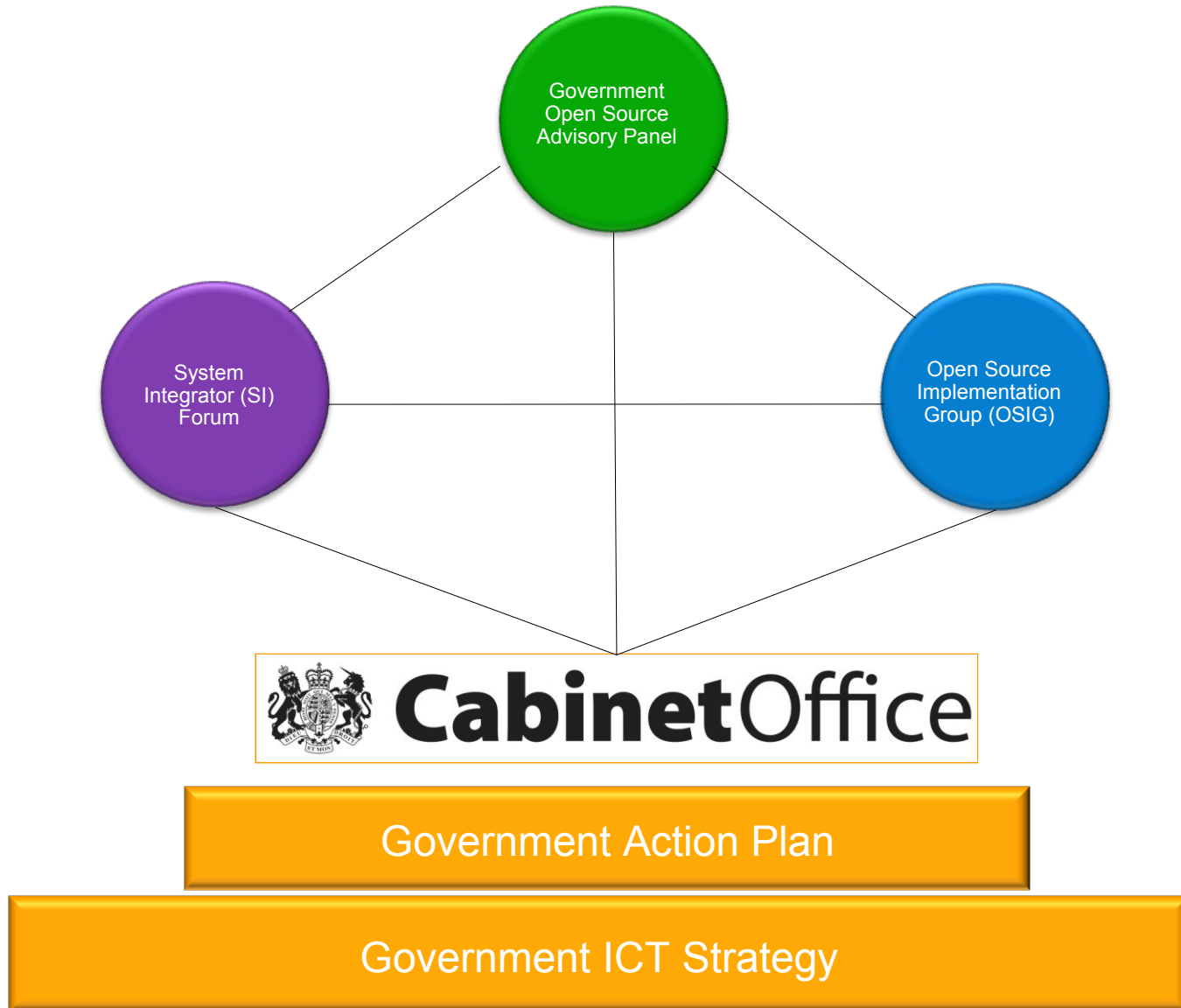
4. Government Actions around Open Source

Does it save money ?

The examples cover saving in the desktop, web presence and back end infrastructure.

- The Bristol City – Saving 50%
- ESR Technology – Saving 78%
- Yell – Saving 95%
- The National Digital Resource Bank – Saving 98%
- Killby and Gayford – Saving 98%

4. Government Actions around Open Source



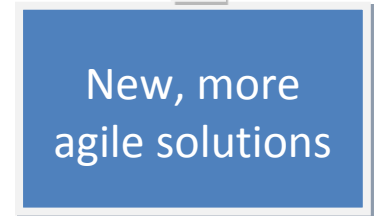
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Skunkworks Operating Model

1. Social challenge



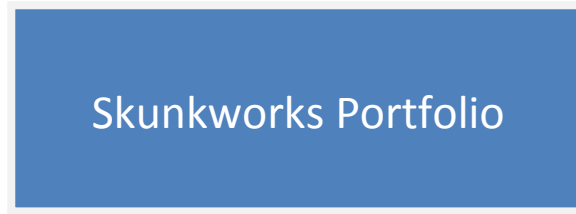
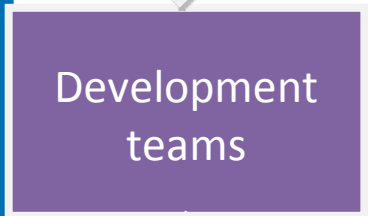
3. New and improved Public Services



Collaboration

CIVIL SOCIETY

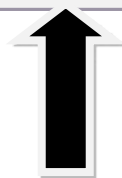
GOVERNMENT



4. New and more agile processes



2. Business Requirement



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5. Challenges For System Integrators

- “We deliver what the Customer asks for”
- Current customer knowledge levels/expectations
- Skills/re-education of staff
- Risk management processes will need to be reviewed
- Perceived issues re legal/licensing
- Procurement processes
- Understanding of Open Source, inc
 - Cultural
 - Technical
 - Legal

6. Opportunities for System Integrators

- Supports modular approach
 - increase granularity
 - clearer break points in stage contracts
- Re-use of solutions
- Reduce dependency on proprietary suppliers for products and support skills
- Expansion of skills pool (inc via SMEs)
- Greater scaling capability
- Responsiveness
- Leading to.....
 - Greater Project success
 - Lowering of costs

7. What happens next: Open source options

- Server
- Database
- Middleware
- Application Server
- Cloud
- Business Application
- Network
- Web
- Desktop Office
- Specialist Applications

Sector	Software	Consider as Alternative to	Comments	Real World Use
Server Operating Systems	<ul style="list-style-type: none"> RedHat Enterprise Linux Canonical Ubuntu Server CentOs Linux 	<ul style="list-style-type: none"> Microsoft Windows Server UNIX - Sun Solaris, IBM AIX, HP UX 	<ul style="list-style-type: none"> General purpose Unix-like operating system with proven higher performance, availability and security record. 	<ul style="list-style-type: none"> London Stock Exchange has moved to a Linux based infrastructure
	<ul style="list-style-type: none"> FreeBSD, NetBSD, OpenBSD 	<ul style="list-style-type: none"> Microsoft Windows Server UNIX - Sun Solaris, IBM AIX, HP UX 	<ul style="list-style-type: none"> General purpose Unix-like operating system with proven higher performance, availability and security record. Particular record in internet and network services. 	<ul style="list-style-type: none"> telecoms, broadband, web servers
Virtualisation	<ul style="list-style-type: none"> Linux KVM 	<ul style="list-style-type: none"> VMWare Server 	<ul style="list-style-type: none"> sss 	
	<ul style="list-style-type: none"> Virtualbox 	<ul style="list-style-type: none"> VMWare Workstation, Parallels for desktop 		
Remote Desktop Management	<ul style="list-style-type: none"> VNC 			

Open Source Software - Assessment Model

- We are looking for software to be :
 - Proven
 - Support
 - Security
 - Software Development
 - IT Integrator
 - Legal
 - License

IT
Integrator
or Supplier

<ul style="list-style-type: none">Integrator understands open source software and its ecosystem.	<ul style="list-style-type: none">Integrator understands open source software and its ecosystem only enough to make occasional use of software, primarily imitating other integrators.	<ul style="list-style-type: none">Integrator does not understand open source software and its ecosystem, and has no intention to use it strategically.
<ul style="list-style-type: none">Integrator's legal and commercial units understand open source software and are fully engaged with it business as usual.	<ul style="list-style-type: none">Integrator's legal and commercial units partially understand open source software and only engage with it tactically and by exception.	<ul style="list-style-type: none">Integrator's legal and commercial units do not understand or engage with open source software.
<ul style="list-style-type: none">Open source software plays a primary tier role in the integrator's strategic vision and approach to IT solutions and services.Integrator maintains permanent internal expertise for strategic open source software.	<ul style="list-style-type: none">Open source software does not play a primary tier role in the integrator's strategic vision and approach to IT solutions and services. It only plays a secondary role where it is used tactically or by exception.Integrator's internal expertise is incidental. Integrator buys in open source expertise on a temporary and case by case basis.	<ul style="list-style-type: none">Open source plays no part in the integrator's strategic vision or approach to IT solutions.Integrator has no internal expertise in open source software, and does not engage temporary expertise.
<ul style="list-style-type: none">Integrator has established channels to support and maintenance for open source software.Integrator also has partnerships with design and integration specialists for specific open source software.	<ul style="list-style-type: none">Integrator engages channels to support and maintenance for open source software on a case by case basis, and often by exception.Integrator only forms partnerships with design and integration specialists for specific open by exception.	<ul style="list-style-type: none">Integrator has no channels to open source support and maintenance.Integrator has no partnerships with open source software specialists.
<ul style="list-style-type: none">Integrator has proven successful experience of open source software, over a wide range of solutions and services, including mission critical.	<ul style="list-style-type: none">Integrator has some proven successful experience of open source software, over a limited set of solution and service types.	<ul style="list-style-type: none">Integrator has no proven experience of open source software as part of its solutions and services.

7. Your help

- System Integrators share with Cabinet Office :
 - Which Open Source software deployed
 - Where they have deployed it
 - List of perceived challenges
- New Project – Evaluate Open source solutions
- Legacy systems - Evaluate opens source solutions at opportunity

Questions ?

