The Final Frontier For Open Source

Is Enterprise Adoption Good for Open Source and its Ecosystem?
Million Users: 70
Transactions per second: 7000
Million Orders processed per day: 7

powered by JBoss, MySQL, HornetQ, AngularJs
Million Citizens 18 10000 Concurrent Users

Transparency into financial administration, planning and budget management across banks, state and federal agencies

powered by Liferay, Jboss and Fuse
Million Farms  20
Million Farmers  65
Transactions per day  30000

powered by MySQL, Jasper with Angular.js
When we think of open source we think of....

When an enterprise thinks of open source they think of...
Today is Generation IV of Open source – The Age of the Enterprise
By 2018, 70% of new applications will run on open source databases

"Open-source software (OSS) industry saturation is complete: today, 95% of mainstream IT organizations leverage nontrivial open-source software assets within their mission-critical IT portfolios — whether they know it or not." – Mark Driver

Forrester Research reports 47% of decision makers say that increasing use of open source is a high or critical priority for 2017

“The modern enterprise embraces open source capabilities to accelerate its digital transformation efforts, and open source components increasingly underpin today’s major technology markets” – Paul Miller

78% of enterprises run open source

65% of companies are contributing to open software

Open Source Goes **Mainstream**

“Open source innovation is significantly impacting the IT marketplace” – IDC Canada
Why are Enterprises Open Sourcing

Open Source solutions have changed the way people are thinking about software and hardware alike. Tap into our insights on the open source movement and learn more about our involvement with the open source community.
But How do Enterprises Open Source?

- Consume
- Contribute
- Publish
- Develop
Case in point

- **ML & AI**
- **IOT**
- **API**

**IT Infrastructure**
- PaaS
- Linux
- CaaS

**Brain**

**Eyes**

**Heart**

**Stomach**

**ML & AI**

**Digital Transformation**
- Drupal
- Liferay
- Angular, Node

**Middleware / BPM**
- Business Transformation

**Data & Insights**
- Machine Learning
- Data Warehouse
- Graph DB
- No SQL

**Hands**

**Fingers**

**Legs**
“Open Source First” – is a new mantra for enterprises recognizing its potential for competitive advantage.
Where friction begins

Shared IT (some portion)

HR

Procurement/Finance

Legal
What do enterprises add

- Increased visibility
- Proof of viability
- Maturation of the technology
- Proliferation of skills
- Improved security
- Community vitality
Where do they go wrong

- Rash consumption
- Incomplete deployments
- Silos
- Lack of integration

- Poor approach to support
- Lack of planned and committed resource investment – internally and do the community
- Create conflict between community and commercial providers
- No or shotgun strategy

- Lack of knowledge or planning for life cycle management
- Wrong motivation
- Lack of patience
- Lack of executive sponsorship

- Lack of understanding of audience and community
Impact

More overall interest

More opportunity for bad experience to be visible

For commercial open source vendors – increased OR reduced market opportunity

False sense of market opportunity – one enterprise does not a market make

Maturing technologies mean more potential self sufficiency by end user

More demand for developer mindshare
What to do?

Think and allocate resources for the long term

Behavioral consistency

Motivational clarity at all levels
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