



OSS in the Secondary Software Sector - Voice of Industry



Potential of OSS in ATM

14th Dec 2005

Eurocontrol, Paris

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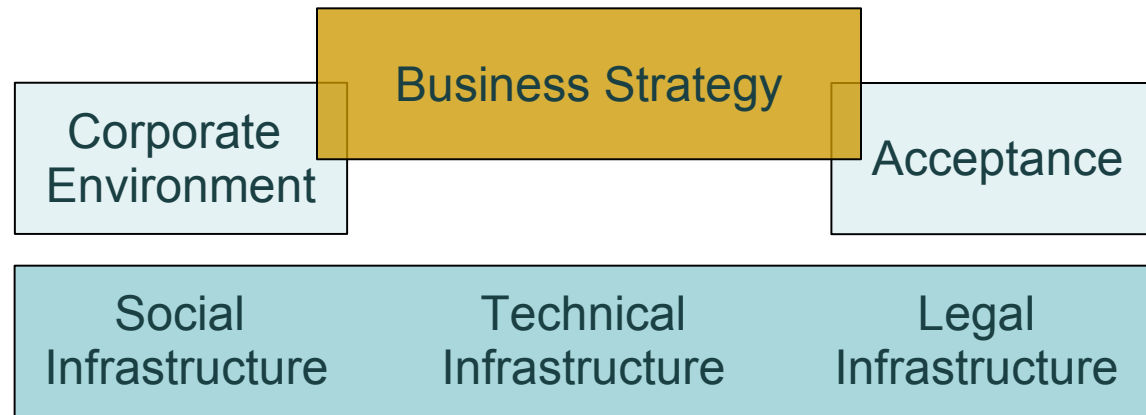
Background



- OSS is rapidly becoming mainstream & a commercial reality
- CALIBRE EU FP6 Project – Hague Conference Nov 2004
- Brainstorming session based on 4 of De Bono's Six Thinking Hats:
 - **Yellow** – reasons why something will work (strengths/opportunities)
 - **Black** – why a suggestion does not fit the facts (weaknesses/threats)
 - **Red** – intuition without any need to justify
 - **Green** – creativity, alternatives and proposals
- OSS Issues (in ranked order)
 1. **People**
 2. **Commercial**
 3. **Technology**
 4. **Community**
 5. **Product**
 6. **Legal**

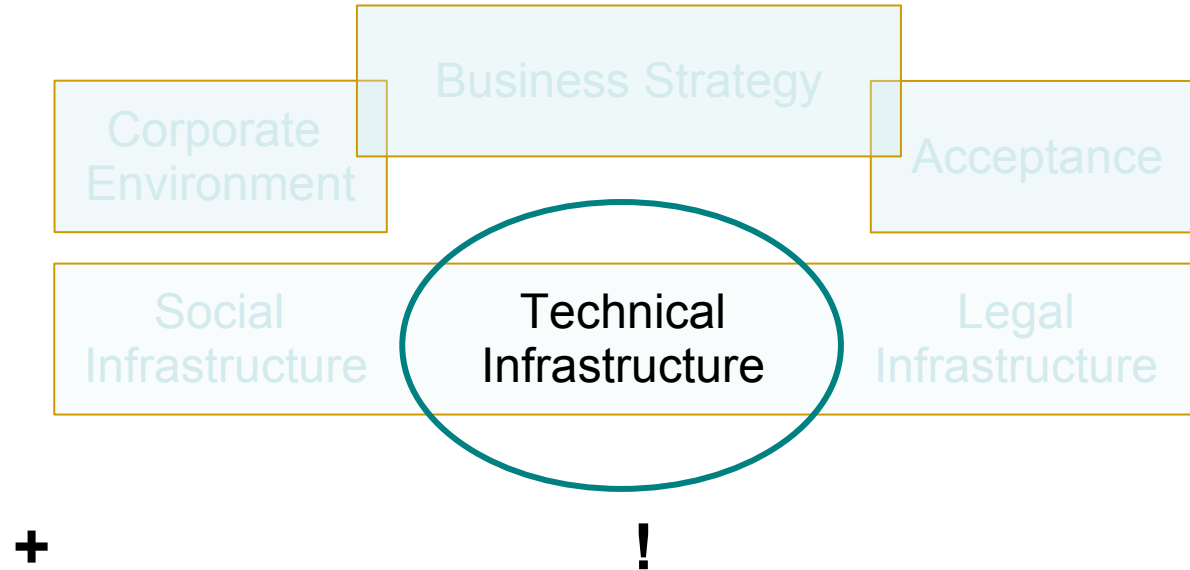


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*“Using open source as components
in safety systems will be very hard”*

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Proven Quality
Increased Control
Software Reuse
Open Standards

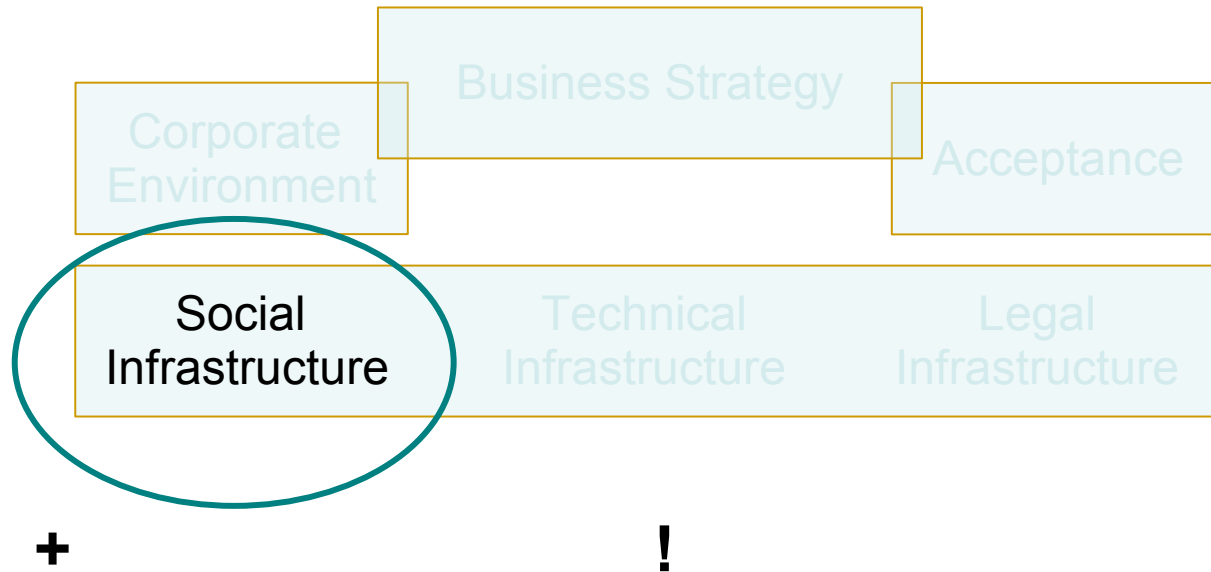
Reliability
Unproven Domains
Lack of Support

Finding a Solution



"Cross Pollination Creates Honey"

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Increased Cooperation
Shared Knowledge
Shared Cost
Access to R&D

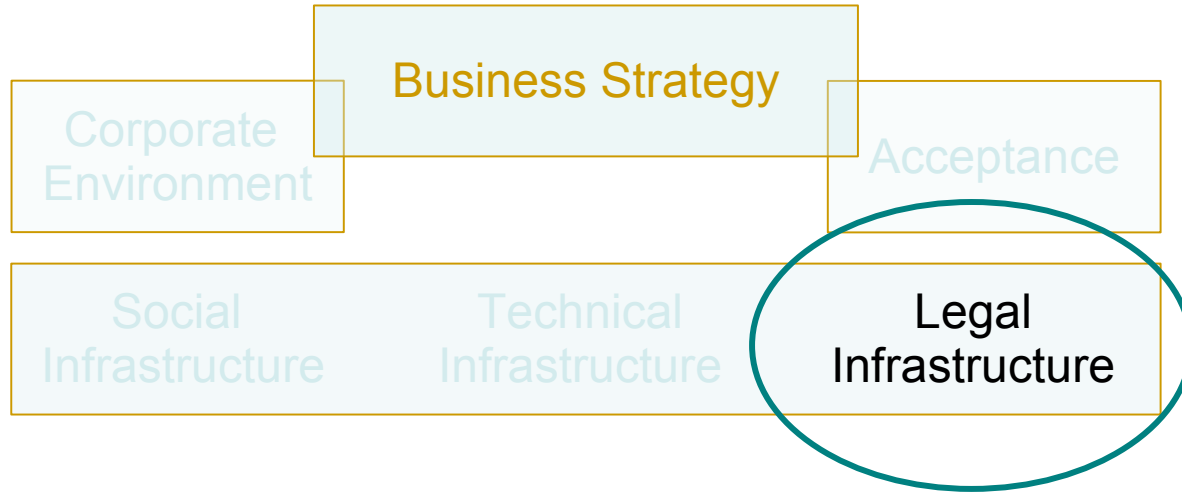
Building **Communities**
Building Trust
OSS Skills

Global – Euro,US,China
What to Give Back



“Who do I sue and who is going to sue me?”

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Strong Motivation
Open Standards

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Ownership Mindset
(spurious) Patents
Copyright

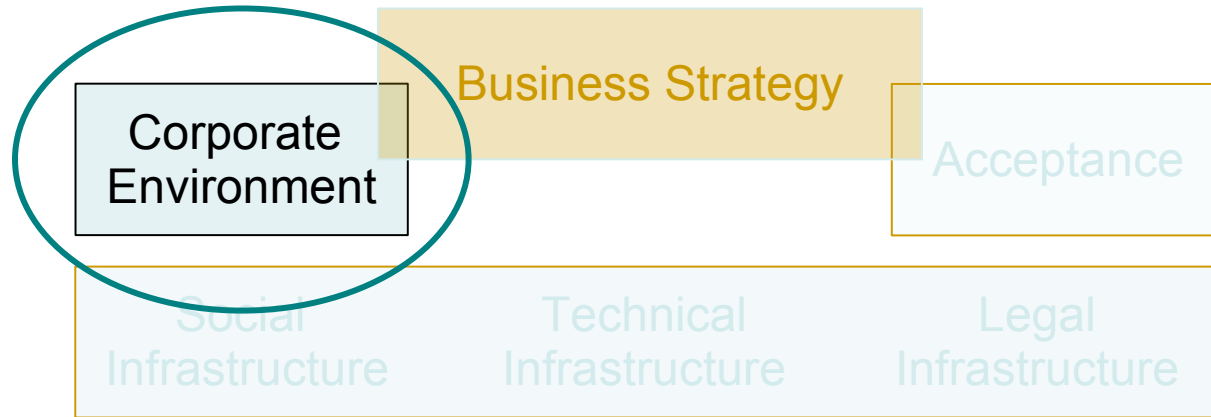
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Lack of Understanding



*"Open Source is the future
– I need my company to get on the bandwagon now!"*

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Cooperation

Recruitment

Job Satisfaction

Flexible Employment

Resistance to Change

Meritocracy v. Business

Lack of Expertise

Libre Leaders
- The Champions



CALIBRE (004337)

www.calibre.ie

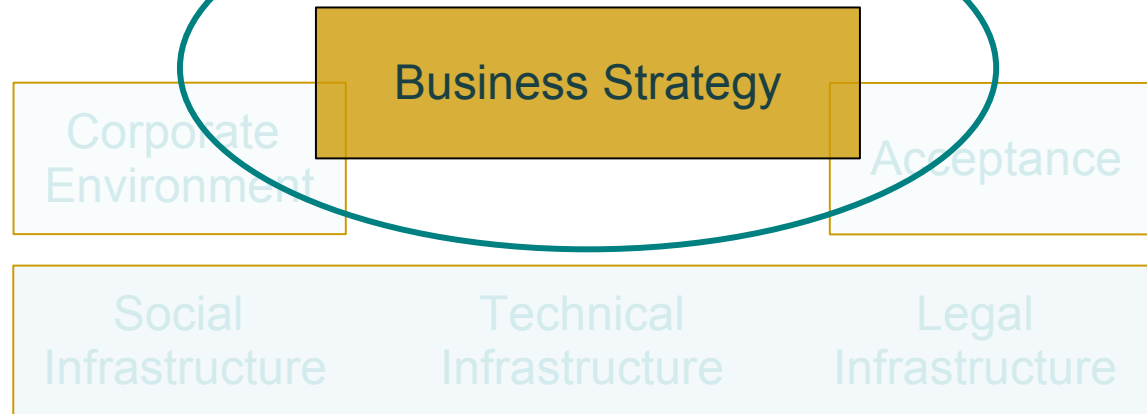


Information Society
Technologies

"I am an OSS company"



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Increased Adoption
Lower Costs
Lower Barriers
No Element of Risk
Time to Market

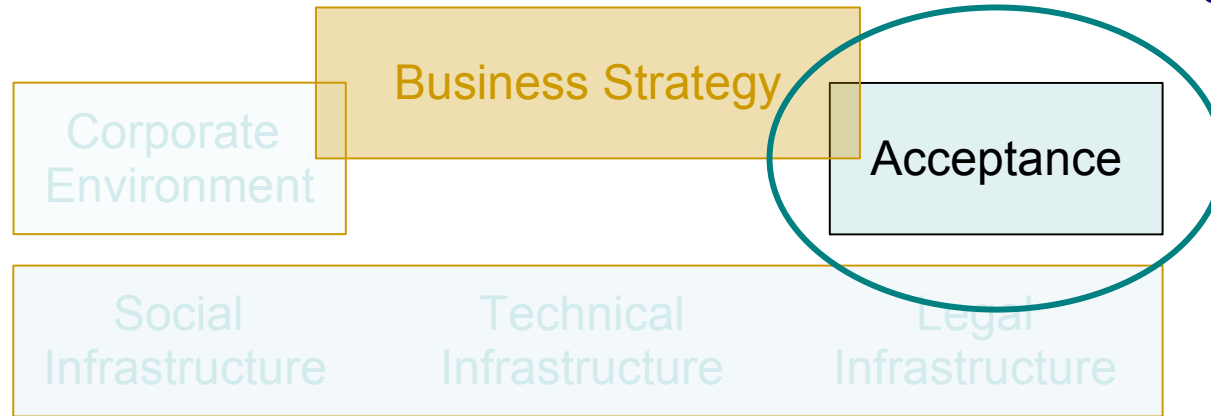
Unclear Business Models
Questionable Value
Blind Faith
Lack of Coordination

Sustainability
Fallback Position



"I hack therefore I am"

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Good PR
Enthusiasm
Progressive - Open

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Rejection by
Libre Community
Rejection by Customers

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We Choose to
Go to the Moon...

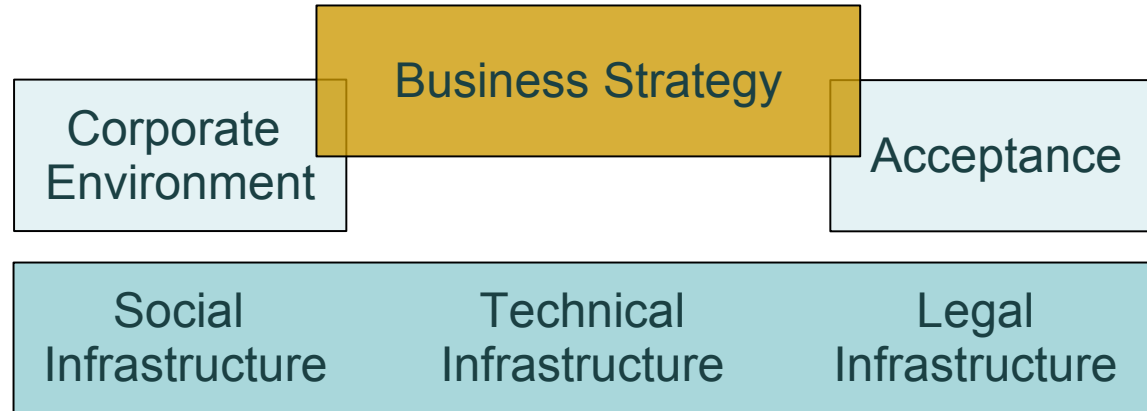


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*We choose open source software.
not only because it is free,
but because it is hard
because that goal will serve to organize & measure the best of our energies & skills,
because that challenge is one that we are willing to accept,
one we are not willing to postpone,
one which we intend to win.*

Thank You

