



Interoperability: Avoiding Lock-In

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- Mission** To accelerate the market take-up of Linux and other Open Source Software in business and public sector markets, within the context of open verifiable standards
- Structure** Not-for Profit, Independent, Non evangelic, with members drawn from user and supplier communities. Single voice but not necessarily single opinion
- Approach** Not anti any one company, achieving a new business model – more effective, lower cost, more choice – based on hard business evidence

How Open can Europe Get?

Interoperability – The Goal

- ▶ Maximise the effectiveness of the citizen and business
- ▶ Operating in a cohesive environment
- ▶ Interoperability is clearly not just a technical issue but...
- ▶ ICT has been an inhibitor, not an enabler
- ▶ Time to change?

“Openness, Open Standards or Open Source”?

Openness – State of mind and agreement

Open Standards – The focus for Interoperability

Open Source Software – A new Business Model

“Openness” - The Goals

Ensuring:

- ▶ Flexibility
- ▶ User Interoperability
- ▶ Creativity
- ▶ Cost of Effectiveness
- ▶ Security
- ▶ Future access to information
- ▶ A level playing field
- ▶ Freedom of action

“Openness” - The Goals

Avoiding:

- ▶ Monopolies
- ▶ Vendor Lock In
- ▶ Imposing technology decisions

Open Source Definition ...so what does it mean?

- ▶ OSS defines the licensing and access to the code
- ▶ NOT the way it is developed
- ▶ BUT normally it will have been developed by community effort
- ▶ OSS delivers a new business model, as much to the user as to the supplier
- ▶ Value is back in the hands of the consumer
- ▶ Choice and Competition

Open Source Software – The Potential

- ▶ Significant cost savings?
- ▶ Choice
- ▶ Social inclusion
- ▶ Innovation
- ▶ Application Sharing
- ▶ Growth of new markets

Open Source Software – The Impact

- ▶ Not going to go away
- ▶ A new business model
 - User
 - Developer
- ▶ Discontinuity in the market
- ▶ Less focus on the value of IPR, more on service
- ▶ Interoperability must recognise the shift

Open Standards from Interoperability

- ▶ Has to have both User and Industry support
- ▶ Must reflect the speed of change, de facto alongside de jure
- ▶ Be seen to be “open” and independent
- ▶ Must support and encourage innovation
- ▶ Never ever be a limiting factor

The Alternative – Lock In

- ▶ Status Quo
- ▶ Much of it invisible
- ▶ Deliberate or accidental
- ▶ Exit cost not recognised
- ▶ A Time Bomb!

How Do You Define Being Open?

IDABC European Interoperability Framework:

▶ “The standard is adopted and will be maintained by a not-for-profit organization, and its ongoing development occurs on the basis of an open decision-making procedure available to all parties (consensus or majority decision etc)”

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How do you Maximise Choice?

- ▶ Recognise current Lock In
- ▶ Plan to remove it
- ▶ Adopt the EIF
- ▶ Avoid 'closed' products
- ▶ The market will respond

The Challenge

Industry

- Respond to the EIF
- Evaluate your value proposition

Government

- Support the lead being offered
- Adopt at national/ regional levels now

How Open can Europe Get? - Conclusion

- ▶ Lock–In is a time bomb waiting to go off
- ▶ OSS has delivered a major disconnect to the market
- ▶ But it merely reinforces the need
- ▶ European Government must enforce Open Standards if they are to meet European community objectives.
- ▶ Industry must look wider than short term defence measures in order to flourish



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