

Reducing TCO through Open Source Software

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Deepak Kumar <kdeepak@srishtisoft.com>

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- OSS is not ready for prime time.
- OSS is savior of the civilization and Proprietary S/W is evil.
- OSS means zero cost.
- OSS means lesser cost.

- Nearly whole of Domain Name System [DNS] of the Internet.
- Hardly any email reaches you without getting touched by an OSS Mail Transport Agent [MTA].
- Usage is extremely high in devices, e.g. routers, firewalls, storage boxes, entertainment systems etc.
- More than half of web servers.
- Most of the popular Anti Spam S/W.
- Special effects in movies especially full 3D animation movies.

Putting OSS into Perspective



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- Do you know:
 - What you are actually buying when you buy a S/W product?
 - What kind of warranties are made?
 - What are liabilities of the vendor?
 - How much you are protected if the product has bugs?
 - What does support means for the product?
- Have you read an EULA?
- Do you understand your obligations under licensing terms?

- YOU EXPRESSLY ACKNOWLEDGE AND AGREE THAT USE OF THE SOFTWARE IS AT YOUR SOLE RISK AND THAT THE ENTIRE RISK AS TO SATISFACTORY QUALITY, PERFORMANCE, ACCURACY AND EFFORT IS WITH YOU.
- The Vendor warrants that the Software will perform substantially in accordance with the accompanying materials for a period of ninety (90) days from the date of receipt.

- Cost drivers:
 - License costs
 - Implementation
 - H/W and other infrastructure
 - Training
 - Ongoing support
 - Staff allocation
 - Legal and administrative costs
- Focus on features that are actually needed.
- Understand what brings value to your business.
- Get a definitive life time of the product.

Continued ...



Your ROI calculations are unique to your organization.

- Avoid vendor lock-ins
- Open formats
- Open protocols
- Cross platform tools and applications
 - Option of multiple OS
 - Option of multiple databases
 - Option of multiple application servers / middleware
- Give special consideration to vendor/group longevity, i.e., “will they survive for 5/10 years and will remain in same business”

- Sample assessment for Srishti:
 - Platform *****
 - Infrastructure
 - Email *****
 - Intranet *****
 - File sharing ***
 - Print sharing *****
 - Bug tracking ****
 - Version control *****
 - Enterprise Applications *
- Sample assessment for Srishti's accounts and HR departments:
 - Applications
 - Server OS *****
 - RDBMS ****
 - Platform *****
 - User Desktop
 - OS ***
 - Tools ****
 - Productivity Tools ****

*, **, *** means lesser than paid product.

**** means similar to paid product.

***** better than the paid product.

- In-house
- 3rd party:
 - Local: through people who are willing to physically come to your premises
 - Near: available on phone, need based travel
 - Same time-zone:
- From the vendor

You must have very GOOD support.

Why OSS Deployments Fail?



- Assuming OSS means zero cost
- Incorrect product selection:
 - Some of the applications have many alternatives, e.g., which distribution of Linux
 - No generic correct answer
 - Wide variance in opinions
 - Need for “expert” advise
- Not sourcing proper support
- Over enthusiasm



- Better skilled people.
- Smaller legacy.
- Flexible people.
- Easier to build in-house or local support.



OSS is available to everyone. Equally.

- Infrastructure:
 - Email
 - Intranet
 - Print
 - Proxy
 - File shares
 - Web hosting
 - Bug tracking
- Servers
 - OS
- User Desktops
 - Email
 - Browser
 - OS (more than 70%)
 - Office (more than 80%)
- 2 large products:
 - Zero dependency on 3rd party licenses.
 - 100% OSS deployments feasible.
- Major non OSS S/W used:
 - Desktop OS
 - Office
 - Graphics & Design

Feedback / Questions?

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