Open Standards & Technologies

Open computing for an on demand world

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The OPEN Proposition

Conclusion: IT business models must change

Letting Go of Control

**Change From “Control”**

- Own standard
- Own customer relationship
- Control pace of development
- Control price

**To “Sustained Value Add”**

- Leverage network effects
- Leverage economy of scale
- Increase availability of skills
- Speed of innovation
OPEN Computing

Goals

- Ensure flexibility
- Ensure interoperability
- Promote innovation
- Avoid vendor lock-in
- Drive cost effectiveness
- Ensure future access to information
- Ensure a level playing field for competition
- Maximize freedom of action
Open Standards

- Published without restriction*
- Freely available for adoption by the industry
- Control by an open industry organization
- Implemented by offerings available in the market

Standards evolution

- Initiator
- Core group
- Standards body

*As a rule. In some situations there may be reasonable royalties for essential patents
Evolution to an Open Standard

**Need**
- Customer need for technical solution to known problem
- Lack of industry accepted technical solution
- May be competing technical approaches or single proprietary solution
- Lack of interoperability

**Initiator**
- A company, individual or group of companies or individuals agree to address issue
- Resources devoted to developing best technical solution, often in collaborative fashion

**Core group**
- Interested parties publish specifications
- Specifications publicly available sufficient to enable implementation, interoperability
- Can be implemented with little or no restrictions; IPR either RAND or Royalty free.
- Developers may create reference or commercial implementation
- Developers declare intent to have solution accepted as standard

**Standards body**
- Standards body reviews technical solution, adopts as standard
- Specifications publicly available are sufficient to enable implementation, interoperability
- Can be implemented with little or no restrictions; IPR either RAND or royalty-free.
- Standards body open to broad participation, open decision making process
- Standard implemented in competing IT products by multiple vendors.
Open source can...

- Drive standards
- Provide cost effective access to base componentry
- Be a mechanism to allow companies to cooperate in the development of common infrastructure technology as a platform for innovation
- Be a mechanism to drive multi-vendor consistency to enhance value to customers
- Provide a common and flexible base to support multiple HW platforms and drive and foster the development of a critical mass to SW development
Open Computing Roadmap

1. Insist on open standards as a matter of policy... be pragmatic about it.
2. Focus on interoperable ICT systems.
3. Avoid procurement of proprietary, non-open standards based solutions.
4. Evaluate open source solutions on equal footing with commercial solutions.
5. Reject mandates or preferences based on development model.
6. Insist on open file formats
7. Investigate SOA based open architectures
8. Adopt open computing as an underlying philosophy.

Insist on openness, but make pragmatic business oriented decisions based on features, training cost, availability of skill, interoperability and value for money.
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