



TUX with SUN-glasses

Loris RILLI

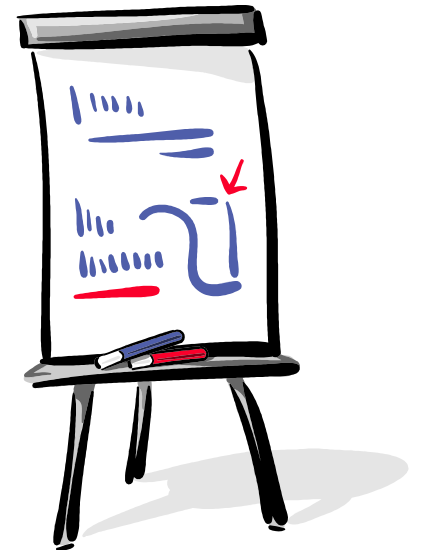
Sun Microsystems Inc.

Linuxbiz
October 6, 2004



Agenda

- Sun & Open-Source
- Economics of Open-Source
- OpenOffice.org
- Mozilla.org
- LookingGlass
- Summary



**Long time ago in a galaxy,
far, far away ...**

History 101: Sun Was Born on BSD



68k



Sun Equaled Systems Innovation.

Our Roots



Innovation based on industry volumes

More open than open

**Sun
workstations:
thousands of
open minds
come standard.**

**“A Ferrari out of
spare parts”**

**OS + hardware
=
system**



Open Systems
for Open Minds

Open Source: Historical Break ?

**“History repeats itself.
Has too ... No-one
listens!”**

Steve TURNER

“It's in the Genes”

Sun is a pioneer of community-based business models

- Market-creating pioneer with BSD
- Public release of NFS
- ... and much more

Sun Continues to Pioneer Freedom

- Java release - with source - in 1995
- Open Office.org, 2000
- Sun Java Desktop System with Linux, 2003
- Open source and Solaris, coming soon...

Myths About Open Source

Open Source developers will build your project **for Free**

Open Source (or the GPL) is **Anti-Business**

Open Source projects are **hostile to corporate developers**

Open Source developers are a bunch of whining babies

Open Source software **never really ships on time**
(or at acceptable **quality**)

Nobody really makes money

Truths About Open Source

Apache now hosts **67% of the Web Server market**

45% of CIOs in the Fortune 2000 are **looking for an alternative to proprietary OS**

Desktop Linux is seeing **massive worldwide deployments**

MSFT publicly listed Linux and Open Source as the #2 threat to their continued profitability, after the economy

55% of Open Source developers at OSDN are paid to work on at least one Open Source project

Economics of Open Source

“If you open source all your software, how will you make money?”

Vox populi

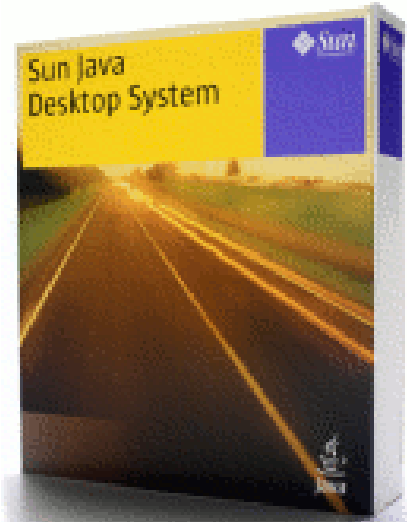
Subscription model

- **We buy** a newspaper, not the news
- We actually buy (subscribe) to an **editorial style**
- Sun acts like the editor-in-chief of the **Java Desktop System** 'publication'
- You **subscribe** to the editorial outlook
- U R free to **insert, remove or swap** pages



Free-up your Desktop JavaDS

- Long-term project to create a Sun Desktop environment based on Open Source components:
 - GNOME,
 - Mozilla,
 - Evolution,
 - StarOffice
 - tight Java integration
- **Enterprise level management and configuration features.**



Linux
Solaris SPARC
Solaris x86
(SunRay)

Subscription: 50\$/employee/year



Sun Open Source Track Record

June 1999	TomCat launched at Jakarta.Apache.org
January 2000	TI-RPC released under SISSL, Ant becomes separate module in Apache.org/Jakarta
March 2000	Crimson donated to XML.Apache.org
April 2000	NetBeans announced, Sun assigns 50 engineers to work on Mozilla.org
July 2000	OpenOffice.org announced, GNOME Foundation announced
August 2000	Solaris l18n Framework donated to x.org, SunLabs launches Brazil
October 2000	Batik donated to XML.Apache.org
January 2001	GridEngine announced
February 2001	JXTA.org announced
March 2001	SunSource.net announced
June 2001	Xalan donated to XML.Apache.org, WBEM announced
December 2001	Danese Cooper joins board of Open Source Initiative
February 2002	Announcement that Sun will ship a Linux box, Solaris ABICert tool released
March 2002	Announcement that JCP will support Open Source reimplementations of JSRs
April 2002	“Ask Slashdot” interview
August 2002	Scott McNealy keynotes at LinuxWorld, launch of Linux-based LX50
September 2002	Announcement of Sun Linux Desktop, Liberty IPL code released
October 2002	Oasis TC formed to standardize XML File Formats based on OpenOffice.org
March 2003	First OpenOffice.org Developer's Conference
June 2003	Launch of java.net, the (Open) Source for Java Collaboration
August 2003	Apache launches Project Geronimo with goal of creating first compatible open source J2EE





Freedom ...

- Open Source is about freedom to **develop** software

End-User Freedom for all is a product of:

- **Open standards**
- Software **portability**
- **Transparency & Inclusiveness**
- **Interoperability**
- **Open licensing ... and Open Source**

Freedom of choice, JavaES

- Sun Java™ System Directory Server
- Sun Java™ System Identity Server
- Sun Java™ System Portal Server
- Sun Java™ System Web Server
- Sun Java™ System Application Server
- Sun Java™ System Message Queue
- Sun Java™ System Administration Server
- Sun Java™ System Messaging Server
- Sun Java™ System Calendar Server
- Sun Java™ System Instant Messaging
- Sun Java™ System Directory Proxy Server
- Sun Cluster
- Sun Cluster Agents
- Active Server Pages (ASP) 4.0
- SunRay Server Software
- JDS Management Server (Mercury, no Solaris)
- Common Monitoring Framework
- J2SE 5.0 (Tiger)

Subscription: 100\$/employee/year



Freedom of choice, JavaES

- Free to select **platform**
- Free to swap-out **single components**

Open Standards
Portable
Interoperable

Linux
Solaris SPARC
Solaris x86
HP-UX
Windows

Subscription: 100\$/employee/year



OpenOffice.org Rocks



- **Founded by Sun Microsystems, Inc.** in 2000
- Licensing Model: LGPL & SISSL
- Standard office suite on Linux distributions, Win, Unix, ...
- More that **60 million downloads**
- Over 100,000 community members
- **Multi-platform, 40+ locales**
- **Work with EI on OASIS** Open Office format
- Website - <http://www.openoffice.org>

All flavors of OpenOffice

StarSuite Enterprise

StarSuite Retail

OpenOffice.org


OpenOffice.org 1.1
Office Suite

Cost: Free
Applications,
24x7 Support (optional)



Cost: \$79.95 MSRP
Enhanced spellchecker,
fonts, clip art, 60-day
free support



Cost: \$25 - \$60/user
Premium support,
Configuration Manager,
Development Kit

OpenOffice – What's New

General

- Usability Enhancements
- **Keyboard Macro Recorder**
- PDA document import/export

Accessibility

- Keyboard Navigation
- System Settings and Color Schemes

Enterprise

- Centralized Configuration
- **Export to PDF, Flash**
- XSLT support
- StarSuite
- **Development Kit**
- ActiveX control and OLE enhancements
- MySQL support



Best Office Application
Sun Microsystems
Awarded to
Reviewed by The Journal



OpenOffice roadmap (x+1)

(In beta today)

- Improved MS Office **Interoperability**
- Easier to Learn & Use
- Improved **Performance**
- **Enterprise Admin, Configuration & Deployment Tools**
- Improved Presentation & Charting Tools
- Improved Security Features (XML Digital Sigs)
- Webservices, SDK, XML
- Customizable, Accessible, Replaceable UI
- Globalization (L10n, I18n)

OpenOffice roadmap (x+2)

- Improved MS Office & Lotus **interoperability**
- Automatically convert to the XML-based **OASIS Open Office formats**, including Office **VBA macros**
- includes **PostgreSQL; migration from Access** is a snap using the data migration tool-suite
- Multiple users share common view of a document; **add notes or bookmarks while another user edits.**
- only the intended users can read or modify a document, or portions (**XML Security & IPR**) macros in all programming languages run within **API sandbox**

Availability on Mac OS X native: Q1CY2006

mozilla.org

- Thunderbird
- Camino
- Firefox
- Mozilla ...



Firefox 1.x



The **safer, faster, better** web browser featuring tabbed browsing, integrated search and live bookmarks. **Stop pop-ups, spyware and viruses.**

Get Firefox and spread the word!

“I suggest dumping Microsoft's Internet Explorer”

Walt Mossberg, Wall Street Journal, Sept 16

gnome.org

- greater usability, speed
- Automatic detection of removable devices, local servers.
- GNOME 2.8 fully supports 40 languages, with improved support additional 50+
- Linux, Solaris, HP-UX, Unix, BSD, Darwin



GNOME
2.8

smart
efficient
beautiful

Discover the new GNOME Desktop and Developer Platform.

LookingGlass (java.net)



Has SUN sold out to Microsoft ?



Has SUN sold out to Microsoft ?

A photograph of two men sitting on a stage, laughing heartily. The man on the left is wearing a light-colored button-down shirt, and the man on the right is wearing a dark suit jacket over a light-colored shirt. They are both looking towards the right side of the frame.

**“Keep your friends close,
your enemies even closer!”**

A 10-Year Framework for Collaboration and Cooperation

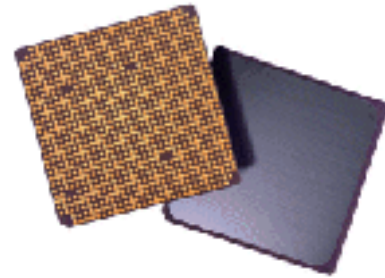
SUN vertical scaling



- **Customer A (< 500m)**
 - 10x SF15k (up to 18 domains 106 CPU)
 - 15x E10k (up to 64 CPU)
- **Customer B (<1km)**
 - 22x SF6800 (up to 4 domains 32 CPU)
 - JavaES (DS, WS, AS, IM, Portal, Cluster,...)

SUN horizontal scaling

- Last week: University in Belgium
AMD 64-bit
- **256x SunFire v20z 64-bit Dual-AMD**
Opteron nodes grid (1.3 TB of RAM)
in 8 compute racks
- 20 TB of storage
- Backend: **Myrinet & Infiniband**



Global Unix/Linux Support

Summary

- We believe in **shared innovation** between developers at Sun and developers everywhere.
- We believe in the **customer and partner benefits** of Open Source.
- We believe in the **increased quality and security** of Open Source software.
- We believe in Open Source **beyond platforms and utilities.**
- We believe in developing a **shared code literature**
- We believe in neat stuff, and **Open Source is neat.**





The TUX with SUN-glasses

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