



Eclipse Members' Meeting

September 22, 2005
Chicago

September 26, 2005

Agenda



- Introduction and Welcome
- Executive Director Report – Mike Milinkovich
- New Strategic Developers
 - Iona – Carl Trieloff
 - Nokia –Heikki Koivu
- Project Update – Bjorn Freeman-Benson
- Break
- Member Spotlight – Macromedia – Phil Costa
- Project Spotlight – Web Tools Project – Tim Wagner
- Add-in Providers Requirements Session
- Lunch noon-1:00pm
- Add-in Provider Requirement Break-Out Sessions
- Add-in Provider Themes and Priorities Voting
- Break –
- Harvard Business School Research Project: ‘Competing on a common platform’ - Siobhan O’Mahoney
- Marketing Update – Ian Skerrett, Eclipse Marketing Director
- EclipseCon 2006 - Bjorn Freeman Benson, Eclipse Organizing Chair



Executive Director Report

Mike Milinkovich

September 26, 2005

Welcome to New Members



- BuildForge, Inc
- Cognos
- IDG Japan (Associate)
- I-Logix.
- IONA (Strategic)
- Ivis Technologies
- Jiva Medical
- Nokia (Strategic)
- Palamida
- Spike Source

Eclipse by the Numbers



- 109 Members
 - 15 Strategic Members
 - 79 Add-In Provider Members;
 - 15 Associate Members
- 8 Top level projects (plus 1 proposed)
 - 50 sub-projects (plus 4 proposed)
- 470+ committers; 30+ organizations

New Eclipse Foundation Staff



New Staff

- Wayne Beaton, Eclipse Evangelist
- Matt Ward, Web and IT Guy
- Ralph Mueller, European Eco-system

Current Staff

- Mike Milinkovich - Executive Director
- Skip McGaughey - Director, Eclipse Ecosystem
- Sharon Wolfe - Office Manager
- Ian Skerrett - Director, Marketing
- Denis Roy - Manager, IT (webmaster)
- Bjorn Freeman-Benson - Technical Director
- Janet Campbell - Manager, Intellectual Property

Eclipse Financials



- Budget for 2005 (excluding EclipseCon)
 - Projected Revenue: \$3.1M
 - Project Expenses: \$2.7M

What Have We Been Doing in Q3?



- Quality at Eclipse (the Eclipse Way)
- IP Due Diligence Process
- Planning for EclipseCon 2006
- Project Phoenix
- Document processes to enable growth
 - Membership process
 - Committer process
 - Press release guidelines
- RCP Strategy



Looking Forward for Eclipse

Vision Statement



In 2008, Eclipse will be viewed world-wide as the leading development platform for building, integrating and deploying software applications on hardware ranging from embedded devices to desktops and servers. Rich Client Platform (RCP) will be the strategic platform for developing, deploying and managing software applications and products.

Eclipse's key differentiators are: vibrant and growing community, superior technology, free and open source, open process and governance model, and no vendor lock-in.

Strategic Goals



- To support the evolution of the Eclipse Technology as the technically pre-eminent open source development platform.
- To grow the Eclipse Project with innovative projects and technology, while maintaining quality. Create an environment where Committers and contributors value their participation in and association with the Eclipse Project.
- To promote the needs of the Eclipse ecosystem. Create an environment where the commercial members of the Eclipse ecosystem can profitably leverage the Eclipse Technology.
- To foster the widespread adoption of the Eclipse Technology.
- Have a large and diverse Membership.
- Be an industry leader.
- To ensure the long-term financial viability of the Foundation.

Enabling a Worldwide Ecosystem



- Eclipse Around the World
 - Leverage local members to promote Eclipse in different geographies
 - Ex. Eclipse Japan & Eclipse China working groups
 - Establish an Eclipse Foundation presence in Europe
 - Expand into South America
- Protect the integrity of the intellectual property
- Promote a commercial successful Eclipse ecosystem
 - Establish marketing programs to support commercial Eclipse products
 - Recruit and promote education, support and service providers

We Need Your Help to Make This Happen

Quality and Innovation



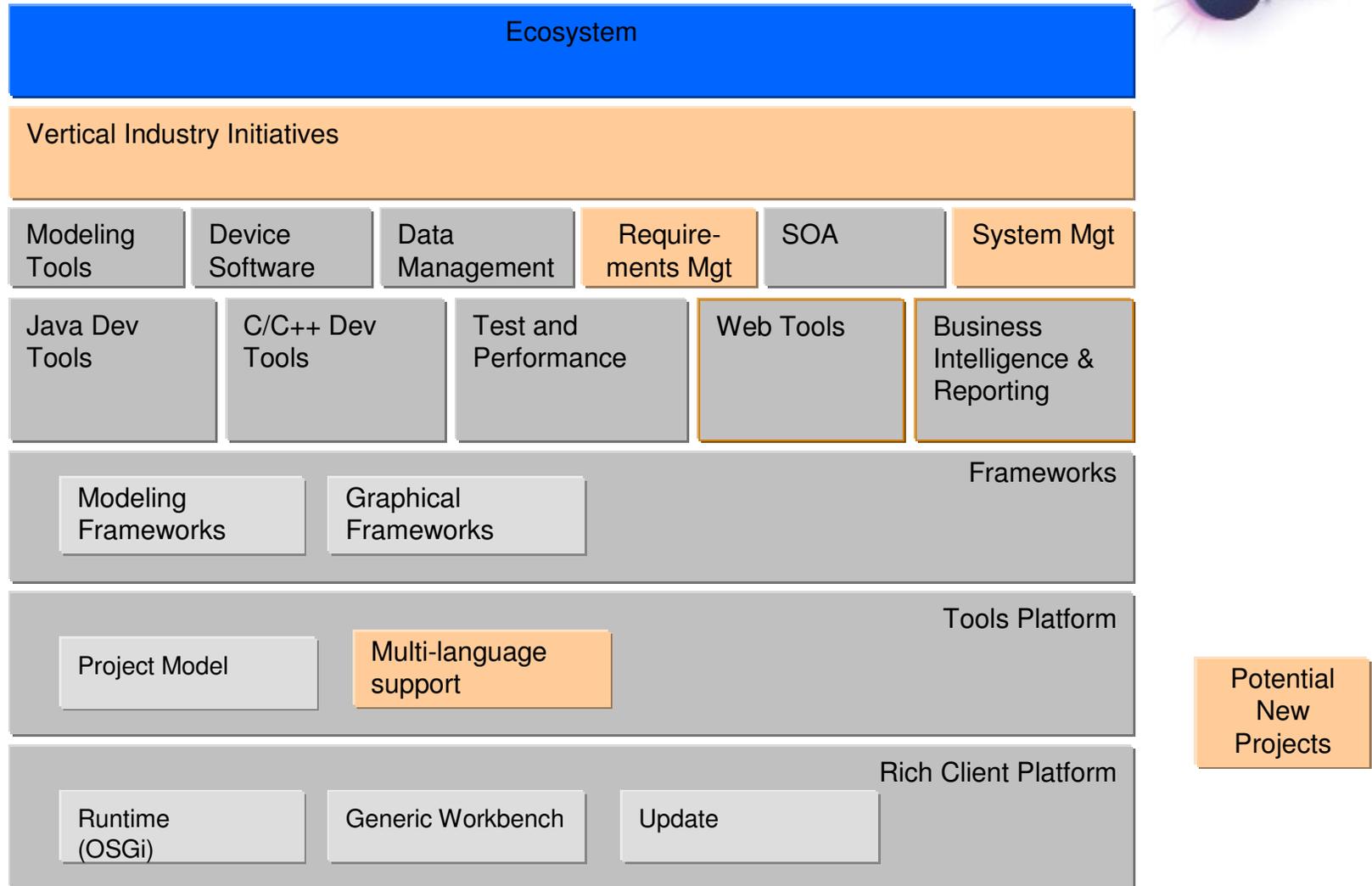
- Eclipse = Quality + Innovation
- The Eclipse Way documents the Eclipse development process
- Continue to recruit new technology and incubator projects
- Need to deliver on the existing projects

To Build and Define an Open Development Platform



- Lifecycle coverage and tools infrastructure
- Rich Client Platform

Eclipse Architecture



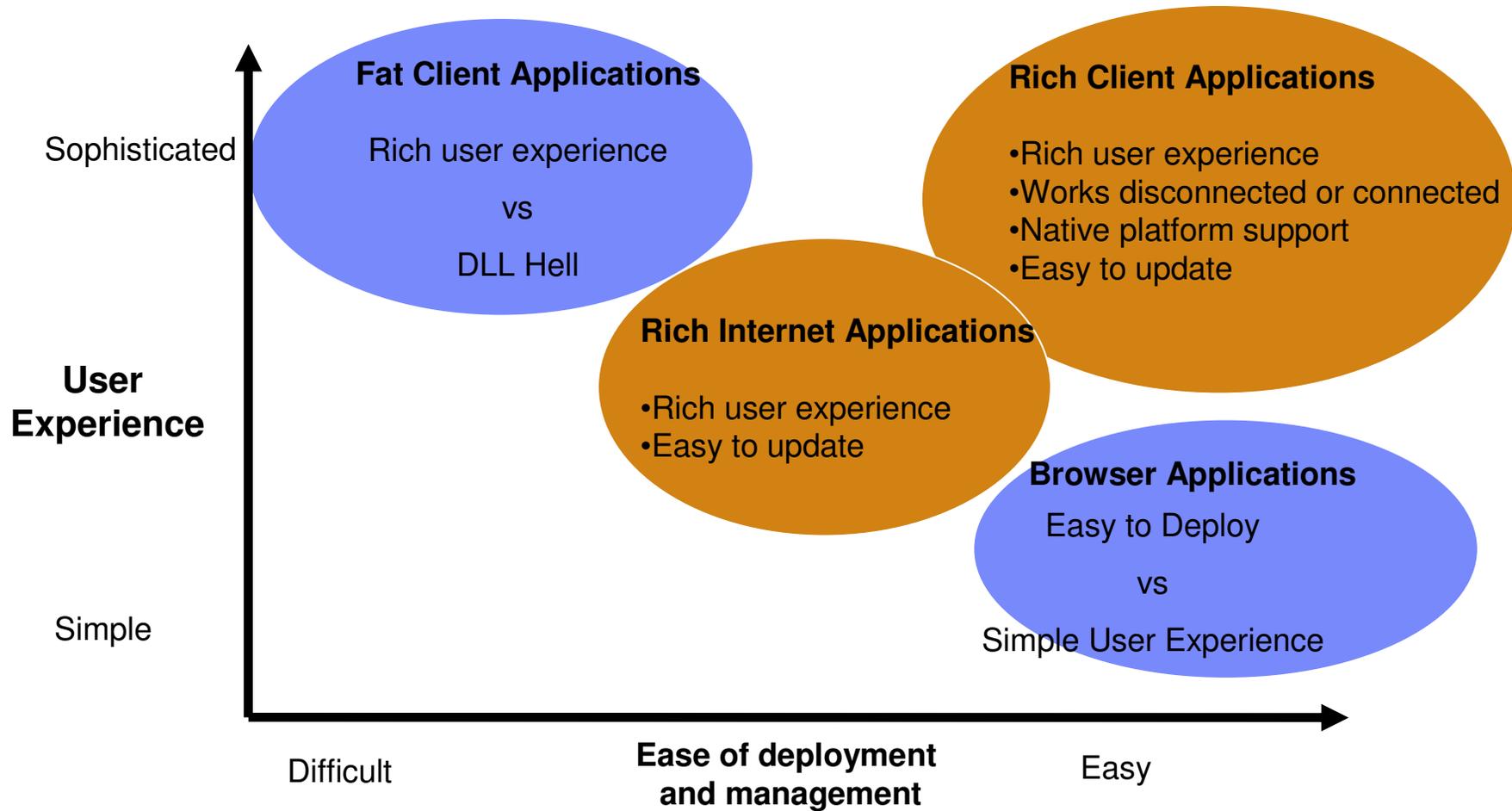
Lifecycle coverage and tools infrastructure



- Deliver on current projects
- Recruit new projects to complete the lifecycle
- Continue to expand into embedded and mobile development
- Add support for more languages; ex: scripting languages



Rich Client Applications

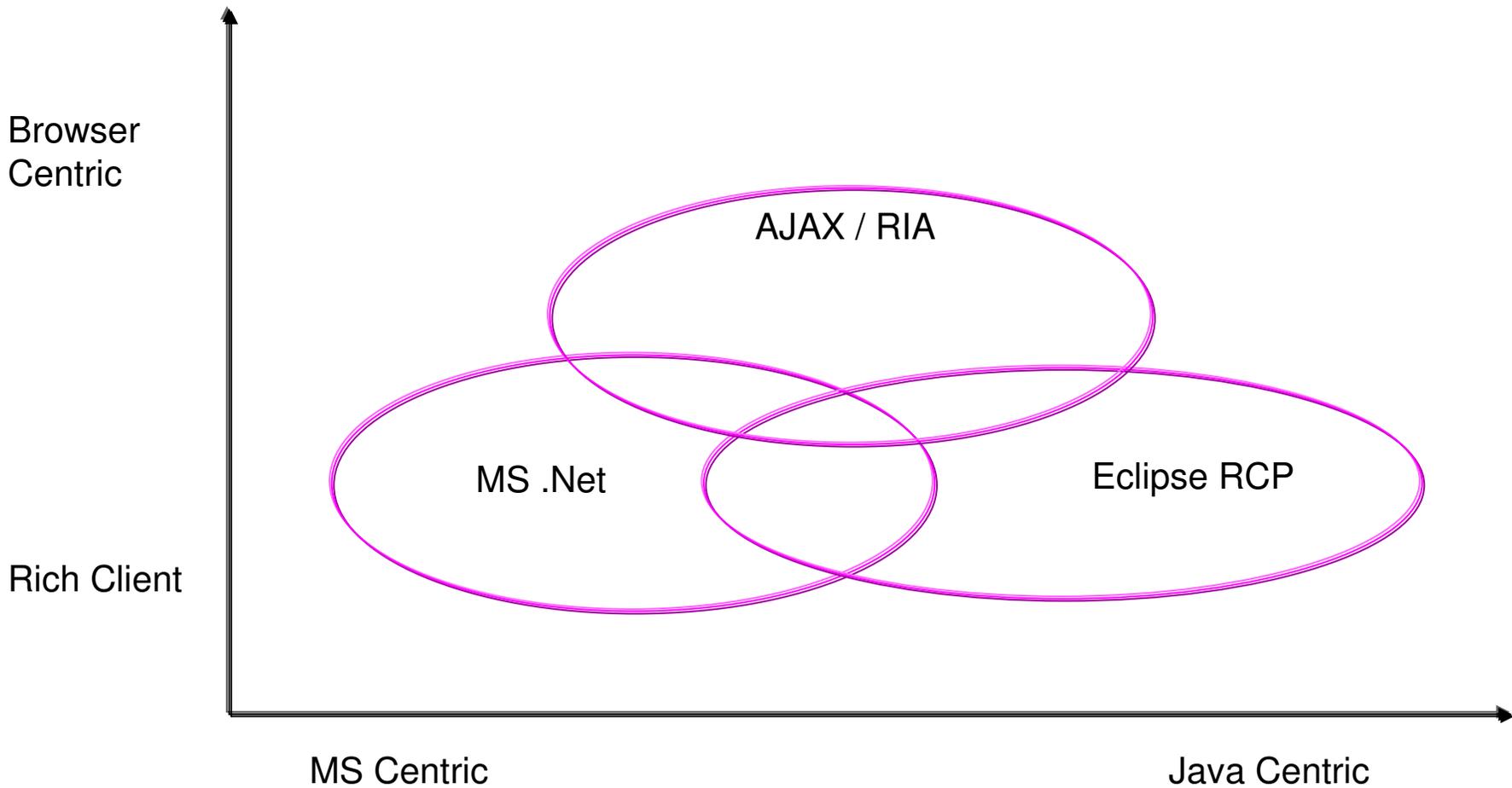


Opportunity Knocks



- MS Vista will cause ISVs to retool
- Linux is pushing into the desktop
- Web services / Web 2.0 is causing ISVs and Enterprises to rethink their client strategy
 - Simple browser interface vs rich client vs RIA

Technology Alternatives



Eclipse RCP



- Robust component model
 - Based on OSGi standard
 - Component model based on *plug-ins* that are versioned and can be shared across applications
- Intelligent Install and Update
 - Easy initial install
 - Dynamic updates from central server with no requirement for application restart
- Component libraries to accelerate building applications
 - Core set including a generic workbench, error handling, preference setting, menu management, context sensitive help, etc.
 - Easily extend with other frameworks: BIRT, Eclipse Communications Framework, Eclipse Trust Framework
- Portability
 - Applications built on RCP can run on Windows, Linux, Mac OSX, etc.
 - Future support for constrained devices such as PDAs, smart phones

Eclipse RCP



- Native Platform Support
 - Applications take full advantage of native platform resources, including native UI widgets
- Work Offline
 - Application work when not connected to the network
- Robust set of developer tools
 - Extensive Eclipse eco-system of developer tools

IBM Workplace Client Technology



Help Actions

OpenFinancial Teller S1 Enterprise Teller Customer Service My Workplace

IBM open financial network IBM

Customer Search Account Search

Enter Lastname: Search
Enter Firstname: Search
Enter SSN: Search
Enter Account: Search
All Accounts: Search

10 accounts are found

Customer Profile

Name: John William SSN: 123-45-6789 ★★★★★
Address: 345 Anderson St abc@xyz.com
New York, NY-10001
USA
Phone Home: 123-456-7890
Phone Work: 231-456-7890

Accounts

Account Number	Account Type	Available	Balance
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Account Details

Number: 294311310736 Type: Checking
Balance: 6400.0 Available: 5400.0

Customers

John William 123-45-6789

Recent Transactions

Date	Transaction Type	Amount	Balance
11/4/04	Cash Withdraw	-4500.0	6400.0
11/4/04	Cash Deposit	900.0	10900.0
8/10/04	Cash withdraw	-500.0	10000.0

Deposit Withdraw

Account Number: 294311310736
Transit Number: 12345
Type: Checking
Balance: 6400.0
Available: 5400.0
Deposit Amount:
Deposit Type: Cash Check

Customer Search Results

First Name	Last Name	SSN
Alice	Sheen	123-45-6789
John	Smith	333-22-2323
Jane	Doe	999-11-2839
John	William	123-45-6789
John	Carter	123-45-9876
Jane	Mary	999-11-2839
Karen	Mary	333-22-2323
Alfred	Garcia	469-57-8279
John	Walker	687-43-6587
Mike	Blair	745-98-6775

Account Search Results

Account Number	Account Type	Account Balance
294311310536	Checking	23099.0
294311310535	Savings	40198.0
294311310736	Checking	6400.0
294311310735	Savings	364344.0
294311310836	Checking	1000.0
294311310835	Savings	6000.0
345676554328754	Visa	12934.0
47086294311310836	Mastercard	59.99
294322330936	Checking	2300.0
294322330935	Savings	3000.0

Extras Shutdown Logoff Lockup Task List Change Password Locale Keyboard

SAS – Promotional Planning



- From SAS Revenue Optimization Suite

The screenshot displays the SAS Revenue Optimization software interface. The window title is "SAS Revenue Optimization". The main area is divided into several sections:

- Event Details:** Start Date: 06/01/2005, End Date: 07/01/2005, Status: Unpublished, Notes.
- Calendar Details:** Start Date: 06/01/2005, End Date: 07/01/2005, Status: Unpublished, Name: Summer Fun.
- 1 Event Definition:** A dropdown menu.
- 2 Event Scope:** A dropdown menu.
- 3 Event Vehicles:** A table with columns: Vehicle Name, Type, Promotion Spots, Due Date.

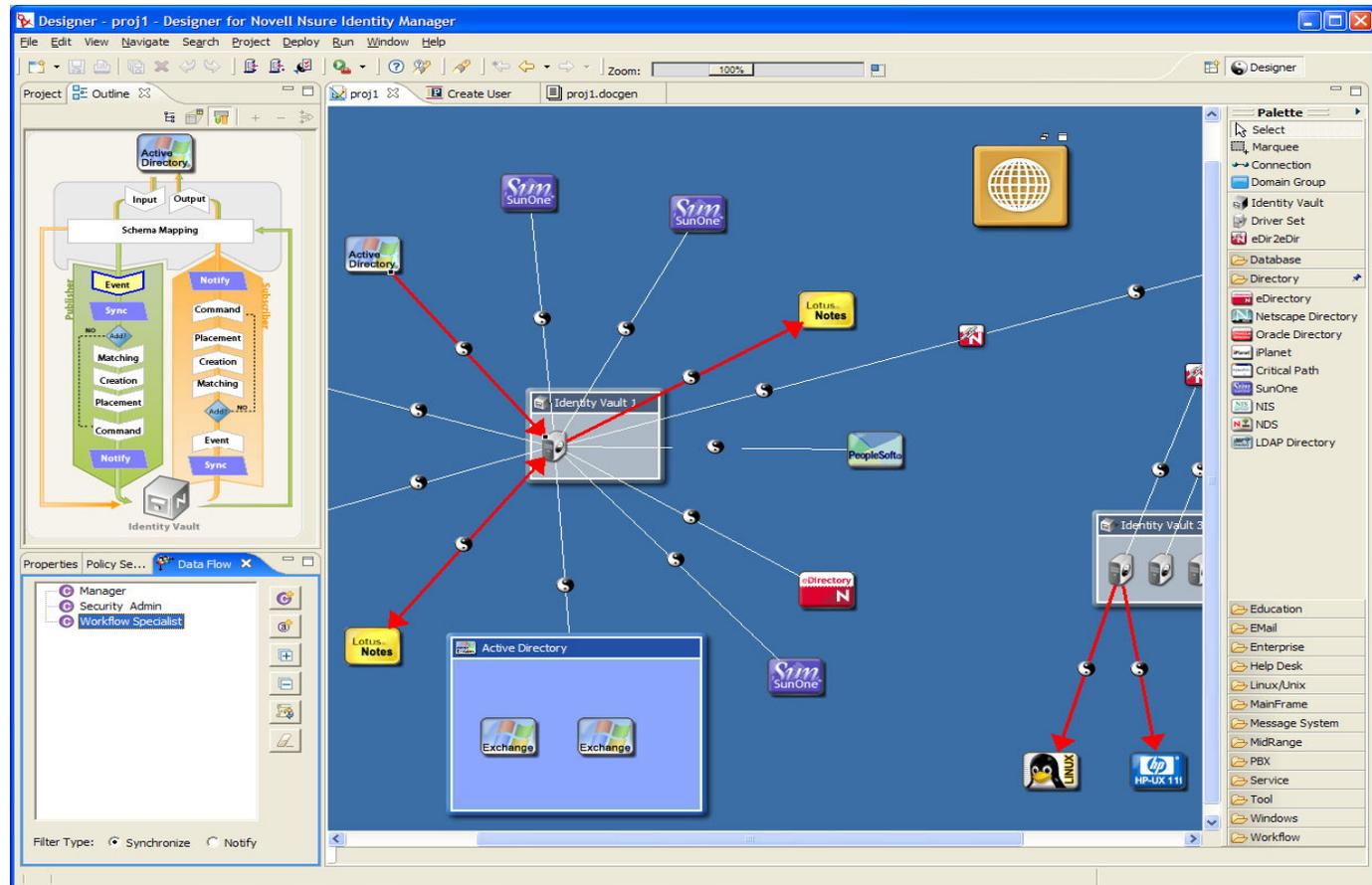
Vehicle Name	Type	Promotion Spots	Due Date
DISPLAY_1	DISPLAY	11	06/01/2005
FLYER_1	FLYER	100	06/02/2005
PRICE	PRICE	0	06/01/2005
- 4 Event Plan:** A table with columns: Status, Name, Optimization, Date, Revenue (\$), Margin (\$), Margin (%), FLYER_1, PRICE, DISPLAY_1.

Status	Name	Optimization	Date	Revenue (\$)	Margin (\$)	Margin (%)	FLYER_1	PRICE	DISPLAY_1
Active	Base Plan	Evaluated	06/02/2005	6,298,094.22	3,090,439.38	49.06	Published	Published	Published
Active	Fully Optimized Plan	Optimized	06/02/2005	9,018,516.8	1,469,355.82	16.29	Published	Published	Published
Active	New Plan 1	Optimized	06/02/2005	1,335,795.25	458,039.86	34.28	Published	Published	Published
Active	New Plan 2	Evaluated	06/02/2005	1,216,004.38	308,277.4	25.35	Published	Published	Published

Novell Identity Manager Designer



- Graphical modeling tools for identity management



Why Eclipse RCP Rules



1. Web is not for everything
2. .Net Smart Client Replacement
3. Tools and Support
4. It's Java
5. Above all, its Free.

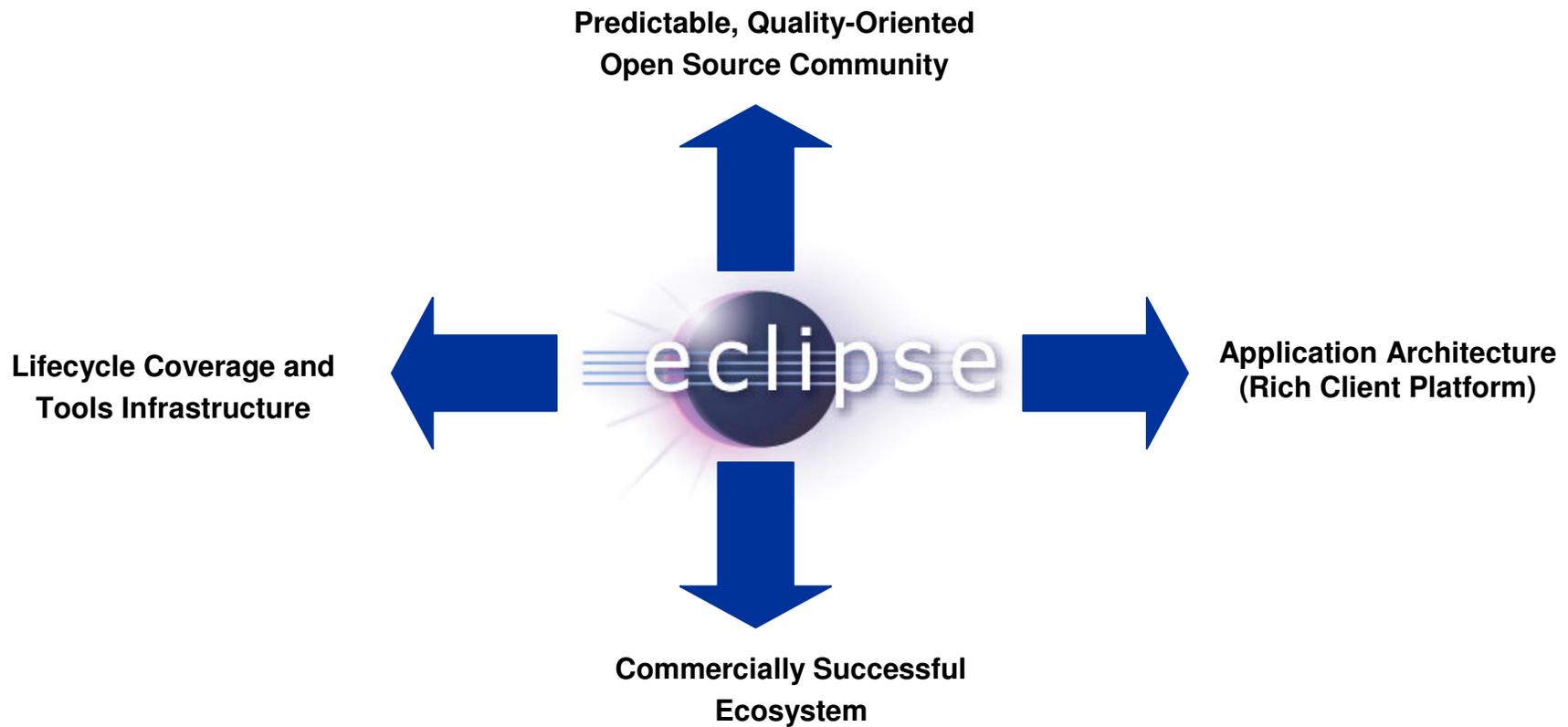
BLOG: <http://www.lakesidelab.com/henry/105.asp>

RCP Strategy



- Technology is here now!
 - Well, there's still some work to be done....
- Next 12 months focus on gaining momentum
 - Recruitment of ISVs
 - Developer Evangelism
- What can you do?
 - Tools for RCP – ex. RAD, testing tools
 - Adopt RCP for as your application platform
 - Education and services

The Future is Bright





Welcome to Iona and Nokia