Executive Director Report Q1/2007

Mike Milinkovich

March 5, 2007
EclipseCon 2007, Santa Clara

Agenda

- Welcome to New Members

- Q1 Activities

- Innovation Networks

Welcome to New Members in 2007 Q1

- **Strategic Developers**
  - Open Methods
  - Cloudsmith
  - Innoopract

- **Associate Members**
  - Institut Fur Software
  - Oregon State University

- **Add-in Providers**
  - Prosyst
  - Brocade
  - TIBCO
  - Compeople
  - Adacode
  - Teamprise
  - Anywhere Technologies
  - Polarion
  - Macraigor Systems
  - AMD

The Members of Eclipse

- **157 members (130 in March 2006)**
  - 20 Strategic Members   (16 in June 2006)

- **768 committers, representing 50+ organizations**

Strategic Members

All Members
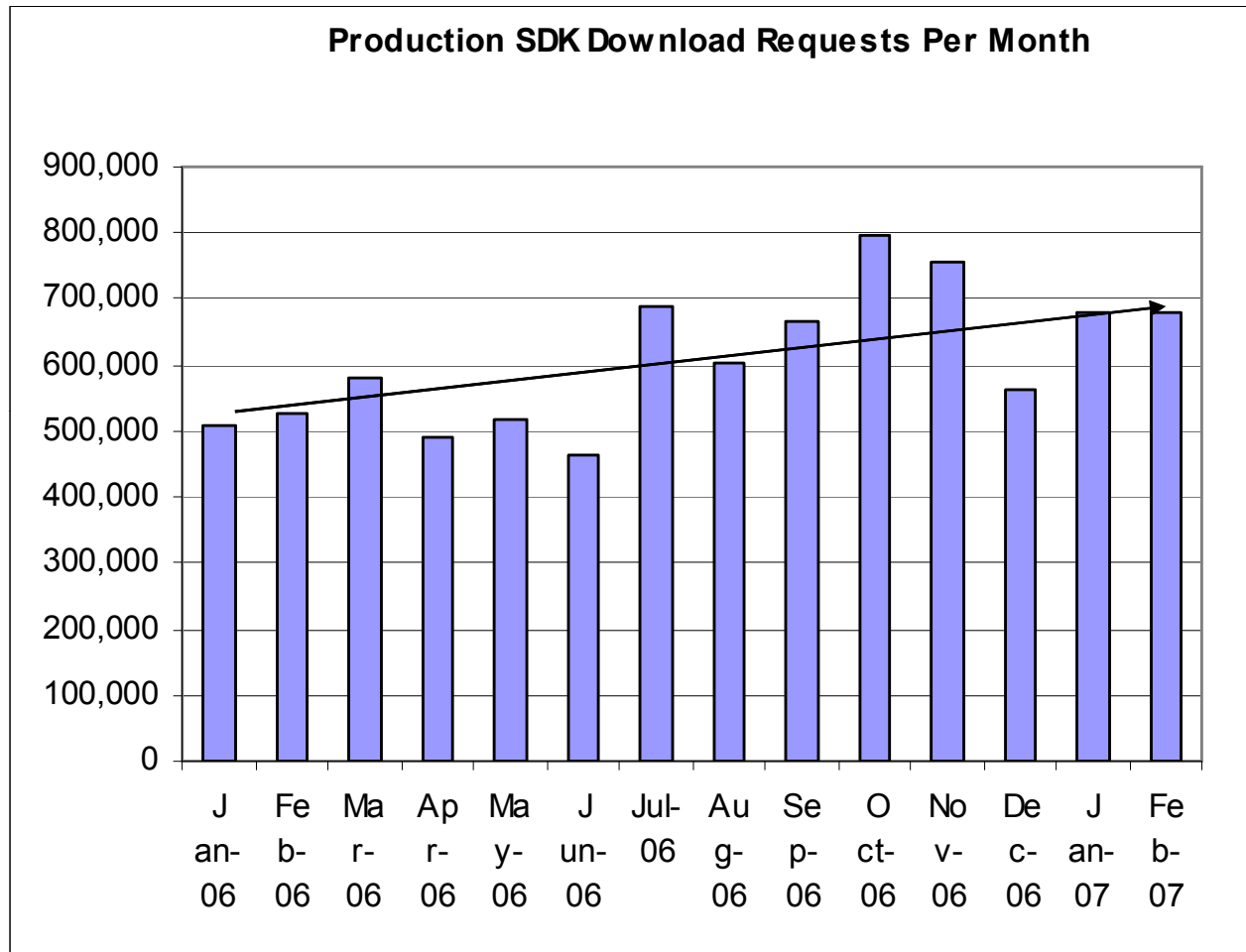
Board Elections

- Committer Reps
    - Konstantin Komissarchik
    - Ed Merks
    - Jeff McAffer
    - Chris Aniszczyk
    - Darin Swanson

- Add-in Provider Reps
    - Howard Lewis, Discovery Machine
    - Mike Taylor, Instantiations
    - Todd Williams, Genuitec
    - Tracy Ragan, Openmake
    - Elaine Fourgeau, TNI Software

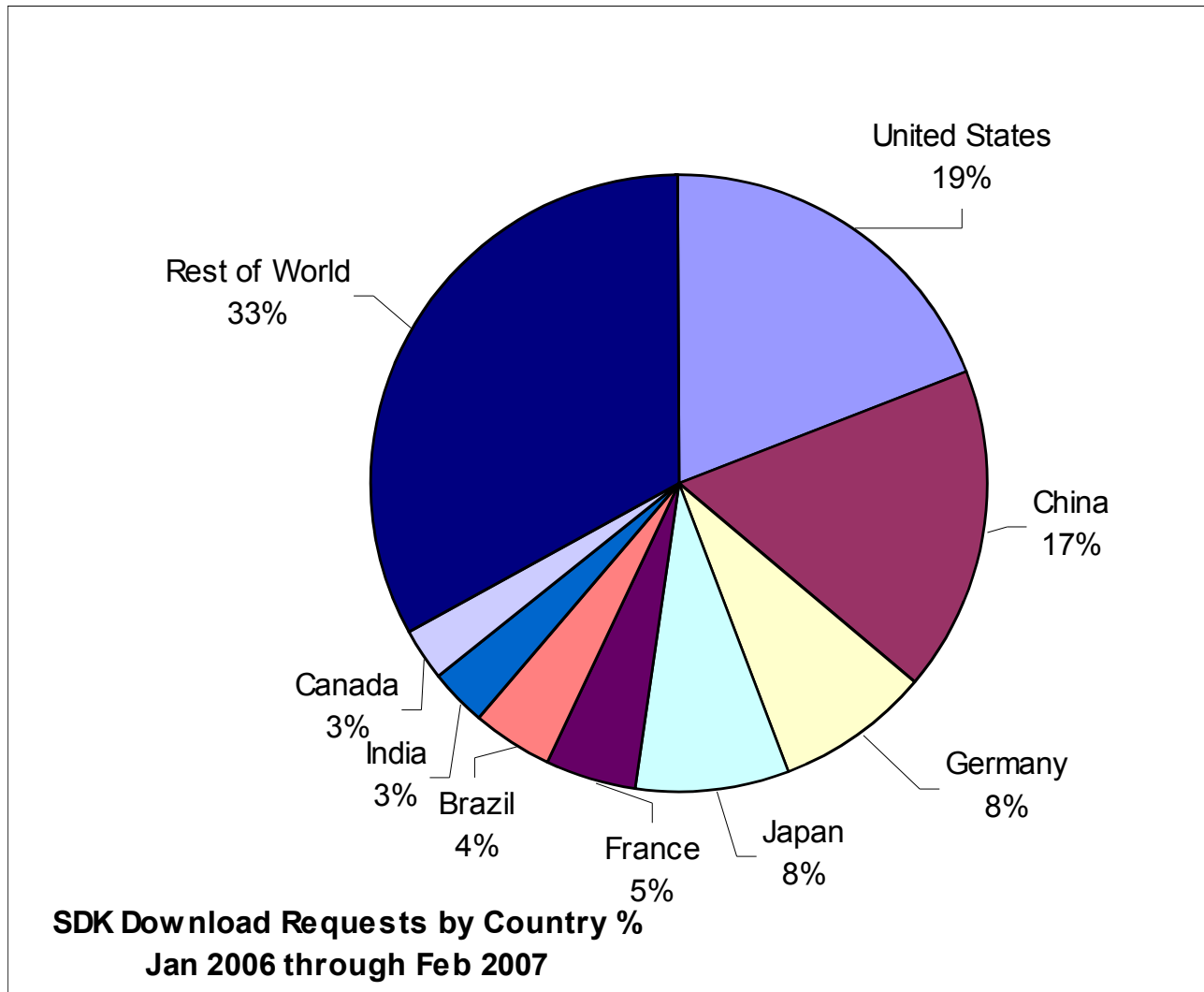- Thanks to Scott Lewis, Kai-Uwe Maetzel and Tim Wagner

Download Stats

SDK Download Requests

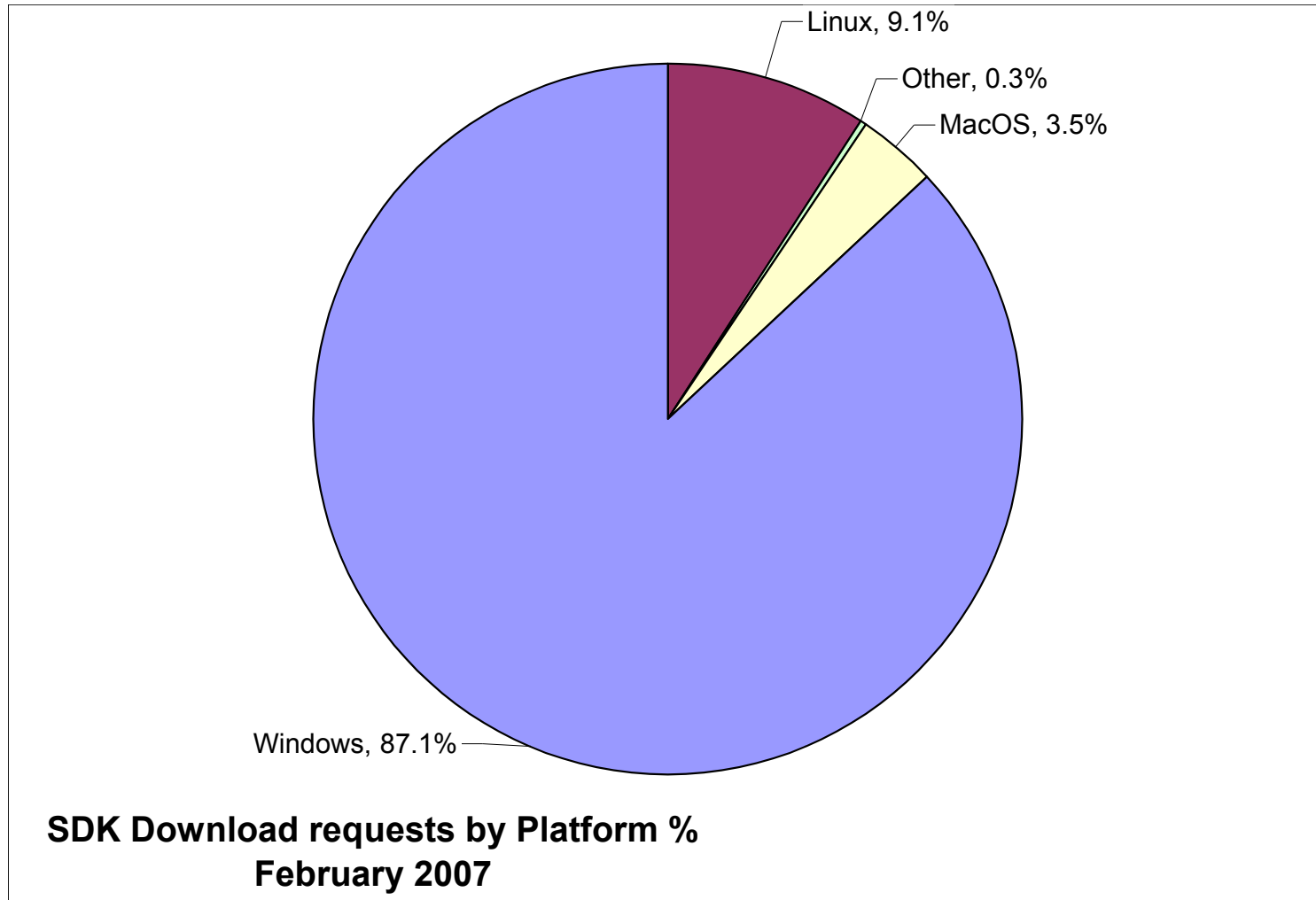**Production SDK Download Requests Per Month**

SDK By Country

SDK Download Requests by Country %
Jan 2006 through Feb 2007

Country	Percentage
United States	19%
China	17%
Germany	8%
Japan	8%
France	5%
Brazil	4%
India	3%
Canada	3%
Rest of World	33%

SDK Download by Platform

Linux, 9.1%

Other, 0.3%

MacOS, 3.5%

Windows, 87.1%

**SDK Download requests by Platform %
February 2007**

Financial Outlook

$ millions	2005 (audited)	2006 (Unaudited)	2007 (budget)
Income	$3.9	$5.6	$5.8
Expenses	$3.4	$5.4	$5.9
Net	$0.5	$0.2	$0.1

Note: The budget numbers include revenue and expense for co-operative marketing programs, EclipseCon, and the European conferences.

Key Activities in Q1

- EclipseCon

- Development Process

- Parallel IP

- Development Roadmap

- Foundation Portal

eclipseCON™ 2007

March 5th - 8th
Santa Clara, California

http://www.eclipsecon.org

- 2007 > 2006 > 2005 > 2004

- We'll have great ~~parties~~ receptions

- More sessions than you can imagine!

- See you March 17-21st 2008!

Revised Development Process

- Goals:
    - To synchronize the as-practiced and as-written versions of the process
    - Increase community participation in the process
    - Include formal mentoring to help maintain the high quality of Eclipse projects

- Major Changes
    - Acknowledgement that while diversity is a goal, a numeric requirement for diversity is not realistic.
    - Replacing the validation phase with the incubation phase.
    - Planning Council is responsible for project-based plan and architectural coordination.
    - Architecture Council takes on an additional new role of providing mentors to incubating project. This will involve increasing the size of the Council with senior technical leaders from across Eclipse.
    - Top-level projects must incubate as sub-projects - only after having demonstrated technical and community leadership will a project be promoted to top-level status.
    - Reviews (Release Reviews, Creation Reviews, etc) now involve a vote of the entire Eclipse membership.

http://wiki.eclipse.org/index.php/Development_Process_2006_Revision_Final

Parallel IP Process

- Goal: Streamline the IP process for new projects and thus shorten startup time for these projects.

- Under the old system all projects required IP due diligence had to be completed and the package approved prior to checking them into CVS

- New system
    - Project in incubation (pre 1.0 release) may now submit code into CVS in parallel to the IP Due Diligence.
        - Still need to submit a CQ
        - Still need to confirm license compatibility (ex. no GPL)
        - Still require IP approval before checked in
    - IP Due Diligence still needs to be done before the project declares a release candidate or release.
    - Result is much faster IP turnaround for new projects

Development Roadmap

- Eclipse Roadmap provides a snapshot of the direction of Eclipse projects.
    - Updated once a year and approved by the Board.
    - Complete document available at http://www.eclipse.org/org/councils/roadmap_v3_0/

- Strategic Goals
    - To define a vendor-neutral, open development platform which demonstrates technology leadership and innovation.
    - Eclipse has had an enviable track record of building and maintaining a strong and recognized name within the worldwide developer community
    - To foster growth and adoption of Eclipse technology.
    - To cultivate the commercial success of the Eclipse ecosystem.

Roadmap: Pillars of Eclipse

Ecosystem

- Enterprise Development
- Embedded & Device Development
- SOA
- Application Lifecycle Management
- Rich Internet Application (AJAX)
- Rich Client Platform (RCP)
- Application Frameworks

Eclipse Platform (Equinox)
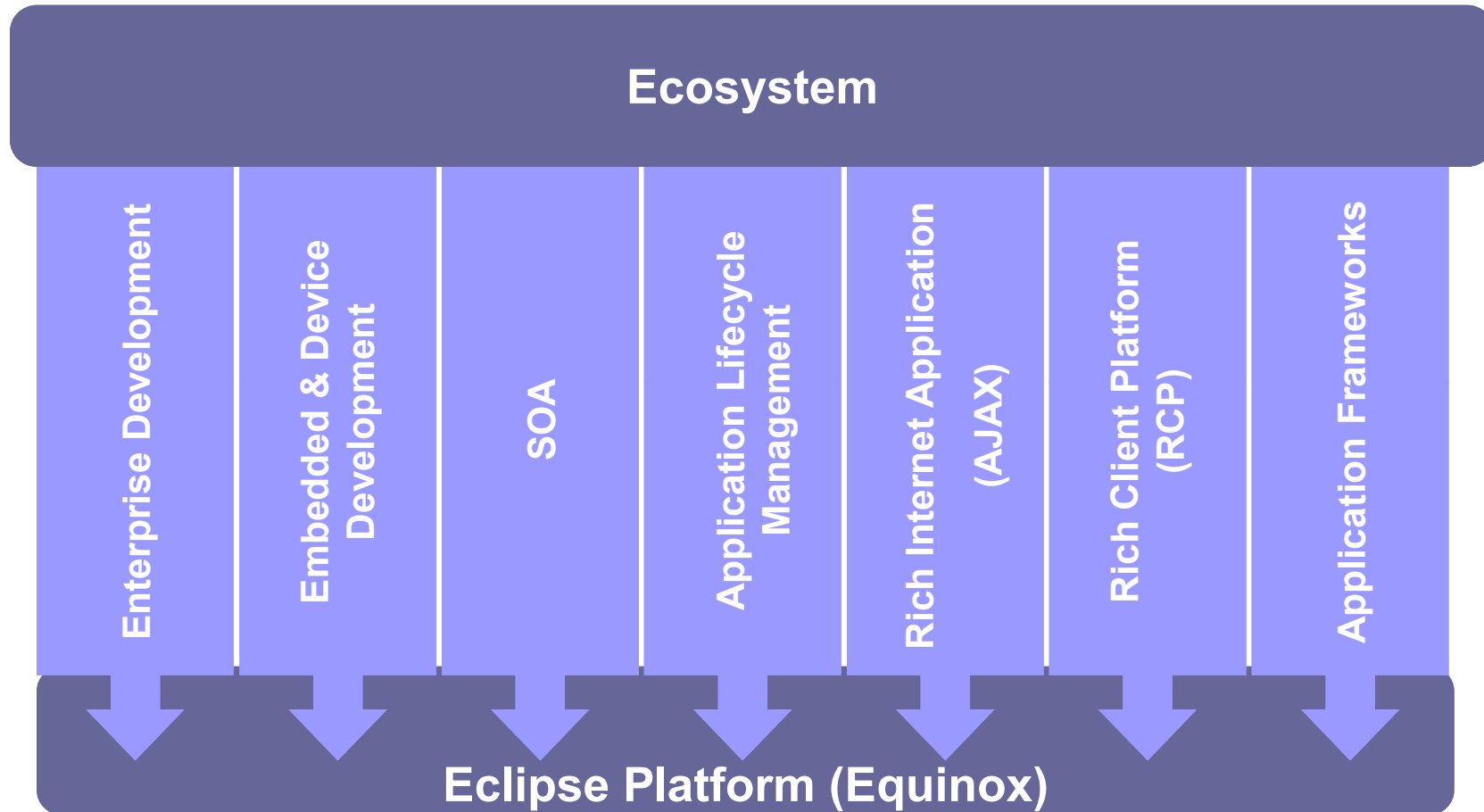
My Foundation Portal

What is Next in Q2 2007

- Europa Release

- MyFoundation Portal

- Provisioning Workshop
  - Second week of April

Eclipse: The Open Innovation Network

Keys to Eclipse's Success

- The Eclipse community has established the best existing model for multiple corporations to create innovation networks, enabling co-operation on the development of product-ready open source software

- Eclipse has a proven track record of helping companies get started with open source, and assisting their migration to the next level of open source maturity

- This really is the best of both worlds:
  - The openness, transparency and meritocracy of open source
  - With the resources and commitment of corporations both large and small

Open Innovation
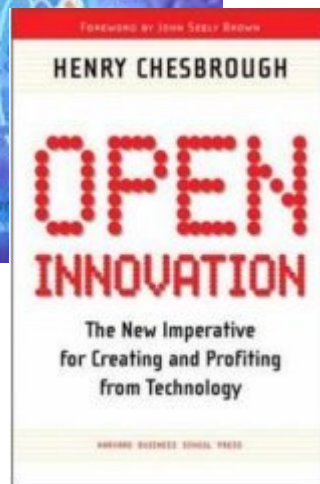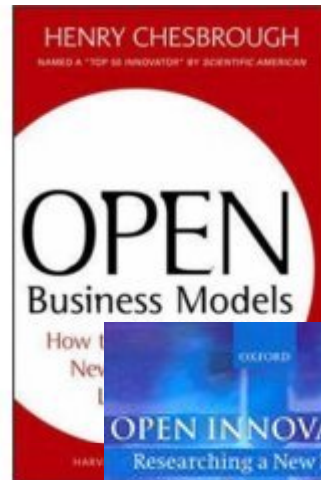
Open Innovation is a paradigm that assumes that firms can and should use external ideas as well as well as internal ideas…. The Open Innovation paradigm treats R&D as an open system.

Open Innovation is sometimes conflated with open source methodologies for software development…While open source shares the focus on value creation throughout an industry value chain, its proponents usually deny or downplay the importance of value capture.

Open Innovation: Researching a New Paradigm

Eclipse: a vibrant open source community

- "Eclipse is an open source community focused on developing a universal platform of frameworks and exemplary tools that make it easy and cost-effective to build and deploy software in today's connected and unconnected world."

The Eclipse community is focused on value creation by creating an innovation network --- a vendor-neutral and openly governed community for collaboration and joint software development

Eclipse: a profitable eco-system

- "Eclipse is a consortium of major software vendors, solution providers, corporations, educational and research institutions and individuals working together to create an eco-system that enhances, promotes and cultivates the Eclipse open platform with complementary products, services and capabilities."

The Eclipse community embraces the importance of value capture. We are consciously focused on building a commercially profitable ecosystem

How Does It Work?

- Focus on business value

- Culture of Participation

- Execution on Platform Values

How Does It Work?

- **Focus on business value**

- Culture of Participation

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The Software Business Model is Broken

- Software development cost structures today have no correlation to creating value for customers.
- 80% of new costs and maintenance costs go to build and support infrastructure for which companies derive zero differentiating product value.

Value

Infra

The Business Model for Open Source

- **Shared implementations of infrastructure**
    - Save time to market
    - Increase rate of standards adoption
    - Reduce risk
    - Provide thought leadership and first mover advantages

- **Vendors still compete!**
    - Product differentiating features
    - Service, support
    - Branding, channels

Yes, open source means shareholder value!

Compete On What Matters

- Define <u>very</u> precisely what your competitive differentiators are for your customers or you're going out of business
- Focus all possible energies there, and acquire everything else from OSS, or help build it in OSS
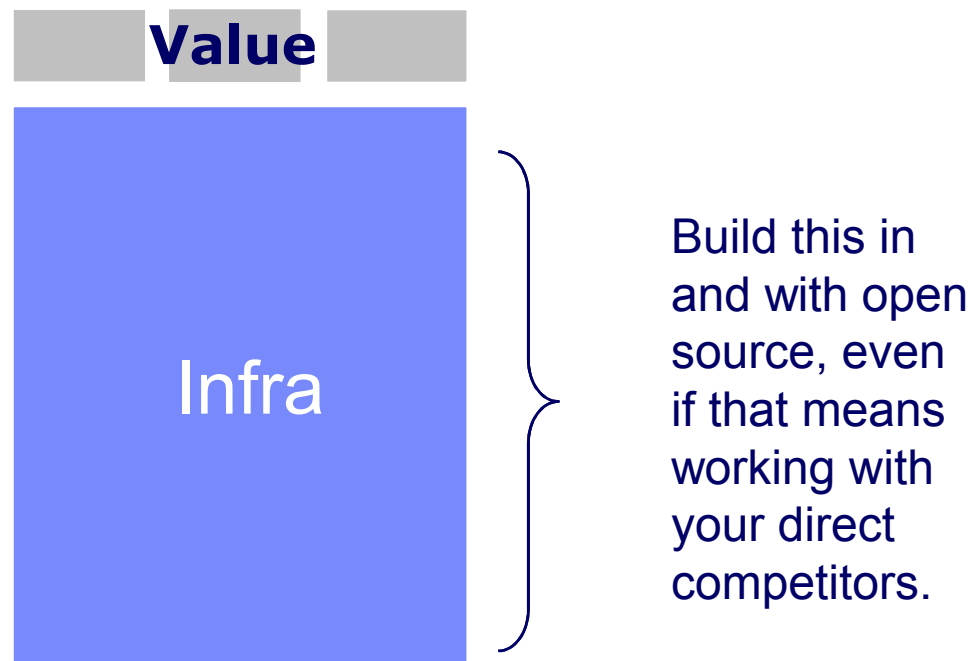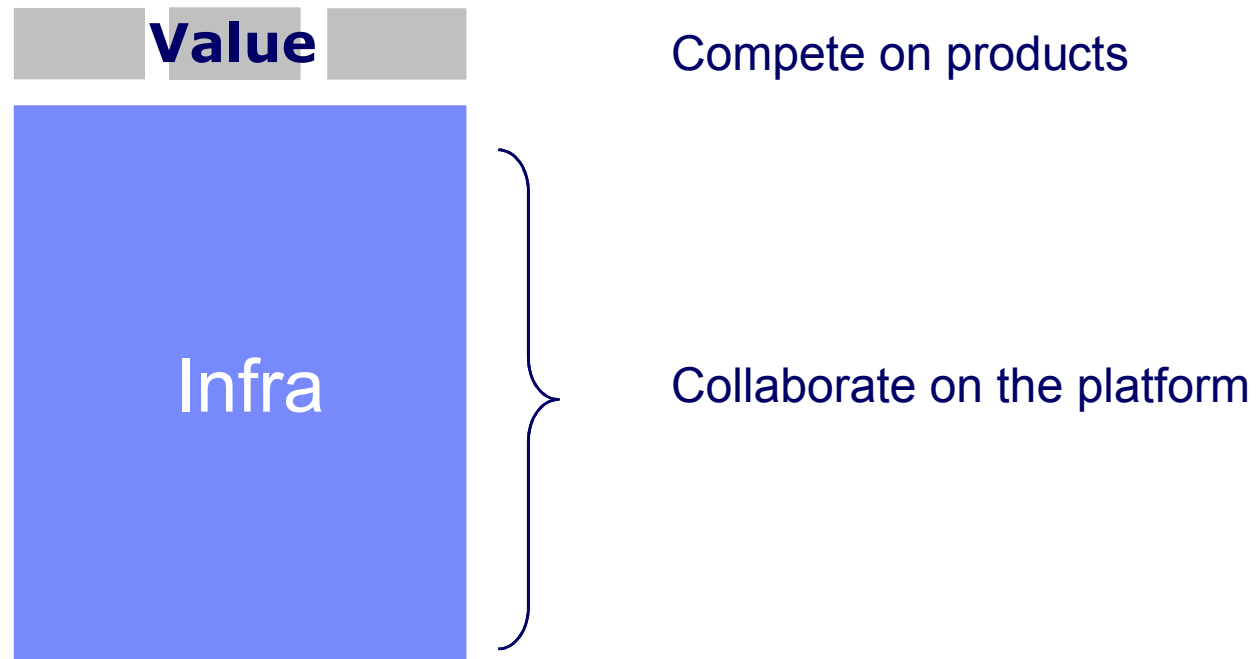
Value

Infra

Build this in and with open source, even if that means working with your direct competitors.

Or in other words…

Value

Infra

Compete on products

Collaborate on the platform

Open Source Maturity Model

Assertiveness

Proactive
Value
Creation

Passive
Technology
Use

Reference: Research performed at Carleton University

Financially supported by Nortel

Reference: http://www.ocri.ca/events/presentations/partnership/April2106/Carbone.pdf

Scope

Single
Product

Multiple
Products

Open Source Maturity Model

Assertiveness

Proactive Value Creation

Passive Technology Use

Scope

Single Product

Multiple Products

0. Denial

1. User

2. Collaboration

3. Champion

4. Strategist

5. Aggressive
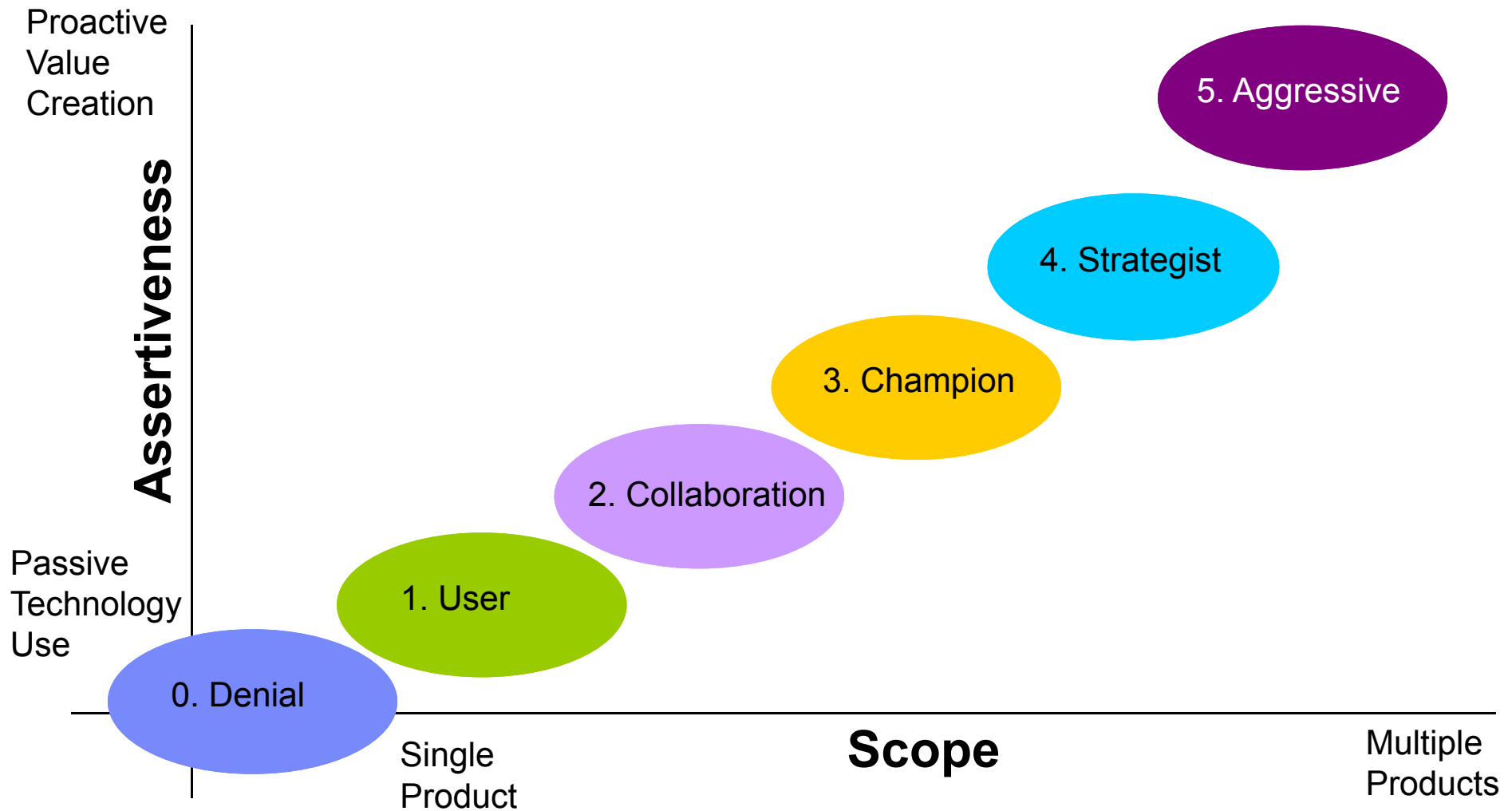
Prediction

- Within the IT industry, ISVs and vendors have been the first to move through this maturity model

- Information Technology sectors within industries are next
  - Healthcare, Automotive, Financial Services, Insurance, Government

How Does It Work?

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- **Culture of Participation**

- Execution on Platform Values

Open Development

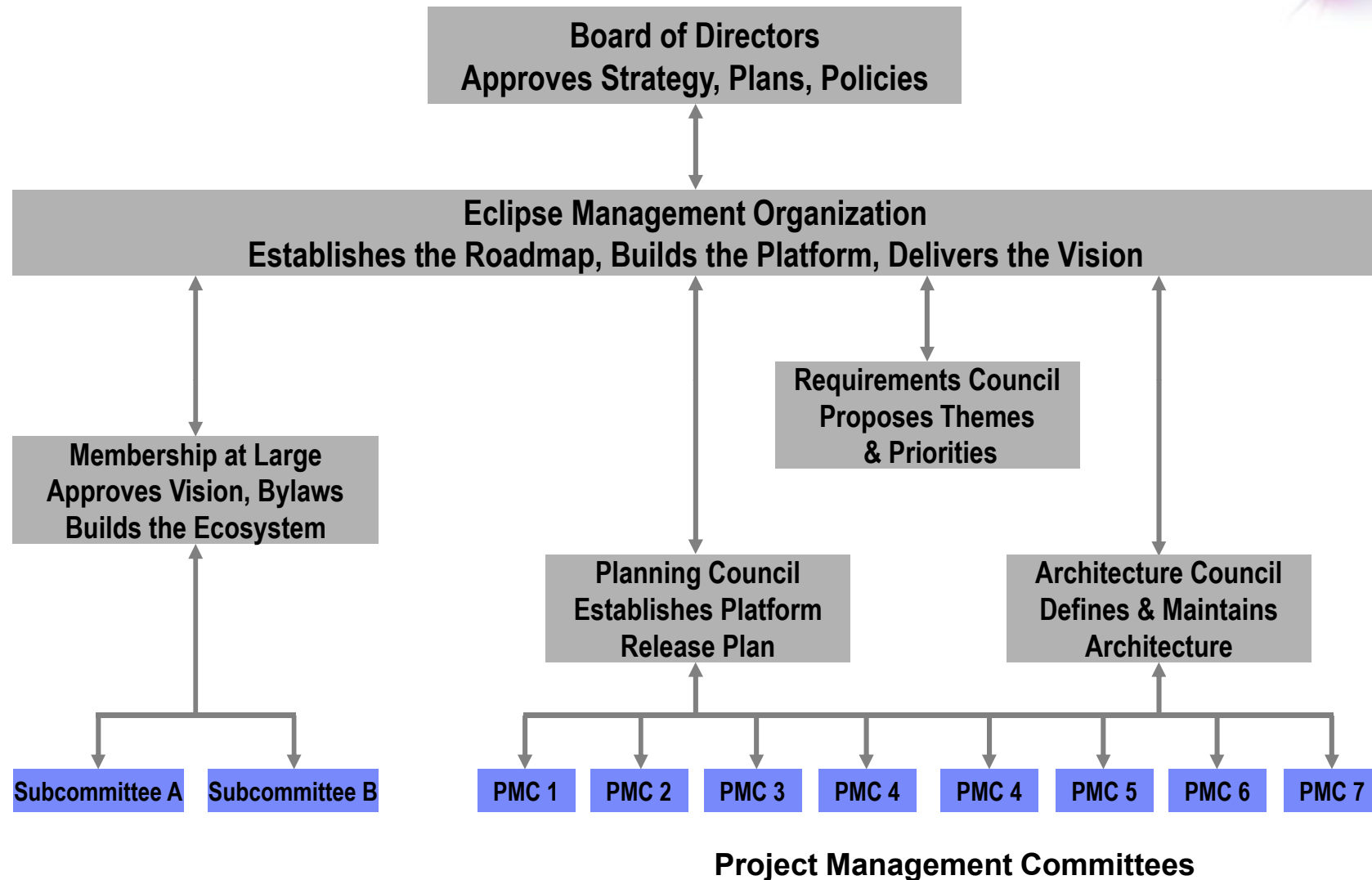- **Open** - Eclipse is open to all; Eclipse provides the same opportunity to all. Everyone participates with the same rules; there are no rules to exclude any potential contributors which include, of course, direct competitors in the marketplace.
  - As a further explanation of Receptive, we include **Permeable** and **Receptive** - Projects are open to new ideas and new committers; not just in words, but in fact. In other words, those outside the core can, and do, influence and join the project.

- **Transparent** - Project discussions, minutes, deliberations, project plans, plans for new features, and other artifacts are open, public, and easily accessible.

- **Meritocracy** - Eclipse is a meritocracy. The more you contribute the more responsibility you will earn. Leadership roles in Eclipse are also merit-based and earned by peer acclaim.

Open Governance

Board of Directors
Approves Strategy, Plans, Policies

Eclipse Management Organization
Establishes the Roadmap, Builds the Platform, Delivers the Vision

Requirements Council
Proposes Themes
& Priorities

Membership at Large
Approves Vision, Bylaws
Builds the Ecosystem

Planning Council
Establishes Platform
Release Plan

Architecture Council
Defines & Maintains
Architecture

Subcommittee A   Subcommittee B

PMC 1   PMC 2   PMC 3   PMC 4   PMC 4   PMC 5   PMC 6   PMC 7

Project Management Committees
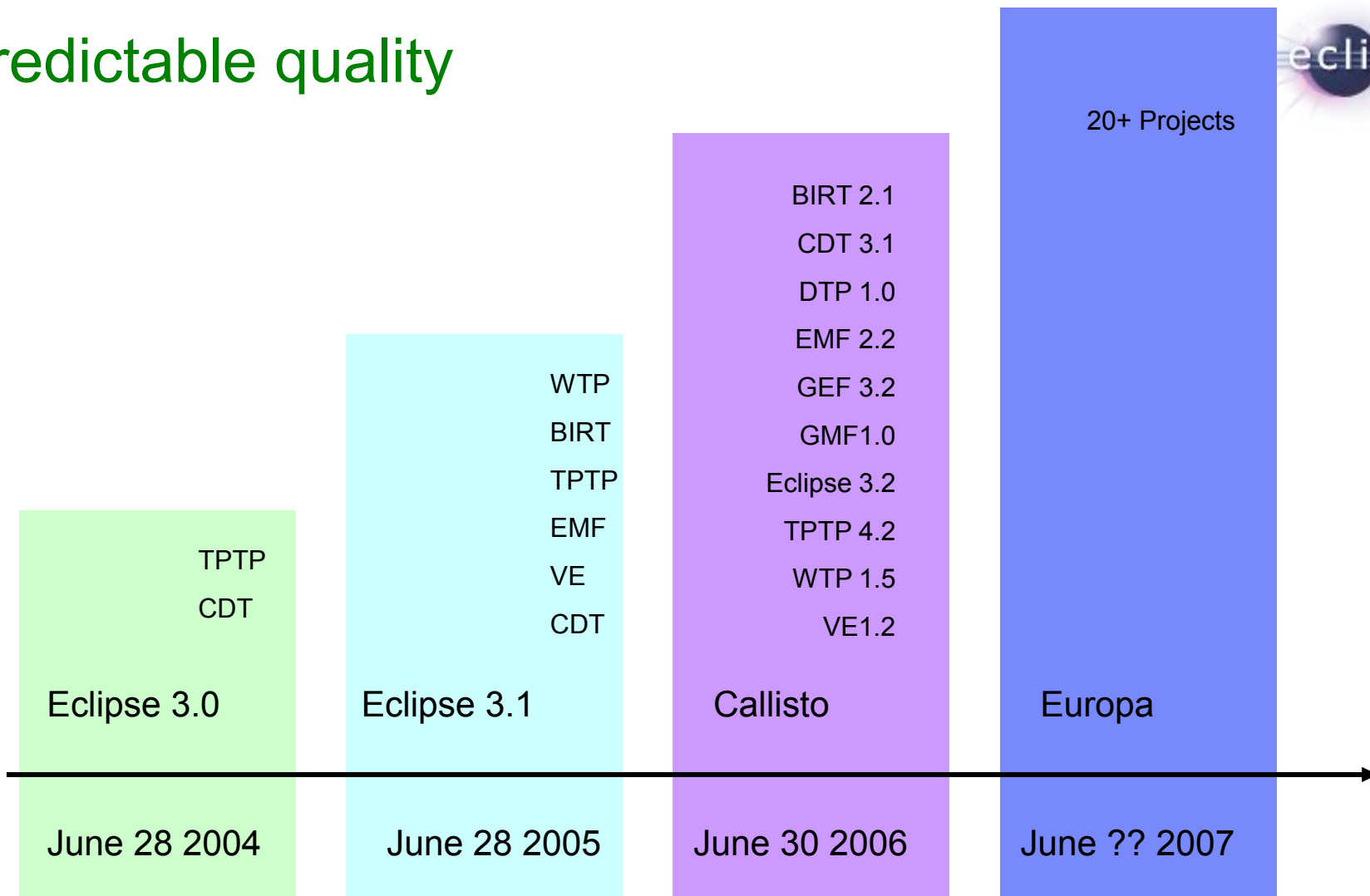
How Does It Work?

- Focus on business value

- Culture of Participation

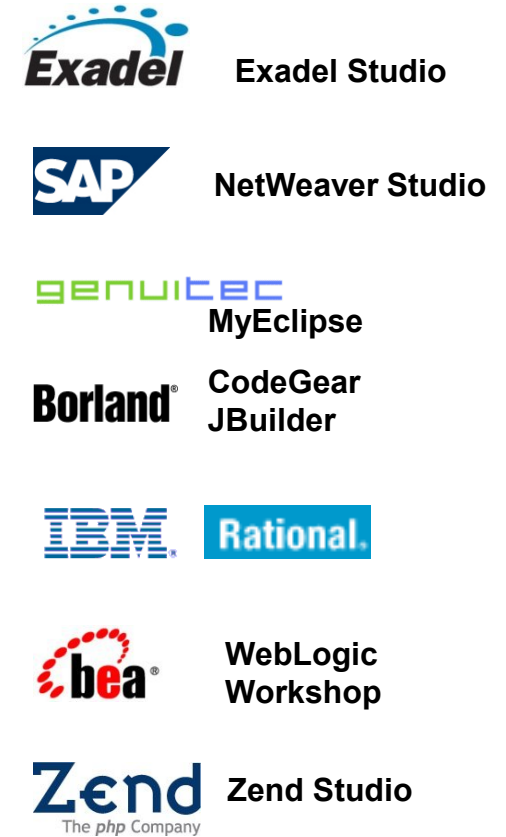- **Execution on Platform Values**

Platform Values

- **Architecture**
  - Modular & extensible architecture vs monolithic release
  - Focus on quality APIs and frameworks

- **Governance**
  - Projects remain independent
  - Every participant engages under exactly the same rules

- **Process**
  - Frequent milestone releases

- **Predictability**

Predictable quality

Eclipse 3.0	Eclipse 3.1	Callisto	Europa
TPTP CDT	WTP BIRT TPTP EMF VE CDT	BIRT 2.1 CDT 3.1 DTP 1.0 EMF 2.2 GEF 3.2 GMF1.0 Eclipse 3.2 TPTP 4.2 WTP 1.5 VE1.2	20+ Projects
June 28 2004	June 28 2005	June 30 2006	June ?? 2007

Innovation Networks in Action:
Web Tools Platform Project

Exadel Studio

NetWeaver Studio

MyEclipse

CodeGear JBuilder

WebLogic Workshop

Zend Studio

Innovation Networks in Action:
C/C++ Development Tools Project

CDT

Conclusions

- Innovation networks involve both value creation and value capture by corporations involved in the network

- The Eclipse open source community is uniquely focused on achieving both of these goals:
    - Open governance and development processes allow individuals and corporations to co-operatively develop product-ready software (value creation)
    - Focus on ecosystem opportunities supports use of this technology in successful products (value capture)

- The future of Eclipse will see this phenomenon extend from ISVs to industry collaboration in verticals such as healthcare, financial services, automotive, etc.

Thank You!