Open Source: Business Ready

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OSS: Business Capable

- Robust: Yes, Linux and xBSD are mature
    - MS Windows Server 2003 is new challenge
    - As a Desktop – becoming mature
- Applications: Good enough
- Interoperability: Good enough
- Portability: Good enough

Current Situation: MS Windows

- Easy Initial Configuration (Installation)
  - MS Windows Server 2003 is new benchmark
    - DNS, DHCP: Auto-configure
    - File and Print: Just works
    - Web Serving: Just works
    - Messaging / E-mail: Just works
    - SQL Server: Just works
- Safe solution from license perspective
- Dominant Desktop - benchmark

Current Situation: Linux

- Fast / Easy Installation

- Desktop Maturing Rapidly

- Server:

  - Mature
    - Recent survey shows 37% of sites run Linux
  - Fast and easy to install
  - Configuration of Services is key liability
    - DNS, DHCP, Samba, Apache, SQUID, etc.

OSS: Coming Soon

- ## Samba-3.0.0

  - ### Better Integration into MS Windows networks
    - Migration facility for move from NT4 to Samba
    - Native Active Directory membership

  - ### Better Documentation
    - HOWTO
      - Samba-2.2.x Version was 88 pages (Unix Oriented)
      - Now 540 pages (MS Windows Oriented)

  - ### Challenge is configuration / management
    - SWAT is highly criticized – needs replacement

Big Demand For

- ## Microsoft Active Directory

  - Use of Kerberos / LDAP mechano set partial solution is an incomplete alternative

- ## Microsoft Exchange Server

  - OSS Calendering support is NOT available

- ## Better Configuration Tools

  - Must integrate with Microsoft Management Console <u>OR</u> alternative OSS tool that can manage MS Windows clients / servers

Key Obstacle

- ## A profitable business model
  - ### OSS has reputation of FREE
    - Software is FREE so support should be FREE!
  - ### No one has had focus on building a channel
    - Needed for support
    - Cost effective way to reach customers / end users

- ## Need a compelling way to attract investment
  - ### Where is the money?