



OSBC 2010

Moving Beyond Linux to the Next Generation of Open Source
Infrastructure and Applications

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Who Is Somerset Capital Group?

- In business since 1984
- Capital equipment leasing company
- Target market is Fortune 1000
- Manage ~ \$750 MM portfolio
- Asset brokerage and remarketing



What We Lease



What We Don't Lease





Overview

- What got us started
- How did our use evolve and expand
- Where are we headed

Journey Begins....



Enterprise Systems?



2002

2003

2004

2005

2006

2007

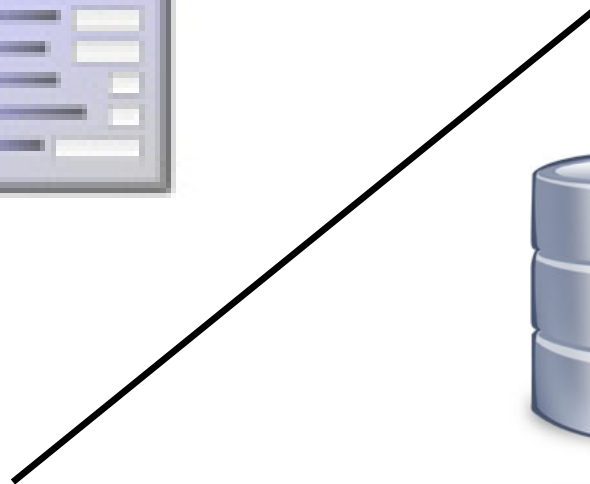
2008

2009

2010

Quick Success

- MS Access stayed as a front end



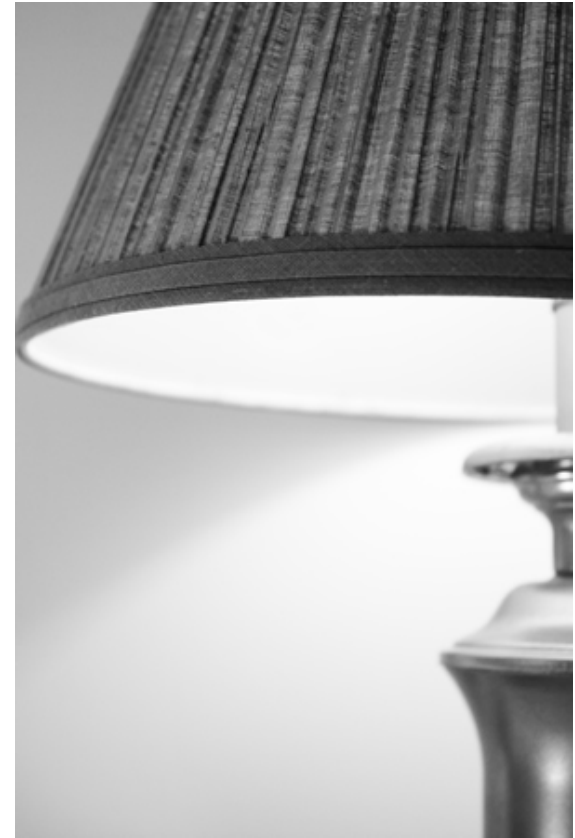
Stable Inaccurate Data

- Off lease inventory problems
 - Emailed spreadsheets
 - Manual processing
 - Timing issues



The LAMP Went On

- Developed OASIS
 - Web based equipment audit system
 - Receive equipment
 - Audit returns
 - Barcode assets
 - Produce reports
 - ROI of roughly 2 months



The Missing Link

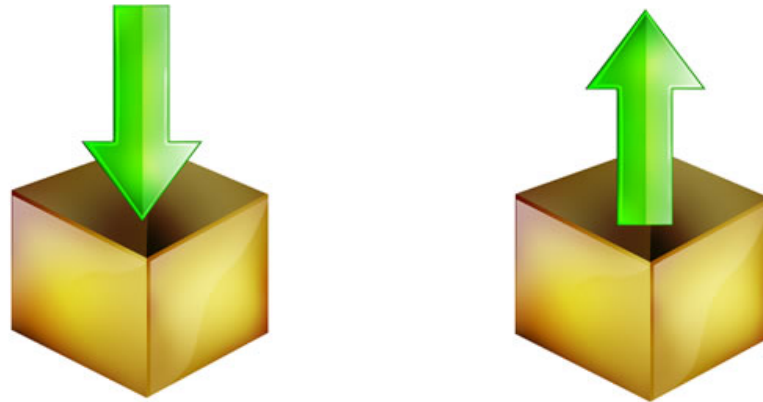
Application and warehouse are 2000 miles away

- Turned to an open source firewall solution



Snowball Effect

- Inventory was cleaned up (incoming)
- What about selling things (outgoing)

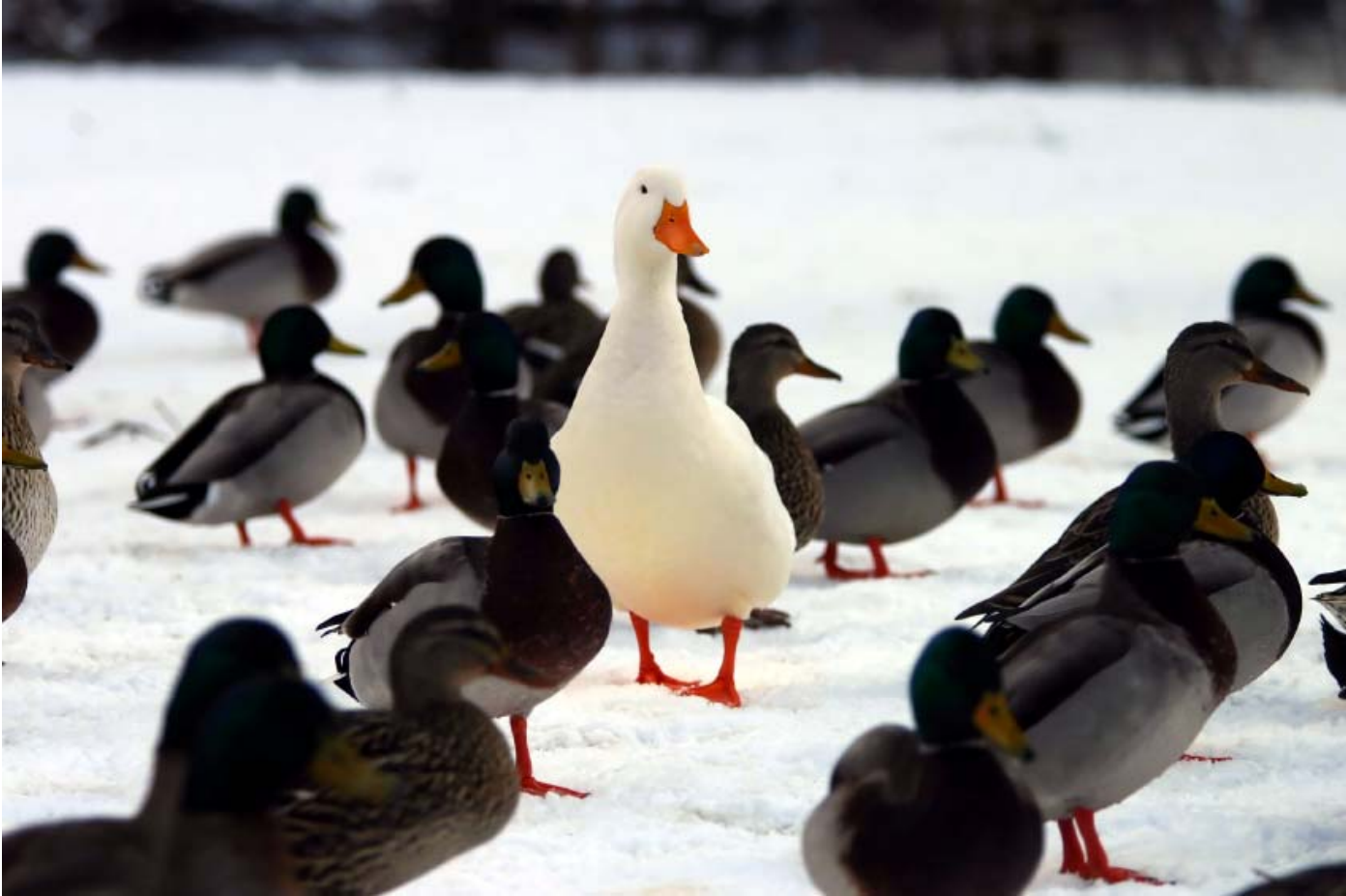


ASAP Was Born

- ASAP project was undertaken
 - Purchasing
 - Sales
 - RMA
 - Consignment
 - Rentals
 - Invoicing
 - Cash applications
 - Warehouse management



Acceptance From the Leasing Industry



Where to Go Next

- Began using other applications in production

- Internal IM
- Thin clients
- Various user applications
- Phone system
- Helpdesk





Pivotal Year

- Growth in number of people
- Growing application needs
- Growing infrastructure needs
- Limited internal IT resources



Decisions to Make

- Build vs. buy
- OS vs. commercial
- Ongoing support
- TCO / ROI
- Where do we put our resources



A Logical Choice

- Commercial Open Source
 - Email
 - Virtualization
 - CRM

Allowed for feature rich applications that filled the need while controlling costs and provided long term support



A New Beginning

- Management buyout
- Growth Growth Growth
- Tripled brokerage and remarketing department
 - Acquired a small remarketer (A+)
 - Added a Chicago location
- Leasing volume doubled



Laying the Foundation

- Plan for the recovery
- Redesigning the company
 - Move headquarters
 - New lease accounting system
 - Replaced our general ledger
 - Review architecture of internally developed systems
- Key – interoperable systems



Why We Like Open Source

- Faster response with greater flexibility
- Enabler of business
- Customization done in-house or outsourced
- Overall application portfolio is very cost effective

Involvement

- Contribute to the Open Source community
- Share experiences with others





Where we are headed

- Internal blogging
- Enterprise Content Management
- Unified Communications
- Commercial products based on Open Source
- Continually looking at projects

Final Thoughts





Questions?

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