

SAP: Friend or Foe of Open Source?

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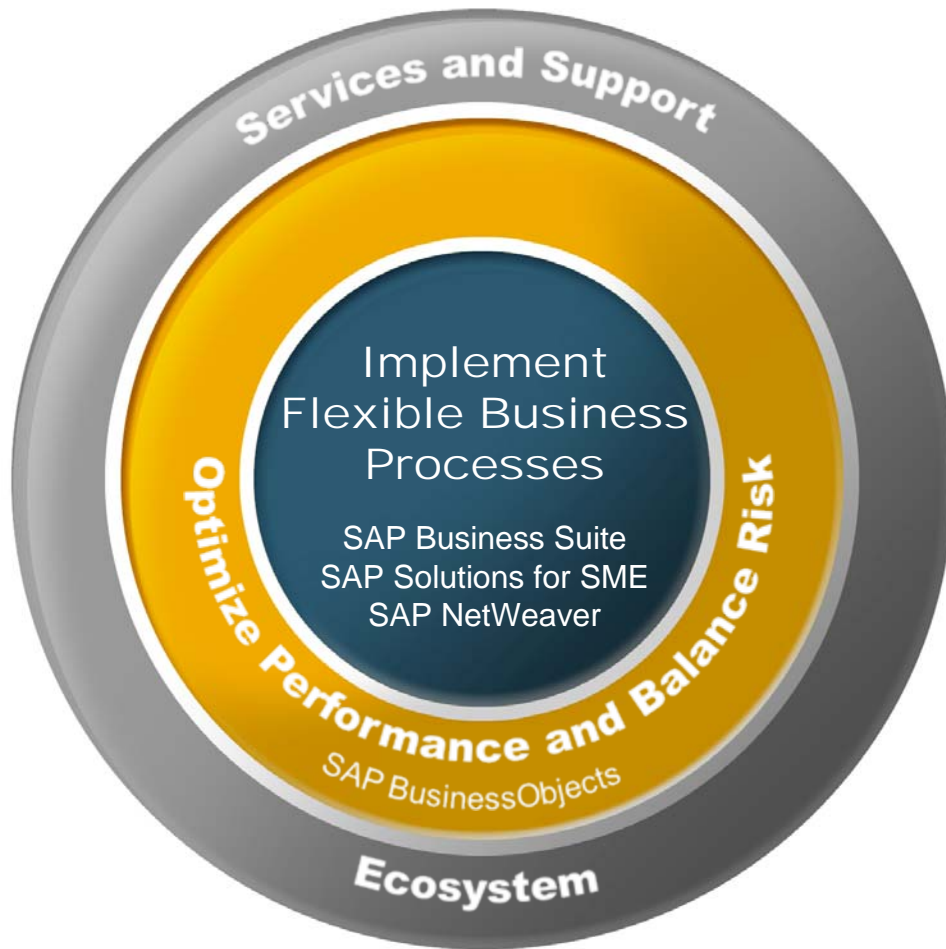
Open Source Business Conference,
March 17, 2010



Understand the (new) role of open source at SAP

- Open Source Benefits
- Open Source Challenges

Outlook



The SAP portfolio

Improves Business Insight

Drives Business Efficiency

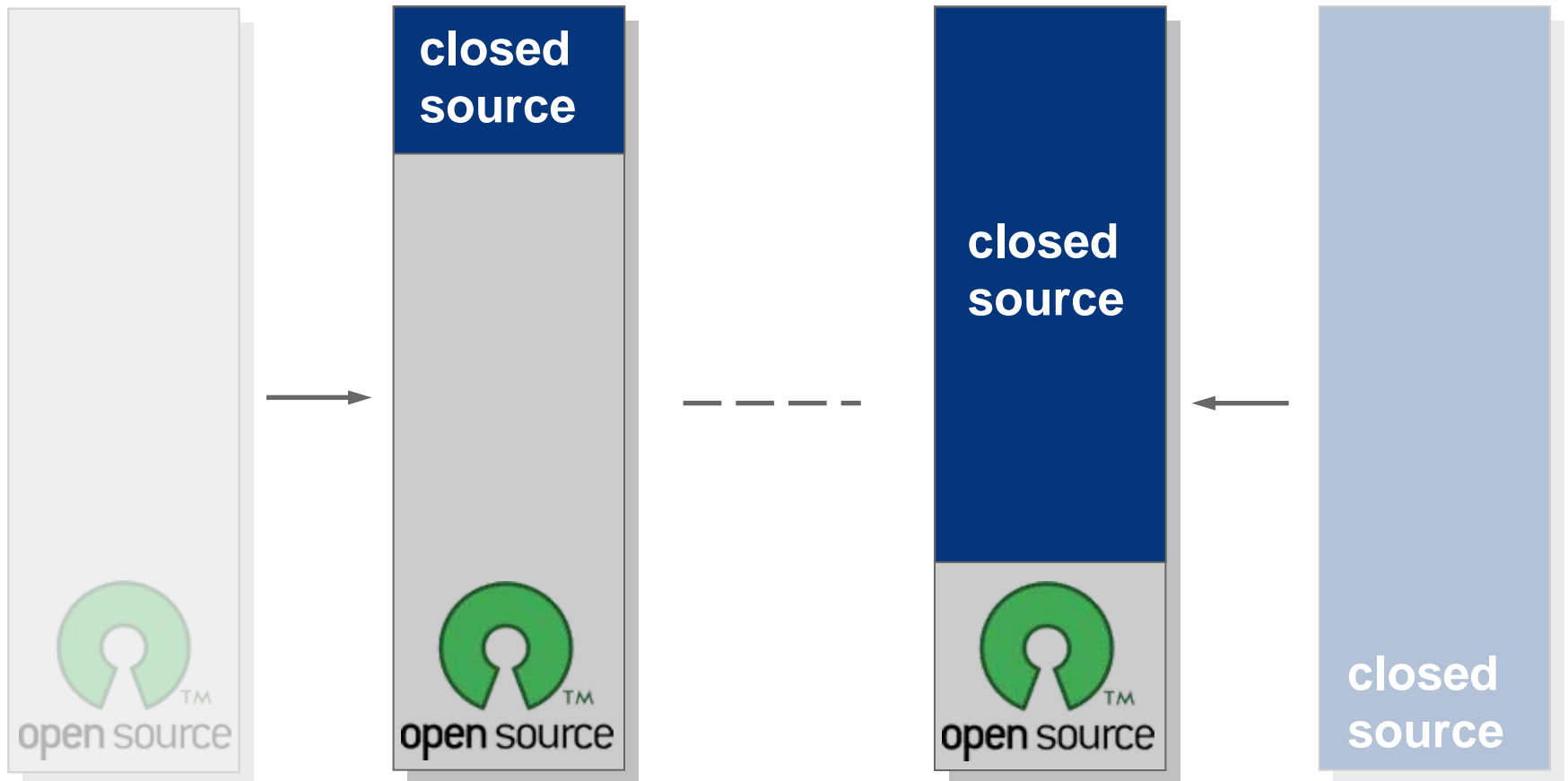
Enables Flexibility & Innovation

Two completely different worlds?



**closed
source**

The “pure plays” seem to have lost in importance today



Open Source Software ...

... is mature

SAP software runs on platform of choice



1999



2000



2005



2005

Open Source Software ...

... is cost-effective

SAP uses well-known technologies



On-Demand
Products



Next-Generation
Platform



Product
Development



Hudson

Interoperability



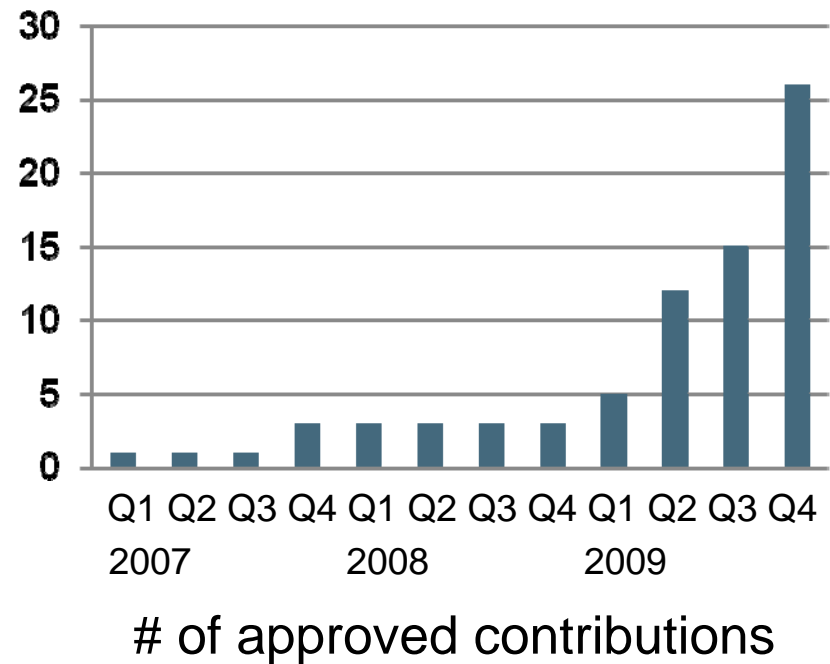
Open Source Software ...

... is a means to standardize



Milestones in 2009

- Upgraded to Eclipse Strategic Developer
- 3rd most active Eclipse corporate committer – 1.8 mio lines of code
- Decided to join 8 Apache projects



Open Source Software ...

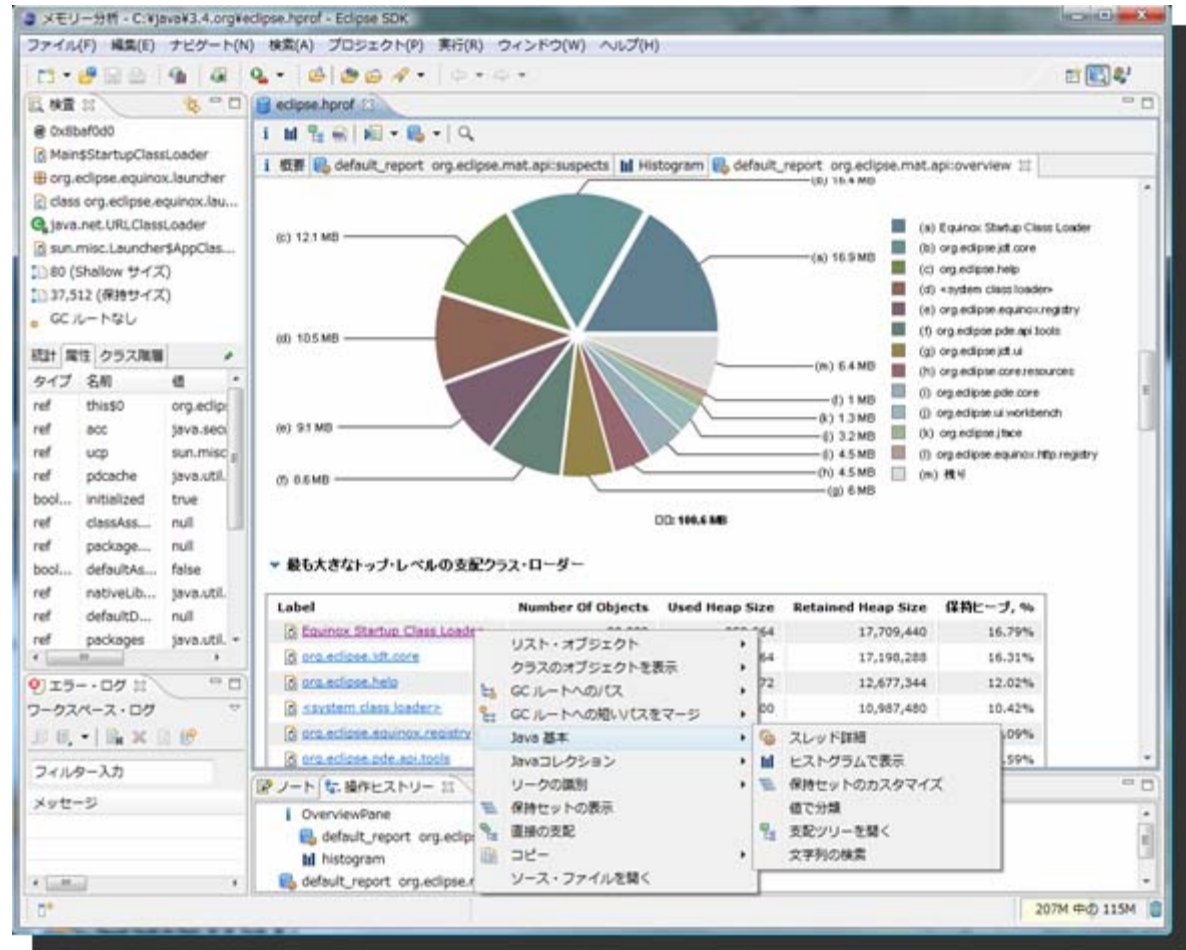
... is a means to drive
adoption and feedback

Eclipse Memory Analyzer

- Tool to analyze large Java heap dumps – contributed to Eclipse in 2007

Benefits

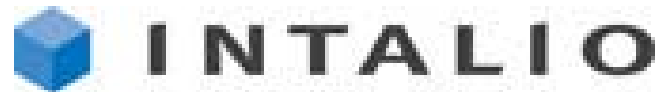
- Enabled collaboration
- Broad distribution
- More testers
- Japanese version



Open Source Software ...

... can support a
business model

SAP makes investments in open source companies



Open Source Software ...

... is mature

... is cost-effective

... is a means to standardize

... is a means to drive adoption and feedback

... can support a business model

So what are the challenges?

Open Source Software ...

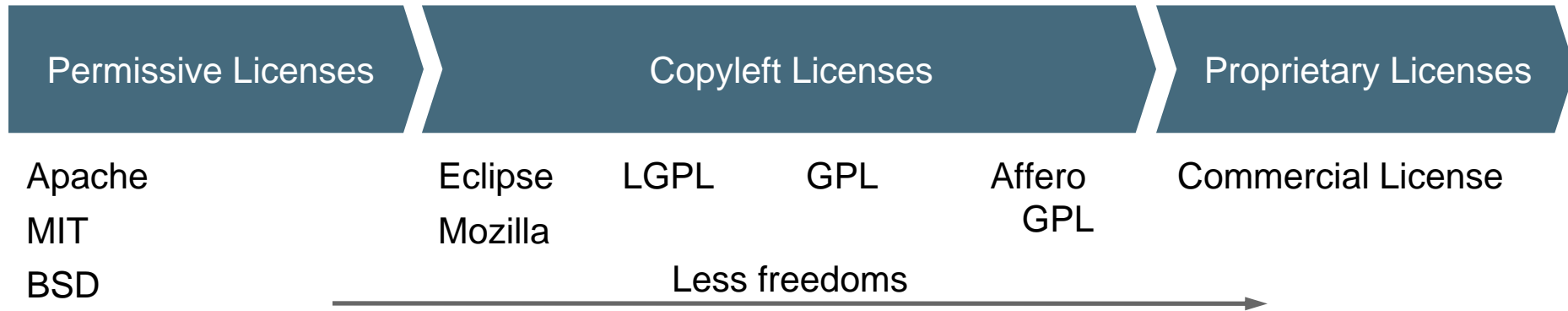
... doesn't always fit

Make it fit!

Open Source Software ...

... comes with its own
legal and IP constraints

1 You need to know the licensing constraints



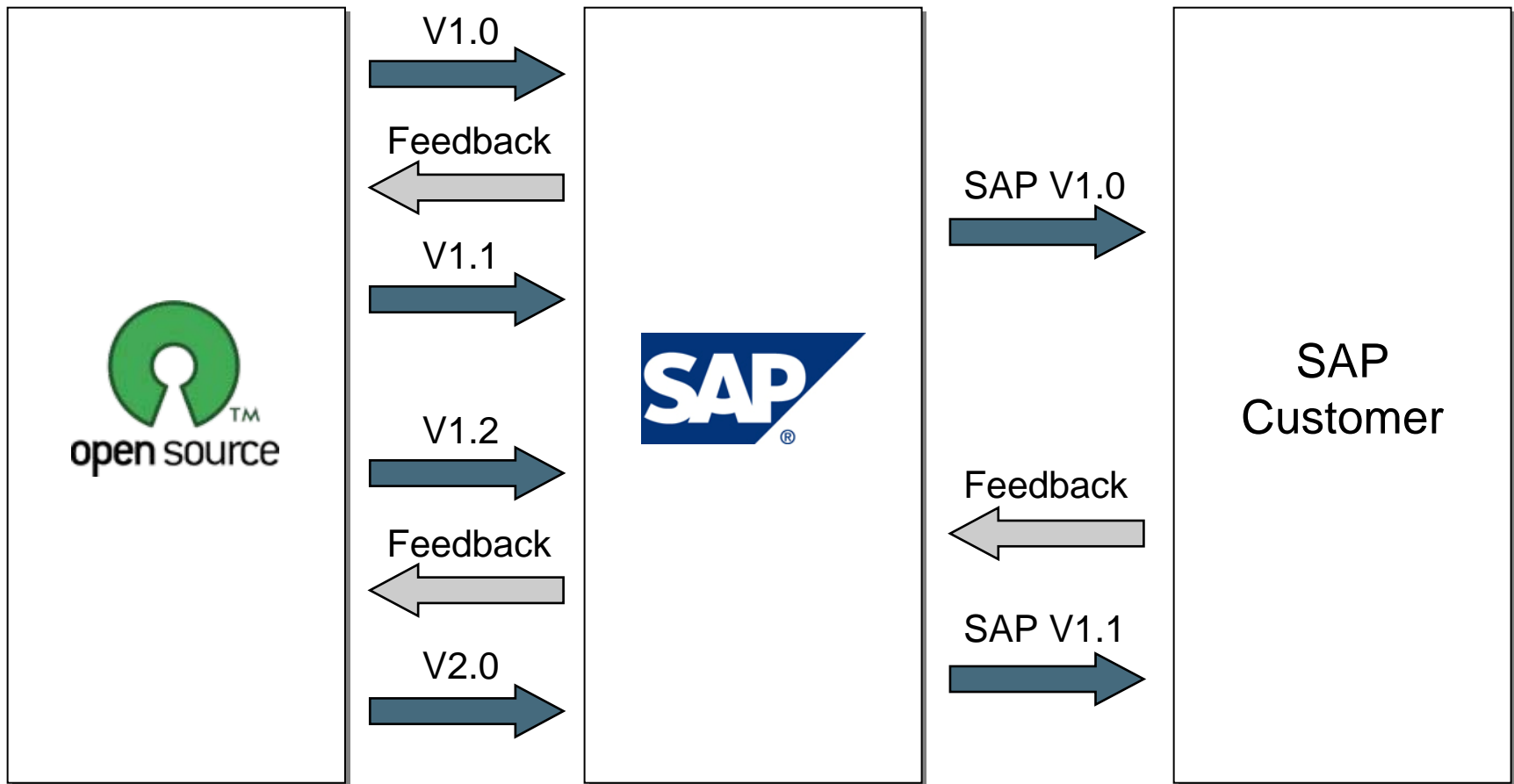
2 You need to know how IP is being managed

- Governance model
- Contributor agreement
- IPR policy
- Committers
- Third-party code
- Active IP management

Open Source Software ...

... has its own release cycle

Align closely and provide feedback often



Open Source Software ...

... may not cover all
non-functional requirements



Open Source Software ...

... may be volatile

Customers expect compliance, consistency, and continuity

- Multi-year product support obligation
- Compliance with local law and policies
- Indemnification
- ...



- A. Build skill set + engage in open source project
- B. Consider third-party support services

Open Source Software ...

... doesn't always fit

... comes with its own legal and IP constraints

... has its own release cycle

... may not cover all non-functional requirements

... may be volatile

So how to mitigate?



1. Apply due diligence (license, community, maturity, industry adoption, architectural fit, etc.)
2. Select only if you can commit long-term (build skills and engage in community)
3. Regularly revisit approach

Past:
Open Source is a risk

Present: Open Source
provides business benefits

Why open source?

Why not open source?

Do not
contribute back

Contribute to
ensure innovation

Do not go open source

Go open source to
protect investments

Future: Consider open source based business model enhancements

Question: How much does source code still matter?

Software-as-a-service

Model-driven development vs. coding

Belief: Communities will always matter – but the objects of the collaboration will evolve

Business process experts modeling business processes

Integration consultants designing service definitions

System integrators sharing implementation best practices

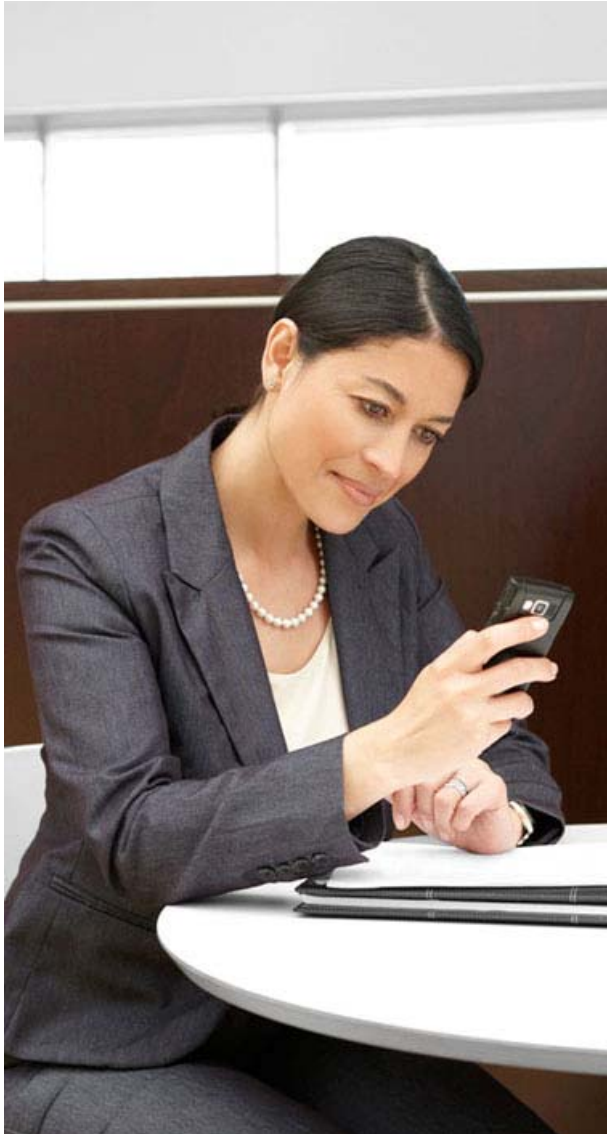


SAP applies a new approach toward open source

- From “Why open source?” to “**Why not** open source?”
- Contributions to open source projects support business goals

Customers benefit

- Standardization
- More choice and higher level of interoperability
- Faster innovation
- Protection of investments and skill sets



- **Open Source on SAP Developer Network**
<https://www.sdn.sap.com/irj/sdn/opensource-integration>
- **Follow Erwin Tenhumberg on Twitter**
<http://twitter.com/erwintenhumberg>
- **SAP at EclipseCon 2010**
<http://eclipsecon.org/>
- **SAP at OSMB 2009**
Keynote from Mark Yolton, SVP Community Network, SAP
http://www.heise.de/events/2009/open_source_meets_business
- **451 Group blog on SAP and open source**
<http://blogs.the451group.com/opensource/2010/02/11/sap-as-a-case-study-for-open-source-engagement/>



Questions & Answers

Thank You!