



# **How Open Source Changes the Role of Enterprise IT**

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# Aviall Services at a Glance

## **Largest diversified aircraft parts distributor**

93,000 unique part numbers sold annually

Approximately 2,000,000 part numbers listed

3,600 customer shipments daily

25,000 customers

230 OEM supplier product lines

## **Global market coverage**

General aviation

Airlines

Military



# Where is Aviall using Open Source?

**\$320M B2B e-commerce website, [aviall.com](http://aviall.com)**

**\$309M EDI system**

**Competitive advantage for the company**





# **Why Open Source at AviAll?**

**What problems were we trying to solve?**

**Looking for leverage**

**Grass-roots effect**



# How did Open Source enter Aviall?

**Developer Tools**

**Frameworks for Enterprise Software**

**3<sup>rd</sup> Party Turn-Key**





# What did we learn?

**It's just software**

**Good and bad Open Source**

**Software selection process**

**Organizational readiness**

*Open Source is neither something to be feared, nor is it a panacea... It's just software.*



# The Power of Positivity





# **Costs**

**Acquisition & Ownership**

**Integration**

**Plan for consultants**

**Plan for training**





# The Right Stuff

**Technology compatibility**

**'Mixin' mindset**

**Mature leadership**





# A Cautionary Tale

**Beware the Open-Source “green-washing”**

**False halo**





# **What's Next for Open Source at AviAll?**

**Wide adoption of Java-based frameworks**

**Increased strategic presence**

**Growing awareness of Open-Source turn-key solutions**

