Open Source for Document and Content Management?

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7th January 2010
Agenda

- Is 2010 ‘the’ year?
- February 2009 GAP document
  - The good bits
  - The less engaging
- Who really decides which software is selected?
- Ovum messages
Who’s sitting next to the driver?
Is 2010 ‘the’ year?

- Recession continues
  - Operation Efficiency Programme - £7.2 billion in savings
- CSR07 ends March 2011
- Shared services and mergers will result in requirements for new systems
- Many existing document and content management systems in FUD
- SharePoint 2010 looks appealing – but fingers have been burnt before
Even UBS thinks that the time has come for Open Source
The February 2009 GAP document

- The good bits
  - UK more proactive to Open source
  - Open source is equal to proprietary – and the world is hybrid
  - Build positive feedback loop around open source
  - Approach needs to be pragmatic
  - Complex adoption criteria – ‘value for money’
  - Open Source is ready for UK public sector
  - The public sector needs to get ready for open source
  - UK public sector suppliers need to get ready for Open Source
  - SIs need to develop an Open Source ISV ecosystem
  - UK public sector need to interact and contribute to open source projects
  - UK public sector needs to collaborate with others
The February 2009 GAP document

- The less engaging
  - Biting off more than it can chew
  - Not as pragmatic as it flaunts itself to be
  - Open source is more than equal to proprietary
  - Prejudiced as to the innovation credentials of open source
  - Badly phrased
  - Fitting suppliers in an open source straight jacket
  - Forcing suppliers to defend every component of their solutions
  - Mixed open source with open standards and reuse
GAP on Open Source versus Open Standards

- Treat them as distinct, albeit related, issues
- Open standards prevent lock-in for any type of software, not just proprietary
- Do not assume that open source guarantees the avoidance of vendor lock-in
- Acknowledge the limitation of the need to prevent (open source) software lock-out
- If you must talk about open standards, acknowledge their limits – CMIS?
- If you want to come out in support of ODF, say so
GAP on Open Source versus reuse

- Clearly define reuse
- Acknowledge the cost of reuse and its implication for SOA
What ‘we’ like about open source

- Open source is ‘next generation’
  - Learnt from experience
  - Best of breed components
  - Tighter integration
  - Less ‘bloatware’
- Adopting Open source shows we are ‘open’
- It is ‘good enough’ software
- And we know instinctively it should be ‘better’
Ovum ECM positioning diagram July 2009

Leaders

Market Position

Emerging

Breadth of ECM scope and integration

- IBM/FileNet
- EMC/Documentum
- Oracle/Stellent
- Open Text/Vignette
- Autonomy/Interwoven

- Adobe
- SDL Tridion
- Nuxeo

- Mobius
- Hyland
- Fatwire

- Alfresco
- Objective
- Perceptive

Narrow

Broad
What ‘we’ don’t like about open source

- The ‘pampers’ factor – we like our brands = trust
- ‘Insecurity’ after acquisition – MySQL?
- ‘community’ is still perceived as not professional
- What happens when a big guy buys an OS vendor?
- Will it [the software] look good on my CV?
- Software licence costs only 10% of lifetime costs of an application
- “Not invented here”
Under the radar
Other approaches first

- Review existing licence regime
  - Microsoft Enterprise Agreement
- Shared services
- Cloud-based services
- SharePoint 2010
Who really decides which software is selected?
Ovum Messages

- GAP describes mature, pragmatic and comprehensive approach to open source
- Open source document and content management applications are ‘up to the job’
- Public sector likes brands and likes to be associated with big business
- There is more to adoption than knowledge and evaluation
- Do not force-feed open source to suppliers
Ovum Messages

- End to end open source possible – but hybrid probably delivers better value
- Look at open source from a high value rather than a low-cost perspective
- Do not think of open source as cost-free
- Focus on ROI rather than cost layers
- Don’t mix open source with other issues
Gartner recommends open source BI tools to CIOs

Community software is 'good enough' says analyst

By Mitch Betts | Published: 11:04 GMT, 05 January 10 | CIO UK

Adoption of open source business intelligence software is doubling every year because the products are viewed as "good enough" for routine applications, according to a recent report by Gartner analyst Andreas Bitterer.
Thank you