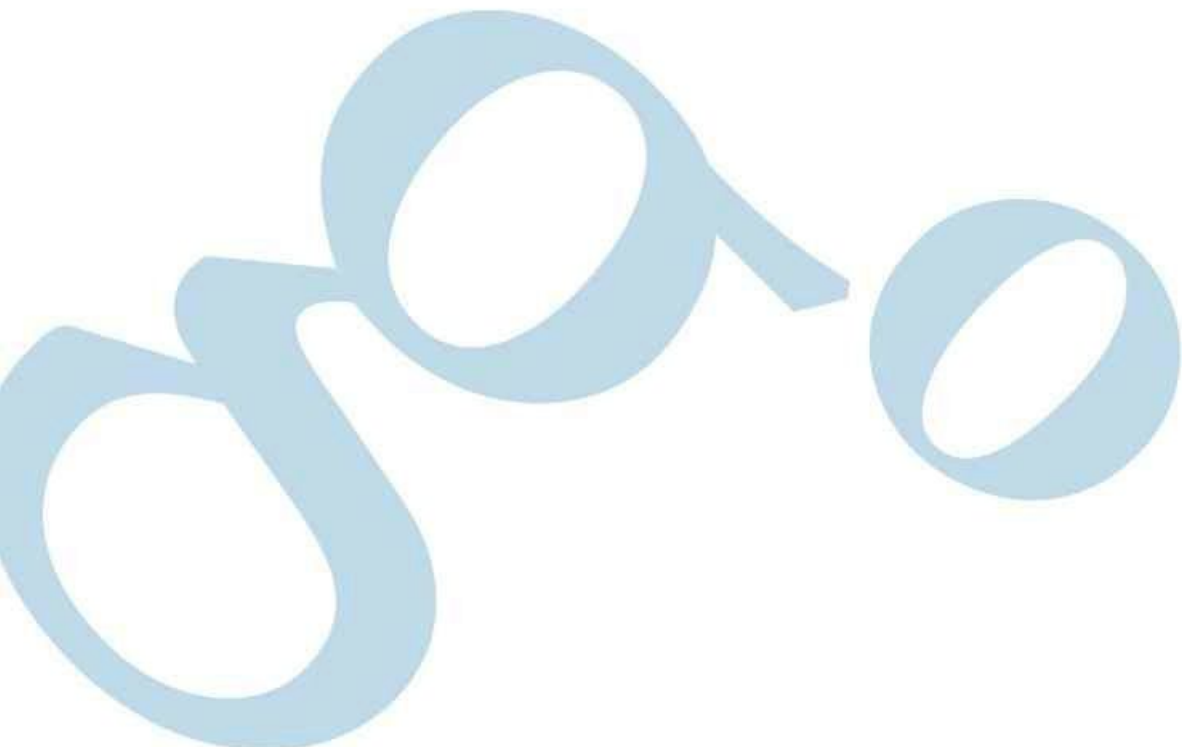
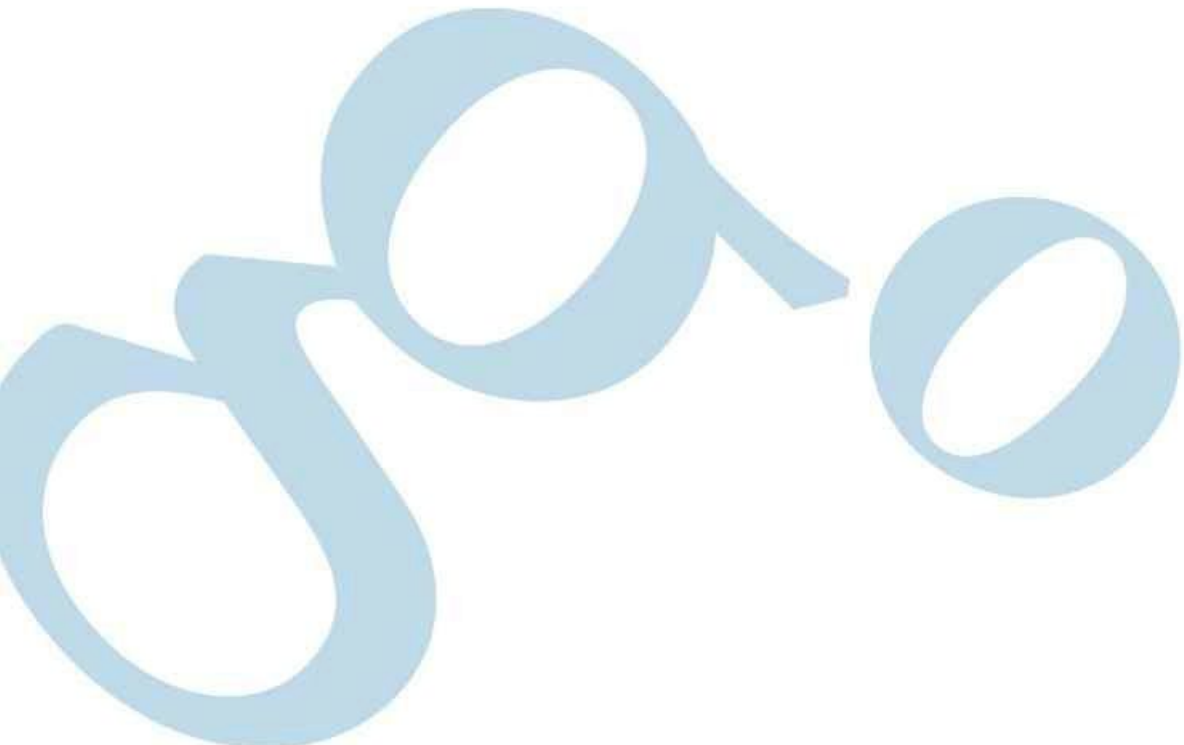


Document & Content Management

The place for Open Source



DISINFORMATION



Why can't local government and open source be friends?

When the budget for rebuilding Birmingham City Council's website ballooned from £580,000 to £2.8m, did nobody say 'let's try free software instead'?

Charles Arthur

guardian.co.uk, Friday 7 August 2009 17.39 BST

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Public Funds in the UK

Open Source for Document and Content Management?



Speakers

Mike Davis	(Ovum)
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John Newton	(Alfresco)
Mike Grafham	(Deloitte)
Jon Marks	(LBI)
Danny Budzak	(Newham case study)
John Lindsay	(Kingston University)
Francois Mounier	(Camden case study)
Tjeerd Brenninkmeijer	(Hippo)
Janus Boye	(J.Boye)



Websaver

Portal

CRM

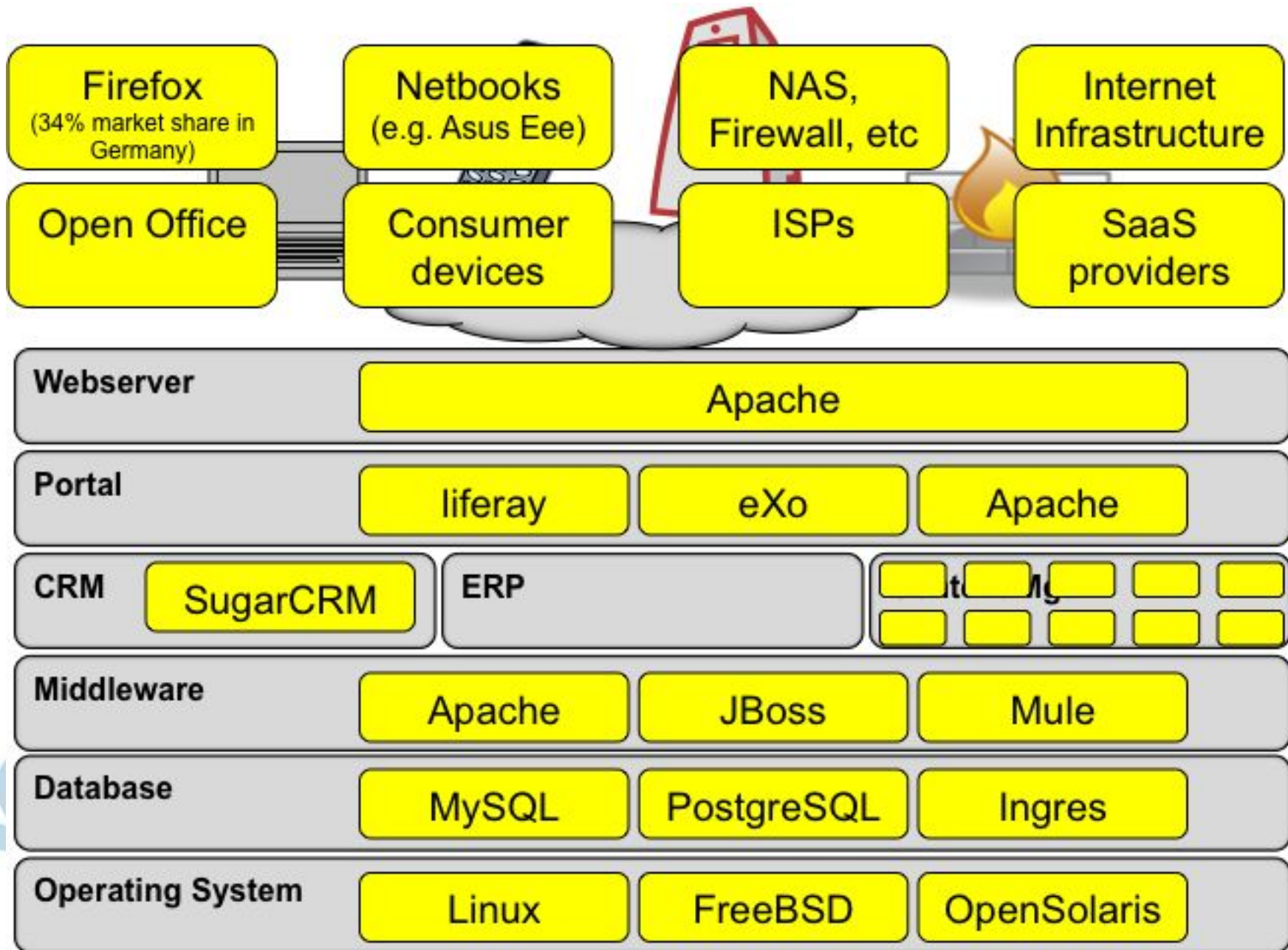
ERP

Content Mgt

Middleware

Database

Operating System



There are many strong OSS options

Content Management

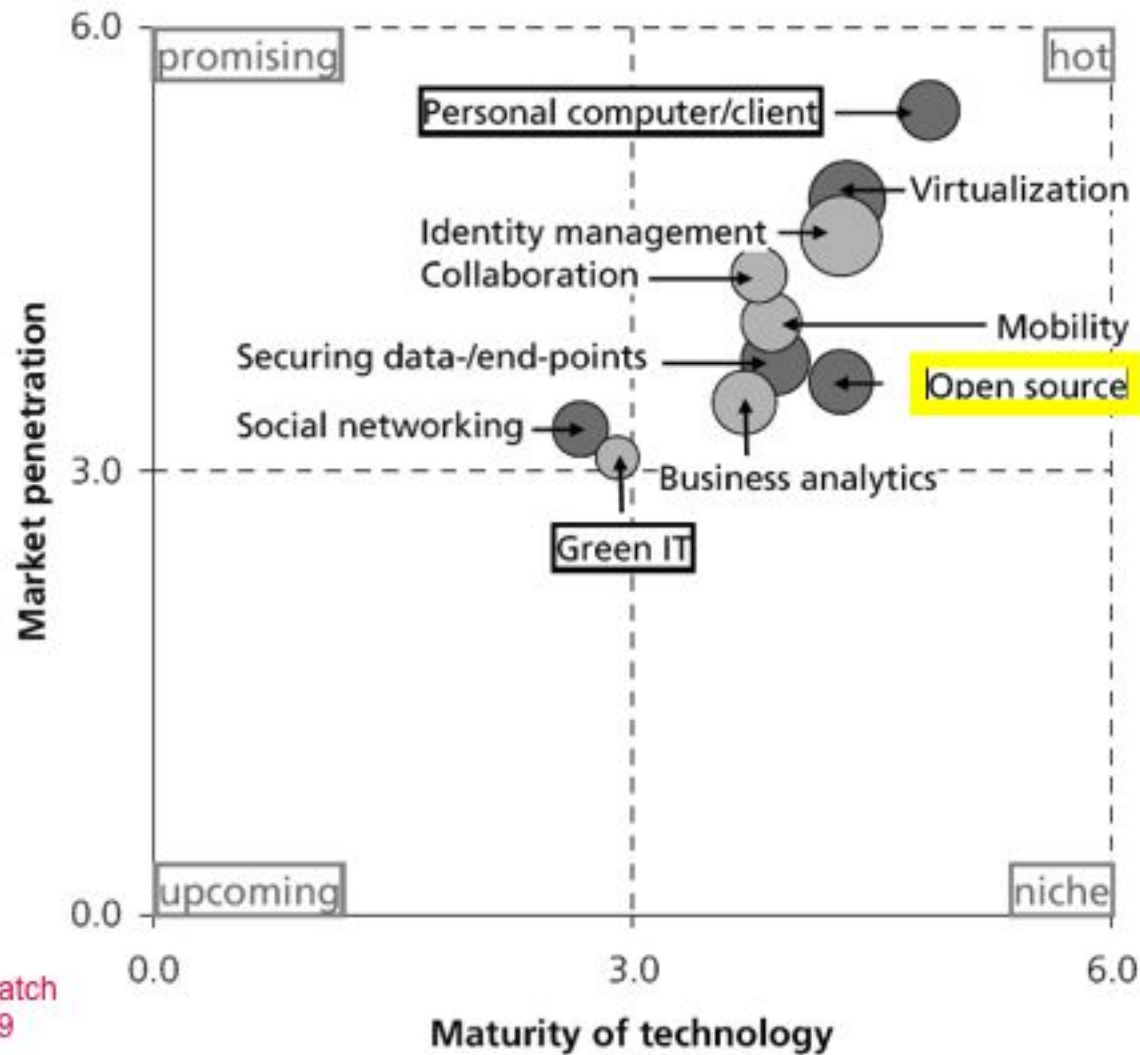
- Drupal
- Joomla
- Plone
- Hippo
- TYPO3
- Umbraco
- eZ
- ...

Document Management

- Alfresco
- Nuxeo
- ...

OSS has momentum

Even UBS thinks that the time has come for Open Source



UBS Market Watch
December 2009

Mike Davis

UK is becoming more amenable

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

Although it's behind much of Europe

Open source @ the government in the Netherlands

- NOIV – Netherlands open in Connection
- Open Source with equal offering
- Open Standaarden compulsory



The programme NOiV (Netherlands in Open Connection) informs and advises the Dutch public sector about the possibilities of open source software and stimulates the use of open source software in their information systems. The acronym OS & OSS stands for “Open Standards & Open Source Software”.

Tjeerd Brenninkmeijer

Case Studies

Warwickshire POLICE

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- Contacting the police >
- How can I >
- I need help or advice >
- Crime Prevention and Personal Safety Advice >
- Policing Warwickshire >
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- Diversity >
- About Us >
- Your Right to Information >
- Warwickshire Against Crime >

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- 05/01/2010 - Eighteen months for burglar
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- Warwickshire Against Domestic Abuse launched
- Looking for a job?
View the latest Police Staff Vacancies

safer-neighbourhoods.co.uk
To find your local policing team click here

theZone Youth Website

Warwickshire POLICE
The authority behind the force

Warwickshire Against Crime

CRIME MAPS

Warwickshire CRIMESTOPPERS
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Matt Hamilton

Case Studies

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theZone

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enter KidZone ➡

enter TeenZone ➡

enter AdultZone ➡

Case:



AARHUS UNIVERSITET

- Selected TYPO3 and decided to work with small integrator while building their own implementation skills
- Attended TYPO3 conference and actively participates in community

Janus Boye

Case Studies

Why did we decide on Open source

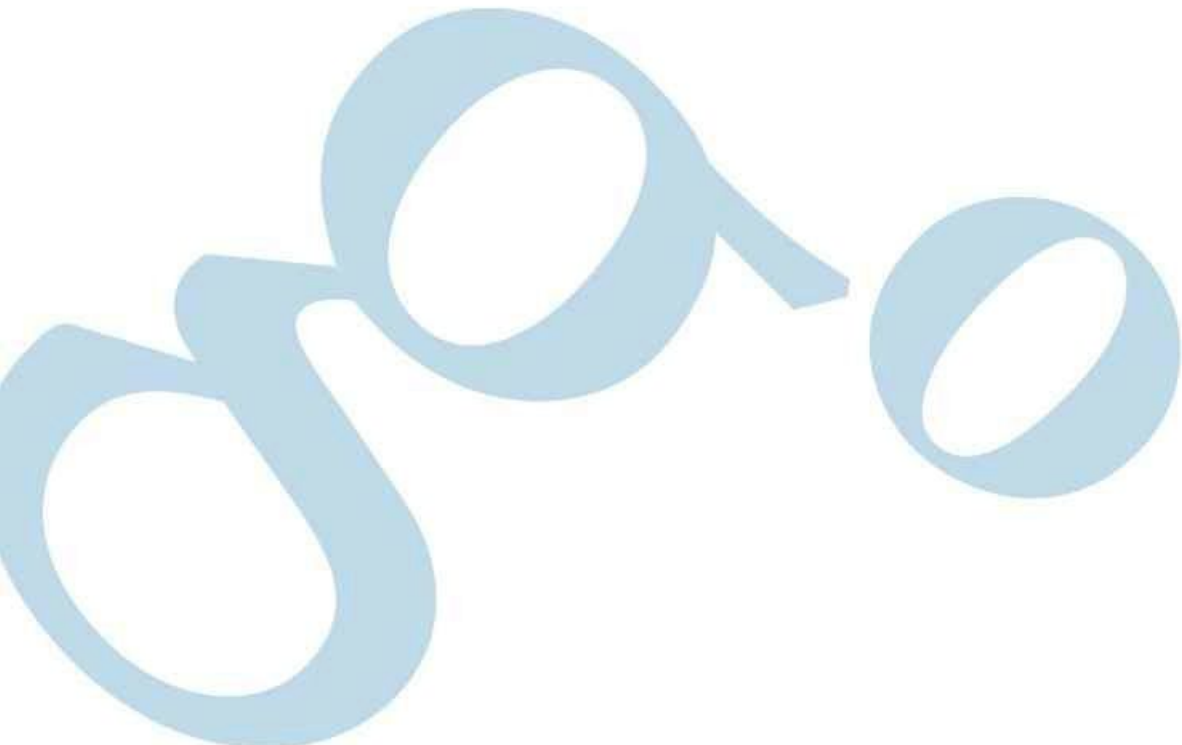
- Expended the use of Open source solution where/when it was a best fit
- Fitted our vision of start small / think big with low entry costs
- Ability to define support/development model that fit the specific product/project leveraging the open source ecosystem



Francoise Mounier

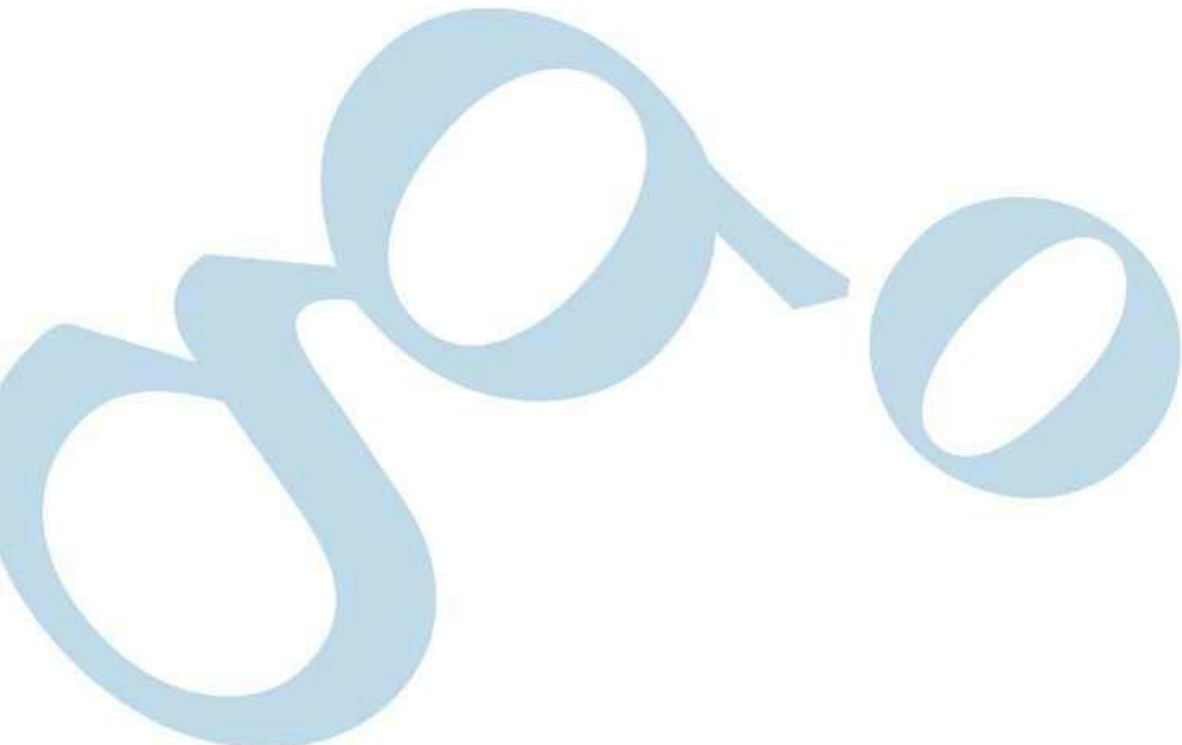


**LOW UP-FRONT
COST**



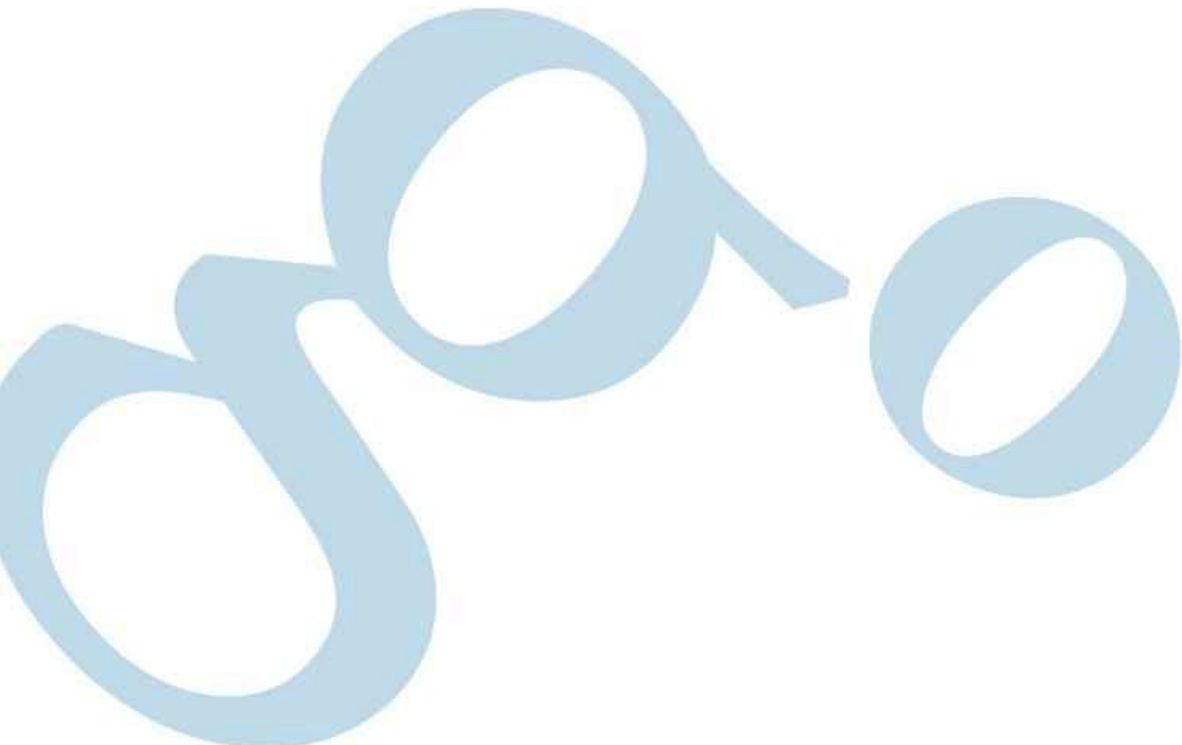


**EASIER TO
WORK WITH**





**DEMONSTRATES
OPENNESS**



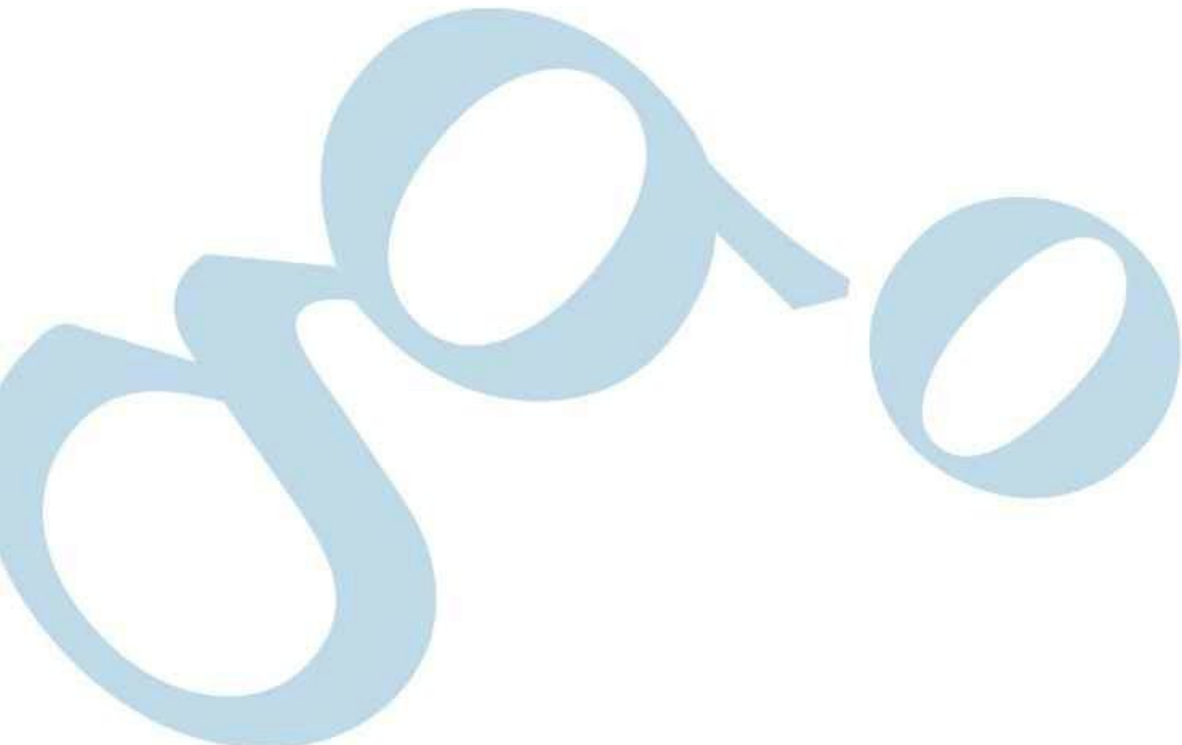
Demonstrates Openness?



Mike Davis

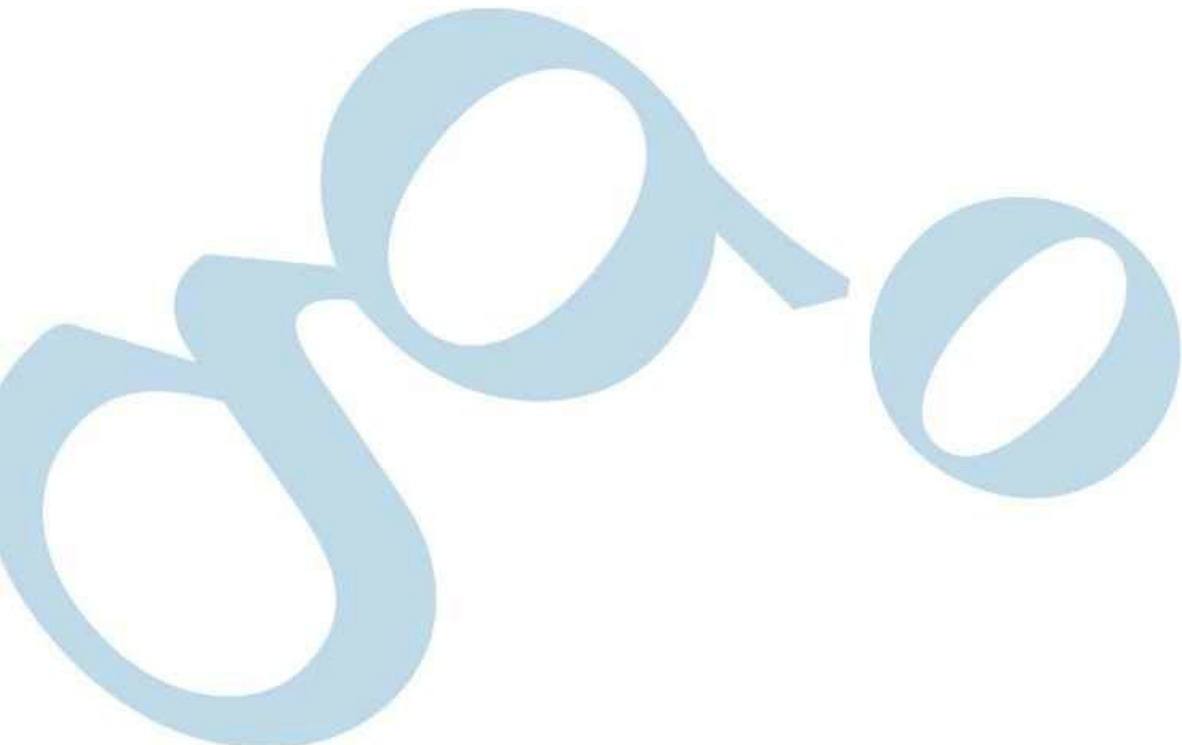


MISUNDERSTAND COSTS



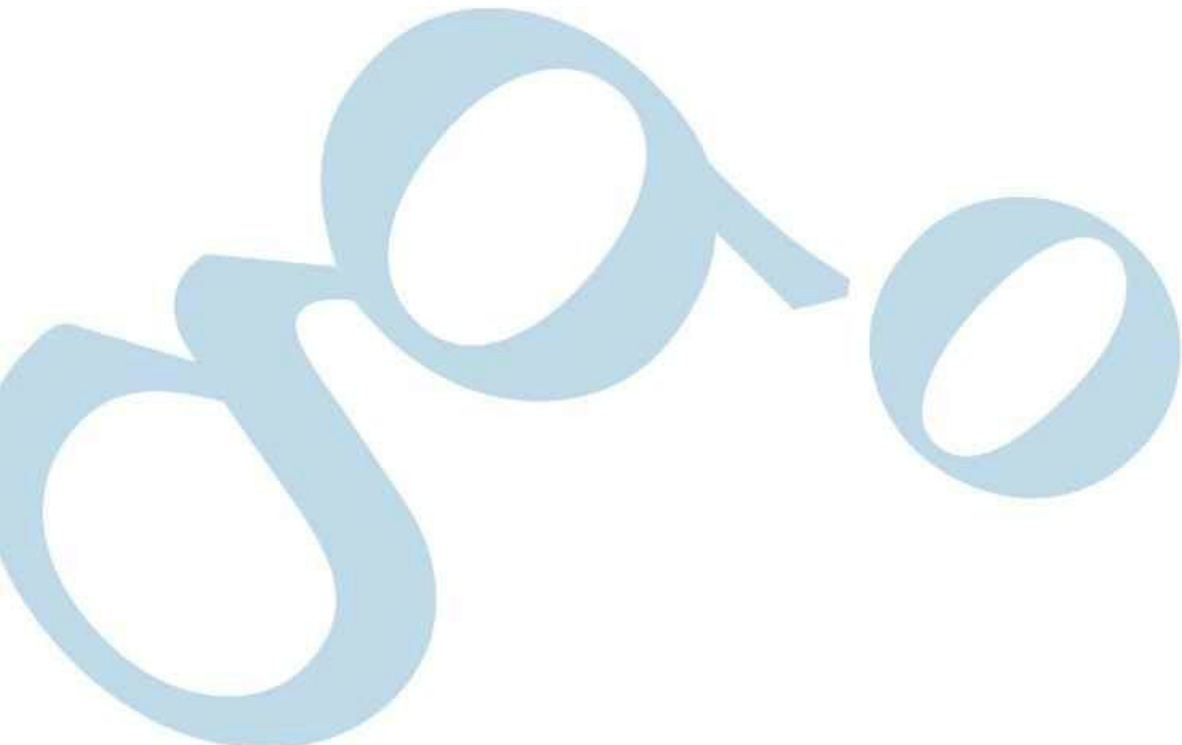


MISPERCEPTION



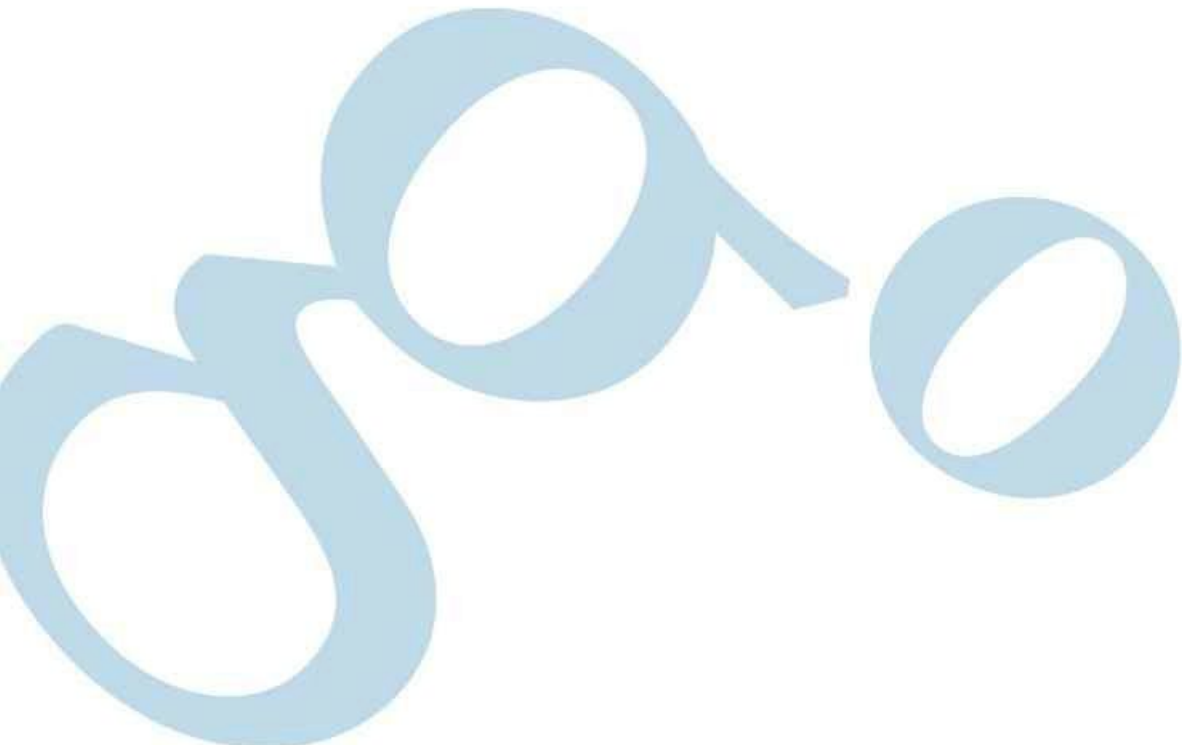


MISMATCHED SCALE



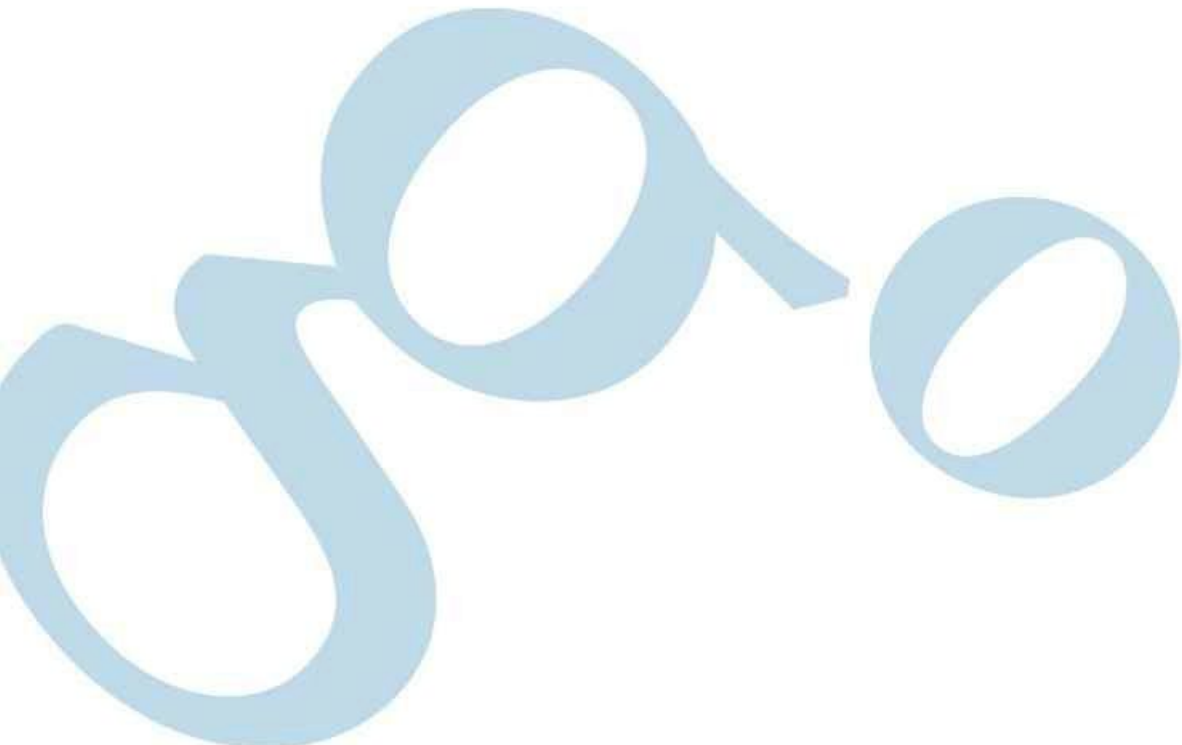


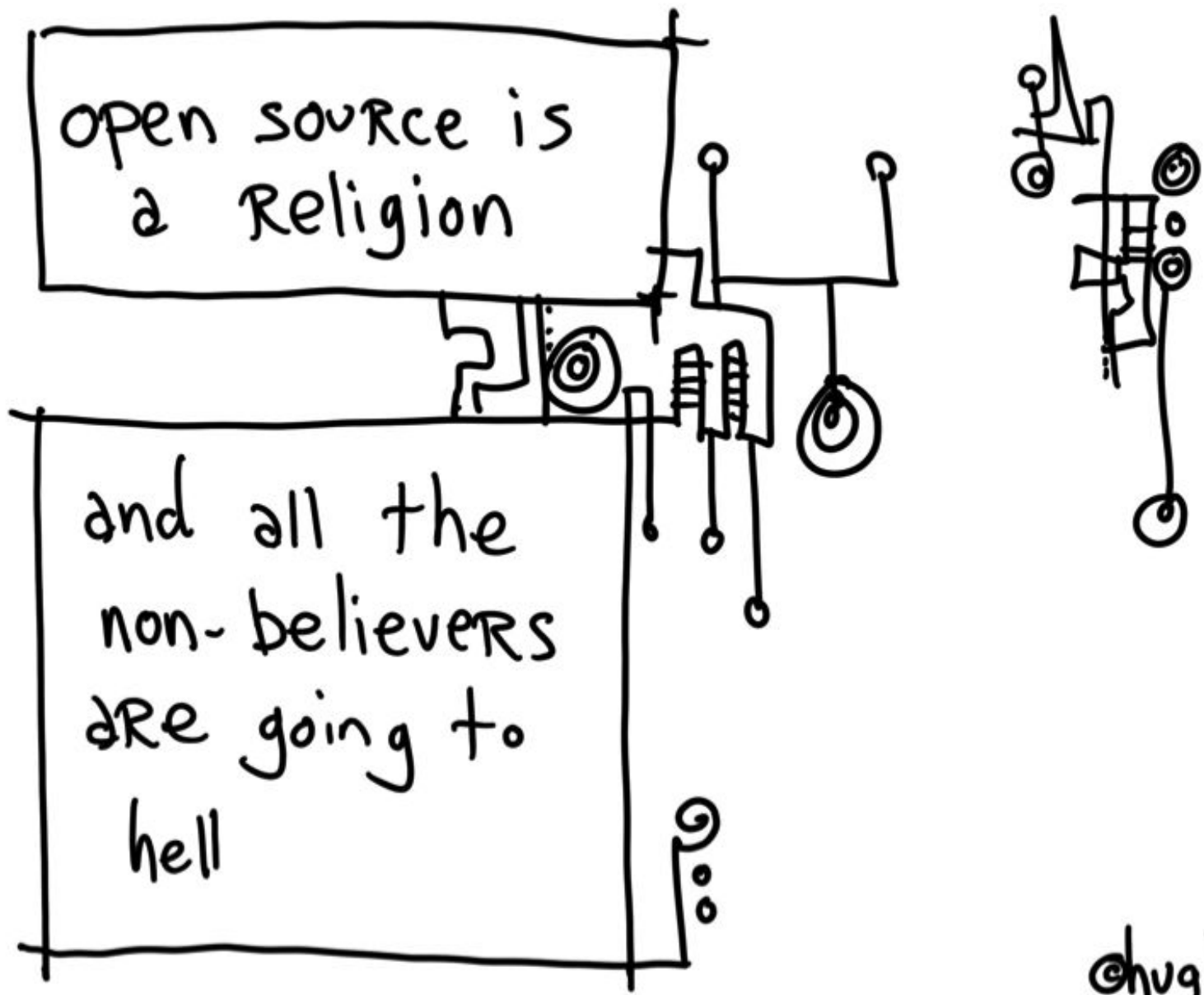
PROCUREMENT MODEL IS BROKEN





UNREASONED DECISIONS





chugh

Conclusion – OSS offers a range

- All OSS is not the same
 - Range of quality
 - Range of capabilities
- Choose carefully
 - Focus on the problem, not the technology
 - Scenario-based selection process
- **No different to proprietary software...**

Conclusion – Look beyond licence £

- People underestimate other costs
 - Untangling content ownership
 - Migrating content
 - Design
 - Change management
- Team, not technology, creates success
- **No different to proprietary software...**

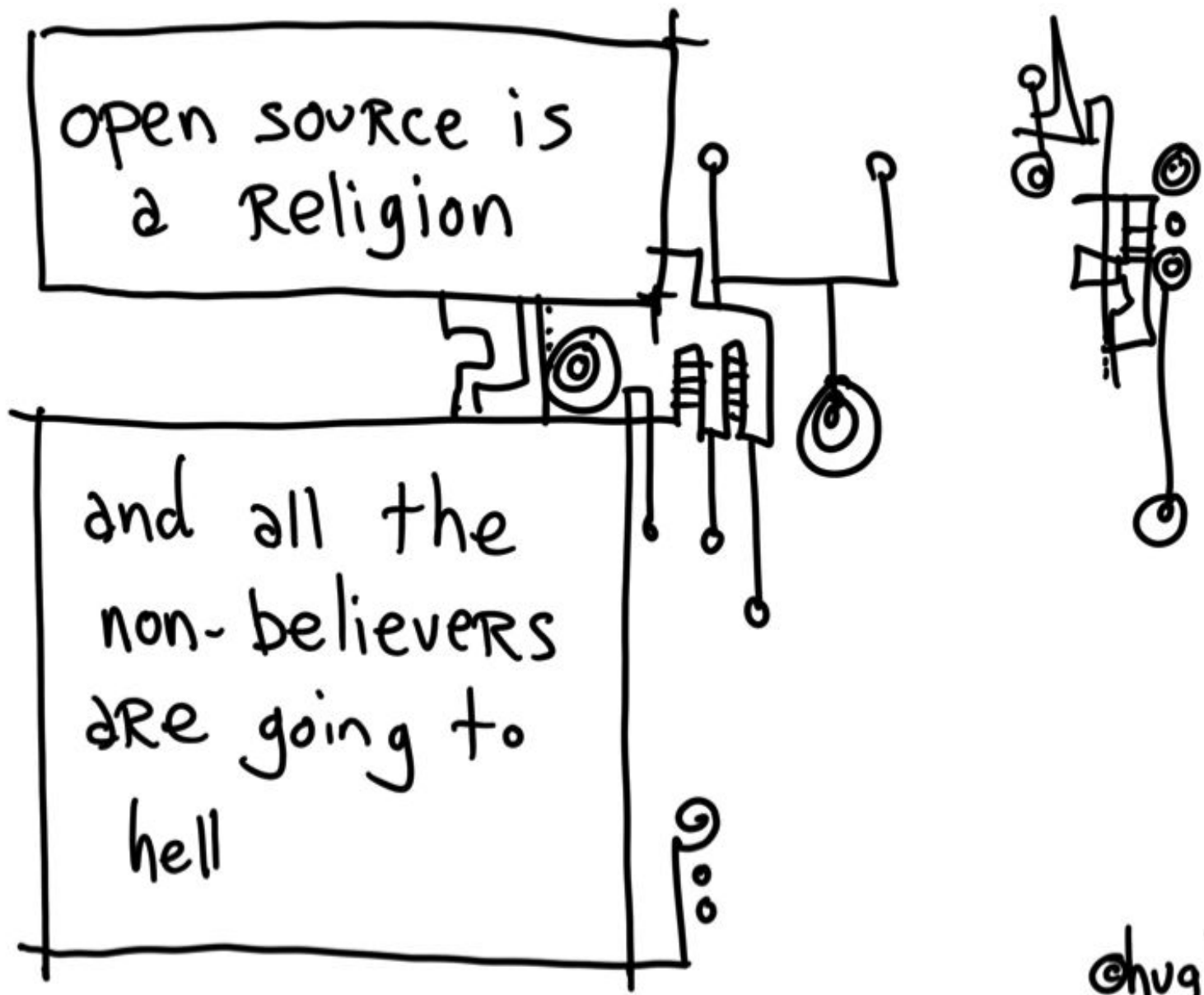
Conclusion – Supports evolution

- OSS aligns well to evolutionary delivery
 - Try before you buy
 - Agile & Lean development models
 - Innovation & exploration
 - Buy knowledge to reduce risk
- This is best practice for software dev anyway
- **Very different to proprietary software...**
 - Licence fees bring costs forwards
 - Model incents large programmes (justify upfront cost)

Conclusion – Procurement

**Public Sector model has unintended
consequences**

(It's possible to compare OSS & Proprietary software, but you need a carefully planned procurement to give equal weight to very different business models.)



chugh

HOW DIFFERENT IS THE PUBLIC SECTOR?



REDUCE COSTS

ENGAGE STAKEHOLDERS

PUBLIC SECTOR

**DRIVE INNOVATION
& AGILITY**

REDUCE COSTS

ENGAGE STAKEHOLDERS

Private SECTOR

**DRIVE INNOVATION
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REDUCE COSTS

ENGAGE STAKEHOLDERS

Non-profit SECTOR

**DRIVE INNOVATION
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REDUCE COSTS

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OPEN SOURCE

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REDUCE up front cost & risk

ENGAGE STAKEHOLDERS

OPEN SOURCE

**DRIVE INNOVATION
& AGILITY**

REDUCE up front cost & risk

Underpins most social media

OPEN SOURCE

**DRIVE INNOVATION
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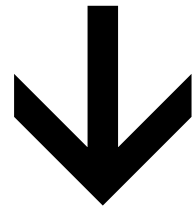
REDUCE up front cost & risk

Underpins most social media

OPEN SOURCE

**Supports low cost
experimentation**

**Information
Scarcity**



**Information
Overload**



graham@grahamoakes.co.uk

