

Development & Application of OSS in China



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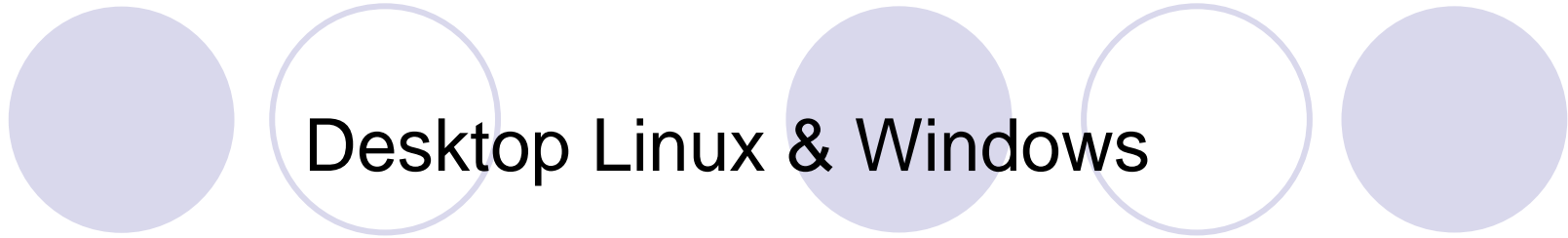
Challenge and Opportunity

- OSS has been the mainstream in some global IT fields
Linux and Windows- two operating system
- OSS- opportunity for software industry in China
the 11th Five-year plan, open source-based software project
great market for OSS in China



Global Open Source Movement

- Statistics from Gartner, 2005 Linux grew 20%, Windows grew 5%, Unix decreased 10%. Linux in China (2005: 60%).
- Forecast by Saugatuck Technology, Half business system by 2011 :Linux (server and desktop) .
- 50% of companies know about OSS (80-90% in USA, 10-20% in China)
- 70% of Internet tech are OSS
- Google uses OSS
- HP, Dell, Lenovo preinstall Linux
- Linux and Windows are double mainstream systems
- Linux matures in ecosystem



Desktop Linux & Windows

- MS Windows dominate desktop
- Challenge from Linux
- 3 barriers for Desktop Linux to challenging Windows
 - (1) users' habit
 - (2) Linux drive (recognition drive program)
 - (3) application software

Open Source Movement in China

- Statistics of COPU shows that Linux sales amount of 2006 in China is 218 million RMB, with a growth rate of 41%.
- Loong Son 2E is Linux-based (TC) PC
- More contribution from China developers to open source community
Mr. Wu Fengguang, PhD. student from University of Science and Technology of China (USTC) developed Adaptive File Readahead in Linux Kernel. Mr. Tan Yusong, researcher from National Defense Technology University developed Open KETA.
- OSS companies come out (Redflag, CS2C, Turbolinux Beijing)
- Local Linux vendors had made contract for preinstall about 7 million PC in 2006, which accounts 35% of the PC market (about 20million)
- 4000 students are trained for Linux in universities. 80,000 are trained in training organizations. In 2007 over 10,000 people attended OSS Contest. 53 works are rewarded(4 are the winner of NEA OSS Contest)

2005/2006 Linux in China

		Redflag	Turbolinux Beijing	Novell (China)	Red Hat (China)	CS2C	Co-Create	Sunwah	Sum(million RMB)
2005	Sale								154,73
	Growth rate								60.4%
	market share								
2006	Sale	55,07	47,00	43,92	35,56	31.25	1,88	3,64	218,32
	Growth rate								41.1%
	market share	25.2%	21.5%	20.1%	16.3%	14.3%	0.9%	1.7%	

2006 Operation system (C C I D)

	sale (billion Yuan)	Market share (%)	Growth rate (%)		PS
Windows	2.233	41.7	+9.5		Embedded operation system(46.40% market share) is not including
Unix	2.813	52.5	+7.8	AIX: +9.1	
				Solaris: +5.9	
Linux	0.163	3.0	+27.3 (COPU: +41.1)		
others	0.151	2.8			

Statistics from Gartner, 2005Linux grew 20%, Windows grew 5%, Unix decreased 10%
Linux in China (2005: 60%), Unix decreased in the world, yet increased in China



Linux in China

	2002	2003	2004	2005	2006
sale (million RMB)	52,53	66,66	96,44	154,73	218,32
Growth rate (%)	45.5	26.8	44.8	60.4	41.1

2006 Linux and Open Office in China (COPU)

	Set	PS
Linux server	600000	Sale 120,000,000RMB Price 2000RMB/set
Linux desktop	6,000,000	Sale 980,000,000RMB Price 12-20RMB/set
Open Office(cross platform Office)	7,000,000	Sale 700,000,000RMB Price 100RMB/set

Statistics from Gartner shows, in 2005 global sale of Linux is US\$ 6 billion with 1,400,000 sets.



Open Source Database

- Turbolinux(Beijing),Great Linux and MySQL,
- (1) R&D group trained 25 professionals
- (2) MySQL(community version) download free,
MySQL (business version) sold over 1000
(ZT, Siemens China, Ericson China, Huawei, Netcom)
RenDa Jincang (PostgreSQL)

Firefox Browser

- 16%global market share, 5%in China



Open Source Middle ware

- JSF (Kindee Middleware)
- QualiPSo(Guangdong Middleware Institution and Object Web

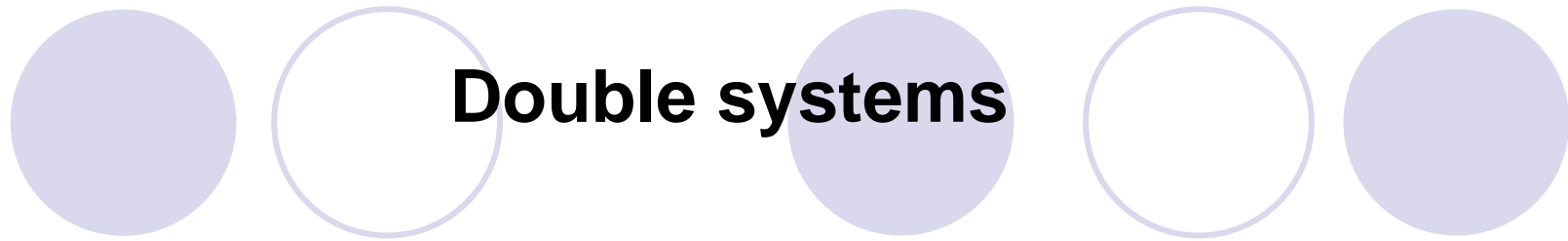
Open Office

Office 2000: 10 Bugs to Open Office.org per month, 10 projects in Open Office.org (with Bug Fix) (1 finished)

Mar. 30,2007 Open Office.org 2.2

Mobile and Embedded Linux

- Grow in a fast pace



Double systems

Linux – mainstream tech plat

Windows- most successful operation system

respect each other

Mixed Source Stack- the third alternative



Open Source Stack & Mixed Source Stack

- Open Source Stack
LAMP(L-Linux, A-Apache, M-MySQL, P-PHP or Perl, Python)

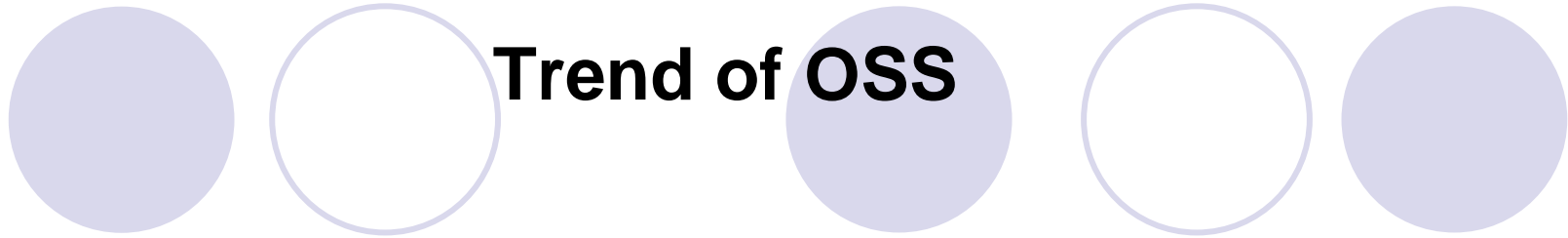
Mixed Source Stack

J2EE(IBM、SUN).NET (MS)

- 70% of solutions in USA are Mixed Source Stack

OSS Application Status

- Most mature
 - Tool (Eclipse, Net Beans)
 - Operation system (Linux, Free BSD, Open BSD)
 - Office set (Open Office.org)
- mature
 - Web server (Apache)
 - Application server (JBoss, JOnAS, Websphere CE/WASCE; Geronimo, Tomcat, Spring, Hibernate, Active MQ)
 - Security software (Snort, Nessus, Open SSL)
 - Web browser (Fire Fox)
 - Desktop operation system (Ubuntu DTL/Ubuntu Linux 7.04, Novell SLED/SuSE Linux Enterprise 10, Red Hat RHEL/ Red Hat Enterprise Linux 5.0)
- Growing
 - Mobile operation system (MLI)
 - Embedded Linux (PDA Nokia, Apple)
 - Collaboration (Zope)
 - Content management (Open Cms)
 - Directory service (Open LDAP)
 - Virtualization (Xen, KVM, UML)
 - Database (MySQL, PostgreSQL, Ingres, Derby)
- New-born
 - Company application (Sugar CRM, Compiere, Open Bravo/ERP, CRM, Tiny ERP)
 - Port (Jet Speed, Zope)
 - Search engine (Lucom, ht://Dig)
- infancy
 - Integration service (Open Adaptor)
 - Company service (Open ESB Mule)
 - Business process management (Open Flow)
 - SOA (Open SOA)



Trend of OSS

- Server; desktop, mobile, embedded Linux
- Focus on application
 - Low price PC with Linux (OLPC: one Laptop per child, TC)
- Usage level of OSS
- Open Source Stack & Mixed Source Stack
- Interoperability & standard



NEA OSS Promotion Forum

- **6th NEA OSS Promotion Forum achieved great accomplishment in 3WGs(Technology Development & Assessment, Human Resources Development, Standardization and Certification)**

Key issues in the future:

- Linux in desktop, mobile, embedded
- Linux/OSS engineering more stable, mature, and effective
- Not like Unix, Linux focus on standardization
- Interoperability among systems.

Evaluation of Open Source Movement in China

- Two views shows the imbalance of Open Source Movement in China
 - pessimistic
 - over optimistic
 - Fair view:
 - early stage—
 - now --prevalent open source culture
 - more and more oss professionals
 - ecosystem
 - collaboration with global open source community
 - and multinational companies (IBM, Intel, HP, Sun, Google, SAP, MS)
- We are confident about the future of OSS.



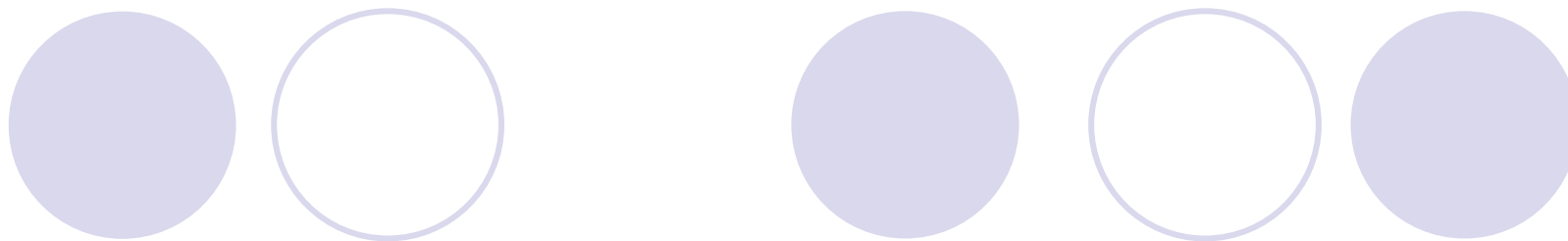
Dialogue with Microsoft

- Sep. 6th, Sam Ramji, platform strategy director and COPU
- COPU: Why does MS decide to work on OSS
- Sam Ramji:
- MS needs to improve itself and learn from community development .
- COPU pointed out MS and Open source should respect each other.
- COPU: MS threatened to sue open source users for patent infringement.
- Bill Hilf: It was a wrong thing MS did.



Dialogue with Microsoft

- Suggestions from COPU to make collaboration between MS and open source in China, focus on :
 - (1) interoperability.
 - (2) Server virtualization.
 - (3) Mixed Source Stack.



감사합니다!

ありがとうございます

Thank you!