

# Free and Open Source vs. Commercial Off the Shelf vs. Government Off the Shelf

Tuesday, Dec 4th

Glasgow Hall East 203

1200 - 1300



## Bob Palmer

SAP National Security Services, Senior Director, Solution Marketing. Focusing on empowering SAP's clients in the National Security and DoD mission with solutions in the area of data management, analysis and visualization, data quality and data integration, his experience includes tenures at the two leading Gartner data integration companies over the last twenty years.

This conversation will focus on the pluses and minuses of the most often used economic constructs for delivering software capability, and how a hybrid solution using one or more can best empower the mission.

- The structures of FOSS, GOTS and COTS software licensing and how does that impact total cost of ownership?
- Different organizations definition of “the cloud” ?
- How can FOSS Technology ability to extend with COTS to deliver state-of-the-practice solutions for data visibility and analysis

“COTS” leverages the combined capital of many organizations over time to deliver value that exceeds what any one user’s capital could provide. Using part of the software and maintenance revenue from the current and new customers of the software, the COTS software manufacturer executes an on-going research and development effort that seeks to release new features that react to the evolving needs of both the installed base and of potential new customers, while the manufacturer’s competitors seek to do the same.

“FOSS” leverages the voluntary efforts of developers donating their labor in exchange for the labor of others who also develop the software. Since software developers cannot really work for free, practically speaking this means that the bulk of the work that is developed is on those features desired by the top few largest users who pay their developers to build the software to their requirements. In other words, the future development “road map” is anonymous and collective.