



Eclipse and Banking

Agenda

Who We Are

The Industry Collaboration Model

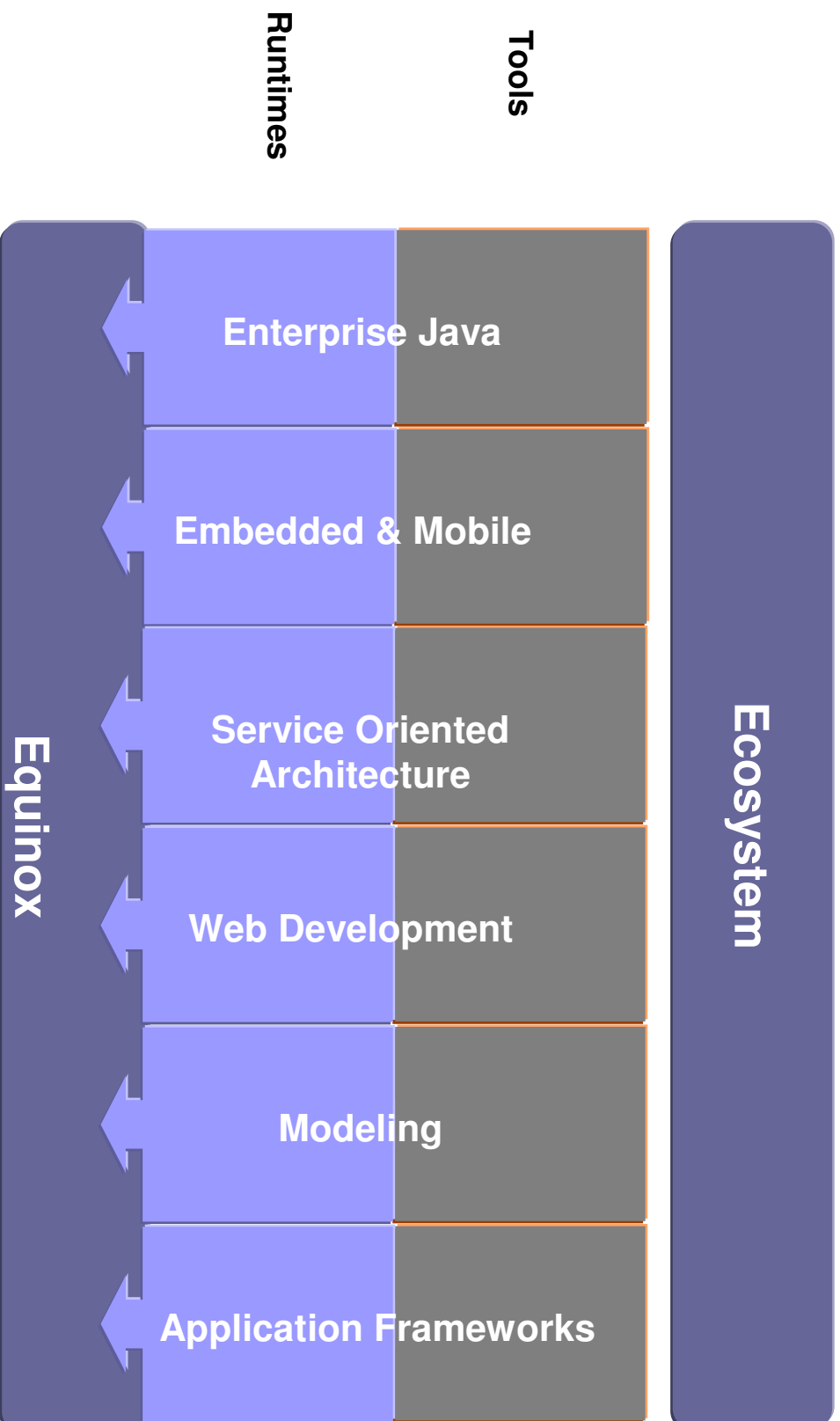
The Eclipse Banking Industry Initiative

This is Eclipse

- **Launched in 2001**
 - Initial release of the Eclipse technology platform (Platform, JDT,PDT)
 - Founding consortium board comprised Borland, IBM, Red Hat.....
- **Eclipse Foundation formed in 2004**
 - Independent not-for-profit organization formed in 2004
 - Definition of bylaws, membership model, initial IP process
- **Eclipse Foundation today, 2008**
 - Members include IBM, Oracle, SAP, Nokia, Motorola, Cisco, etc.
 - 191 members, (22 strategic members), 923 committers
 - 93 Open Source Projects
 - Industry-focused projects in Healthcare and Financial Markets



Pillars of Eclipse – Tools and Runtimes



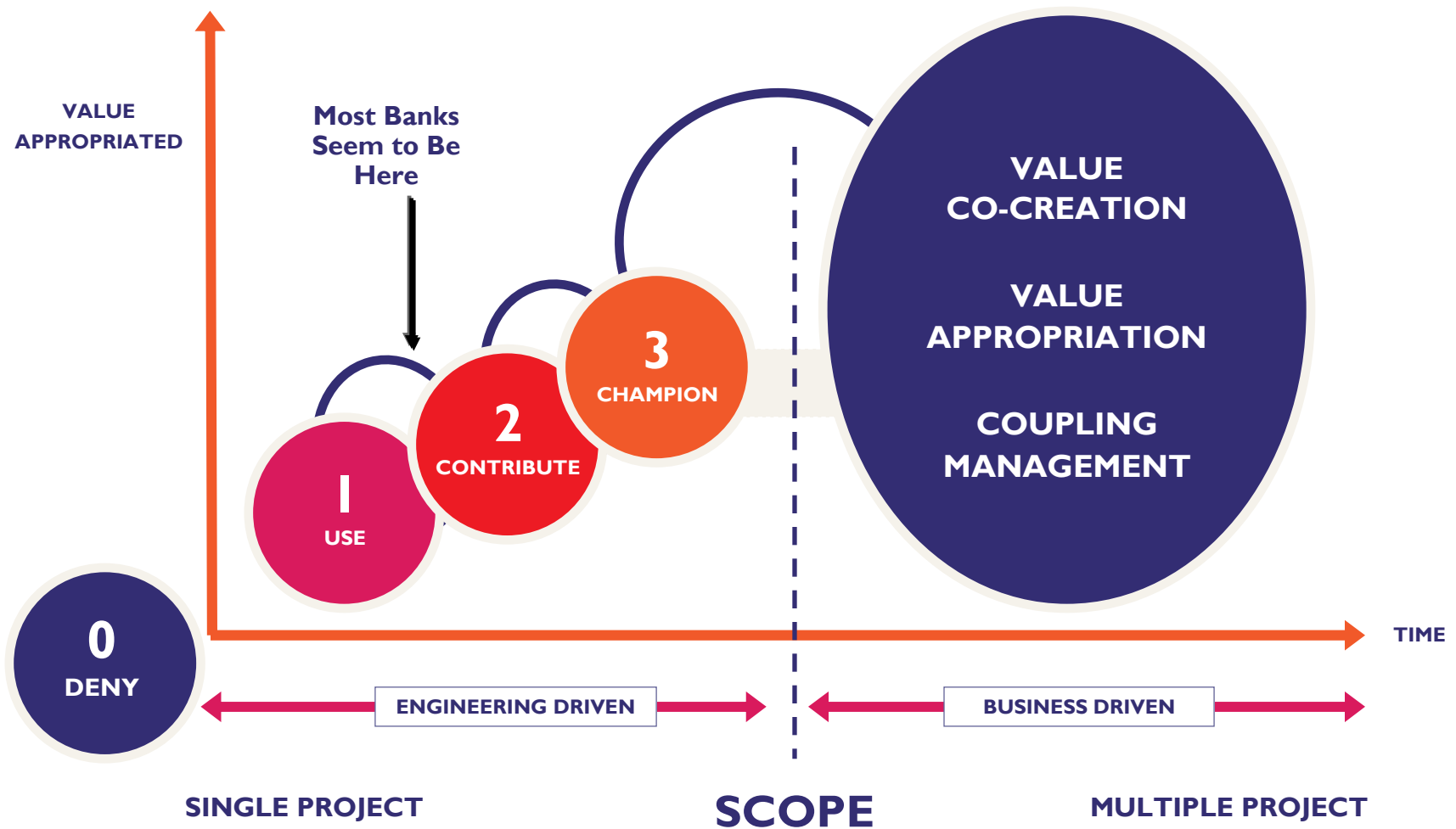
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Engaging With Open Source



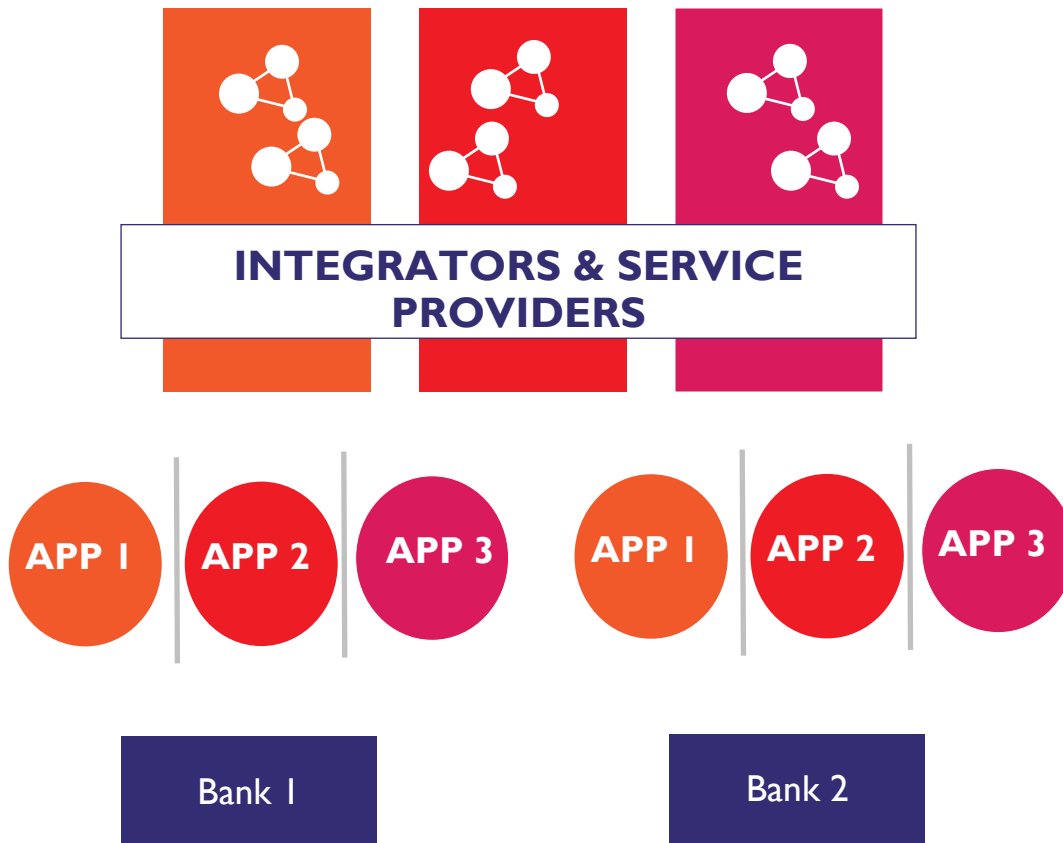
Business Agility Drives IT Agility



- Drive for Business Agility
 - Respond quickly to new regulations, standards and customer opportunities
- Requires IT Agility
 - Drive implementations in a cost-effective manner
- Current IT Solution

IT Solutions Today

COMPONENTS AND FRAMEWORKS



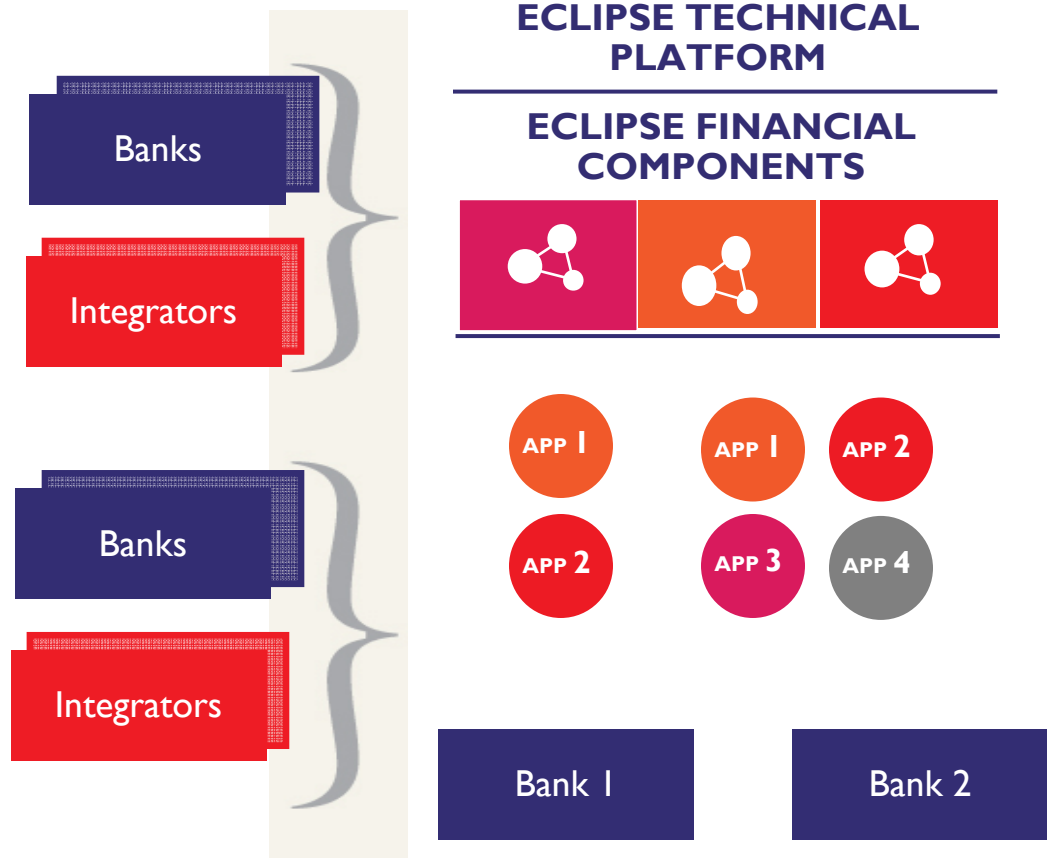
- **Assets belong to integrators** and service providers
- **Architectures** dictated by suppliers
- **Re-use** of standard components not likely; re-use is to the benefit of the owners
- Supplier lock-in / dependency
- **Application silos**; Integration / Interoperability issues
- Potential mismatch functions required vs functions delivered
- **High costs** for development and maintenance for custom apps

A New Way: Open Collaborative Development

- Eclipse and Open Source Software (OSS) is a proven new way for collaborative software development
- Eclipse has established best practices for multi-organizational collaboration, including development process, IP sharing, technical architecture and governance.
- Example
 - Eclipse Web Tools Project includes participating by Oracle, IBM, SAP, BEA
 - Eclipse C/C++ Development Tools includes participation by Wind River, TI, IBM, QNX, Symbian, others...
 - Eclipse Open Health Tools includes participation by the Mayo Clinic, Kaiser Permanente, UK NHS, US Veterans Administration, IBM, ...

Collaborative IT Solutions of Tomorrow

- **Shared development** and maintenance of 'commodity components' leads to **cost savings**
- Functionality **driven by the users**
- **Architecture standardized** through Eclipse Technical Platform
- **Good re-use** of platform components possible (e.g., BI, Reporting, BPM, Application Infrastructure)
- **Better integration** / interoperability
- **Reduced risk of vendor lock-in**



Open Source Platforms

Open Source development model encourages open innovation

Openness, Transparency, Meritocracy

Anyone can participate

Open Source licensing allows competitors to collaborate on infrastructure technology

No requirement for royalties.

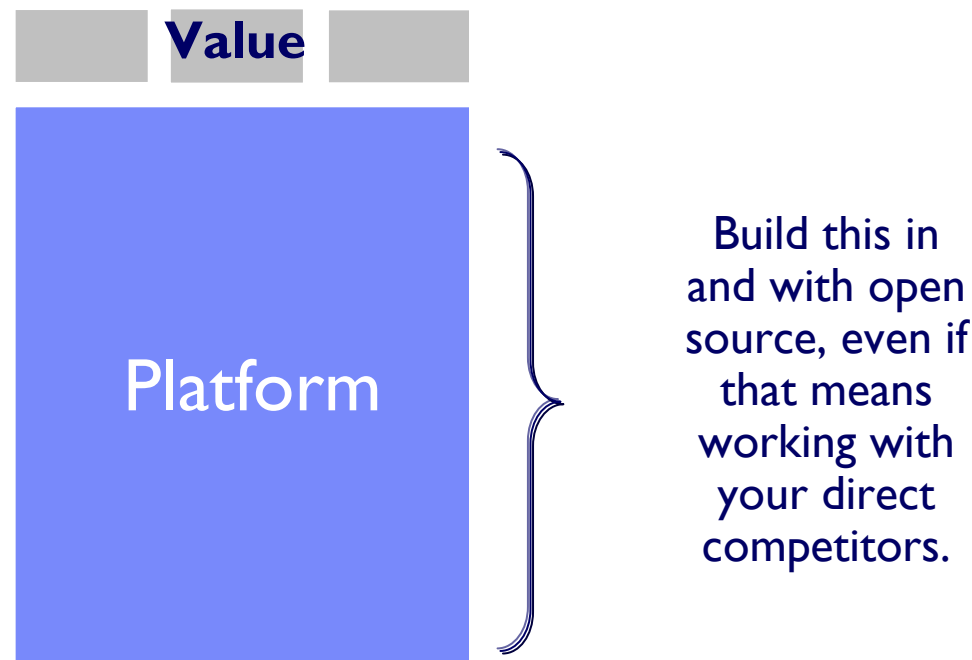
No single control point of intellectual property

Open Source business model encourages rapid adoption of technology

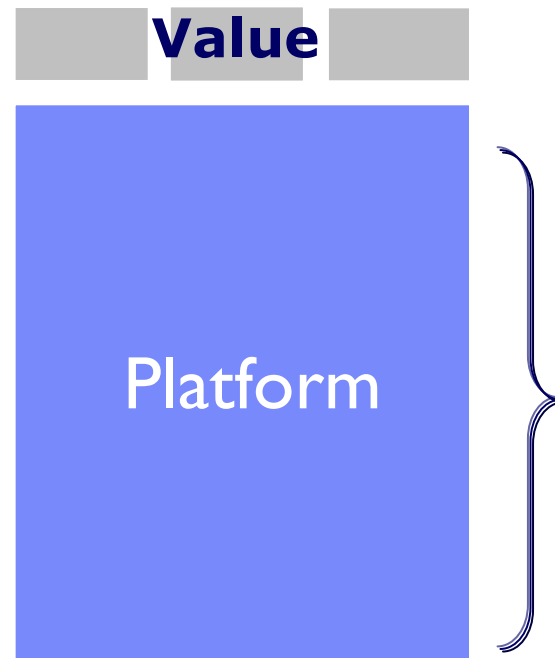
It is free and easy to access

Business Drivers for Collaborative Development

- Identify precisely what your IT competitive differentiators are for your customers
- Focus all possible energies there, and acquire everything else from OSS, or help build it in OSS



Or in other words...



Focus on your value

Co-develop the platform in collaboration with others

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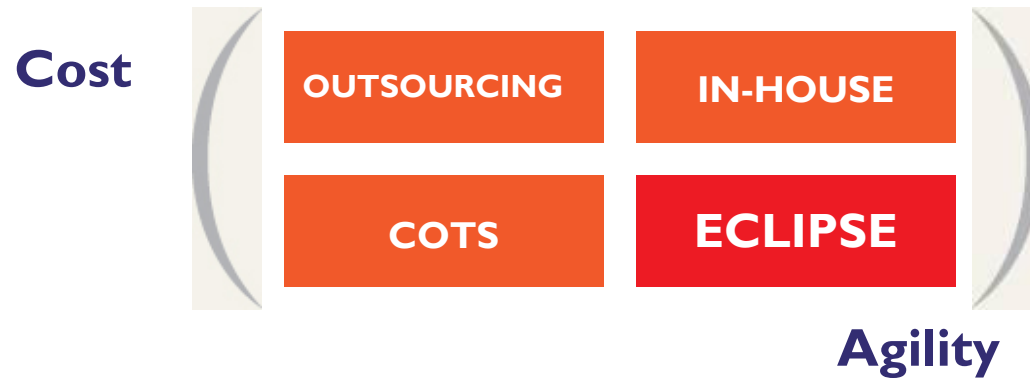
Who We Are

Open Source Models and Ecosystem

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Collaborate for Business Agility



PAINS

COTS don't meet needs, lack of flexibility
Regulatory compliance
Implementation time
Too expensive (custom build)
Compliance with best practices
Software supply chain
Licensing – Source code, Maintenance Open Source

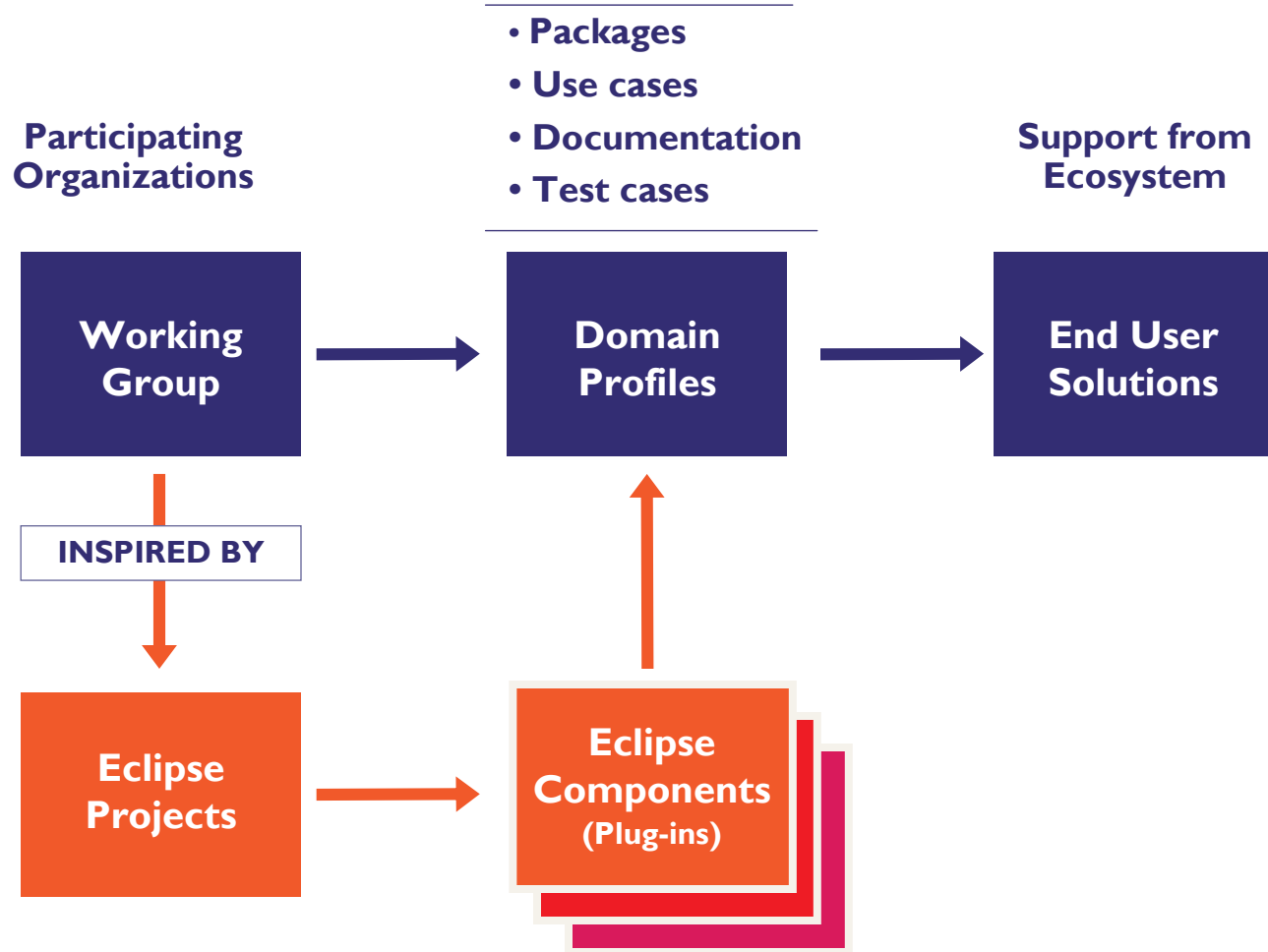
ECLIPSE ANSWER

Components
Collaboration
Components
Collaboration
Open Source
Open source

Eclipse Open Source Solution

- Licensing model for shared innovation
- Industry working group model for coordinating investments and activities
- Governance model to ensure a level playing field for all participants
- Intellectual property processes and due diligence
- Technical architecture for the platform

Eclipse Industry Working Groups



The Eclipse Banking Industry Initiative

- Vision
 - In 3 years Banks are collaborating on a common platform to improve their IT agility and reduce cost
- Mission
 - A Financial Industry Working Group is started in 2008/1H09
 - Initial project focus in compliance and standards

Why Participate in the Banking Initiative?

AS A MEMBER OF THE BANKING WORKGROUP : I RECEIVE

- Banking Platform and Components
- Intellectual Property Management
- Project Process Support
- IT Infrastructure Services
- Shared access to all IP
- Leadership in defining work group strategy
- Community Development Support

AND I CONTRIBUTE (PAY)

Eclipse Membership	\$5K to \$125K
Technical Resources	Depends on the scope

Questions?

THANK YOU!