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
Agenda

Who We Are

The Industry Collaboration Model

The Eclipse Banking Industry Initiative
Engaging With Open Source

Most Banks Seem to Be Here

0 Deny

1 Use

2 Contribute

3 Champion

VALUE APPROPRIATED

TIME

ENGINEERING DRIVEN

BUSINESS DRIVEN

SINGLE PROJECT

SCOPE

MULTIPLE PROJECT

VALUE

CO-CREATION

VALUE

APPROPRIATION

COUPLING

MANAGEMENT
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**
- **Integrators & Service Providers**

- **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

Build this in and with open source, even if that means working with your direct competitors.
Or in other words…

- Focus on your value
- Co-develop the platform in collaboration with others
Agenda

Who We Are

Open Source Models and Ecosystem

The Industry Collaboration Model

The Eclipse Banking Industry Initiative
Collaborate for Business Agility

Cost

<table>
<thead>
<tr>
<th>PAINS</th>
<th>ECLIPSE ANSWER</th>
</tr>
</thead>
<tbody>
<tr>
<td>COTS don’t meet needs, lack of flexibility</td>
<td>Components</td>
</tr>
<tr>
<td>Regulatory compliance</td>
<td>Collaboration</td>
</tr>
<tr>
<td>Implementation time</td>
<td>Components</td>
</tr>
<tr>
<td>Too expensive (custom build)</td>
<td>Collaboration</td>
</tr>
<tr>
<td>Compliance with best practices</td>
<td>Open Source</td>
</tr>
<tr>
<td>Software supply chain</td>
<td>Open source</td>
</tr>
<tr>
<td>Licensing – Source code, Maintenance</td>
<td>Open Source</td>
</tr>
</tbody>
</table>
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

Participating Organizations

Working Group

Domain Profiles

End User Solutions

Support from Ecosystem

• Packages
• Use cases
• Documentation
• Test cases

INSPIRED BY

Eclipse Projects

Eclipse Components (Plug-ins)
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)**

<table>
<thead>
<tr>
<th>Eclipse Membership</th>
<th>$5K to $125K</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Resources</td>
<td>Depends on the scope</td>
</tr>
</tbody>
</table>
THANK YOU!

Questions?