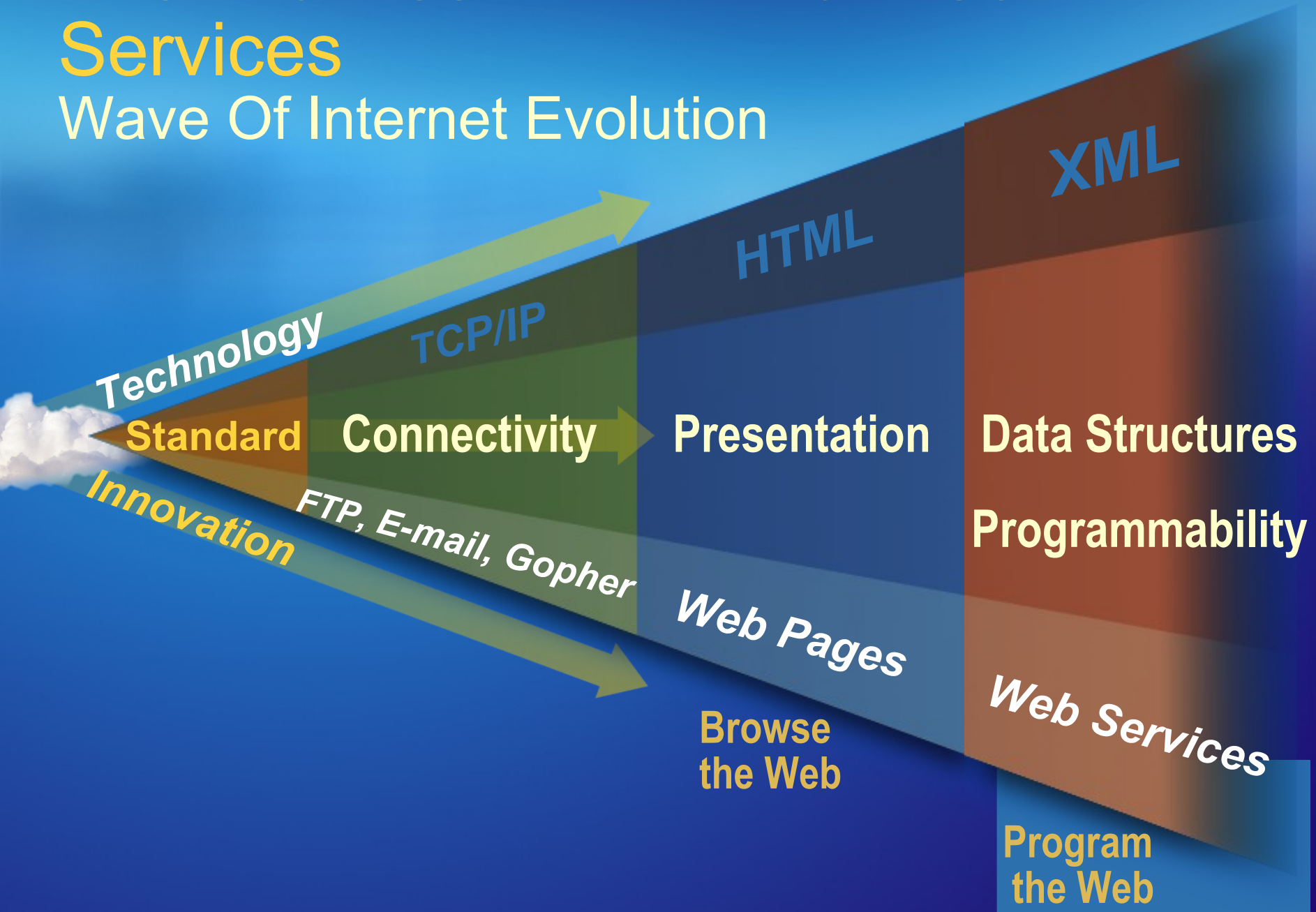


Open Standards Open Source & Interoperability

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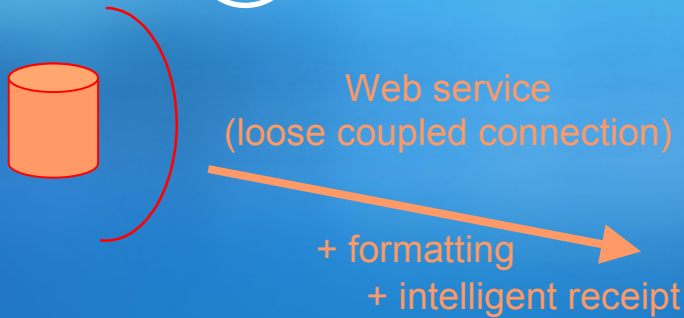
The Promise: XML And Web Services

Wave Of Internet Evolution

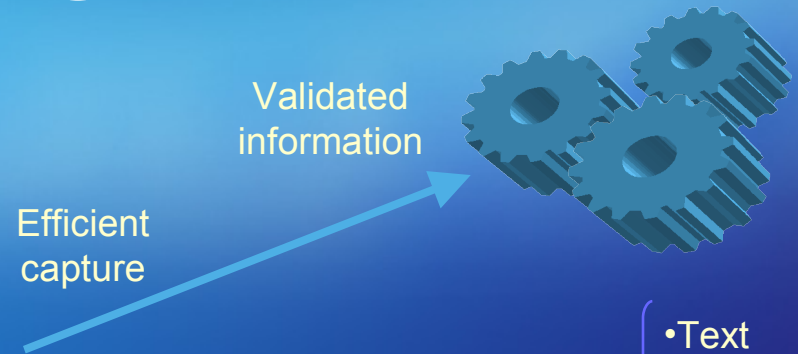


Solution Benefits With XML

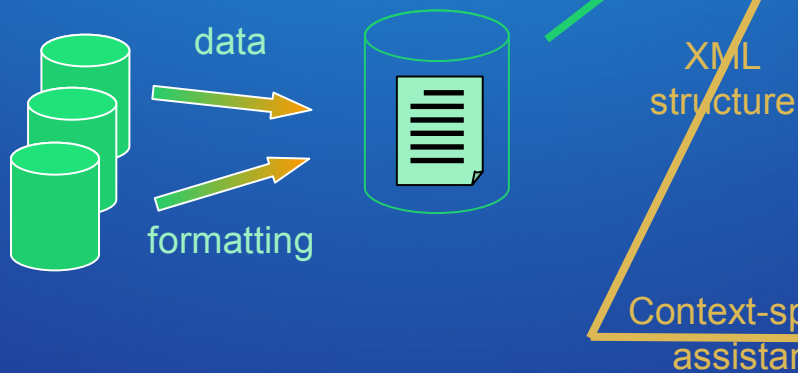
1 Improved Data Access



2 Business Process Efficiency



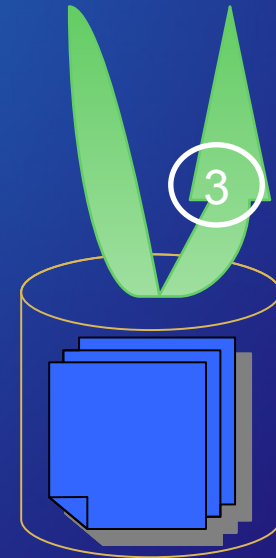
5 Document Assembly



save

- Query Result
- Text
 - Document
 - Fragment
 - Image

3 Searching & Repurposing Content



4 Intelligent Applications



People Drive Business Success

people

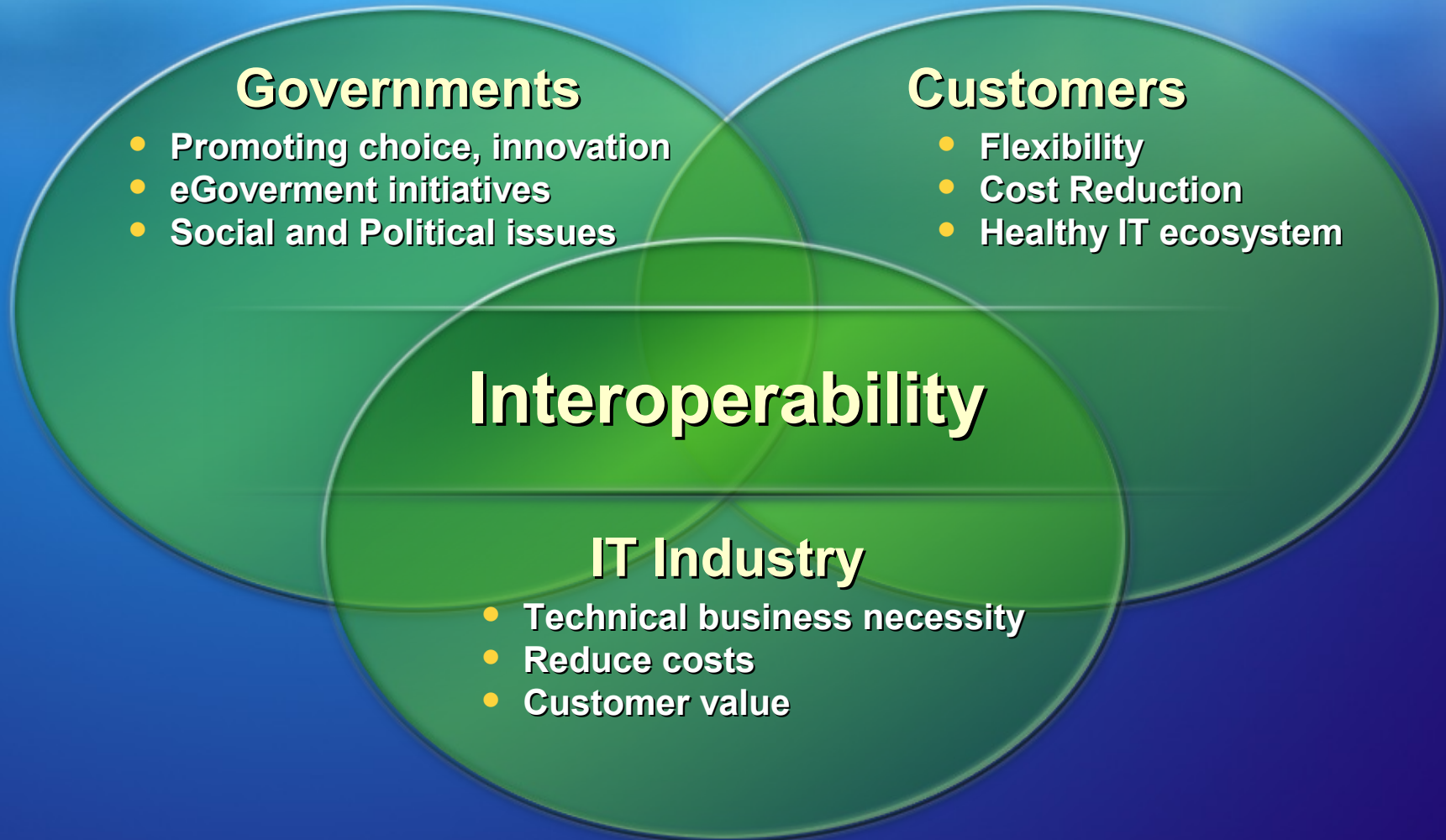
Processes & Information

Trusted Platform

Better Decisions, Faster Results



Interoperability Is Important To Everyone



Roadmap to Interoperability

- Variety of ways to accomplish interop including
 - Standards (de facto, de jure, product standards)
 - Open Standards
 - Publication & commercial licensing of technology innovations
 - Selective vendor purchasing
- Promote voluntary adoption of industry developed open standards
 - Fosters interoperability while still allowing for rapid advances in technology & product development
 - Promotes innovation by rewarding the best solutions for a given situation through marketplace incentives
- Maintain incentives to interoperate, innovate and compete by fostering respectful intellectual property ecosystem
- Procure software based on merits

Open Source

- not the same thing as Open Standards

- Goal is NOT interoperability – it is to ensure that software users may access, modify, and redistribute source code
- OSS model does not ensure interoperability
 - May or may not implement open standards
 - Since code can be modified, a product that is initially standards conformant and interoperates, may be altered by a user in a manner that breaks interoperability
- Open Standards are independent of software development model and enable interoperability among products and services from multiple vendors

Defining Open Standards

- Technical specifications that are developed and maintained or affirmed/ratified by an open consensus-based process, publicly available, vendor-neutral, licensed under RAND terms and intended for widespread adoption
- Benefits
 - Very likely to successfully promote effective interoperability, widespread adoption, competition
 - Publicly accessible to all
 - Product, development model, and business model independent
 - Participation and implementation is voluntary (not required)

Defining Open Source

- “Open Source” or “OSS”
 - Term used to refer generally to a software licensing model
 - Occasionally used to refer to a development model, but for clarity most people now refer to the development model as “Community”
- Key Characteristics of the licensing model
 - Software developer makes source code available and makes broad intellectual property grants to licensees, allowing them to modify and further distribute the work, and to sublicense these rights at no charge
 - Many distinct open source licenses, but each has at least these source code and IP license characteristics in common
 - Range of other terms and conditions might also be included in open source licenses

OSS is Commercial

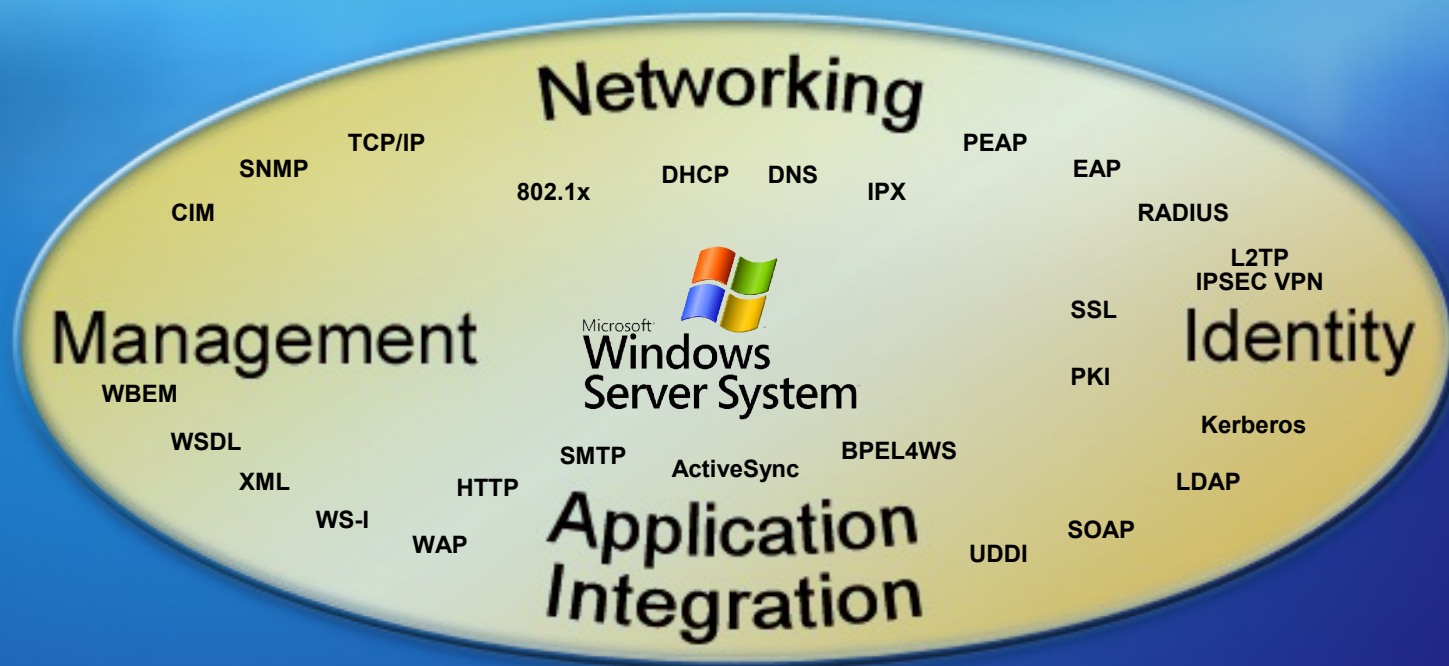
- “We’re not a religion, we’re not a cult, we’re not a charity. We’re a business.... We actually make our money very [similarly] to a traditional company.” Zack Urlocker, V.P. Marketing, MySQL
- “The veneer is off and in fact, people do pay money.... The perception has changed. People no longer feel like they’re going to get something for nothing.” Matt Assay, Director of the Linux Business Office, Novell
- HP asserts that it has made more than \$2 billion in product and service revenue from Open Source in 2002-2003
- IBM received more than \$1 billion in revenue sales of software, hardware and services in 2002

Microsoft Commitment to Interoperability

Providing Leadership in many areas including Web Services

- Publishing and licensing Microsoft technologies
 - Examples: SDKs, FAT, ClearType, Office 2003 XML schema, SenderID
- Participation and contributions in Open Standards bodies (software, hardware, comms infrastructure, eBusiness)
- Licensing Microsoft IP for Open Standards implementation
 - Examples: C#/CLI, BPEL4WS v1.1, WS-Security, SDP for InfiniBand, Advanced Authoring Format
- Microsoft recognized as a leader in supporting interoperability: Ranked #1 in April 2004 Jupiter study: 72% of IT professionals believe Microsoft is top in supporting interoperability (Jupiter -- http://zdnet.com.com/2100-1104_2-5152886.html).

Committed To Open Standards



Actively participating with standards bodies



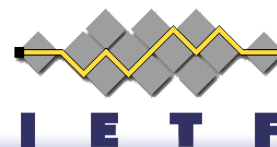
www.w3c.org



www.ieee.org



www.oasis-open.org



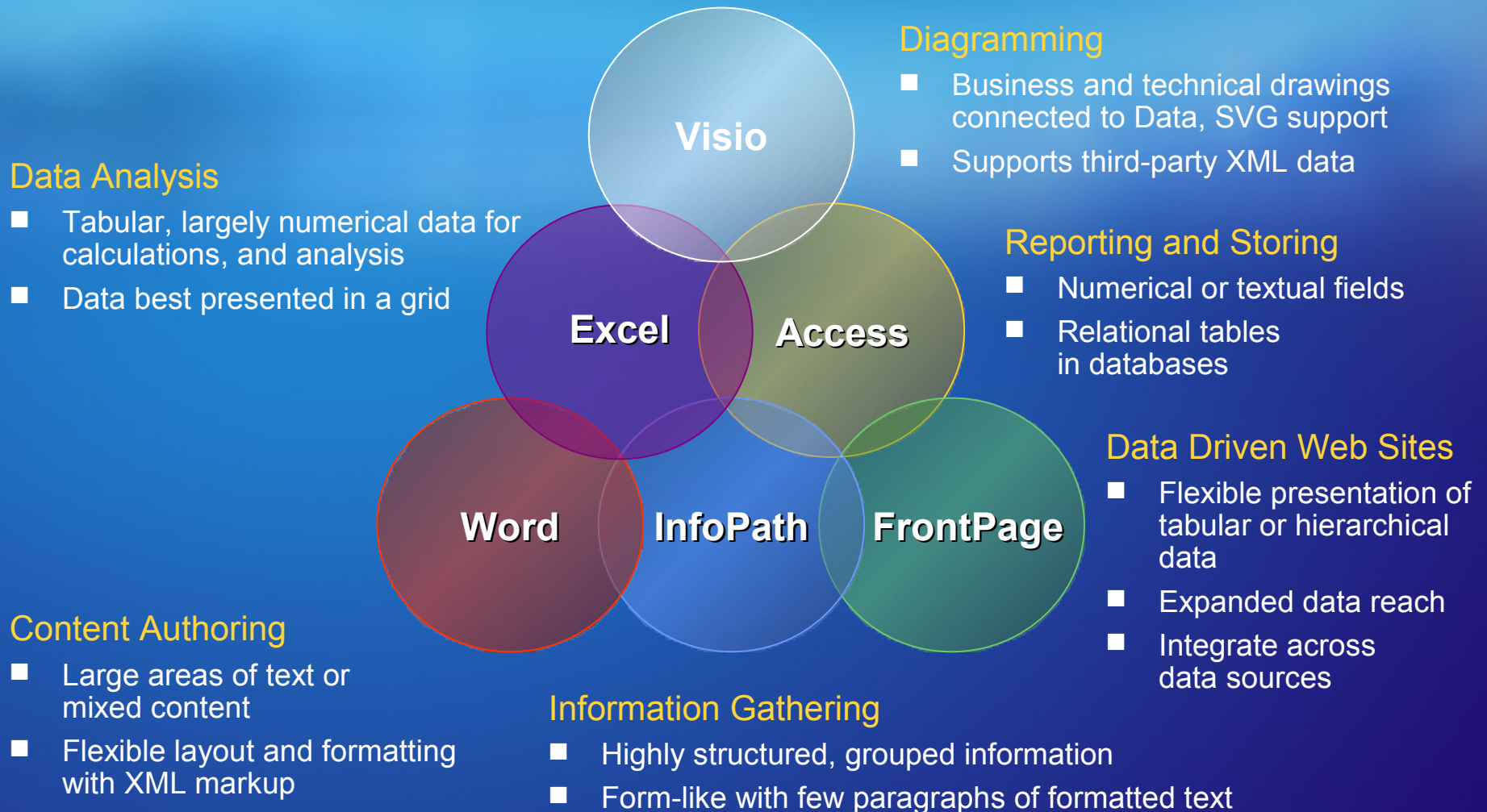
www.ietf.org



www.ws-i.org

The Office 2003 XML Desktop

A strategic investment



XML Standards In Office System

	Word	Excel	InfoPath	Access	FrontPage	Visio
XML 1.0 SE, Namespaces in XML	✓	✓	✓	✓	✓	✓
XSD 1.0	✓	✓	✓	✓	✓ ⁽¹⁾	✓ ⁽²⁾
XSLT 1.0	✓	✓	✓	✓	✓	
XPath 1.0	✓	✓	✓		✓	
XHTML 1.0	✓ ⁽³⁾	✓	✓		✓	
DOM 1.0		✓	✓			
XML DSIG	✓ ⁽⁴⁾	✓	✓			
SOAP 1.1, UDDI 1.0, WSDL 1.1	✓ ⁽⁵⁾	✓ ⁽⁵⁾	✓	✓ ⁽⁵⁾	✓	✓ ⁽⁵⁾
SVG						✓

- The FrontPage Web site creation and management tool reads any XML (well-formed or created using any schema, e.g., XSD or DTD) and lets users create an XSLT to format the document.

- Solution developers and users of the Visio drawing and diagramming service may

- a) embed any XML (well-formed or created using any XSD or DTD schema) and

- b) include the XSD schema in XML report generation.

- Read only

- Read manifest signatures only

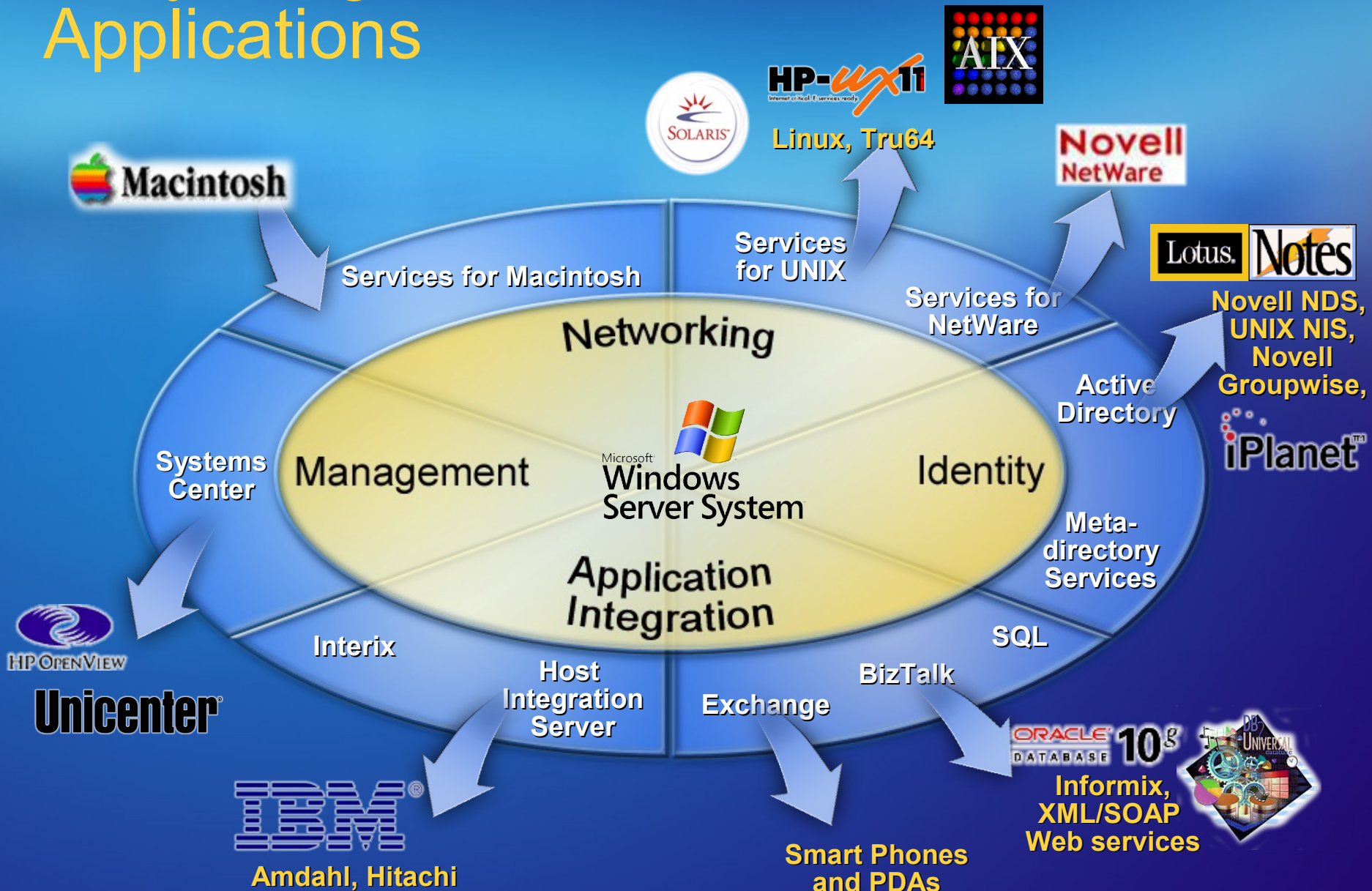
- Support with the SOAP Toolkit

Office XML an Open ISO standard

Very New News

- Today we are offering the file format technology behind billions of documents as an International Open Standard.
- Apple, Barclays Capital, BP, Statoil, Intel, Essilor, NextPage and Toshiba together with Microsoft Corporation will co-sponsor the submission to ECMA International, with the request that the results go to ISO for approval.
- New and simpler licensing scheme: an irrevocable covenant that Microsoft will not pursue any of its patent claims
- Plus provide conversion software to migrate old Office formats to the new Office XML format.

Easy Integration Across Platforms and Applications



Summary

- Open Source is not the same thing as Open Standards
- Interoperability can be achieved in many different ways.
- Governments should promote choice:
 - Let industry determine the best way to accomplish Interoperability
 - Let customers and the IT market decide the best products related to Interoperability
 - Let customers and the IT market decide what the best licensing model and / or standard is for achieving Interoperability.

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