

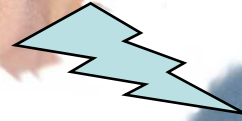
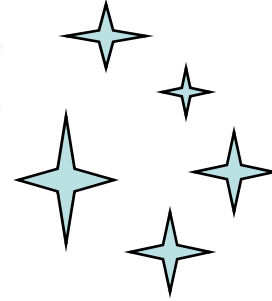


The Open Source & SaaS Revolution
or...How I stopped building data centers and learned to virtualize Global
IT Delivery

April, 2008

INGRES®

*wiring my company's data center at 4
a.m....*



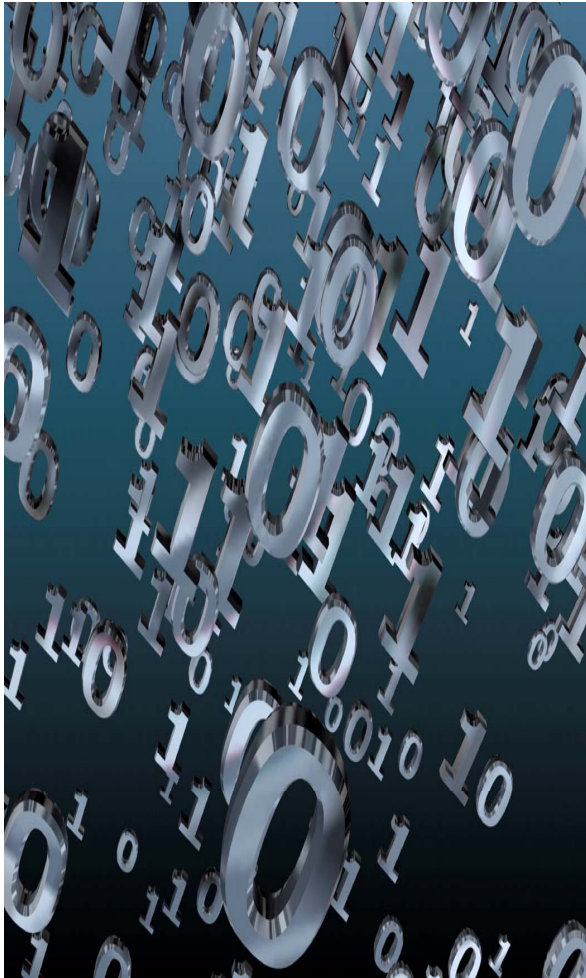
*...thinking about a better way to source
TTI*

knowing that disruptive technologies and business models...



...drive innovation and value to the consumer

IT is also faced with disruptive innovations...



- ✓ *Open Source Software (OSS)*
- ✓ *Software-as-a-Service (SaaS)*
- ✓ *Managed Services*
- ✓ *Unified Communications*

...and CIO's are yet again at a crossroads

This crossroads leaves CIO's with a familiar choice...

Traditional

- ✓ Operations
- ✓ Efficiency
- ✓ Optimization



New Market

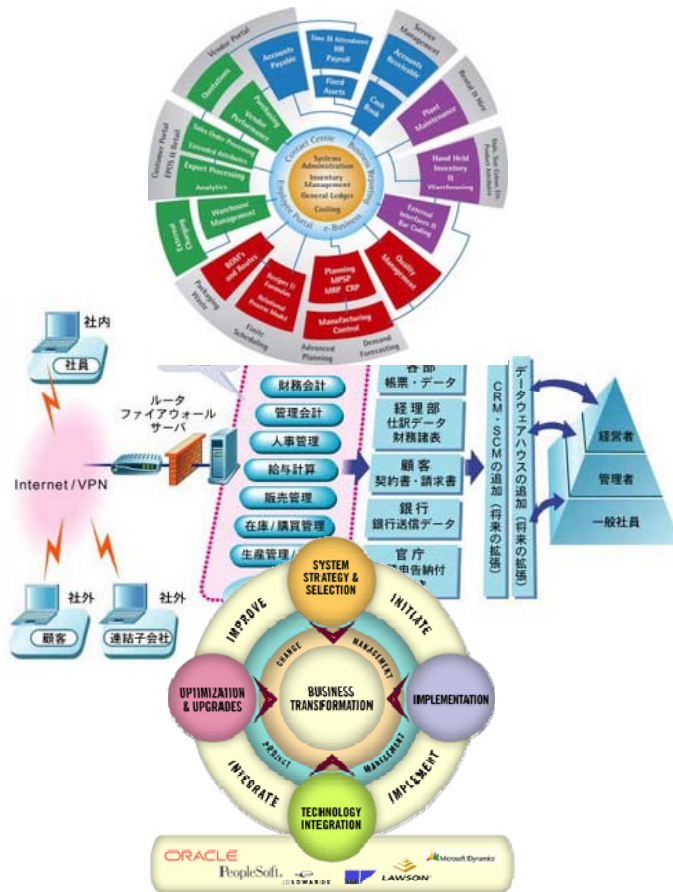
- ✓ *Strategy*
- ✓ *Innovation*
- ✓ *Enablement*

...enabled by new technologies and business models

The change needed is not simple...



The Enterprise Business Applications..



- ✓ Large up-front capital spend
- ✓ Purchased more 'seats' than needed
- ✓ Concurrent spend on infrastructure

- Data Center
- Servers
- Storage

- ✓ Typically lengthy implementations

...perpetual licensing and on-premise model is over *High costs to upgrade/maintain*

Software-as-a-Service is a stark contrast...



- ✓ *Lower up-front expenditure*
- ✓ *Pay for the 'seats' required*
- ✓ *No additional infrastructure*
- ✓ *Typically shorter implementations*
- ✓ *Upgraded by the vendor*

...to the legacy model of software delivery

SaaS for Business Applications, utilities...



- ✓ *ERP/CRM*
- ✓ *Sales Compensation*
- ✓ *Human Resources*
- ✓ *Stock Administration*
- ✓ *Project Accounting*
- ✓ *Conferencing/Collaboration*



...and other services

For the rest, it's Open Source software...



- ✓ *Lower up-front expenditure*
- ✓ *Pay for usage as required*
- ✓ *Prototype before build*
- ✓ *Large talent pool*
- ✓ *Leverage community contributors*

...which has revolutionized software development & support

Open Source Software

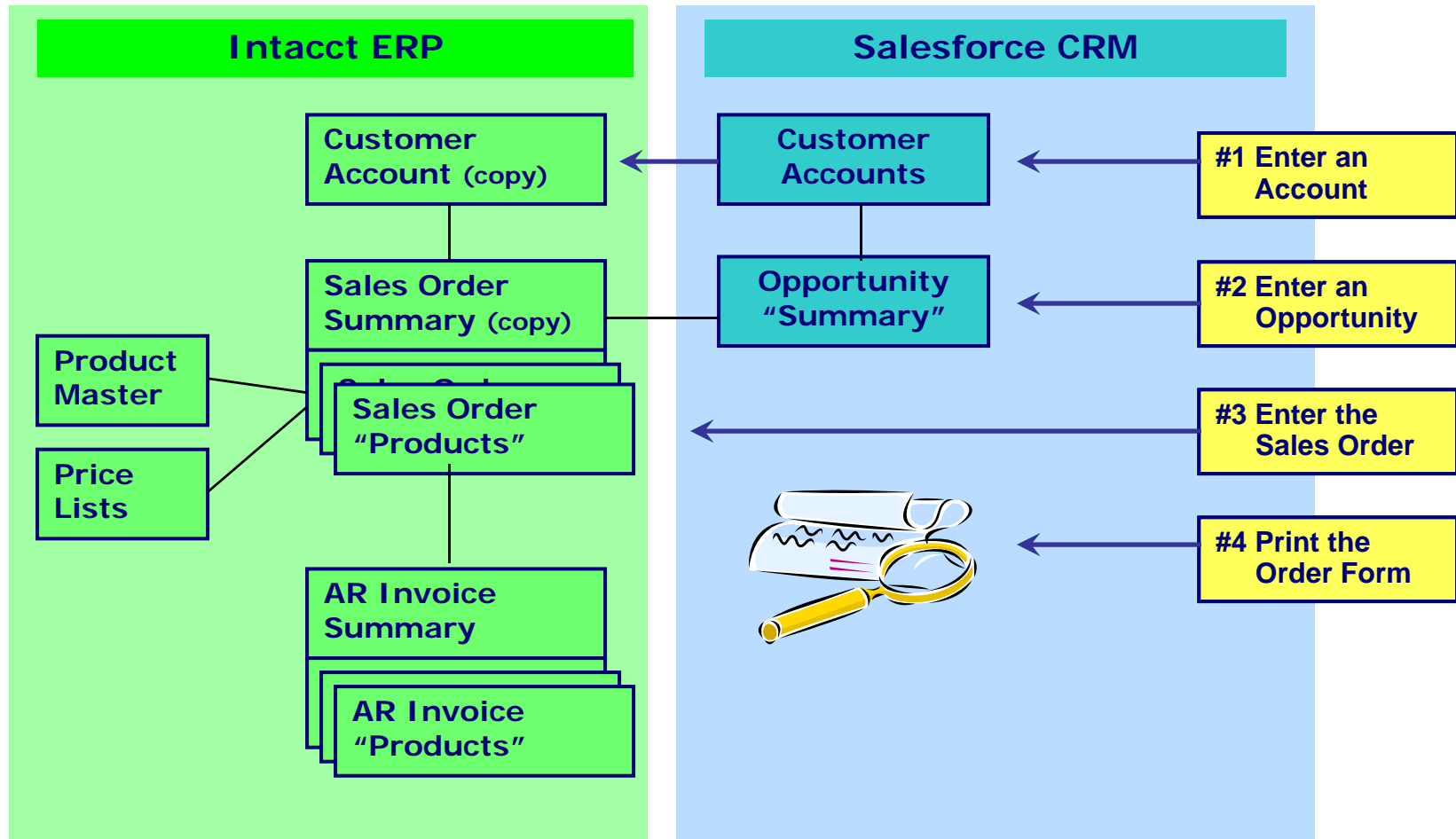


- ✓ Applications
- ✓ Business Intelligence
- ✓ Document/Content Mgt
- ✓ Database, Tools & Utilities
- ✓ Programming Languages
- ✓ Operating Systems



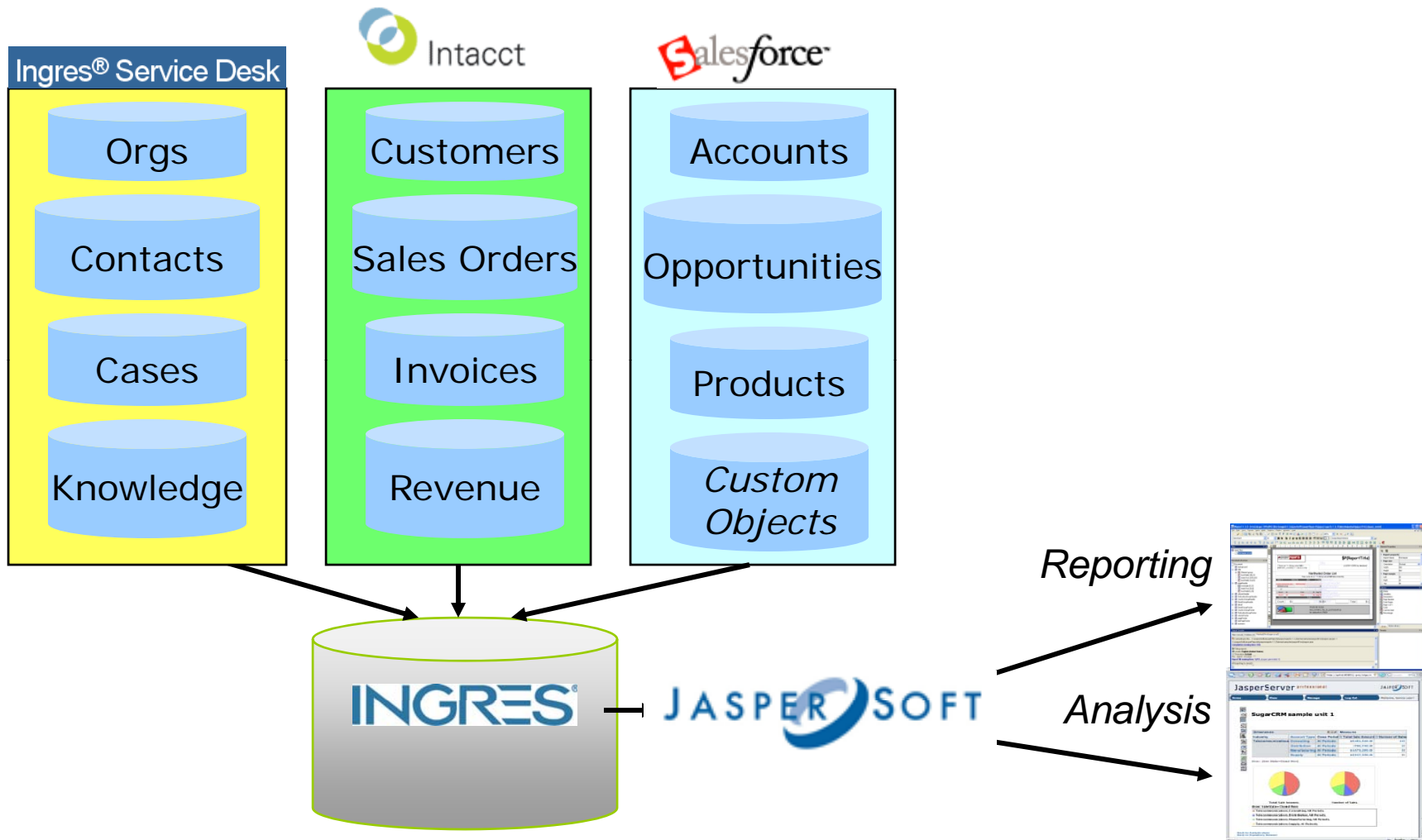
...for rapid prototype and solution implementation

Integration: Vendor driven integration...



...enables adoption of "best-of-breed" applications

Reporting: Business Intelligence Services



...based on 100% Open Source solutions

Data center management...



- ✓ *Facilities*
- ✓ *Air, power, rack*
- ✓ *Network, Telephony*
- ✓ *Security*
- ✓ *Data Management*
- ✓ *Backup, Recovery*
- ✓ *Virtualization*

...has become a specialty; managed services prevail

Managed Open Source Solutions



SaaS



..and ASP
E-Mail
Service Ticketing

..and
Managed
Network
Telephony



...bringing it all together at Ingres

Summary of change...

INGRES®

© *Proprietary software --> Open Source software*

© *Perpetual licensing --> Subscription based support*

© *Install on Premise --> Software as a Service*

© *ASP / Outsourcer --> Managed Services*

...open source, SaaS, managed services, and focus
© *Focus on Technology --> Focus on Business*



Questions/Comments?

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