Eclipse Members Teleconference Call
December 18, 2007

11:30am EST, 8:30am PST, 5:30pm CET
Toll Free North America - 866 362 7064
International - +1 613 287 8000
Participant Passcode - 187860#

Agenda

- Executive Directors Report
- Project Update
- Marketing Update
- New Member Introductions:
  - Misys
  - Innovations
  - Protecode
  - STAR
- Q&A

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Executive Director Report Q4/2007

Mike Milinkovich

December 18, 2007

Agenda

- Welcome to New Members
- Download Stats
- Financials
- Board of Director Update
- Q4 Activities
- Looking Ahead
- Member Satisfaction Survey
- EclipseCon 2008 Update

Welcome to New Members to date in 2007 Q4

- Add-in Providers
  - Innovations
  - Misys International Banking
  - Toshiba
  - froglogic
  - Aptana
  - ANCiT Consulting (India)
  - Gerdhart Consulting
  - empolis
  - Skyway Software Inc.
  - Research In Motion
  - Protecode
- Associate Members
  - Star Standard
  - Manchester University
  - Clemson University
  - CWI

The Members of Eclipse

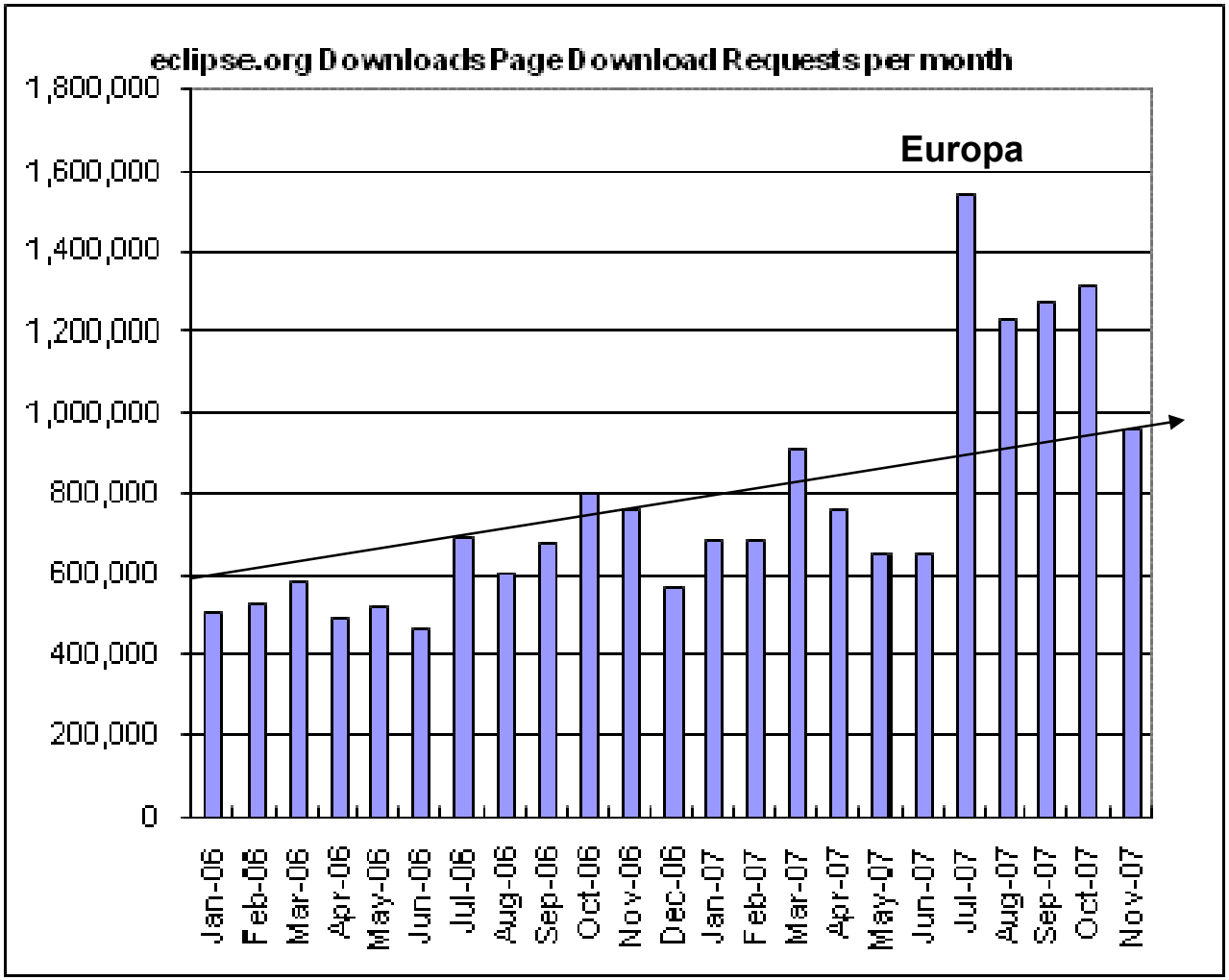
- 168 members
  - 19 Strategic Members
- 897 committers, representing 50+ organizations

Strategic Members

ALDON
OCDemon
MACRAIGOR SYSTEMS
PERFORCE
MB Project
MEDICAL BANKING POLICY RESEARCH
AvantSoft, Inc.
Novell
acm queue
DDC-I
MICRODOC
MySQL
Agitar SOFTWARE
BZ Media
eclipse
ANCIT CONSULTING
FOKUS
metallect
ILOG
nexB
LYNUXWORKS
NOKIA CONNECTING PEOPLE
OMG OBJECT MANAGEMENT GROUP
Business Objects
ProSyst
NetApp
Simplifying Data Management
nexaweb
froglogic
ALGO
INSTITUTE FOR SOFTWARE
ObjectWeb
BROCADE
jiva MEDICAL
GERHARDT INFORMATICS
JASPERSOFT
Borland
THE OPEN ALM COMPANY
PARASOFT
beo
芒果软件
MANGO SOFTWARE
QNX
QNX SOFTWARE SYSTEMS
tniSOFTWARE
OC SYSTEMS
Lombardi
OpenSystems Publishing
ARM
OM
OpenMake Software
ORACLE
DSDM consortium
anyware TECHNOLOGIES
RoweBots
FUJITSU
RTC Group
redhat
BANDXI INTERNATIONAL
ACCESS
open methods
EADS
instantiations
PROGRESS RWARE
ERICSSON
OSL OPEN SOURCE LAB
ENEA
Mentor Graphics
COMPUWARE
ca Transforming IT Management
REPLAY SOLUTIONS
SIGS DATACOM
HITACHI Inspire the Next
IDG
SAP
EMBARCADERO TECHNOLOGIES
inpriva VISIT INPRIVA.COM
REMAIN
AMD Smarter Choice
Adobe
IBM
PALAMIDA
salesforce.com
LSI
S&S Software & Support Verlag
software AG
intel
CMA
intervoice
SERENA
POLARION
CWI
slickedit
SOPERA
NEC
sas
aptana
Sony Ericsson
MISYS
bea
innovations
spike SOURCE
CLOUDSMITH
AccuRev
compeople
mks
Discovery Machine Inc.
ETRI www.etri.re.kr
KPIT Cummins Infosystems Limited
SYBASE
symbian
TietoEnator
blackduck
THALES
BREDEX Software-Entwicklung und Beratung
STAR
TEI TECHNOLOGICAL EDUCATIONAL INSTITUTION OF WESTERN MACEDONIA
iWay Software
IBS Powerful software Passionate people
TimeSys
TIBCO The Power of Now
Google
Telelogic
CapeClear
teamprise
hp invent
Carleton UNIVERSITY Canada's Capital University
INNOOPRACT
montavista
Laszlo
tensilica
COLLABNET Where Subversion meets the Enterprise
Texas Instruments
The RCP Company
mValent
TOSHIBA
vector
Klocwork
webtide
DEVZUZ
IONA
eteration source of open
Addison Wesley
TROLLTECH
krugle
INTALIO
VTT
genuitec
MICRO FOCUS
AdaCore
ACTUATE
gentleware model to business
virtualLogix
WIND RIVER
W
itemis
Zend The php Company
INGRES

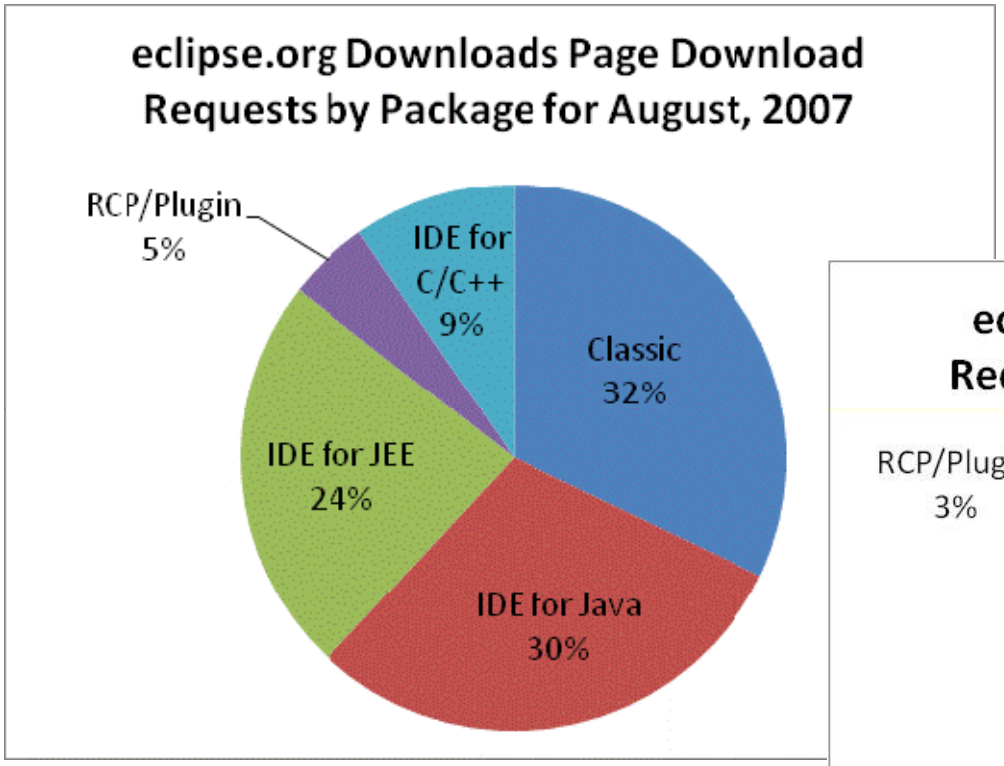
Download Stats

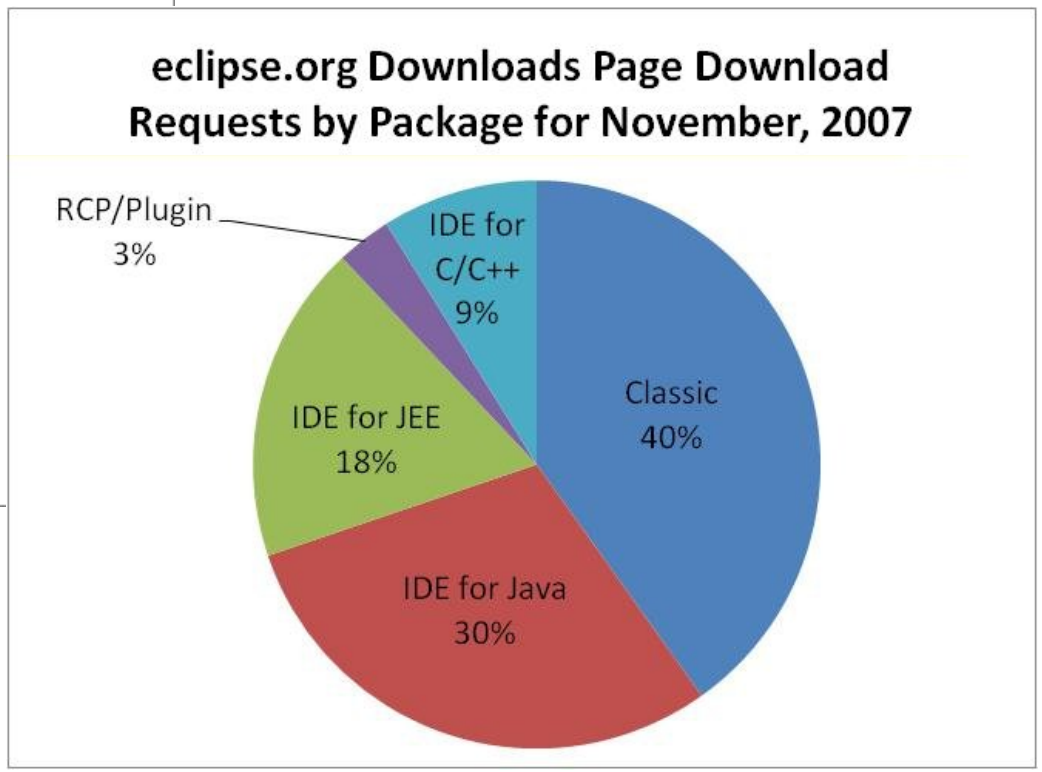
SDK Download Requests



- Suspect spike party due to people downloading multiple packages
- A very clear positive regression, even factoring multiple downloaders

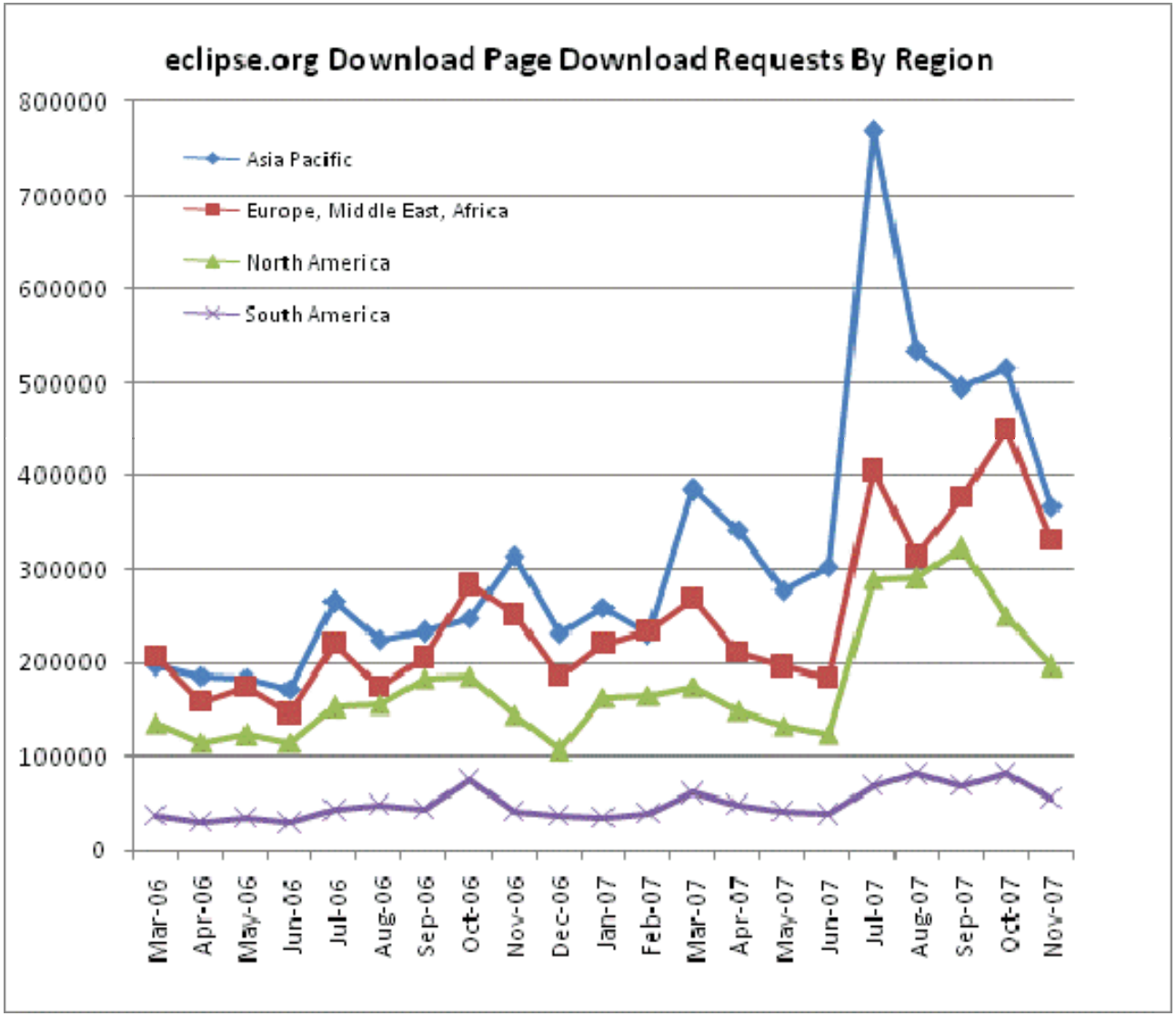
SDK Download Requests – By Package





•Classic download % increases, appears to be partly related to “deep linking” in foreign countries. I.e., China, German language sites tend to link to Classic package download more than others.

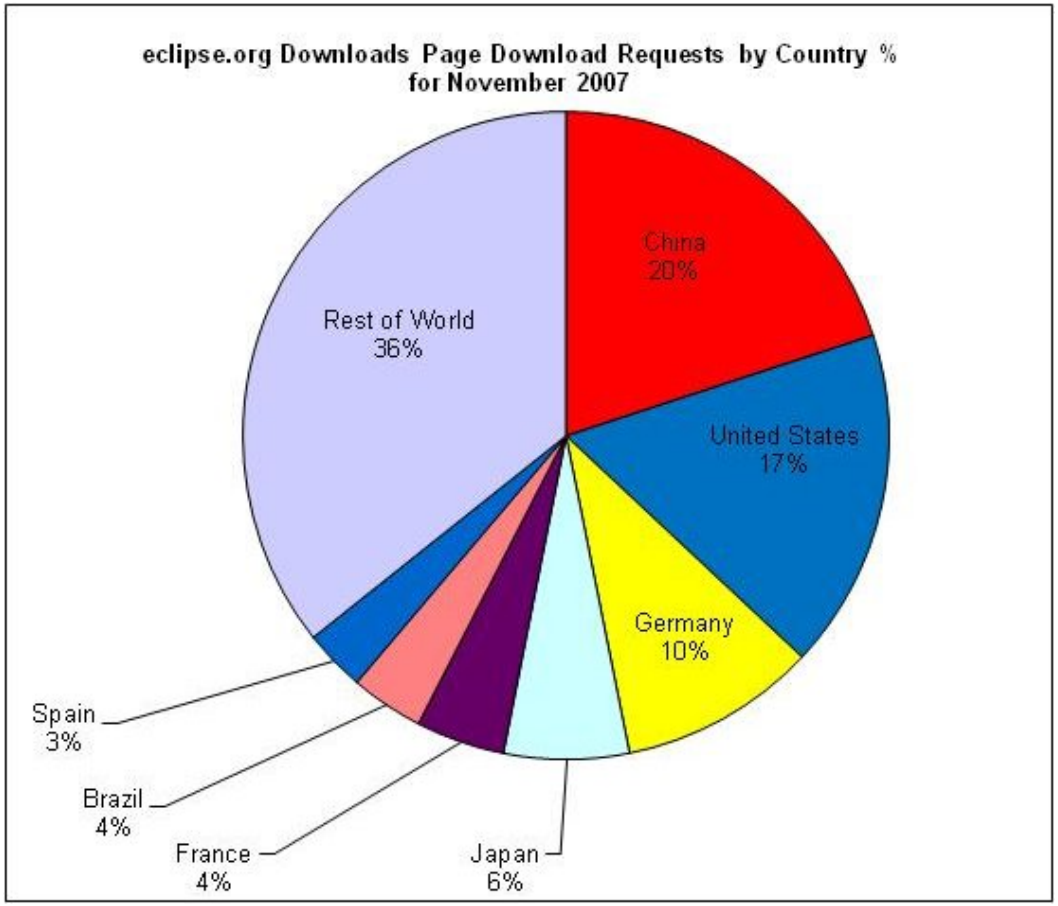
SDK By Region By Month



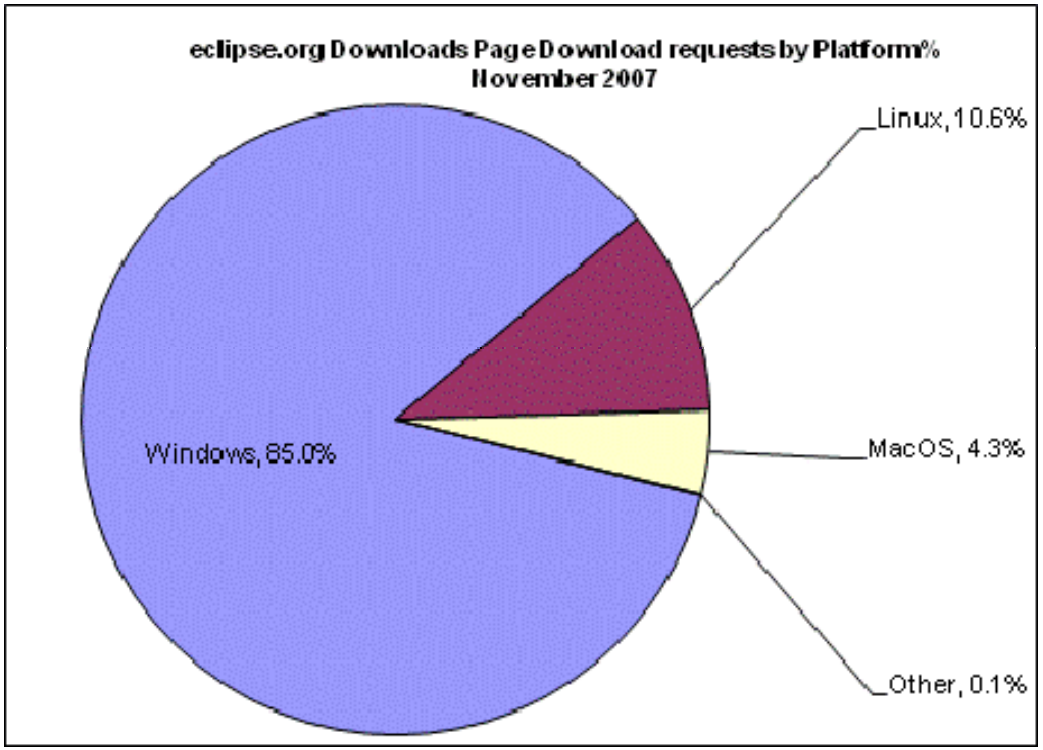
- First glance makes it look like APAC had outrageous growth with Europa.
- Look again! North America spiked 2.3x between June/July and APAC 2.5x. – I.e., consistent global trends.

SDK Download Requests – By Country

- China growth stabilizes
  - Q3 (21%) – Q4(20%)
- Germany grows
  - Q3 (8%) – Q4 (10%)



SDK Download by Platform



- Compare with Nov'06:
  - Mac 3.1%
  - Linux 9.6%
- Clear, consistent growth of Mac downloads.
- Linux fluxuates between 9.5 and 10.5%, no pattern.
- Reminder – Many Linux users do not get Eclipse through eclipse.org but through their distros!

Financial Outlook

$ millions	2005 (audited)	2006 (audited)	2007 (forecast)	2008 (budget)
Income	$3.9	$5.5	$5.8	$5.7
Expenses	$3.4	$5.4	$5.8	$5.9
Net	$0.5	$0.1	$0.0	$(0.2)

Note: The budget numbers include revenue and expense for co-operative marketing programs, EclipseCon, and the European conferences.

Board of Director Update

- 2008 Budget Approval
- 2008 Program Plan (Highlights)
  - Ganymede
  - Promotion of Equinox and OSGi
  - University Outreach
  - Vertical Industry Outreach
  - Eclipse events – EclipseCon, Eclipse Summit Europe, Local meetings, Committer meetings

Q4 Activities

- Eclipse elected to Java Community Process Executive Committee
- Eclipse Summit Europe
- Start-up of Babel
- Friends of Eclipse
- Runtime Summit

Eclipse Summit Europe

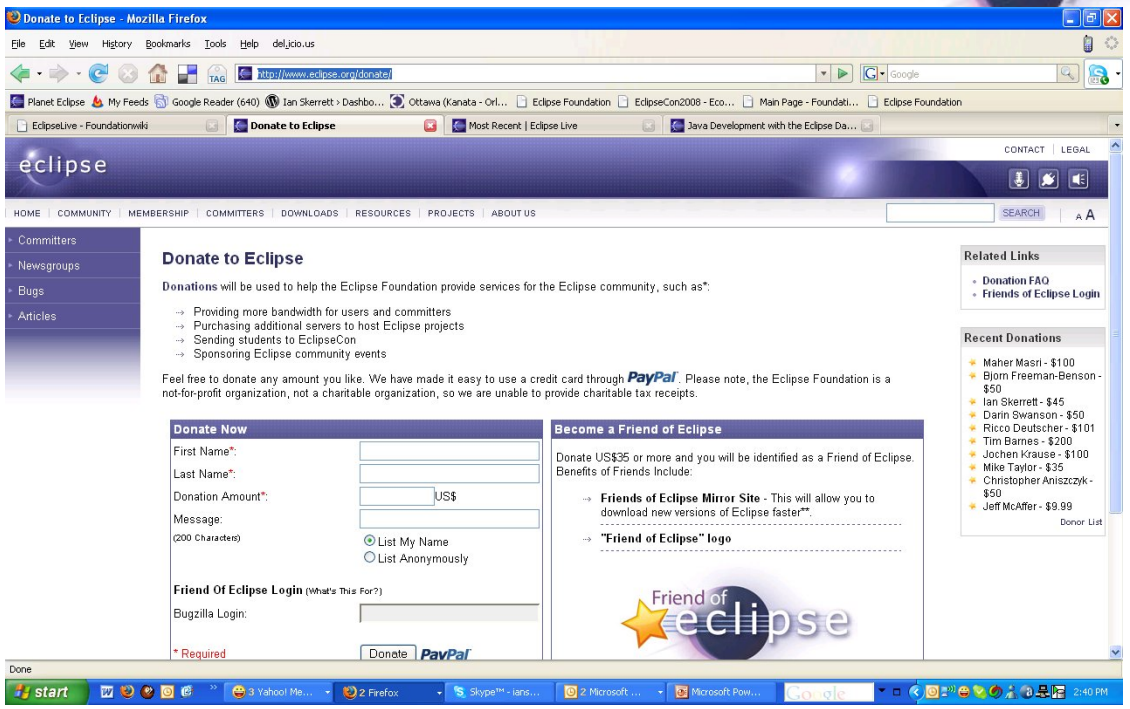
- Oct. 10-11 in Germany
- 400+ attendees
- 30 sponsor organizations
- 81% rated the conference ‘excellent’ or ‘very satisfied’.

Babel

- Open Source project to create language translations of Eclipse projects
- Web infrastructure for enabling translations to go live in January
  - Thanks to Aptana for initial code contribution
- Keep an eye on babel.eclipse.org for your opportunity to contribute

Friends of Eclipse

- Allow individuals to make financial donations to Eclipse.
- Create a new revenue stream for the Eclipse Foundation
- Special mirror for individuals that donate more than $35
  - Friend of Eclipse



Eclipse Runtime Summit

Goal of the Summit was to define a strategy for runtime technologies

As of today mature Eclipse Runtime technologies are adopted by a wide variety of ISVs and enterprises

Project	Users
Equinox	• IBM (e.g. Websphere, Jazz, …) • BEA Microservices, • Heiler Software • Eclipse projects (e.g. ECF, BIRT, RAP)
RAP	• CAS • Critical Software
BIRT	(large user community)
EMF	(large user community)
ECF	•TBD

Goal of the Summit:

Define a strategy for delivery of runtime technology at Eclipse

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A top-level project is proposed in order better drive Eclipse runtime technologies

Current challenges of runtime projects

- Ease of adoption
- Visibility within and outside the foundation
- Lack of coordinated governance as the runtime projects are scattered across different top-level projects
- Collaboration and integration

Proposed solution

- A top-level project will be created as a home for runtime technologies in order to achieve a high level of integration in the most effective and efficient way
  - Ease of communication
  - Establish common infrastructure (e.g. for communication, testing)
  - Establish a delivery strategy (e.g., release train participation)
- Participation should be optional for the projects

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Upcoming Q1 2008 Activities

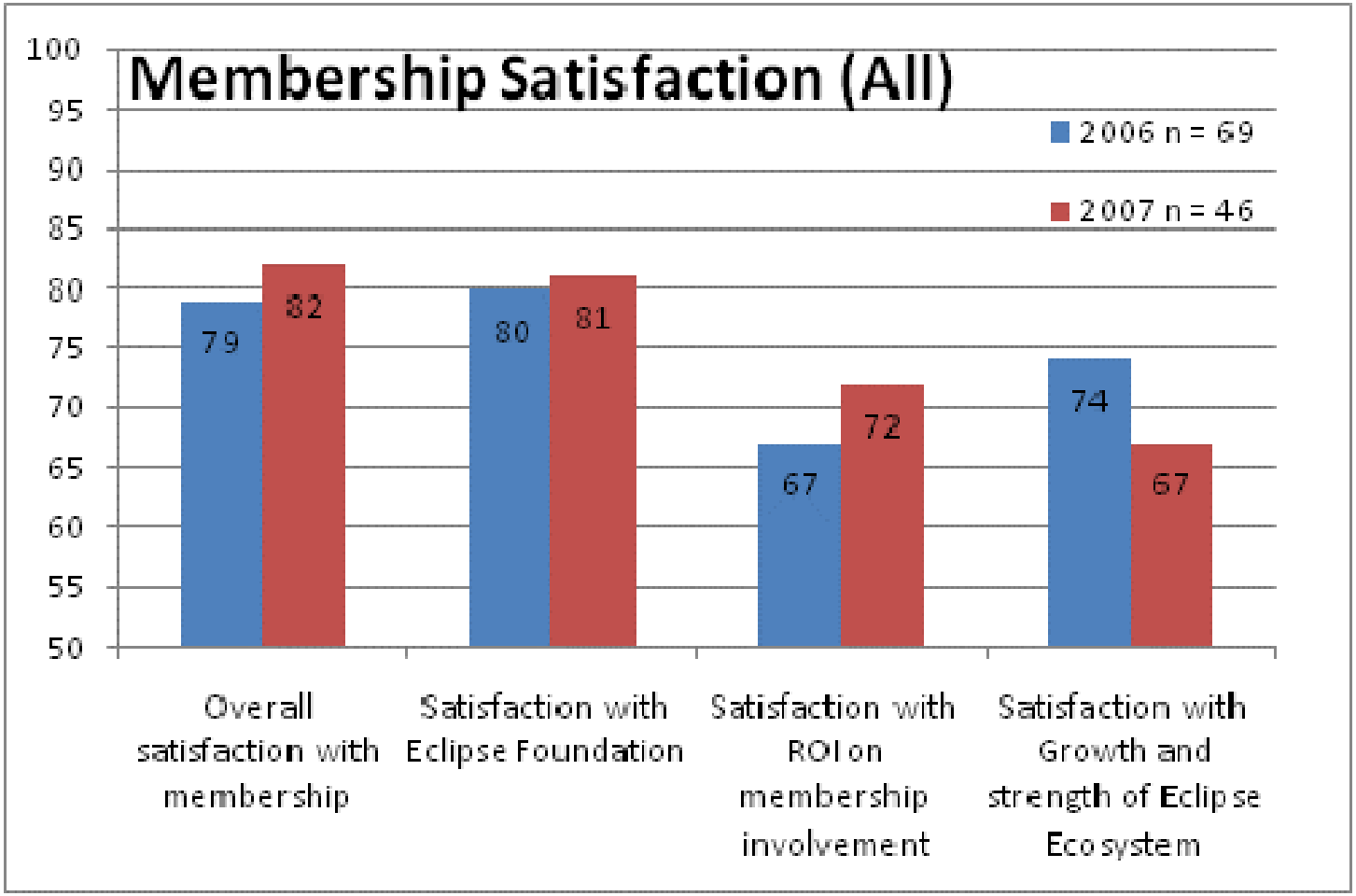
- EclipseCon 2008
  - Register before December 31, 2007 to save
  - Sponsor and exhibit the conference
- Board of Director Elections
  - 5 Add-in Providers Representatives
  - 5 Committer Representative
  - Nominations Open: ~January 7th, 2008
  - Voting Begins: ~February 25th, 2008
  - Voting Ends: ~March 7th, 2008
  - Winners Announced: Monday, March 17th EclipseCon Members Meeting
- University Outreach Program
- Ganymede
  - June 2008

2007 Membership Satisfaction Survey

Membership Satisfaction Survey

- **Feedback is more important than numerical results**, but there are some interesting data points in the numbers
- Noteworthy points from Interim Results:
  - Satisfaction with membership ROI is up 5% from last year
  - Satisfaction with “Strength and health of Eclipse Ecosystem” is down 9% from last year
  - Satisfaction with IP Services is up 8% from last year
  - “Networking Opportunities” becomes number 1 reason why people join and maintain their Eclipse Membership (followed closely by last year #1 “Marketability of being a member”

Organizational Membership Satisfaction



Membership Satisfaction by Function

Heading Descriptions:

Marketing

> "Foundation produced events, Foundation marketing activities"

Intellectual Property

> "IP Due diligence, FAQ, working with other OS License organizations"

IT Infrastructure

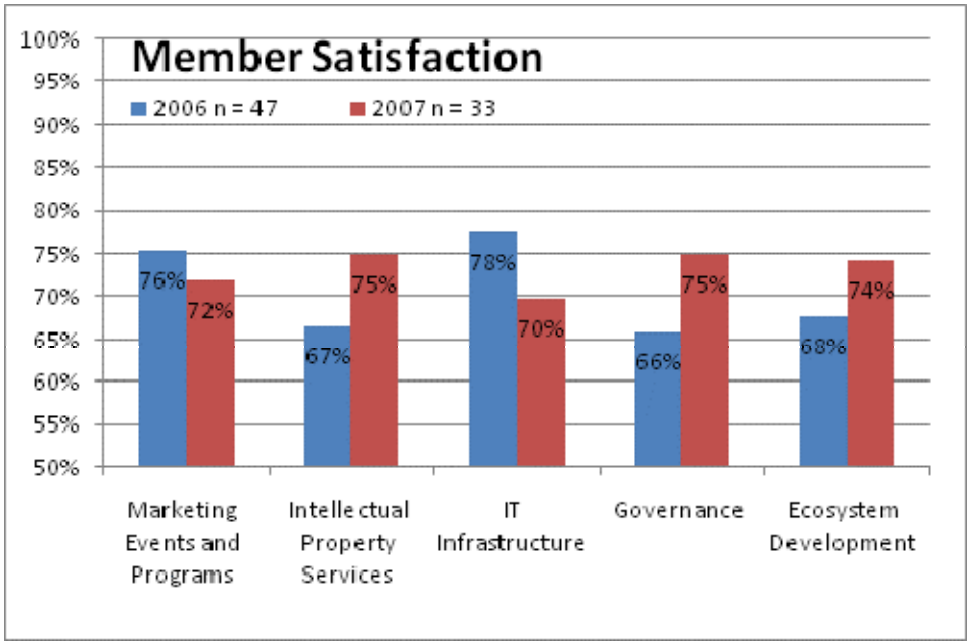
> "Web Properties, Committer Tools."

Governance

> "Board/Council/Members meetings, Managing Elections, responding to community concerns."

Ecosystem Development

> "Creating networking and business opportunities, programs to drive value to members"



Reasons for joining (and staying) as members

Why did you join the Eclipse Foundation?
(1 = Strong Reason 3 = Not a reason)

	n=43 2006	n=32 2007
▪ Networking Opportunities	(2.02)	(1.73)
▪ Marketability of being Eclipse Member	(1.63)	(1.81)
▪ To Support the growth of the Eclipse Community	(1.90)	(1.87)
▪ Access to Foundation-run Marketing Programs	(2.88)	(2.27)
▪ Access to project information and status	(2.10)	(2.30)
▪ Access to Members Only Events	(2.40)	(2.33)
▪ Want to contribute resources to projects	(1.91)	(2.53)
▪ Influence over Foundation direction	(2.16)	(2.53)
▪ Altruism	(2.89)	(2.96)

EclipseCon Update

Santa Clara Convention Center
March 17-20

Strong Technical Program

- Three interesting keynotes
  - Sam Ramji, Microsoft Open Source Labs
  - Dan Lyons, aka 'Fake Steve Jobs'
  - Cory Dorkov, Open Source Advocate
- Results from active recruiting:
  - 223 long talk submissions for 90 slots
  - 109 tutorial submissions for 80 slots
  - 129 short talk submissions for 160 slots

(program chair: Doug Gaff, WindRiver)

- OSGi DevCon and OMG Symposium co-located

Sponsorship

- Sponsorship
  - Gold - $18K
  - Silver - $9K
  - Bronze - $4.5K
- Expected Attendance: ~1500 badges
- Sponsorship Contact: Donald Smith (donald@eclipse.org)

Hardware Sponsor:

Lanyard Sponsor:

Current Gold Sponsors:

Register Today

- "All Access Pass" Pricing
  - Tutorials are 'free'

- **$995** / $1,295 / $1,595 / $1,995
- **Dec 31st** / Feb 14th / Mar 10th / on-site

- Alumni discount: 15%
- Member discount: 15%
- Gold sponsor discount: 20%
- Group discount: 35%

Help Us Promote EclipseCon

- REGISTER **NOW**, SAVE 50%
- Be a friend, help us promote EclipseCon by linking from your website: http://www.eclipsecon.org/2008/

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- Q&A

Project Update

Some Recent Project Proposals

- Open Financial Market Platform
- Riena
- Textual Modeling Framework
- Tigerstripe (Model Driven Development Tools)
- Virtual Prototyping Platform (Hardware Protyping)
- Eclipse Integration for Apache Maven

http://www.eclipse.org/projects/

Project Changes (Created)

- Webtools ◆ Incubator
- Tools ◆ ADT (ada)
- Technology ◆ Kepler
- Technology ◆ ACTF (accessibility)
- Technology ◆ Albireo (swing/swt)
- Technology ◆ IMP (build your own ide)

http://www.eclipse.org/projects/quarterly-project-changes-report.php
http://www.eclipse.org/projects/reviews-rss.php

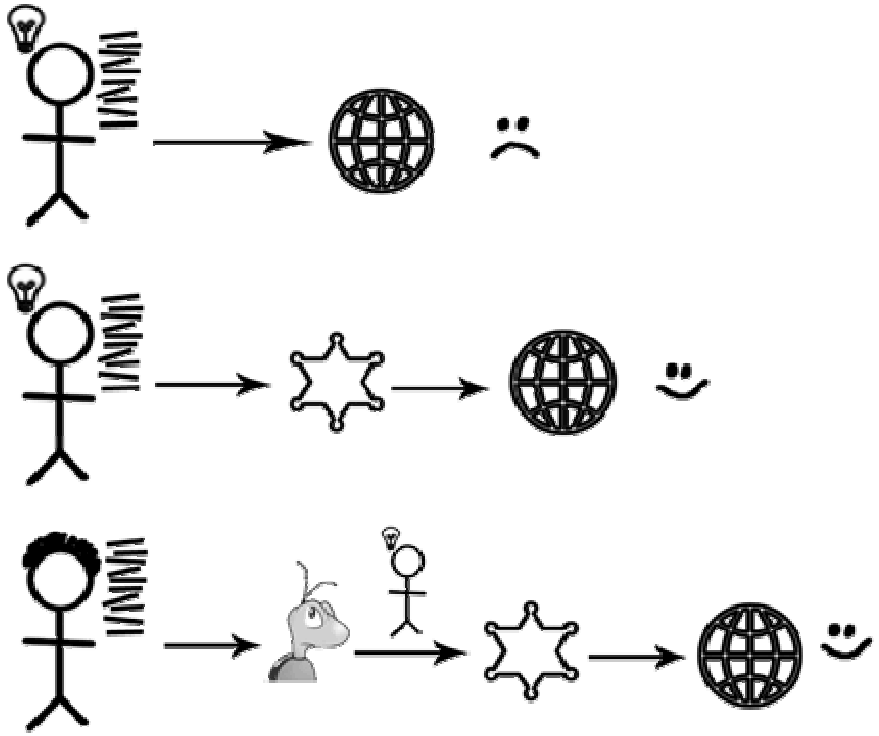
Project Changes (Released)

- Tools ◆ Mylyn 2.1
- Tools ◆ PDT 1.0
- Technology ◆ g-Eclipse 0.5
- Technology ◆ RAP 1.0
- Technology ◆ ECF 1.2

http://www.eclipse.org/projects/quarterly-project-changes-report.php
http://www.eclipse.org/projects/reviews-rss.php

New & Noteworthy

- Three Laws of Eclipse
- Simplified “How to” and checklist for legal documents for projects
- IP Process in Cartoons



http://www.eclipse.org/projects/dev_process/index-quick.php

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Marketing Update for Q4/ 2007

Press Releases in Q4

- Eclipse Releases First Ajax Platform Based on OSGi
- Fifth Annual Eclipse Community Conference Announces Keynotes
- Eclipse Hibachi Project Unites Ada Suppliers in Common Environment

Eclipse Live Webinars

Project	Registered	Attended	Views
DTP	74	54	186
PDT	317	223	1187
G-eclipse*	130	94	237
TPTP*	207	116	464
Equinox*	468	277	386

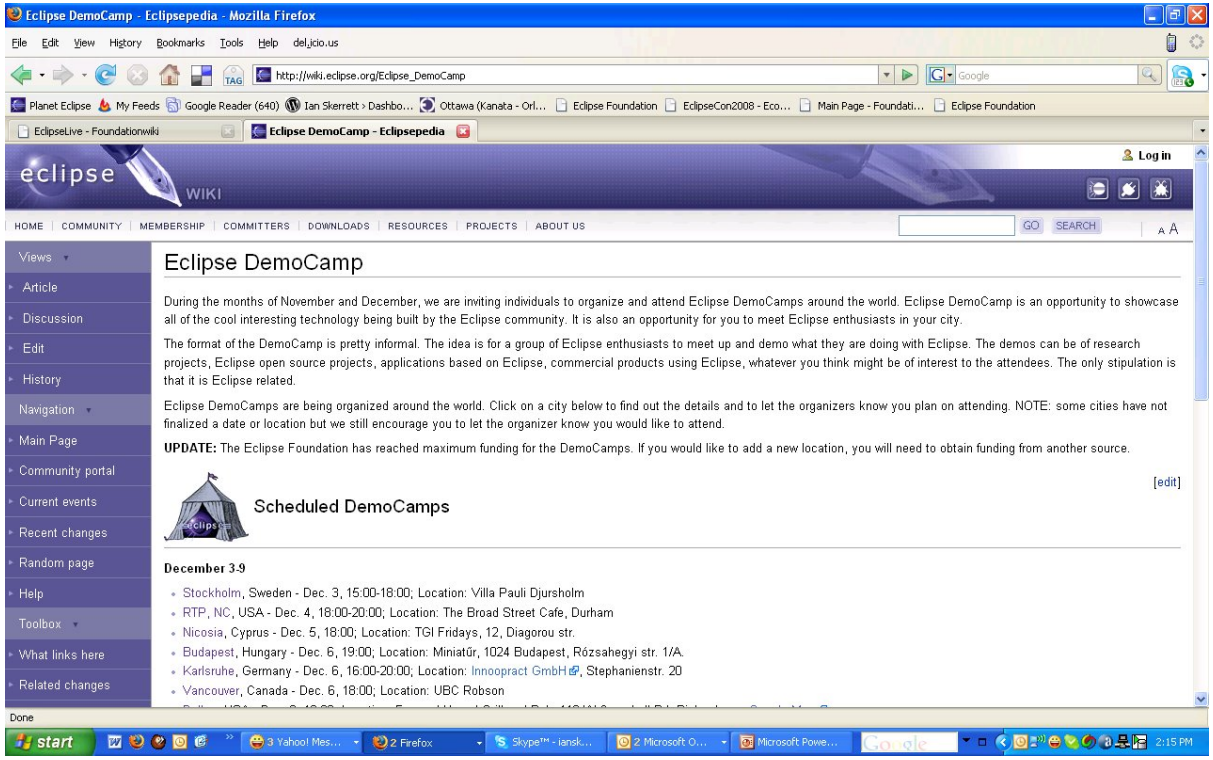
* We did some advertising with BZ Media and InfoQ to drive awareness of these webinars

Equinox/OSGi Videos

- Create a series of videos that highlight Eclipse projects that use Equinox and OSGi
  - Equinox
  - Swordfish
  - RAP
  - Stepstone (OHF)
  - OSGi Enterprise Expert Group
- Produced by Redmonk

Eclipse Demo Camps

- 29 cities
- Informal meeting of the Eclipse community in November and December
- Organized by committers or member companies.



OS Summit Asia

- Postponed due to low attendance
- Tentative rescheduled for September timeframe

Eclipse Awards

- Individual Awards & Technology Awards
- Nominations open: December 18, 2007
- Nominations close: January 25, 2008
- Awards announced: March 17 at EclipseCon

Eclipse Community Survey Results

October 26, 2007

Matt Lawton,
Director, Open Source Software Business Strategies
IDC

http://**cdn.idc.com/downloads/EclipseCommunitSurveyResults%5BNotesPages%5D.pdf**

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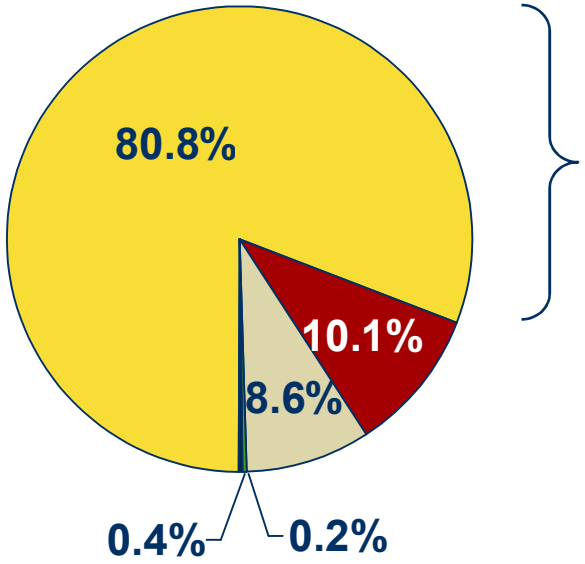
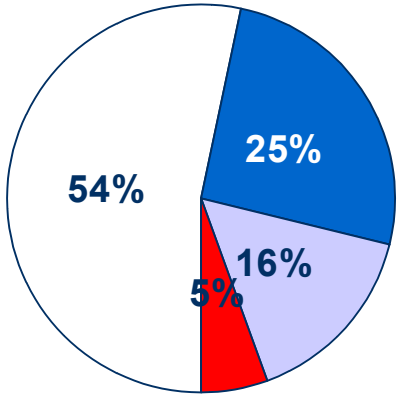
Respondent Demographics

Employment Status
(All respondents; n = 1014)



Employed by an organization
Self-employed
Student
Retired
Unemployed

Position Within Organization
(n = 819)



Programmer
Systems architect
Manager
Other

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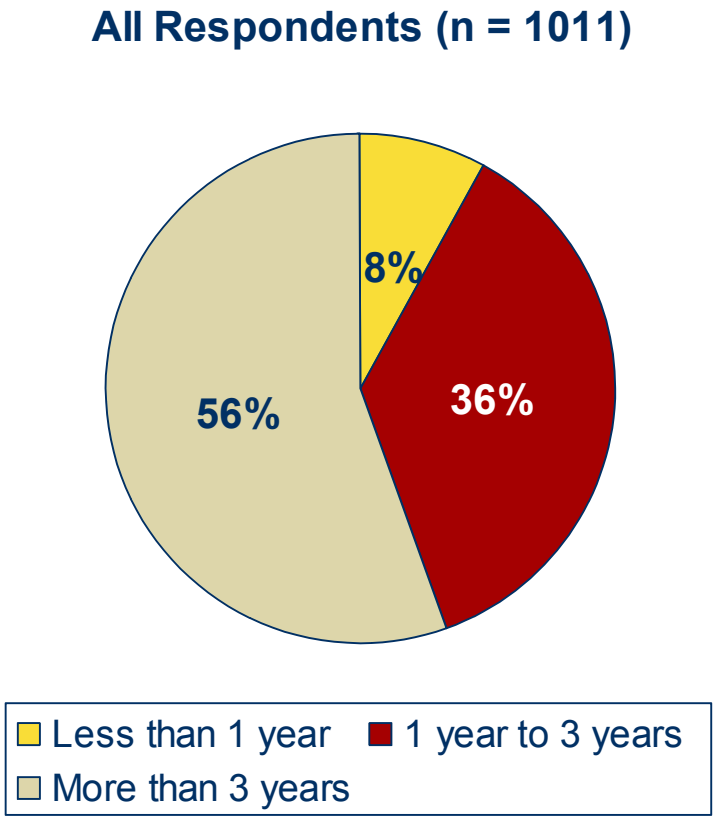
Familiarity with Eclipse

Q11. How long have you been using Eclipse as part of your job or personal usage?



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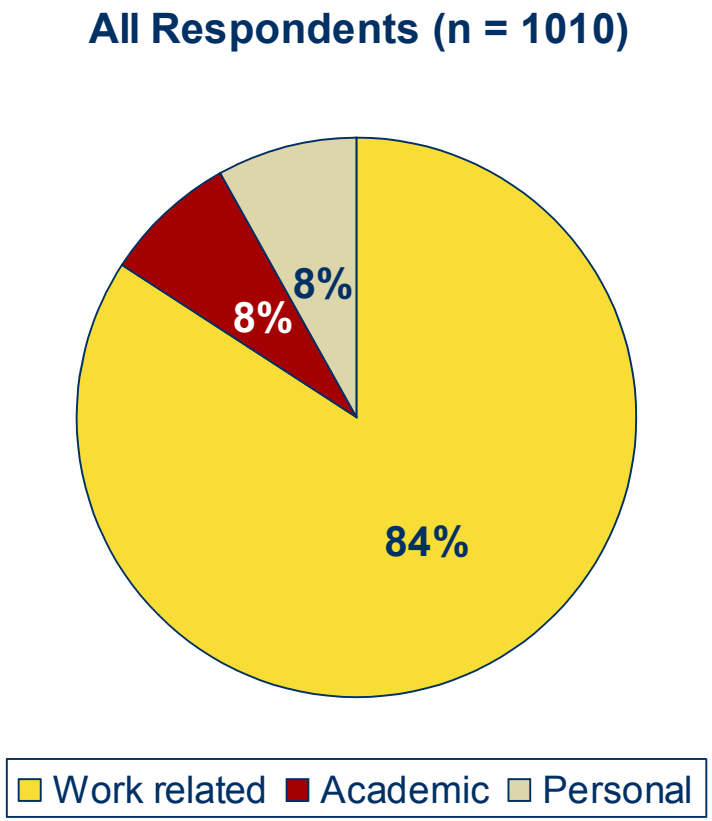
Main Reason for Using Eclipse

Q12. What best describes the main reason you currently use Eclipse?



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Most Used Eclipse Projects

IDC Analyze the Future

Q13. In the past year, which of the Eclipse projects have you used at least once when developing software? (select all that apply):

All Respondents (n = 989)

Eclipse Project	% of Respondents	Eclipse Project	% of Respondents
Java Development Tools (JDT)	88.4%	Other	9.2%
Web Tools Project – Web Standard Tools	53.5%	Eclipse Communication Framework (ECF)	9.0%
Web Tools Project – J2EE Standard Tools	44.2%	Mobile Tools for Java	6.3%
Eclipse Rich Client Platform (RCP)	41.9%	Dynamic Languages Toolkit (DLTK)	6.0%
Eclipse Modeling Framework (EMF)	36.9%	Web Tools Project – Dali	5.8%
Mylyn (formerly Mylar)	35.8%	SOA Tools Platform	5.5%
Graphical Editor Framework (GEF)	34.8%	Dali EJB OR Mapping Project	4.0%
Visual Editor (VE)	30.3%	Eclipse Process Framework (EPF)	3.7%
C/C++ IDE (CDT)	28.5%	Device Software Development Platform – Target Management	3.4%
Data Tools Platform (DTP)	25.7%	Application Lifecycle Framework	2.6%
Test & Performance Tools Platform (TPTP)	25.5%	Embedded RCP (eRCP)	2.4%
Graphical Modeling Framework (GMF)	24.8%	Device Software Development Platform – Device Debugging	1.3%
UML2	20.8%	Corona	1.0%
Equinox	17.5%	Native Application Builder	0.6%
PHP Development Tools (PDT)	17.5%	Parallel Tools Platform	0.6%
TPTP Tracing and Profiling	17.4%	Voice Tool Project	0.6%
Business Intelligence and Reporting Tools (BIRT)	16.9%	Photran	0.5%
Aspect J Development Tools (AJDT)	13.2%	Higgins Trust Framework	0.4%
Web Tools Project – JavaServer Faces	12.4%	Open Healthcare Framework	0.4%
Web Tools Project – AJAX Tools Framework	10.6%	Aperi Storage Management	0.3%

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Software Built Using Eclipse

Q14. What types of software are you building when you use Eclipse, and at what stage of deployment are they?

All Respondents (n = 937)

Software Built With Eclipse	% of Respondents
Server-centric applications	71.8%
Desktop client applications (not Eclipse RCP	40.8%
Plug-ins for Eclipse	38.5%
Rich client applications using Eclipse RCP	35.1%
Thin-client applications	29.2%
Embedded software	13.8%
Applications built on Eclipse Equinox	11.5%
Mobile client applications	9.7%

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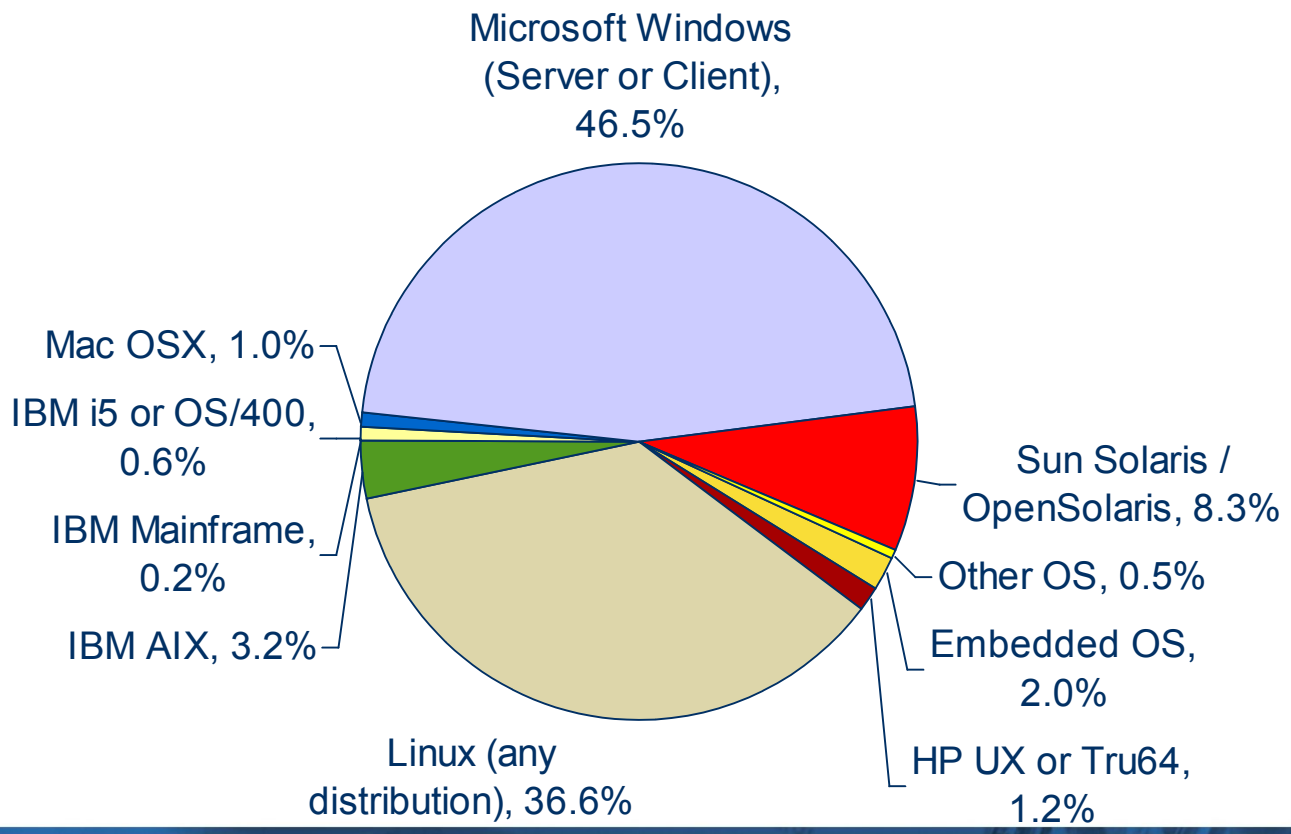
Primary Operating System Platform: Deployment

Q19. What is the primary operating system platform for your organization's (or your) production deployment of software built with Eclipse?

All Unique Organizations/Respondents (n = 820)



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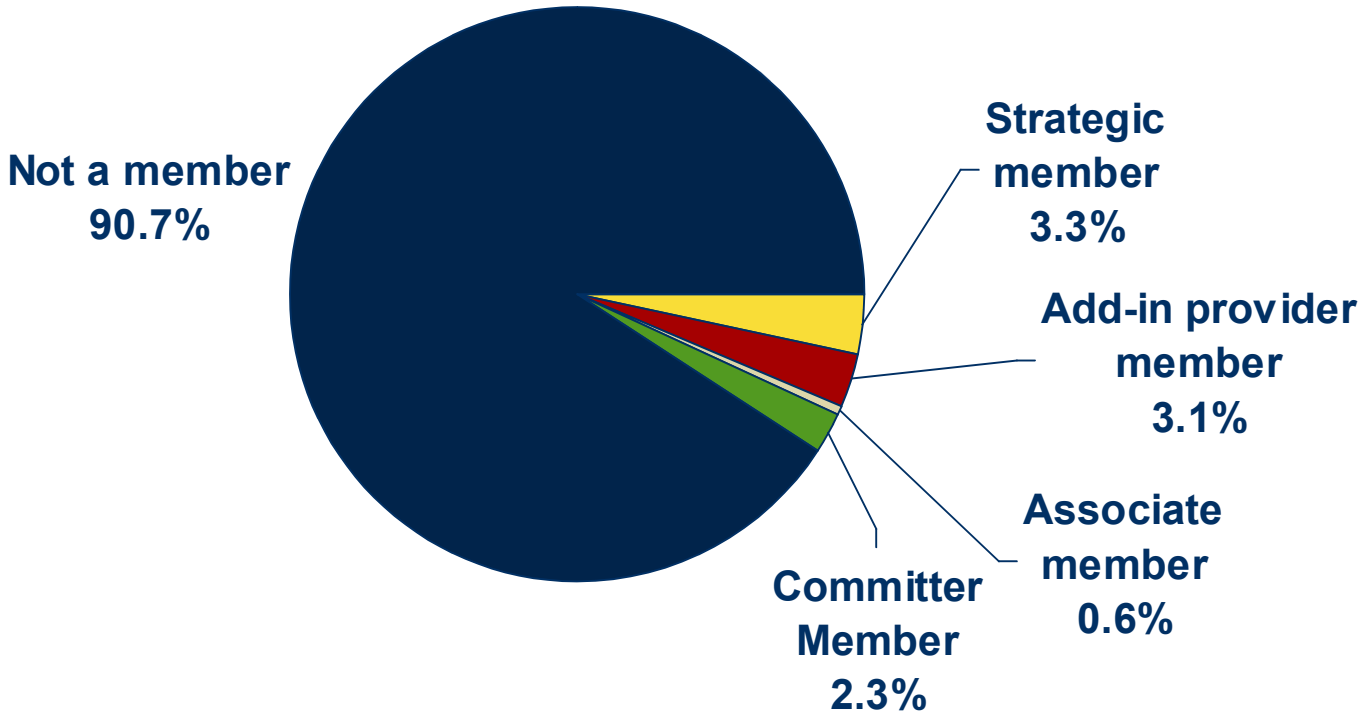
Eclipse Foundation Membership

Q20. What type of membership, if any, do you or your organization have with the Eclipse Foundation?

All Unique Organizations/Respondents (n = 782)



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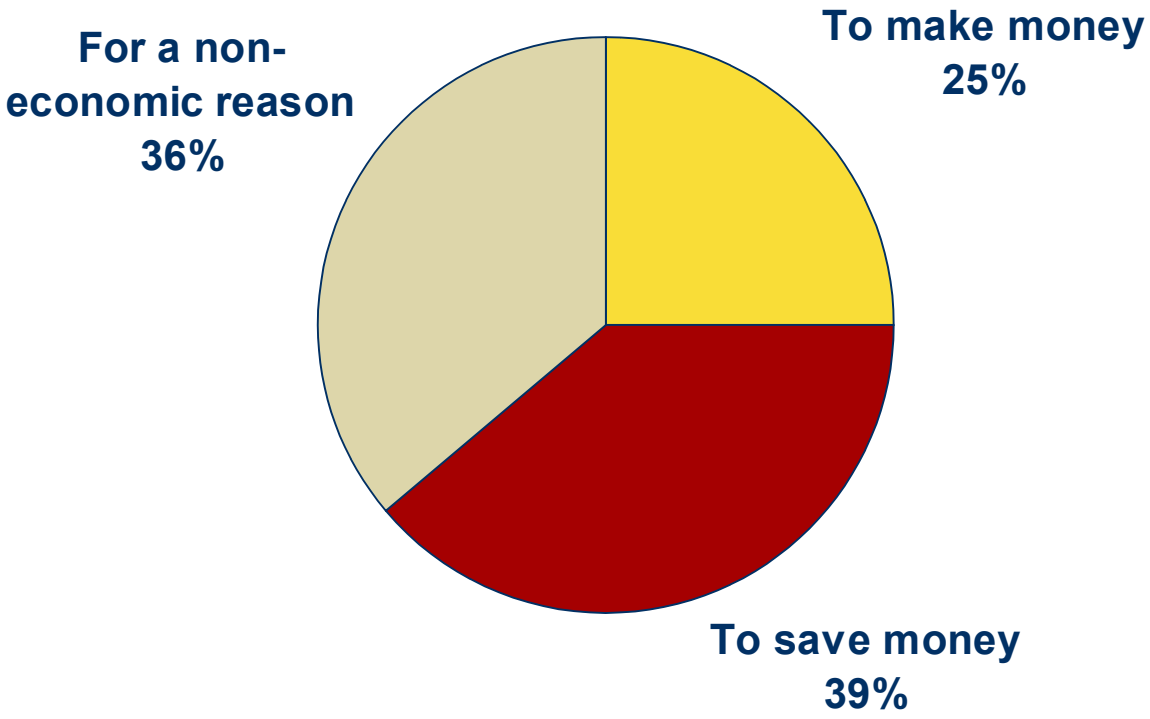
Motivation to Use Eclipse

Q27. What is the main motivation for your (organization's) usage of Eclipse software in the last year?

All Unique Organizations / Respondents (n = 853)



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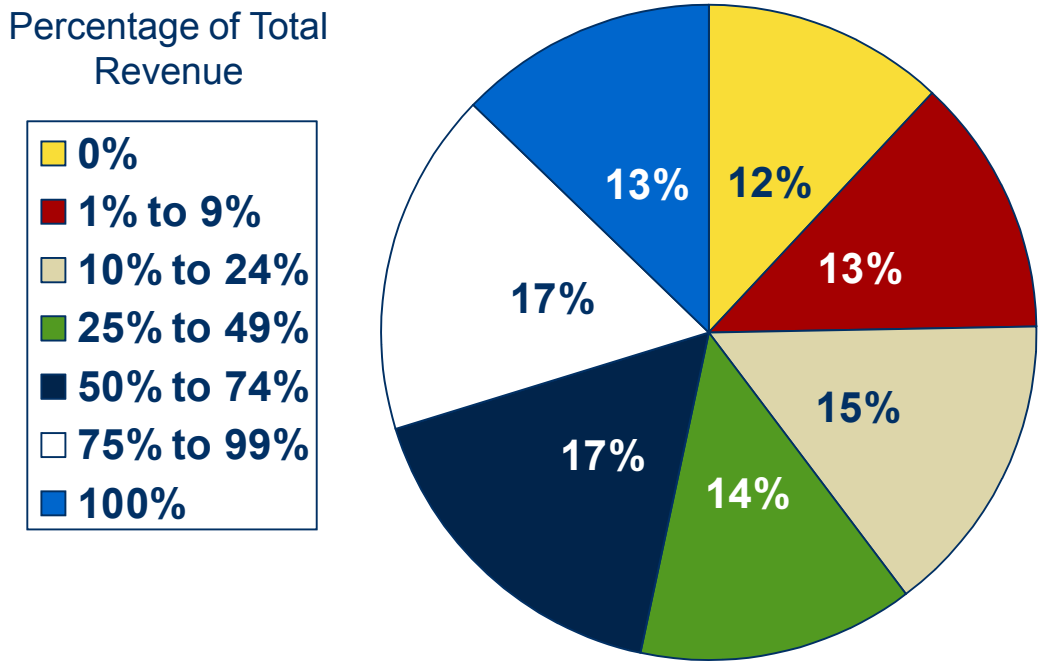
Revenue on Eclipse

Q28. Approximately what percentage of your (organization's) total worldwide revenue is from products and/or services based on or developed with, at least in part, Eclipse software?

Respondents Motivated to Make Money Using Eclipse
(n = 142)



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Business Models For Making Money from Eclipse (cont.)

Q30. Which of the following possible business models describes your (organization's) approach for generating revenue from products and/or services tied to your (organization's) usage of Eclipse software? (select all that apply):

Organizations / Respondents Looking to Make Money Using Eclipse (n = 198)

Revenue-generating Product or Service (reflecting the Business Model)	% of Respondents
Application built with Eclipse	54.5%
Application embedding Eclipse	26.8%
Tool embedding Eclipse	21.2%
Related services	20.7%
Packaged Eclipse product	19.7%
Don't know	11.1%
Bundled software solution	10.1%
Eclipse-based SaaS	5.6%
Software upgrade	4.5%
Other	4.0%
Bundled hardware product	2.5%
Hardware embedding Eclipse	0.5%

Note: 80 of 198 respondents (40%) selected more than one business model.

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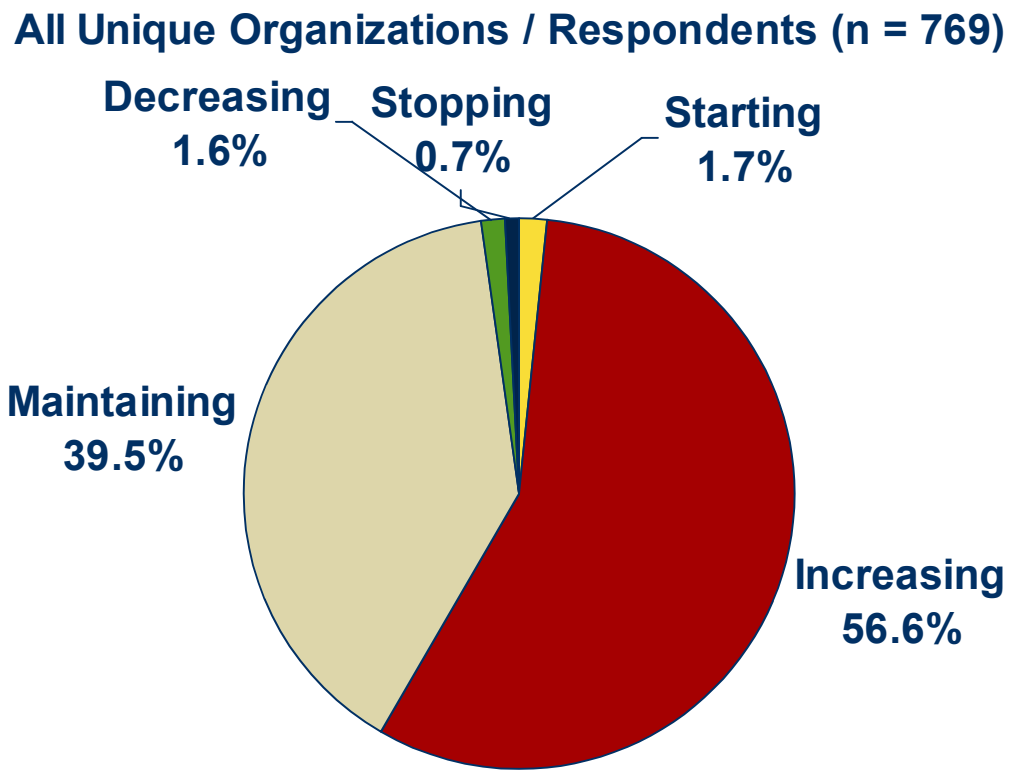
Plans for Eclipse

Q31. What are your (organization's) plans for usage of Eclipse software in the next 12 months relative to your current usage?



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Looking Ahead

- EclipseCon
- Eclipse Pavillion at JavaOne
- Eclipse Plugin Fest for Embedded and Mobile vendors

Agenda

- Executive Directors Report
- Project Update
- Marketing Update
- New Member Introductions:
  - Misys
  - Innovations
  - Protecode
  - STAR
- Q&A

MISYS

Tim Elwell

Dec. 14, 2007

Misys Corporate Structure

Misys is the United Kingdom's largest independent applications software products company and is one of the world's ten largest independent software vendors.

- Misys was founded in 1979 as a supplier of computer systems to UK insurance agents
- Worldwide headquarters: UK
- 6,000+ employees in 31 countries
- World Ranking: Top 10 applications software vendor
- Corporate Divisions: Banking & Securities, Healthcare, Financial Services, Open Source Initiatives

Reasons behind Misys joining Eclipse

The Misys Open Source – Healthcare Initiative intends to build on the achievements of the Healthcare System division and leverage their history of providing feature rich software products, reliable hardware and outstanding support. With the backing from Misys plc, the Open Source Initiative hopes to establish a presence in the Open Source community and expand channels for collaboration that will affect the way health care is delivered.

Misys recognizes the contributions that Eclipse has made in enterprise development, platform design and application frameworks, all areas that will play a significant role in the success of the Misys initiative and that of our collaborators.

Misys:

- Has announced their intention to contribute a significant software capability into the Open Source space
- Is in the process of finalizing the release of code for this purpose
- Is in the process of establishing liaison with other Open Source communities involved in health care
- Intends to contribute to and leverage other Open Source works
- Is an active participant in the annual IHE Connectathon conference
- Is committed to standards based solutions development

Misys Contact information

For more information please contact:

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VP, Open Source Initiatives -- Healthcare

Misys plc

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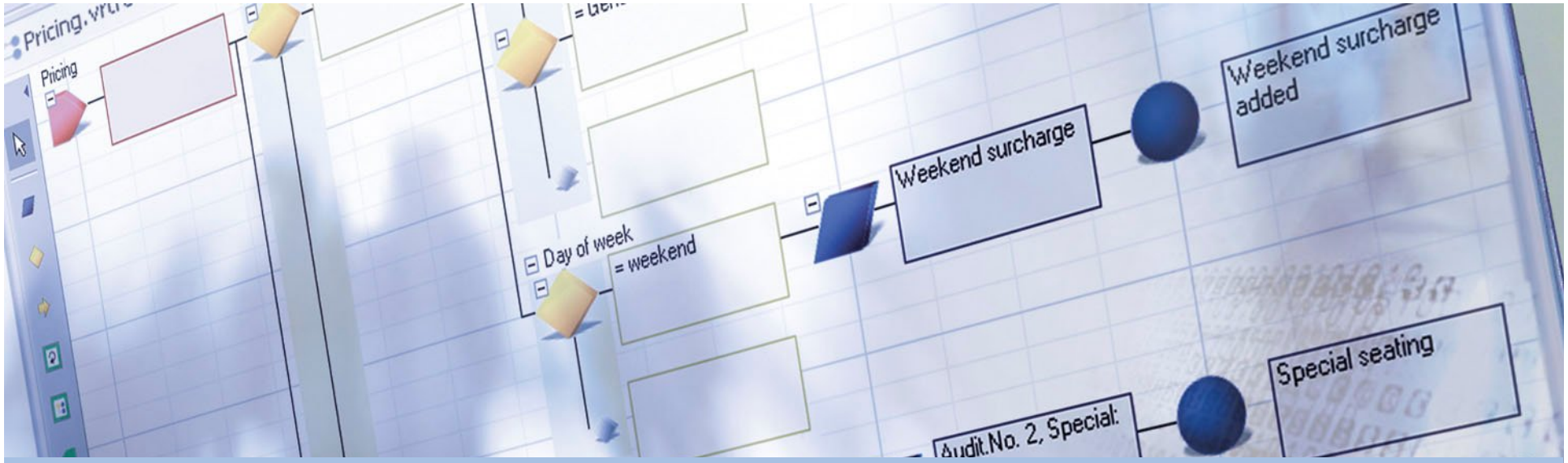


Innovations Softwaretechnologie GmbH

visual rules®
rule your business logic

Eclipse Foundation – Brief Introduction

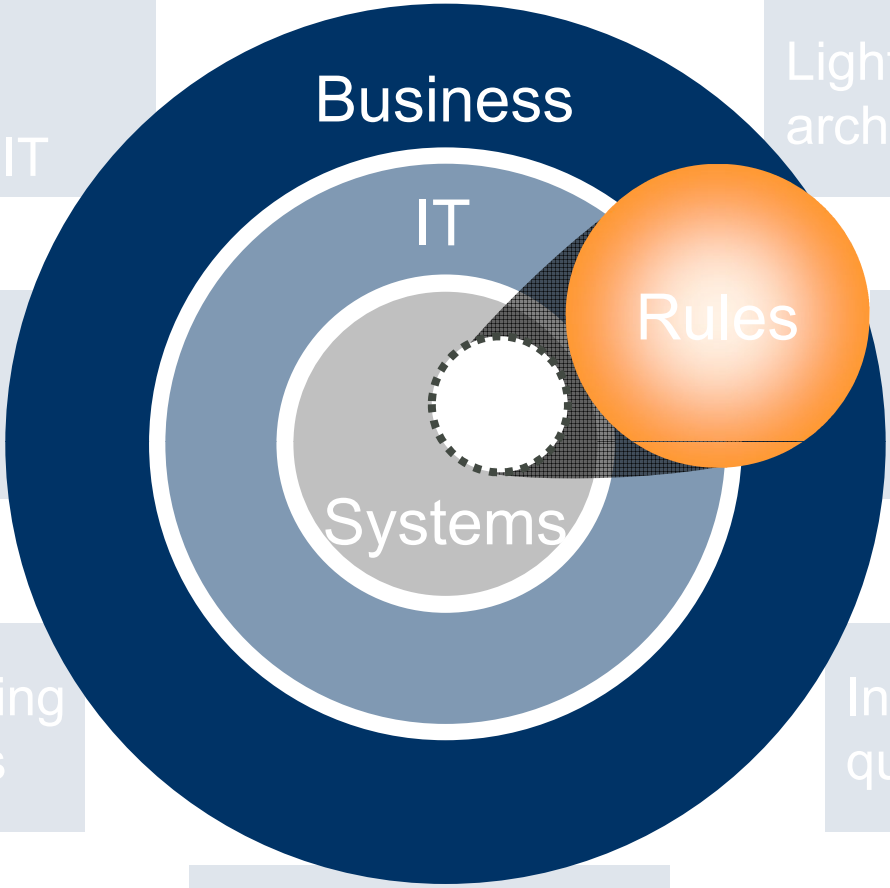
innovations™
Softwaretechnologie

Visual Rules

visual rules®
rule your business logic

Cooperation platform for Business and IT

Lightweight architecture



Continuous BRM process support

High performance

Graphical modeling of business rules

Integrated test and quality management

Generation of code and documentation

Why Eclipse?

visual rules®
rule your business logic

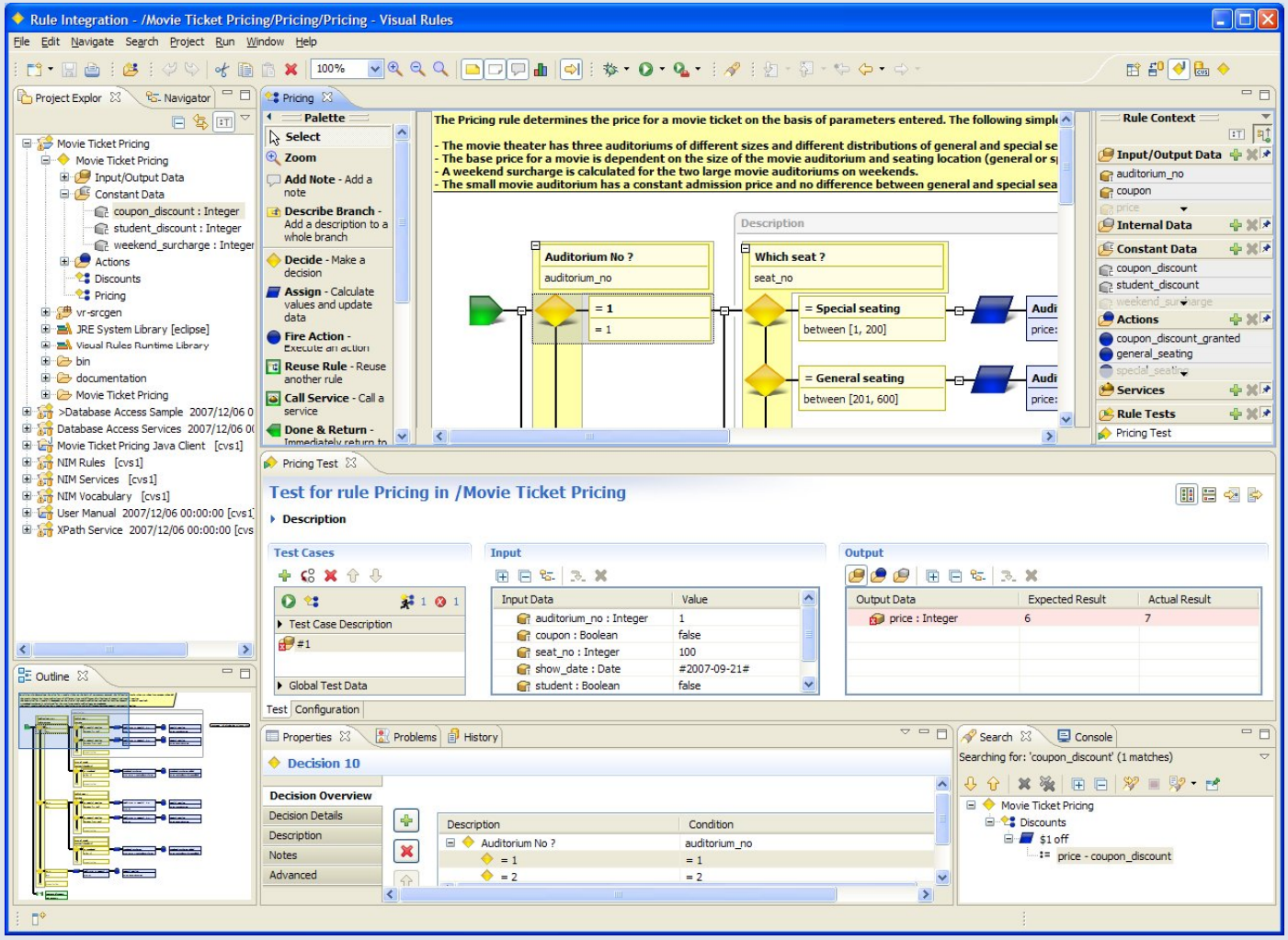
- We‘re using Eclipse since Visual Rules 1.0 (released January 2004)

- Features building on Eclipse platform and projects
  - Graphical rule editor
  - Code assist and syntax highlighting
  - Rule meta model
  - Java rule code generator
  - Team integration incl. visual compare & merge
  - JDT integration for Java import
  - Visual debugger
  - Ant integrations

Current status

visual rules®
rule your business logic

- Visual Rules 4.0 BETA (January 2008)



Innovations

visual rules®
rule your business logic

Company

- Founded 1997
- Privately limited company
- Privately owned (by management)

Offerings

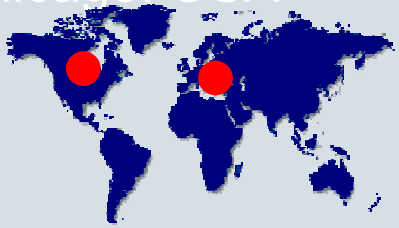
- Business Rules Management System
- Professional Services
- Vertical Solutions
- Technology Know-how

Employees

- Currently ~110
- Mostly computer engineers

Locations

- Immenstaad, Germany
- Chicago, USA



Contact

visual rules®
rule your business logic

We are looking for product and service partners in the U.S. and Europe

- tool or IDE integrations
- business rules methodology and implementation services

⇒ www.visual-rules.com

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info@innovations-software.com

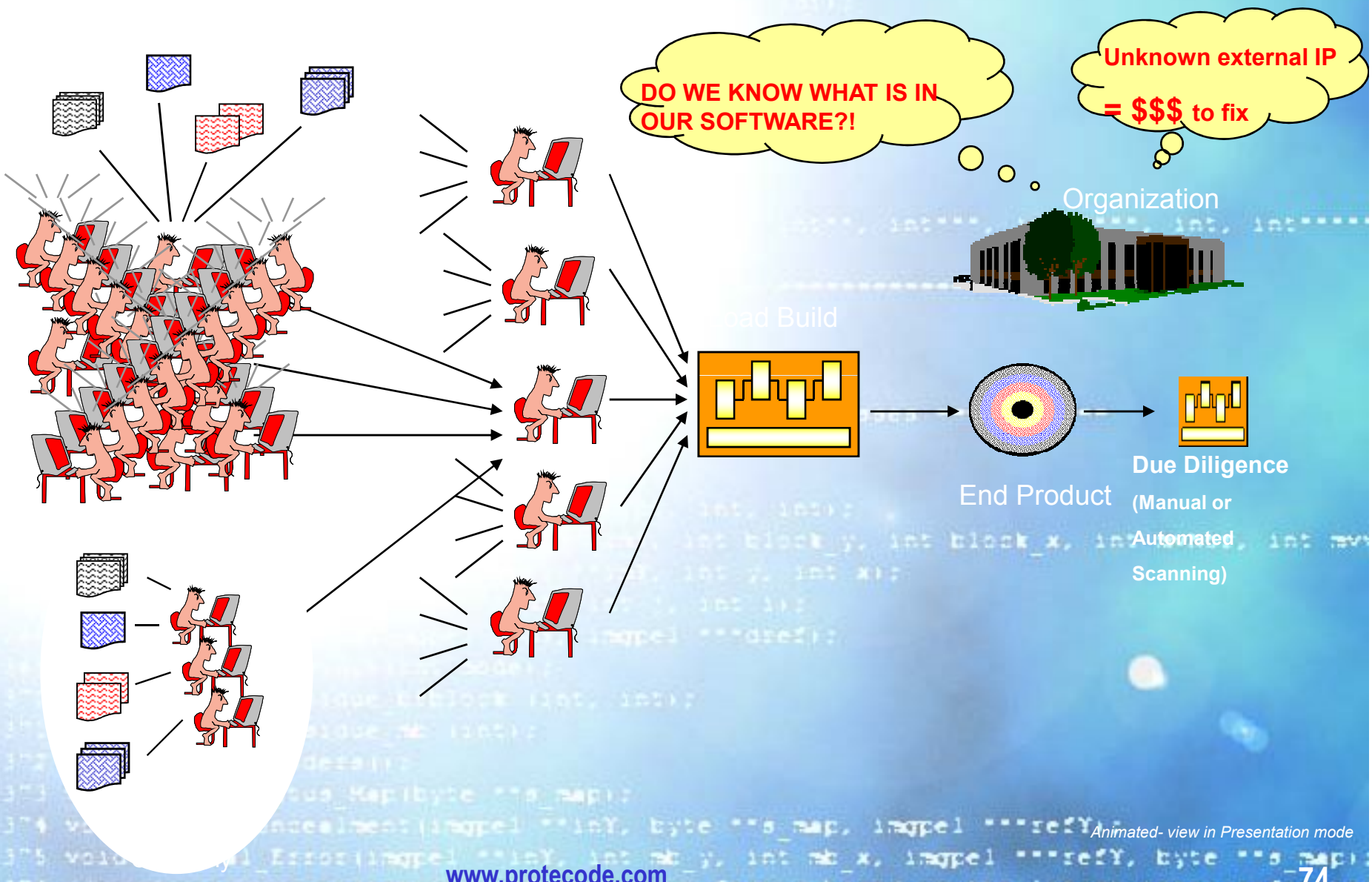
Introducing Protecode

Digital Intellectual Property Management

Automated detection and tracking of external content and its licensure in software projects

Richard Mayer, VP Marketing
www.protecode.com

Problem illustrated



Animated- view in Presentation mode

Protecode Summary

- **Overview**
  - Incorporated January 2007
  - Located in Ottawa, Canada

- **Product**
  - Development tool for continuous detection and management of Intellectual Property (IP) in software
  - Preventive rather than corrective solution
  - Eclipse Plugin Tracker and central Global Intellectual Property Server (GIPS)
  - Set and manage IP Policy
  - Detect, Identify, Log and Report

- **Customers**
  - All enterprises that create software for distribution
  - Open Source Communities

Software IP management integrated in the development process

Protecode timing

- **Engaging customers for early trials and feedback**
  - In different industries, sectors, types of companies
  - Eclipse DemoCamp Ottawa Nov 21, 2007
- **Trials starting early 2008**
  - Java first followed by C/C++
  - Eclipse IDE
  - CVS/SVN
- **More information**
  - www.protecode.com New website live Dec 21/07 – take a look
  - Contact me
    - Richard Mayer, mayer@protecode.com 613 721-5936 x202

Talk to us if you want more information or are interested to be a trial partner

Thank You

STAR Organization

Standards for Technology in Automotive Retail

What is STAR

- **STAR is *THE* IT standards organization for the auto industry.**
- **Collectively the group develops industry standards and researches emerging technologies for the benefit of dealers.**
- **Non-profit organization, supported by membership dues (currently 40+ members and growing)**
  - STAR's membership is expanding domestically and globally within the core automotive industry.
  - Over the past 6 years, STAR has extended its membership base to include Motor Sport, Marine and Medium & Heavy-duty Truck.

Mission Statement

The goal of the Standards for Technology in Automotive Retail (STAR) Organization is to use non-proprietary information technology (IT) standards as a catalyst in fulfilling the business information needs of dealers and manufacturers while reducing the time and effort required to support related activities.

Organization

- **The STAR Membership is organized into one Steering Committee and several Special Interest Groups (SIGs):**
  - STAR Steering Committee:
    - Directly responsible for the overall direction and management of the STAR organization.
  - STAR SIGs:
    - Teams for exploring new areas of interest that may need new or enhanced IT standards.

STAR Benefits…

STAR and eclipse

STAR joined eclipse to…

- STAR has developed a eclipse-based Workbench for its membership to facilitate the adoption and ease the use of STAR XML standards
- Contribute code and bug fixes to the Web Standard Tools.
- Assist with implementation of the XSLT editor.
- Continue close work with the Web Tools Project.

Important Contact Information

Contact Information:

- STAR Web Site: www.starstandard.org
- STAR Main Office Phone:
  - 703.556.8584
- STAR Email: info@starstandard.org
- STAR Mailing Address:
  - 8400 Westpark Drive, Suite 16, McLean, VA 22102

Q&A