



## **Commercial Solutions based on OpenOffice.org**

Erwin Tenhumberg  
Product Marketing Manager  
Sun Microsystems GmbH



# What you should take home after the presentation

- The market share of OpenOffice.org and its derivatives is growing fast.
- OpenOffice.org provides choice.
- You can save money with OpenOffice.org and its derivatives.
- Multiple companies incl. Sun Microsystems offer professional solutions for OpenOffice.org.

# The EU recommends open document file formats

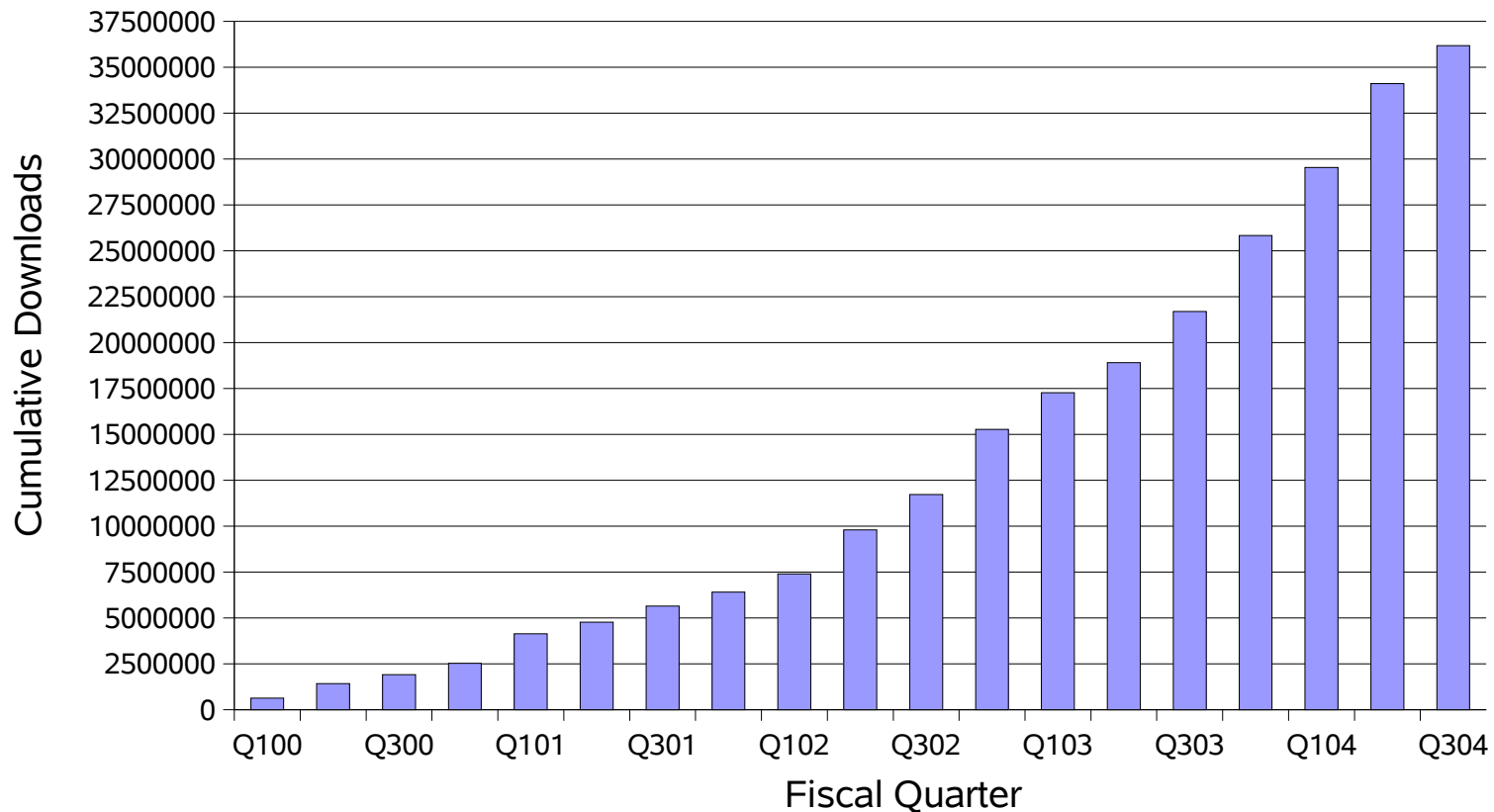
EU eGovernment policy-makers encourage the uptake of open document formats

<http://europa.eu.int/ISPO/ida/jsps/index.jsp?fuseAction=showDocument&parent=news&documentID=2387>

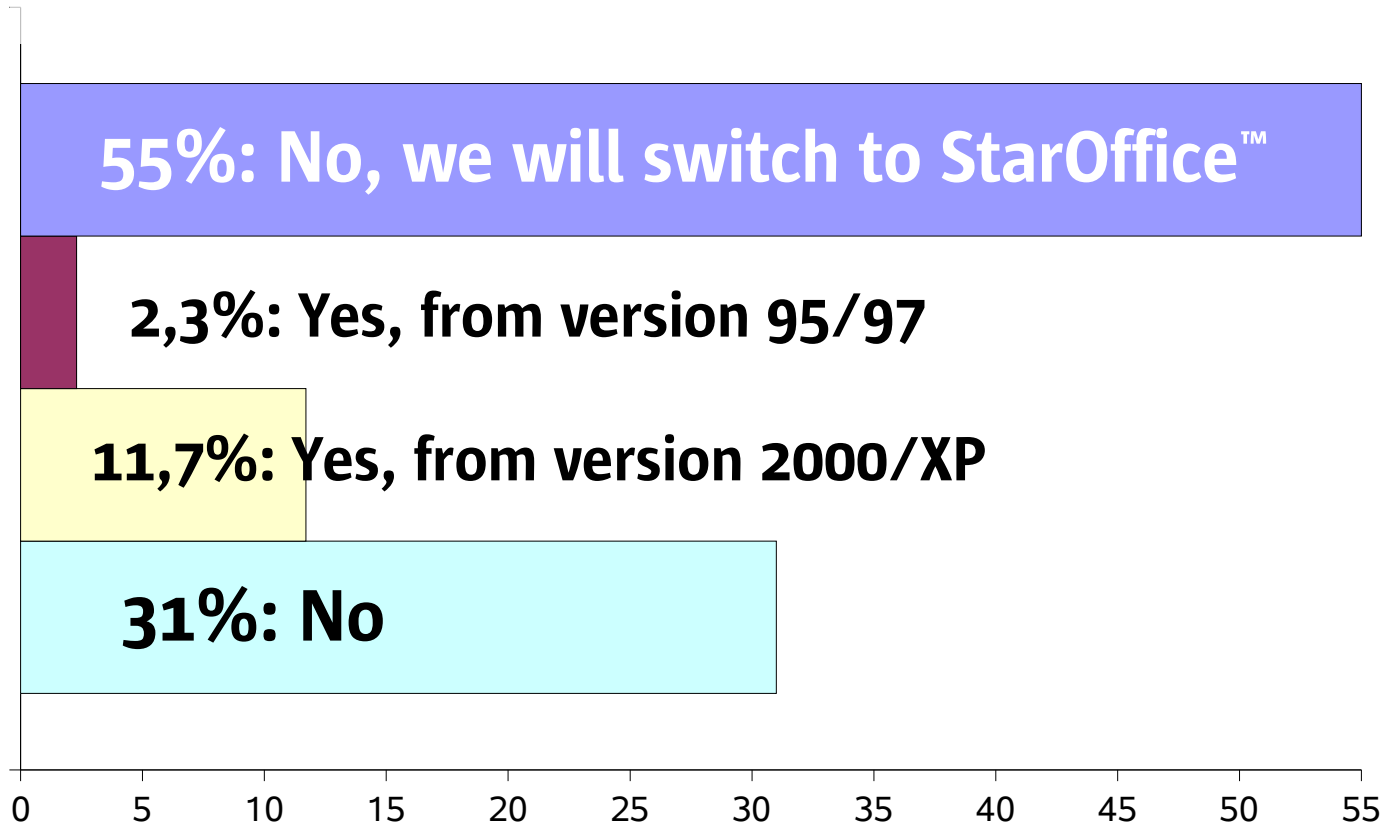
Siehe auch XML White Paper:

<http://www.sun.com/software/star/staroffice/whitepapers/index.html>

# OpenOffice.org/StarOffice™ cumulative Downloads



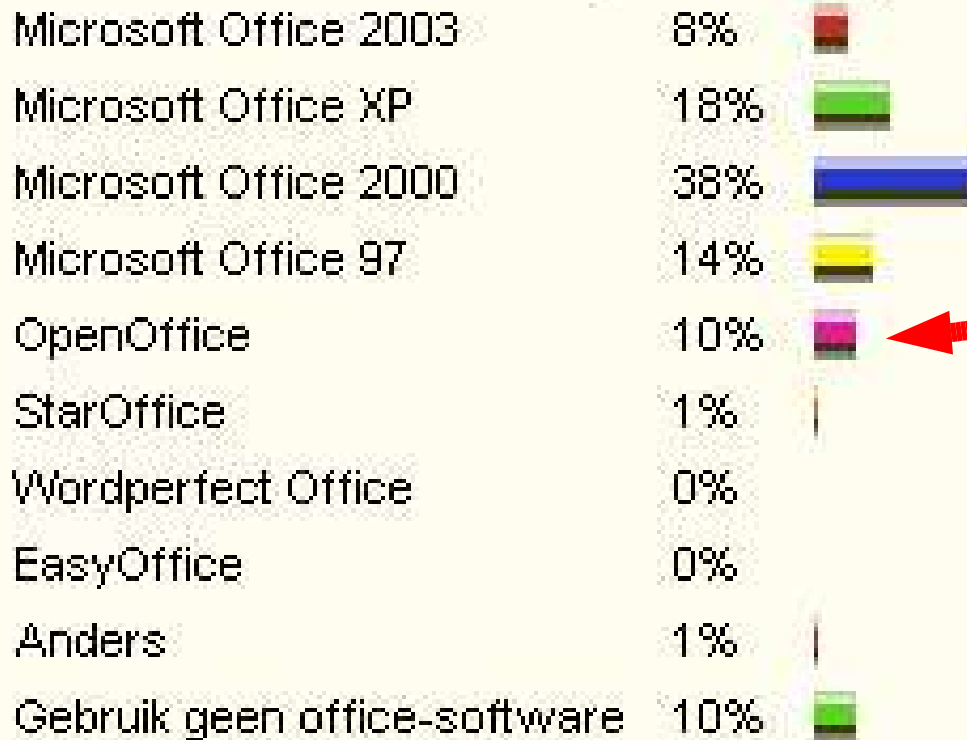
# Will your company upgrade to Microsoft Office 2003?



Source: Computerwoche Online Survey 10/03 (1003 Participants)

# What office suite do you use at work?

## Wat voor kantoorsoftware gebruikt u op het werk?



10% of the participants use OpenOffice.org at work. In the same survey 21% said that they use OpenOffice.org at home.

Source: webwereld.nl Online Survey 12/03 (3580 Participants)

# What the analysts say

- Gartner: 10% gain until end of 2004
- Jupiter: 6% in the SMB area
- Forrester: 8,5% in North America

- SBC: 20% of the Small Business Computing readers

- Links:

<http://uk.sun.com/infrastructure-solutions/edge-computing-solutions/pdf/staroffice-gartner.pdf>

[http://www.idg.net/ic\\_1326566\\_9698\\_1-5060.html](http://www.idg.net/ic_1326566_9698_1-5060.html)

[http://www.bizreport.com/article.php?art\\_id=6557](http://www.bizreport.com/article.php?art_id=6557)

<http://www.smallbusinesscomputing.com/news/article.php/3300821>

# OpenOffice.org, StarOffice™ & JDS Deployments

- **Germany:** Regional Tax Office Hannover (**13,000 PCs**)
- Germany: Police Lower Saxony (11,000 PCs)
- **France:** Ministry of the Interior (**20,000 PCs**)
- France: Ministry of Economy, Finance and Industry (8,000 PCs)
- **India:** United India Insurance Company (**10,000 PCs**)
- UK: Central Scotland Police (1,000 PCs)
- UK: City Council Bristol (600 PCs)
- Netherlands: City of Haarlem
- **China:** **500,000 Desktops** through CS2C



# What is OpenOffice.org?

- The Application
  - Full-featured office productivity suite
  - Open API and published XML format
- The Project
  - More than 30.8 million downloads
  - More than 25,200 people subscribed
  - More than 450 people and companies help with the development and marketing

# OpenOffice.org Derivatives



# StarOffice™ 7 Software = OpenOffice.org Professional

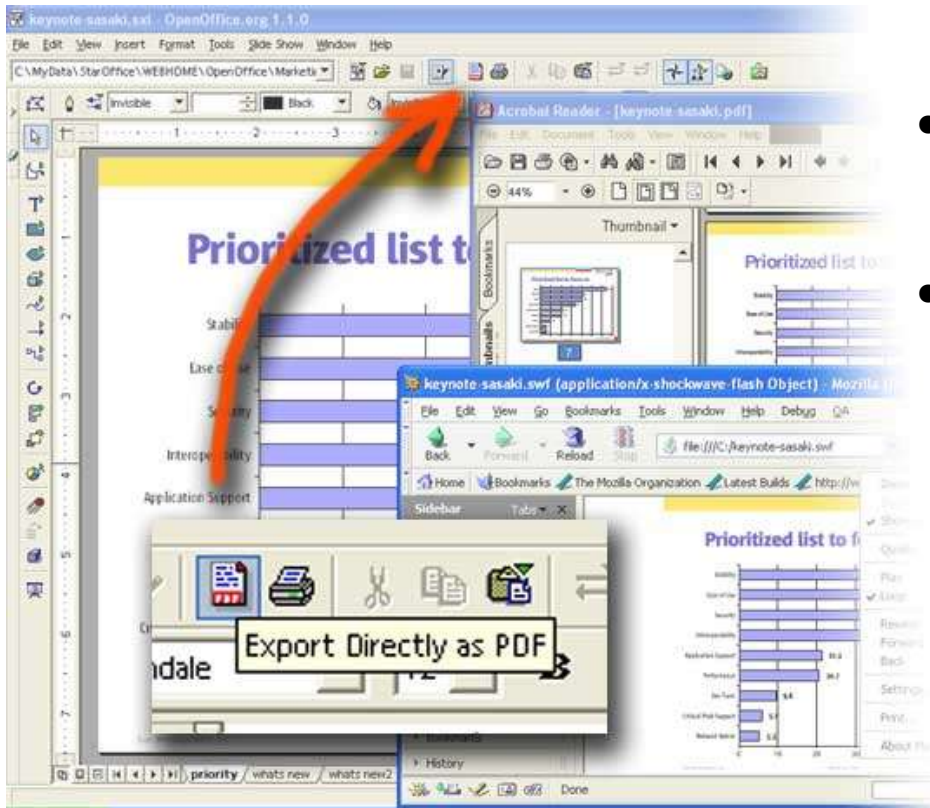


- StarOffice™ 7 Office Suite is based on OpenOffice.org
- Sun offers add-ons, support, services, training, migration tools and management tools, etc. for StarOffice
- Worldwide account support through local teams

# What are the advantages of OpenOffice.org?

- Open Source
- Open Standards
- Open XML File Format
- No Vendor Lock-in
- Free Reference Implementation  
(Citizens are not forced to buy a proprietary software!)
- Multi-platform
- Innovative Features

# Innovative Features: Integrated PDF Export



- No expensive additional software required
- Easy to use

# OpenOffice.org XML File Format

- Fully documented
- Default File Format
- Small File Size
- Multi-purpose / universal
- Used for all Applications
- Available on many Platforms
- Basis of OASIS Open XML File Format

# Why does the OASIS Standardization matter?

- File format not controlled by one single vendor
- File format captures expertise of many different vendors and industries
- Many vendors can implement and use the file format  
=> choice & competition

# What is the status of the OASIS standardization?

- Committee Draft available
  - [http://www.oasis-open.org/committees/documents.php?wg\\_abbrev=office](http://www.oasis-open.org/committees/documents.php?wg_abbrev=office)

OASIS

---

**Open Office Specification 1.0**

**Committee Draft 1, 22 Mar 2004**



# Overview: Sun's Software Solutions

OpenOffice.org

StarOffice  
Retail

StarOffice  
Enterprise

Sun Java™  
Desktop  
System

Sun Java™  
Enterprise  
System



Office Applications  
& Development  
Tools

Professional  
Add-ons

Migration  
Tools &  
Services,  
Management  
Tools

Full-featured  
Linux  
Desktop

Alternatives to  
Microsoft's  
Server Products  
incl. MS  
Exchange

# OpenOffice.org Support

**Flexiety Software Company**

**DDGTS**



<http://support.openoffice.org>

# Sun offers Support for OpenOffice.org and StarOffice

- Standard Support:
  - 12 hours, 5 days
- Premium Support:
  - 24 hours, 7 days
- Developer Support
  - currently only in EMEA
  - StarOffice Software Development Kit (SDK) and API support for ISVs and enterprise customers

# Migration & Development Tools



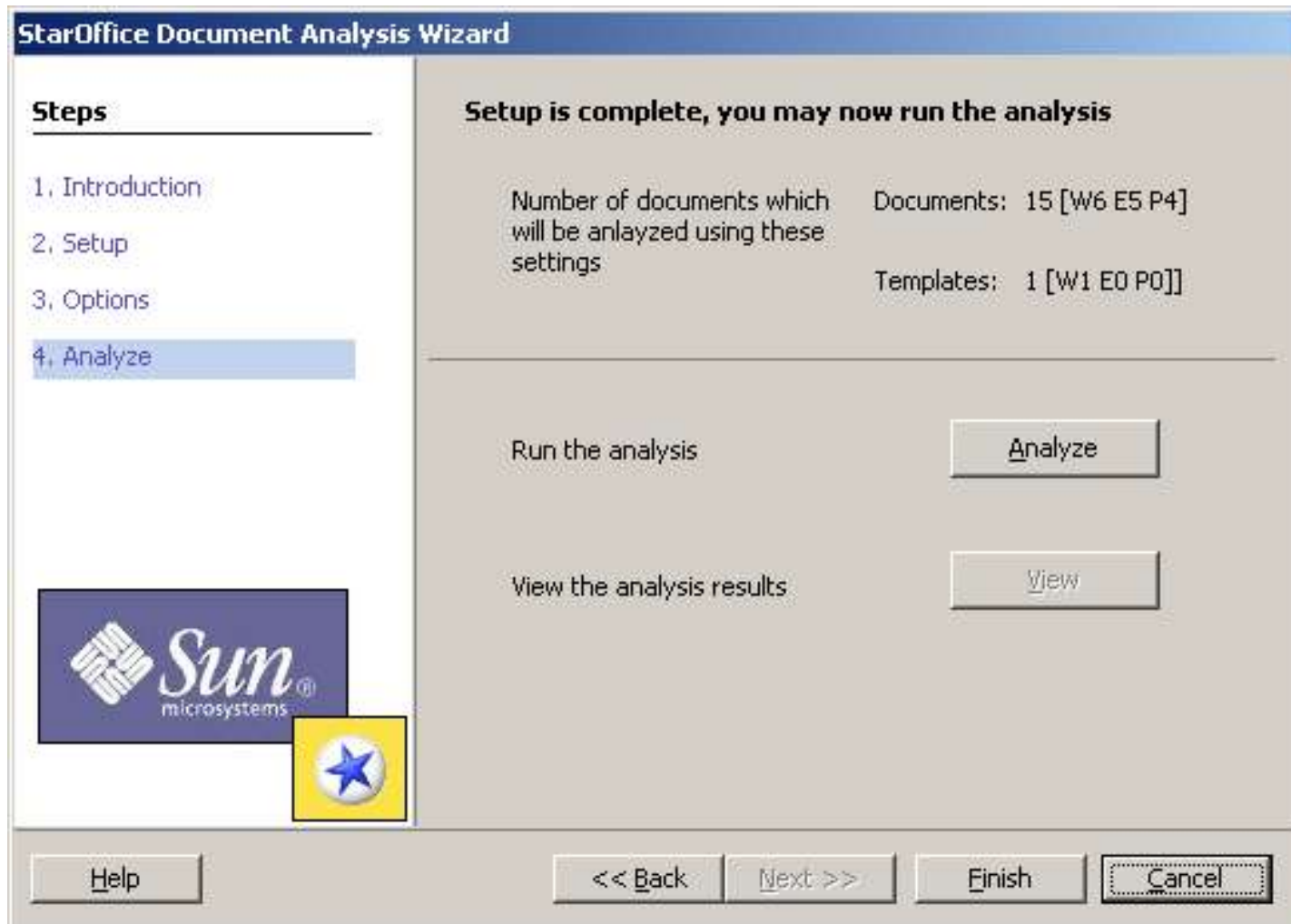
<http://development.openoffice.org>

# Migration Help from Sun

- Migration Guide
- Educational, Support and Professional Services from Sun:
  - Migration Planning and Assessments
  - Document Conversion, Customization, Integration
  - Training & User Support
- Growing Number of StarOffice Migration Partners

**StarOffice**  
Migration Partner

# Soon available: Migration Assessment Tools



# Soon available: Macro Migrations Tools

Excel

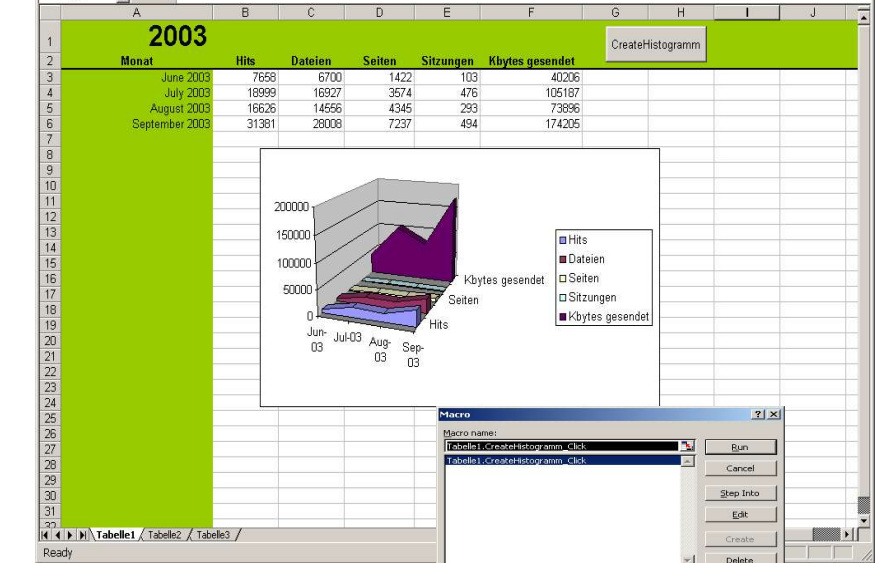
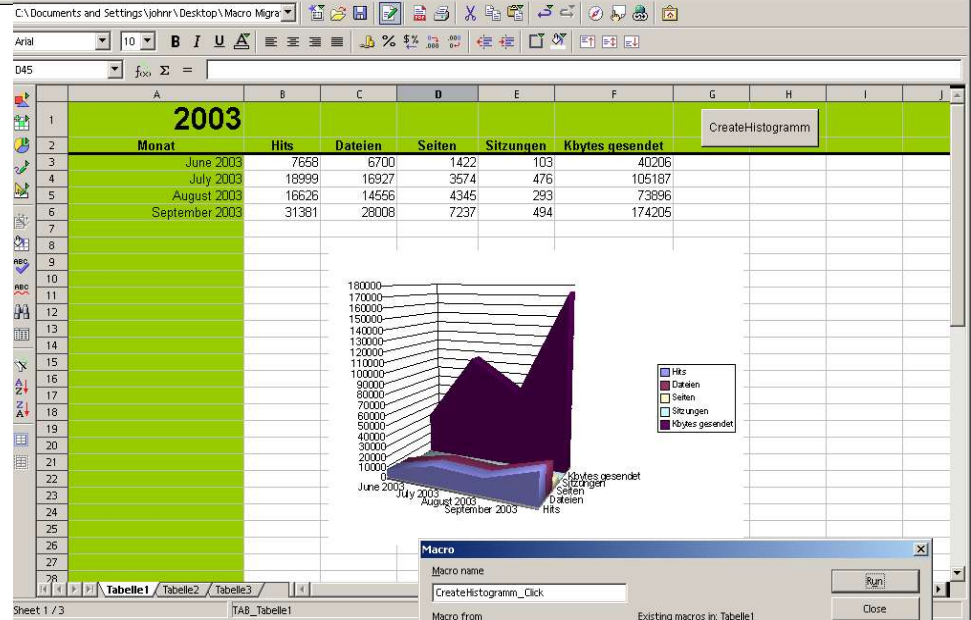
StarOffice  
Calc

```

BASIC - ChartsDemo.sxc.Standard - StarOffice 7
[ChartsDemo.sxc].Standard
Const xlChartLocation xlLocationAsObject = 2&
Const xlChartType_xl3DArea = -4098&
Sub CreateHistogram_Click()
Charts.Add()
ActiveChart.ChartType = xlChartType_xl3DArea
'ActiveChart.ChartType = xl3DBarClustered
ActiveChart.setSourceData(Sheets.Item("Tabelle1").Range("A2:F6"))
End
    
```

```

ChartsDemo.xls - Tabelle1 (Code)
CreateHistogramm
Click
Sub CreateHistogramm_Click()
Charts.Add
ActiveChart.ChartType = xl3DArea
'ActiveChart.ChartType = xl3DBarClustered
ActiveChart.SetSourceData Source:=Sheets("Tabelle1").Range("A2:F6")
ActiveChart.Location Where:=xlLocationAsObject, Name:="Tabelle1"
    
```



Macro dialog box showing the macro name 'Tabelle1.CreateHistogramm\_Click' and buttons for Run, Cancel, Step Into, Edit, Create, Delete, and Options.

Macro dialog box showing a list of macros in 'Tabelle1', including 'CreateHistogramm\_Click', with buttons for Run, Close, Assign, Edit, Delete, Organizer, and Help.

# Linux Distributions including OpenOffice.org



**Novell.**





# A familiar environment

## The Sun Java™ Desktop System



- StarOffice Office Suite
- Web Browser
- Email Client
- Calendar Client
- GNOME Desktop
- Linux OS
- Management Tools
- Provisioning Tools
- Development Tools

# Remote Desktop Takeover



# User Configuration Management

APOC Manager - Web Browser

Console | Version | Policy Packages | Log Out | Help

**APOC Manager**  
User: jmonroe Server: linux

Users | Hosts

Organization Tree | Policy Repository

ApocDemo > Staff

Search

Staff (3 Items)

Filter: All Items

Name	Type	Actions
Customer Care Centre (CCC)	Organization	View
Marketing	Organization	View
Monroe, Jason (jmonroe)	User	View

Policies | Policy Groups

Policies > Mozilla 1.4 > Appearance > General

## General - Marketing

Save Reset

The Appearance General preferences panel allows you set components that you want to use when you start up Mozilla

Startup Options    Toolbar View

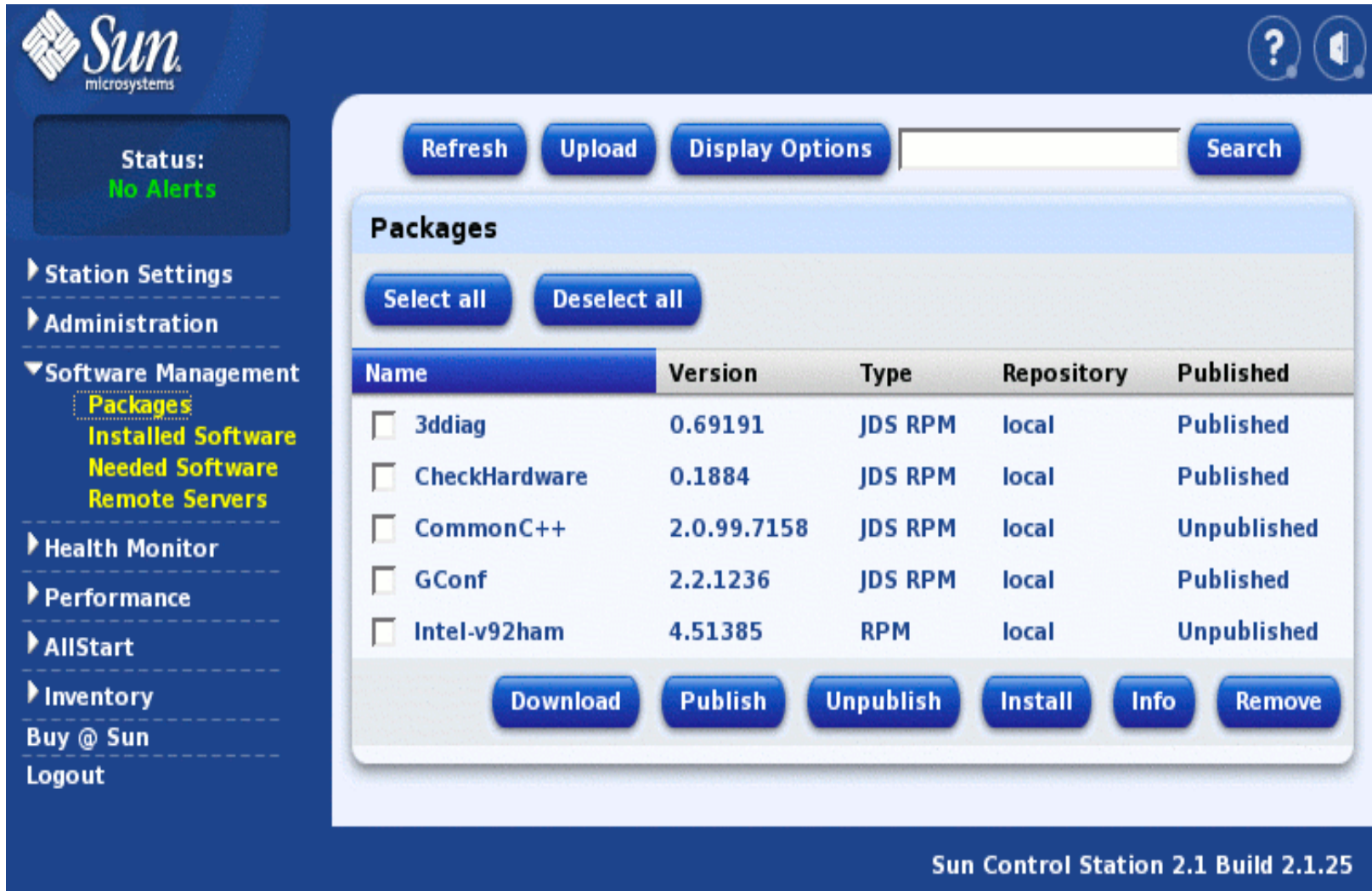
Report...

Startup Options (3 Items)

— Policy Actions —

<input checked="" type="checkbox"/>	Status	Name	Value
<input type="checkbox"/>		Open Navigator	<input checked="" type="checkbox"/> Enable
<input type="checkbox"/>		Open Composer	<input type="checkbox"/> Enable
<input type="checkbox"/>		Open Mail and Newsgroups	<input type="checkbox"/> Enable

# Software Provisioning



The screenshot shows the Sun Control Station 2.1 Build 2.1.25 interface. On the left is a navigation sidebar with the Sun logo and a status box indicating 'No Alerts'. The main area features a 'Packages' table with columns for Name, Version, Type, Repository, and Published. Below the table are buttons for 'Download', 'Publish', 'Unpublish', 'Install', 'Info', and 'Remove'. The top of the main area includes 'Refresh', 'Upload', 'Display Options', a search input, and a 'Search' button.

**Status:**  
No Alerts

- Station Settings
- Administration
- Software Management
  - Packages**
    - Installed Software
    - Needed Software
    - Remote Servers
  - Health Monitor
  - Performance
  - AllStart
  - Inventory
- Buy @ Sun
- Logout

Refresh Upload Display Options Search

**Packages**

Select all Deselect all

Name	Version	Type	Repository	Published
<input type="checkbox"/> 3ddiag	0.69191	JDS RPM	local	Published
<input type="checkbox"/> CheckHardware	0.1884	JDS RPM	local	Published
<input type="checkbox"/> CommonC++	2.0.99.7158	JDS RPM	local	Unpublished
<input type="checkbox"/> GConf	2.2.1236	JDS RPM	local	Published
<input type="checkbox"/> Intel-v92ham	4.51385	RPM	local	Unpublished

Download Publish Unpublish Install Info Remove

Sun Control Station 2.1 Build 2.1.25

# MS Exchange Alternatives



**SUSE LINUX**  
Openexchange Server 4.1

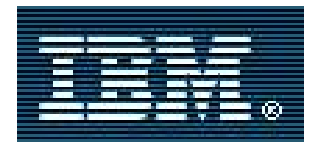


**OpenGroupware.org**



**Sun Java Enterprise System**

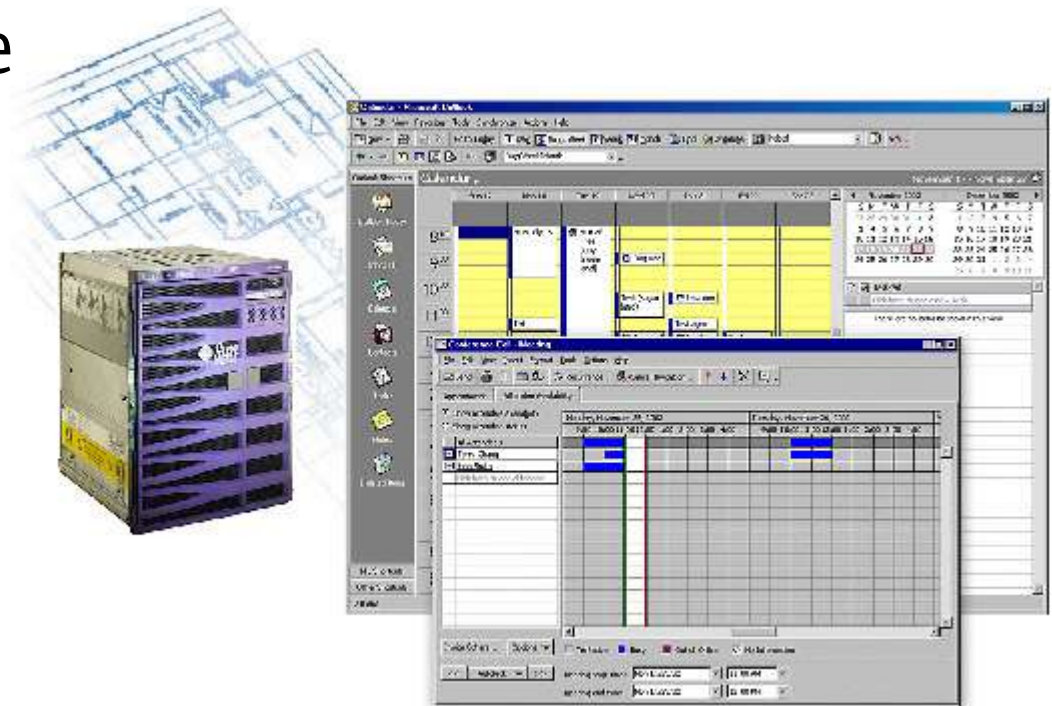
**Lotus Domino**



# Enterprise Messaging Consolidation

Half the Cost of Microsoft Exchange Deployments

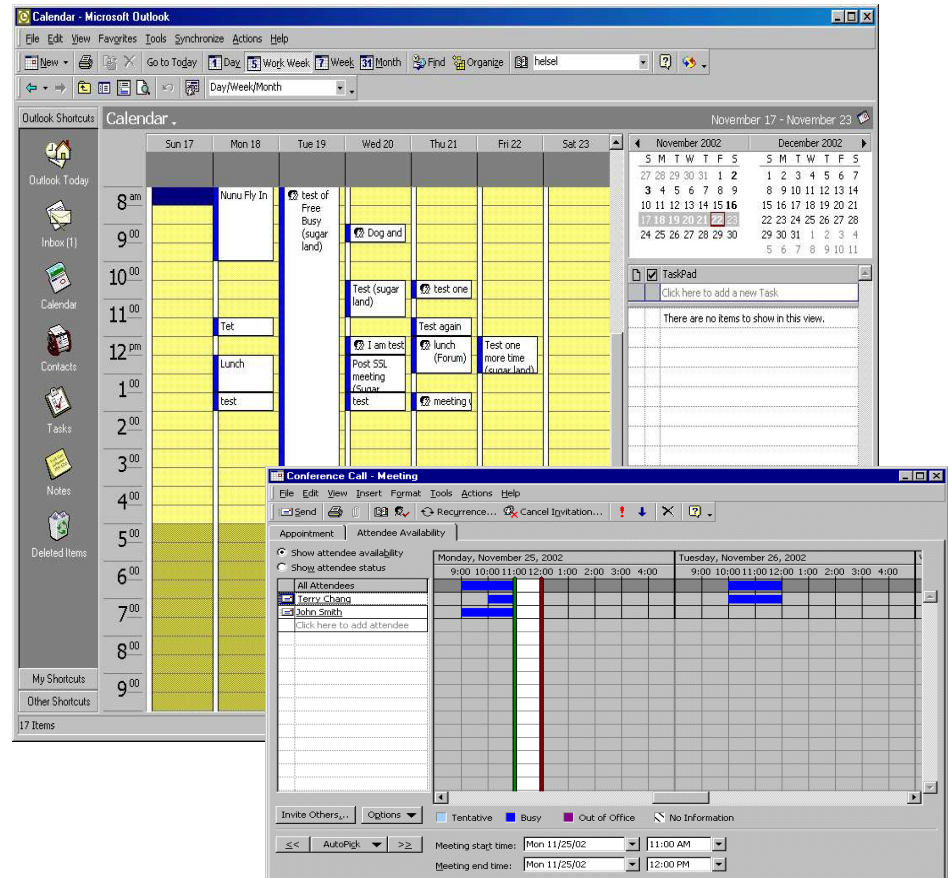
- Outlook Compatible
- Email and Shared Folders
- Group Calendaring and Scheduling
- Instant Messaging



# From 400 Servers to 4: Schlumberger Limited

## Results

- \$3M Annual Savings
- Consolidated 400 Servers to 4



# Thin Client Solutions





# More Security and lower Costs through Ultra-Thin Clients



Examples:

- Information Displays at Airport Dusseldorf
- City of Treuchtlingen
- A growing number of military facilities

# US Department of Defense

## JICPAC: Joint Intelligence Center Pacific

### Results

- \$100M: 5-year Savings
- Average of 5 PCs Per User to a Single Sun Ray™ Client
- Meets Trusted Computing Deployment Criteria

Before



After



# Desktop Hardware Bundles



**Microtelinc**  
*Computer Systems*

**WAL★MART®**  
ALWAYS LOW PRICES. *Always.*



# Content/Document Mgmt.

 **SOFTWARE AG**  
THE XML COMPANY

**tamino**

  
**FILENET®**

 **DocuPortal**



 **XCOM AG**  
THE SOLUTION PEOPLE

**PROPYLON** 

 **Nuxeo**  
**CPS**  
Collaborative Portal Server

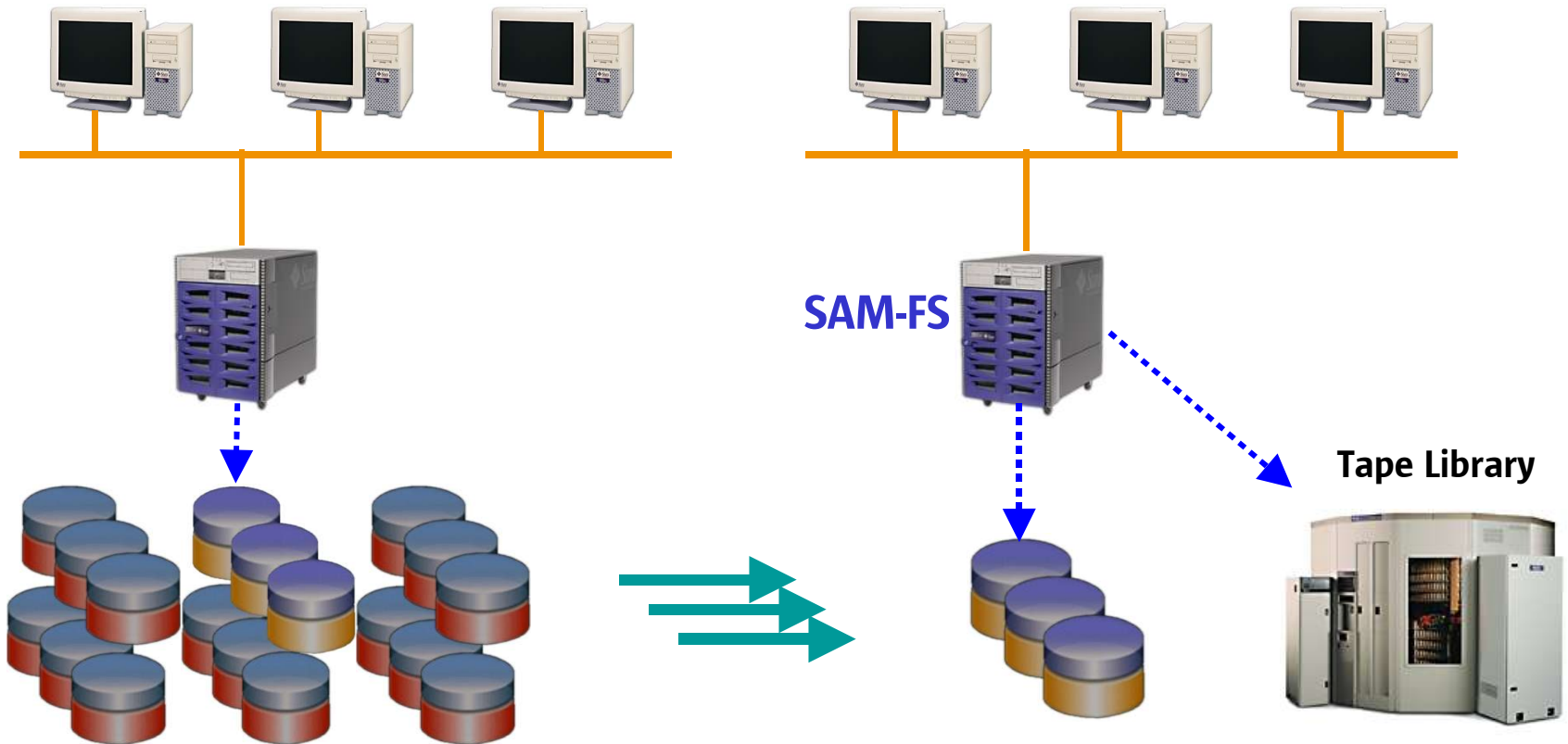
**icoya**

  
TRY IT FREE!  
**FLUIDCMS 4.5**





# Archiving Documents with SAM-FS



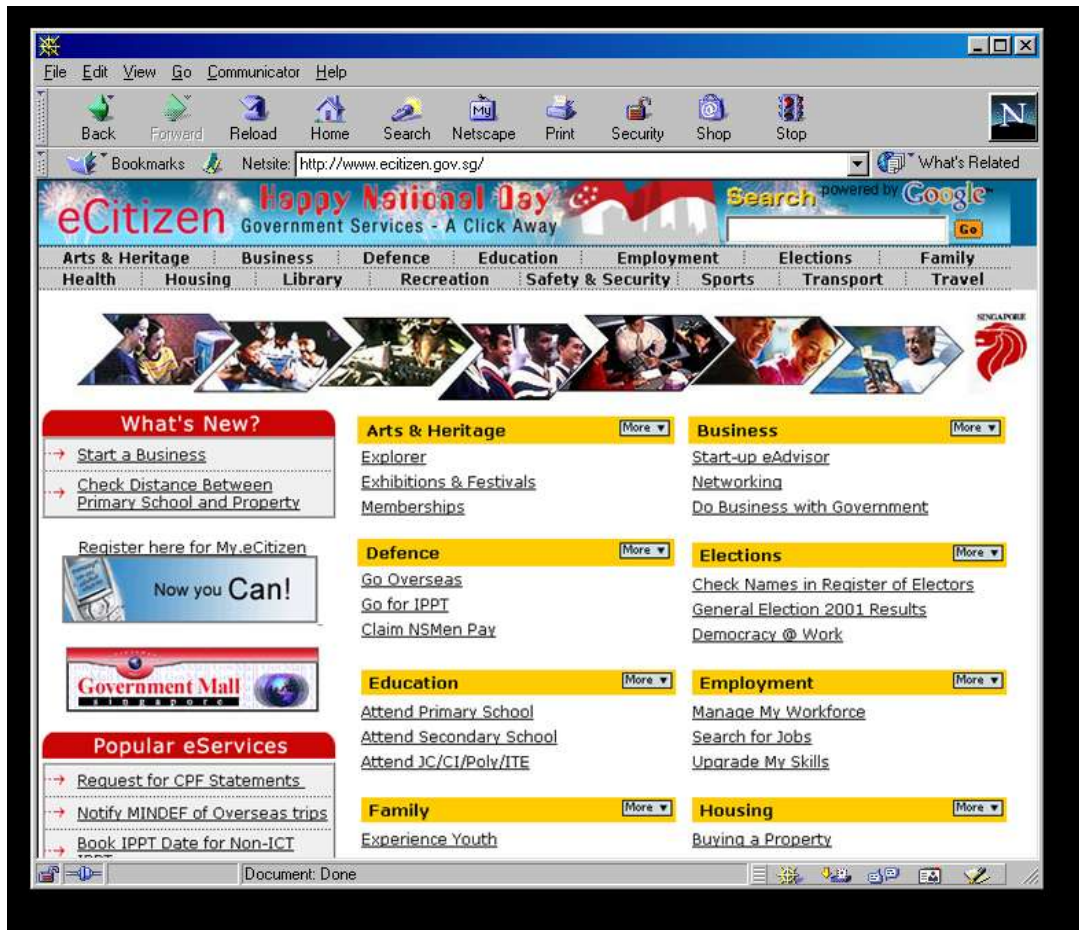
**Before:** Accumulating all data on disk = \$\$\$

**After:** Move infrequently accessed data to tape; transparent to the user = \$

# SAM-FS Archiving Projects

- DLR (= the German “NASA”)
  - Satellite Data and Pictures
- U.S. Army Accessions Command
  - 18 million HR documents per year
- Swedish National Road Association
  - Using SAM-FS to consolidate and manage data about Swedes' parking tickets, registration documents, and drivers licenses

# e-Government Portals: Singapore



## Solution

- Java Enterprise System

# e-Government Portals: State of New Jersey, USA



**my new jersey**

Search

**Logon Channel**

[Log in \(registered users\)](#)

[New user, register here](#)

**Environment**

**Central Delaware Valley Air Quality** [more...](#)

Current **Good** Forecast **Good**

[Weather](#)

[International Weather](#)

[Shore Report](#)

[Boating](#)

[Weather Advisories](#)

[Tide Charts](#)

[Right to Know - Chemical Information](#)

[Water Quality](#)

[Pollen, Mold Spores, Ragweed maps](#)

[UV Reports](#)

**Keeping Healthy**

**West Nile Virus**

Select a health issue:

**Today**

[new jersey open for business](#)

Find services, instructions, employees, resources, data, interactive and downloadable forms that businesses need.

**em@ll Shop Online!**

Visit [eMall New Jersey](#) -- now open for business

**Let's go fishing!**

- Get your license [online](#)
- Tell me [more...](#)

**News Center:**

- ▶ [Acting Governor Bennett Releases State Agency Report on Sustainable State Initiative](#)
- ▶ [Bennett Signs Legislation Establishing Bias Intimidation Crimes](#)
- ▶ [Governor's Radio Message Acting Governor Discusses Services for People with Disabilities](#)
- ▶ [West Nile Virus](#)
- ▶ [Senior Gold](#)

**On the Go!**

Online Registration Renewal

[Motor Vehicle Services](#)

[Inspection Station Facility Publications](#)

Find Geographic Info System

Get bus and train schedules

Find maps and directions

Select an airport:

**NJ State Government**

[NJ State Government](#)

[Governor's Office](#)

[NJ State Legislature](#)

[NJ Judiciary](#)

[Tax Forms](#)

[Online Publications](#)

Document: Done (3,716 secs)

## Solution

- Sun Java System Portal Server

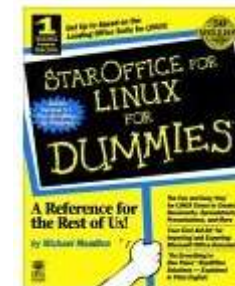
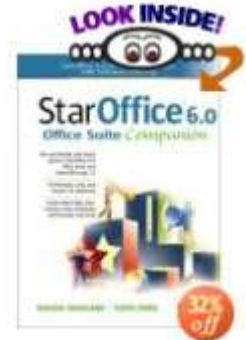
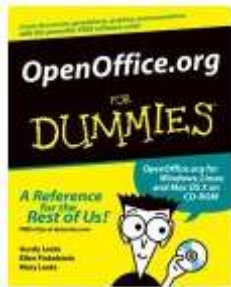


# ERP Integration



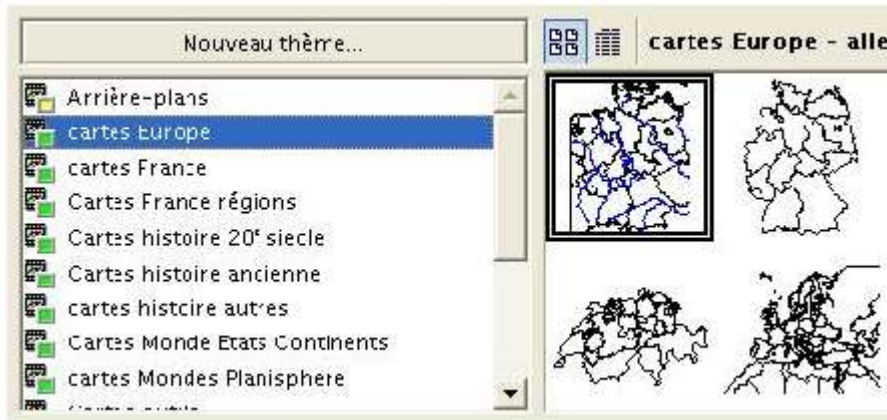
**SAP demo'd a prototype at CeBIT 2004**

# OpenOffice.org Books

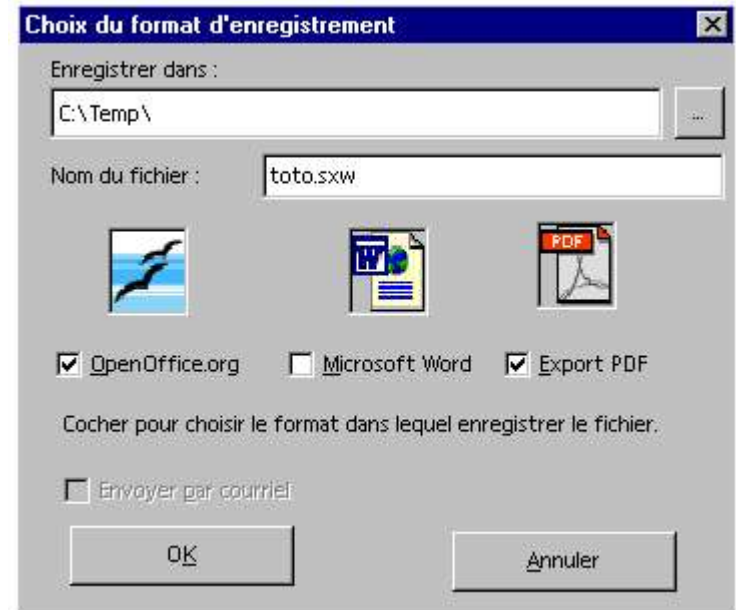


# Free Add-ons

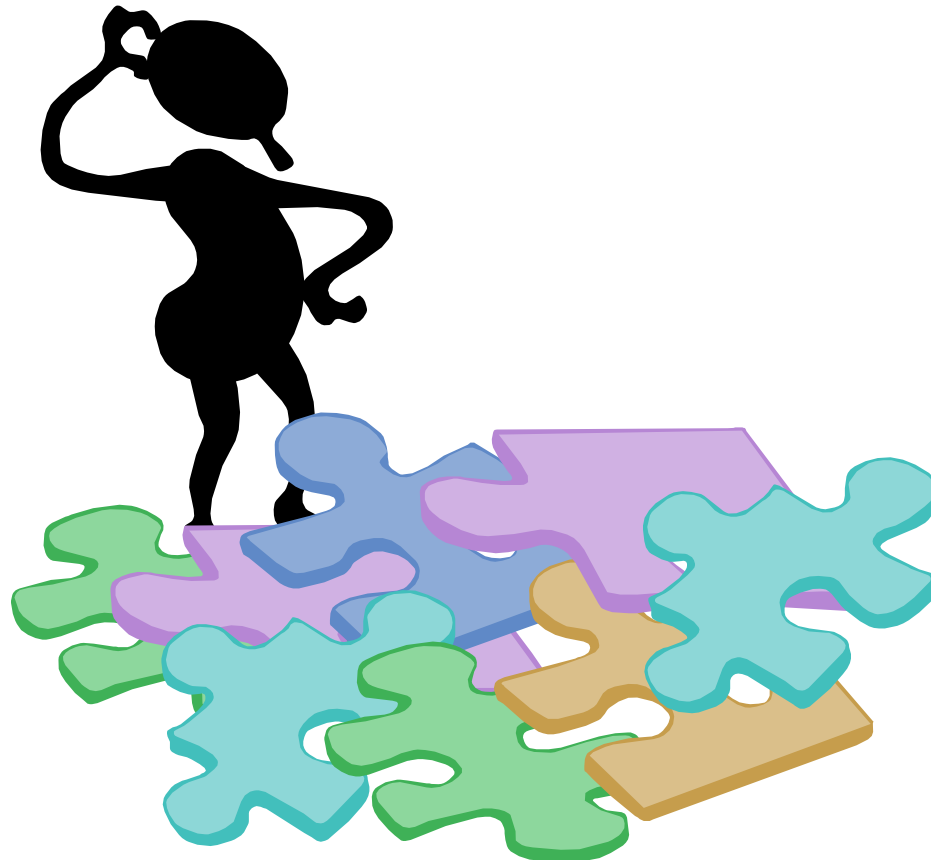
## Cart'OOo



## Multi-Save



# What questions can I answer for you today?



# And at the end

- Try [OpenOffice.org](http://OpenOffice.org)
- Let Sun and other solution providers help you make the right decision

Thank you!



**Commercial Solutions  
based on OpenOffice.org**

Erwin.Tenhumberg@Sun.COM



# OpenOffice.org Derivatives

- SolidOffice ([www.solidoffice.com](http://www.solidoffice.com))
- RedOffice  
([www.ch2000.com.cn/enproduct.htm](http://www.ch2000.com.cn/enproduct.htm))
- MagyarOffice ([www.magyaroffice.hu](http://www.magyaroffice.hu))
- OpenOfficePL ([www.openoffice.com.pl](http://www.openoffice.com.pl))
- Pladao Office  
(<http://pladao.org/index.php?newlang=english>)
- SOT Office ([www.sot.com](http://www.sot.com))

# OpenOffice.org Derivatives

- KaiOffice  
([www.kaisource.com/en/index.html](http://www.kaisource.com/en/index.html))
- Lycoris ProductivityPak  
([www.lycoris.com/products/ppak/](http://www.lycoris.com/products/ppak/))
- MicrostarOffice  
(<http://www.microstaroffice.com/>)
- OfficeTLE  
(<http://www.opentle.org/modules.php?op=modload&name=phpWiki&file=index&pagename=OfficeTLE>)



# OpenOffice.org Derivatives

- Conectiva Office  
(<http://lwn.net/Articles/92525/>)
- Next Office 8  
(<http://www.nextoffice.net/eng/index.php> )

# StarOffice at UIIC

- Migration of 10,000 Desktop PCs
- Saved \$2-\$3 Million
- Saved on licensing, PC upgrades, OS upgrades
- Minimal retraining costs
- Works with existing file formats
- Invests costs savings back into business growth



United India Insurance  
Company Ltd

# Sun lands 500,000 desktop Linux deal

"Signed in conjunction with the newly established **China Standard Software Company, a consortium of Chinese government-supported firms**, the deal could eventually stretch to **500 million desktops, ...**"

<http://www.vnunet.com/News/1149212>

<http://www.idg.com.hk/cw/readstory.asp?aid=20031119007>