

OSS Barriers and Solutions

A case in Korea

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OSS in Korea

Government Sector

- Still early adopter stage
- Partly tried in education sector for the proxy server
- Officially “Linux” is not the standard form

Private Sector

- 60 more % Web servers are Linux based
- “APM(Apache-PHP-MySQL)” is popular terms
- 30,000 mania users

OSS Organization

- Korea Linux Council



Barrier-Solution Outline

	Needs	Barriers	Solution	Benefit
End User	Cost Saving, Ease of Use, No Responsibility	Poor Usability	Technical Innovation by collaboration	Low TCO
Decision Maker	Security, Matured technology	Lack of Credibility	Service & Support by Big Org.	Credible Alternative
Industry	Fair competition	Difficult Business Model	Explore new business model	Local strong SW vendor

OSS

M\$ + Major S.I. Lobby

Final laugh



Poor Usability

- ❑ **Technical Problem : Desktop has long way to go**
 - ❑ **Active X , WMP, OLE, Bank Certification**
 - ❑ **Common component support**

- ❑ **User Friendly?**
 - ❑ **Diverse Interface**
 - ❑ **Unix origin character base manipulation usage**



Credibility

- Big Player?**
 - IBM, SUN, Intel?**
 - RedHat?**
- Proven Platform?**
 - Banking, Airline services, Clustering**
 - Not to be first scapegoat**
- Is it secure? (fear on openness)**



Lack of Business Model

- ❑ How can get the interest from the Super Coder?
 - ❑ Need money to recruit creative programmer to contribute source code
 - ❑ Hackers' community enjoy community activity
- ❑ Publishing and training is only business model?
- ❑ Small and venture company still not reach at BEP, not afford to spend advertisement and promotion



Exposure

- ❑ **Needs government assistance to Cross the Chasm**
 - ❑ **Pre purchase 30,000 desktop Linux (out of 120,000 contract)**
: By Central Procurement Office of Korean Government
 - ❑ **Test buying for “Linux Only PC”**
 - ❑ **Reference Site Building**
 - ❑ **National Computerization Agency’s Case**



Technical Innovation

- ❑ **Develop the common bottlenecked area**
 - ❑ **Component for the OLE like function**
 - ❑ **Multi-language Font set, etc**
- ❑ **Korea Linux Developer's Association will be launched**
 - ❑ www.klda.or.kr
 - ❑ **Asian Linux Developer's Association can be started**
- ❑ **Support Local OSS developer with Govt. Fund**
 - ❑ **Ex: Germany govt's support the KDE**



Standardization

Set the standard in favor of “alternative” not monopolized one

- Groupware to be run without activeX (rather on Java)**
- Standard Linux Browser to be set**
- Upload file to be html or XML format, not doc.**
- Do not point specific Operating system**

Urging National Computer Agency to adopt above request



Certification

- ❑ **End User : Linux Master Certificate Program**
 - ❑ **Started 2002, 4,000 certificate issued**

Cf. Tunisian Government Support model (300 RHCE)

- ❑ **Vendors : Product / Solution Certificate**
 - ❑ **National Computer Test Institute**



User Support

- ❑ **Nation wide Linux Support Center**
 - ❑ **Will be opened year 2003**
- ❑ **IBM Linux Support Center (Opened)**
- ❑ **IBM/Seoul National University Linux Hub Center (Opened)**
- ❑ **Support & Installation Charge (\$45 per incident) for Public Office**
- ❑ **Volunteered service by LUG members**



Industry Support

- Help Powerful Local Vendor**
 - Help VC Funding for the Strong Local Vendors**
 - Pre purchase**
 - Sponsor the product development by giving loan**
 - Locally strong vendors represent its country and do localization**
 - SuSE / Mandrake / Coneptiva / Hancom / RedFlag / Vine**



Korea Linux Council

- 120 more related vendors and government and Universities**
- Partly Sponsored by Government**
- Managing Open Source forum, Seminar**
- Gather all issues and hand in to the government**
- Organize the Linux Expo Korea (Expo & Conference) annually**
- Linux Deployment Case study book publishing**
- Invite Linus Torvalds to the community**