

ABOUT THE OPEN SOLUTIONS ALLIANCE

1 What is the Open Solutions Alliance?

The Open Solutions Alliance (OSA) is a nonprofit, vendor-neutral consortium dedicated to driving adoption of open source business solutions. The OSA will work with open source system integrators, the open source community and business users to improve interoperability among today's stand-alone software products by publishing best practices, promoting standards, and making tools and APIs available.

Increasingly, businesses are looking to benefit from open source above the operating system and middleware layer of the software stack, which is reflected in analyst firm IDC's prediction that the open source software market will grow to \$3 billion by 2009. Analysts are also predicting that a wider portfolio of open source applications will become available this year, prompting more deployments of the software. The OSA recognizes that business users are ultimately seeking solutions suites opposed to stand-alone software products and has formed the Alliance to provide interoperability among open source business-class software products. It will adapt key aspects of the open source development model to build an innovative business model that helps ensure the availability of open source business suites, meets customer requirements and competes with proprietary alternatives.



2 Mission Statement

The OSA is expanding the market for open source business solutions through cooperative action and advocacy that facilitate interoperability, reduce barriers to customer adoption, and increase awareness of the open source alternatives.



3 Goals and Objectives

The OSA will deliver on its mission through the following activities:

- Promoting standards, tools, frameworks and best practices that facilitate easy deployment and interoperability.
- Encouraging the open source developer community to innovate towards enterprise readiness, particularly in the areas of interoperability and integration.
- Delivering joint marketing campaigns designed to raise awareness of open source solutions as viable alternatives, and debunking FUD from proprietary vendors.

4 Who Can Join?

All vendors, individuals and organizations with experience developing, delivering, supporting or integrating open source solutions are invited to join as members of the OSA. Membership confers voting rights and operating responsibility within the OSA, including a resource commitment, but also represents an opportunity to demonstrate thought leadership throughout the industry.



There are several classes of membership tailored for different types of organizations in the open source ecosystem, including product vendors, systems integrators, and open source community organizations including non-profits. For more information on membership criteria, member classifications and how to join, please visit our website.

5 Want to collaborate?

Participate today! Please visit our website at www.OpenSolutionsAlliance.org to join or see what the OSA can do for you. You can also contact us at membership@OpenSolutionsAlliance.org for more information.

6 Thoughts From Our Members

"More and more companies, from small businesses to global enterprise, are turning to open source software stacks for flexible, affordable solutions to their business challenges," said Barry Klawans, OSA spokesperson and chief technology officer at JasperSoft, a market leader in open source business intelligence. "We're inviting all companies developing and using open source software to work together and ensure the availability of turnkey, enterprise-ready solution suites faster and at a fraction of the cost of traditional proprietary alternatives."

7 Thoughts From The Market

"Enterprises want to focus their time and energy on solving business problems for their customers and for themselves, rather than on interoperability and integration issues," said Dave Gynn, director of Enterprise Tools and Frameworks at Optaros, an international consulting and systems integration firm. "The OSA will be a great champion for addressing interoperability issues and lowering other barriers to open source software adoption. This will allow enterprises to remain focused on meeting their business objectives."

