

Ingres Business Open Source – Rising to the open source challenge

The open source opportunity

In the early 1990s, a new type of software began to be widely recognized. Open source software was software developed by a community of developers who shared their products without requiring license fees, eliminating acquisition costs and reducing the total cost of ownership. Open source software was released under its own type of license, the GNU General Public License, and supported by a community, rather than a specific company. By the end of the decade, a large number of open source products were available, and some, such as Linux, were starting to gain some traction in commercial enterprises.

The open source challenge

As enterprises began to look at open source software as a real alternative, two problems loomed. The first problem was that open source projects did not have a specific company standing behind them. If something went wrong, an open source user had to depend on an amorphous user community, rather than having a phone number to call for a steady avenue for support. To address this issue, a number of open source companies, such as Red Hat, were formed to offer a more persistent and reliable support interface for Linux.

A second challenge sprung from the simple fact that open source software was all relatively new. An enterprise can only base their mission-critical systems on tried and tested software. The process of arriving at this level of robustness is time consuming – a year to wait for the first maintenance release, another year to develop applications to test the functionality of the release, and two years of running applications against the open source software to insure that the entire stack was reliable. Although the open source model results in rapid development cycles, complex open source software, like databases, was still too new to trust.

Business Open Source

Enter the concept of Business Open Source, as pioneered by Ingres Corporation. Ingres Corporation coupled the business advantages provided by the open source model with the crucial robustness offered by standard closed source enterprise products.

Business advantages

Business Open Source provides a number of advantages, stemming from the basic concept of the open source model. These advantages provide more than just initial cost savings – the business open source model provides a more rational method to own and use software.

- **Lower cost of acquisition.** Since there is no license fee for open source software, there is no acquisition cost. You get an immediate return on your investment, as well as lower total cost of ownership.
- **Transparency.** Business Open Source has a straightforward subscription model. You get enterprise support on an annual basis. If you use more Business Open Source software, you pay more. If you use less, you pay less.

- **Shared risk.** Traditional closed source vendors ask you to pay for a license up front, before you have accomplished anything with their products. Your investment means you take all the risk. If the closed source software works for you, you get the privilege of paying additional fees for support and maintenance. Since there are no acquisition costs for Business Open Source, you only pay for these products when you use them. The risk is shared between you, the customer, and the Business Open Source vendor.

Technical advantages

Business Open Source couples the business advantages of the open source model with enterprise-level technology, which provides you with the features and robustness you need.

- **Proven technology.** Ingres Business Open Source is based on the Ingres database, a database that has been used in mission-critical environments for more than twenty years. Ingres, working with our customers, has proven the capability of Business Open Source to support organizations of all sizes.

- **World class support.** Ingres has been supporting our products for more than twenty years, and the people in our support organization have an average of 10 years experience with Ingres. Our support organization has the background to support you through your whole life cycle of development and deployment, quickly and efficiently.
- **The features you need.** There is no license charge for Business Open Source, so Ingres has no incentive to add excessive features to sell you new licenses. Our software gives you the features you need without complicating our products with additional functionality to support our business model. The sharp focus of our Business Open Source products makes these products easier to install and maintain, without compromising on essential functionality.

Ingres Business Open Source is a unique solution, designed to give you the economic advantages of the open source model without forcing you to accept a product or support organization that is less than enterprise strength.

*Ingres Business Open Source –
Meeting the challenge of open source.*

INGRES®

Ingres Corporation

500 Arguello Street, Suite 200

Redwood City, CA 94063

Tel: (650) 587-5500 Email: info@ingres.com

www.ingres.com