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StarOffice Migration
- within the scope of TCO and ROI -

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„ The launch of StarOffice is hardly the end of Microsoft Office. But we think it marks the slipping point – the point at which Microsoft's Office franchise loses its air of invulnerability, just as IBM's mainframe franchise did in the 80s."

„ Sun Chips Away at Microsoft Office", Illuminata, Inc., June 2002, www.illuminata.com

„ Microsofts Office Anwender sind upgrade müde ....
- Bei rund 45 Prozent der Unternehmen, vor allem kleineren und
mittleren Betrieben, stößt der Microsoft-Vertrieb mit einem neuen Office
wohl auf Granit: Die Verantwortlichen wollen ihre Text- und
Tabellenverarbeitung überhaupt nicht mehr modernisieren"

Giga Group, 10.02.03, www.silicon.de

Agenda

- **Why StarOffice/OpenOffice?**

- **Saving Potentials / Opportunities**

- **Efforts**

- **Cost Types**

- **Examples TCO And ROI**

- **Conclusion**
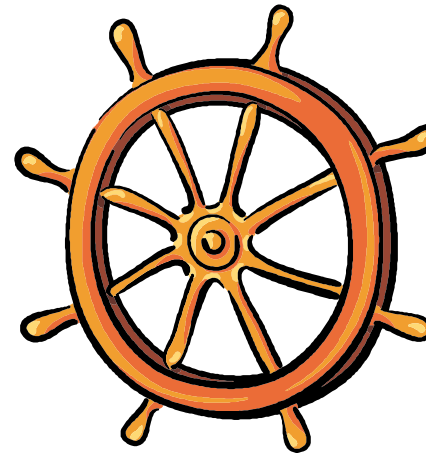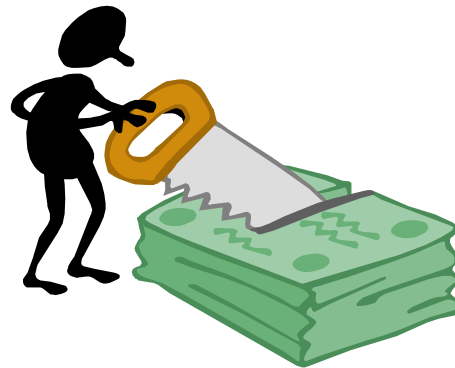
Why StarOffice / OpenOffice?

Why StarOffice?

- **Save money**
  - today
  - and in the future

- **Be open**
  - be ready for the open standards of the future
  - layer model with standard interfaces
    vs.
    case optimized software-solutions with closed architectures

- **Feel FREE**
  - in office solutions and in operating systems
  - decrease your state of dependency to a monopolist
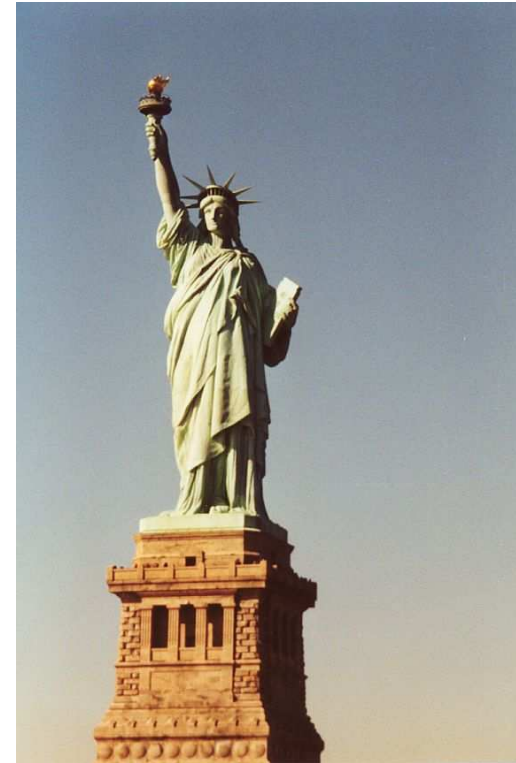
Saving Potentials
- Opportunities -

Saving Potentials I

- **Advantageous license model for StarOffice 6.x**
  - 25 – 85 € per user
  - Business Edition: 5 installation per user incl.
  - OpenOffice for free

- **Less maintenance charges for StarOffice 6.x**
  - ~ 10% of purchase price per year
  - M$ ~ 34%

- **Less license fees for alternative operating systems**
  - **Support for heterogenous platforms**
    - **Solaris**, **Linux**, **Windows** 9x/NT/W2K/XP
    - Add. support via OpenOffice projects,
      e.g.: Irix, MacOS, etc.

Saving Potentials II

- **Reduce administration efforts**
  - Redesign client/server architectures possible
  - "zero admin" thin client architectures
  - new groupware solutions
    - Citrix, Tarantella, HOBlink
    - Ximian Mailsystem, SunONE

- **„ Soft" facts**
  - growing distribution through Linux
  - great popularity by students and private households
  - *cheap legal* and powerful home office solution

Efforts

Efforts

- **Feasibility study**
  - technical
  - financial break even

- **Keep up compatibility of teams, business units, divisions and partners**
  - who needs both: legacy office and StarOffice licenses?
  - is the bundled PDF-Writer (SO Rel. 6.1) sufficient, or do we need another (Adobe)?
  - additional knowledge for old and new office software for the it-service teams

- **Costs for migration of existing templates**
  - **converting templates in StarOffice format**
    - amount of docs and their complexity
    - VBA macros to StarBasic

Efforts

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- **Integration of StarOffice in 3rd party applications**
  - development costs (internal, external)
  - ERP (e.g.: SAP), RDBMs
  - Support of SO or OO integration by 3rd party vendors?!

- **Workflow adjustments**
  - interfaces / exchange of documents and data between associates, business partner, ...

- **Deployment**
  - planning, testing
  - software management
    - installation, distribution
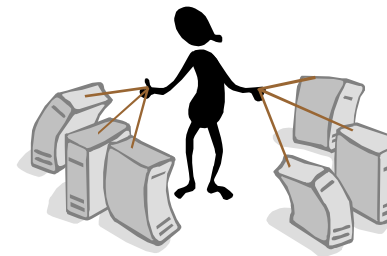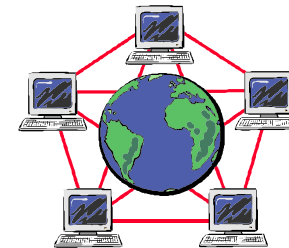
Efforts

- **Internal marketing**
  - create acceptance for the new environment among your colleagues
  - cut up the whole project in several single ones
  - start with the easiest one to show success
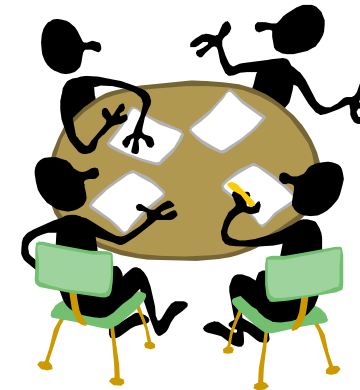
- **Education**
  - user („normal", „power", developper, ...)
  - it-supporter

Cost Types
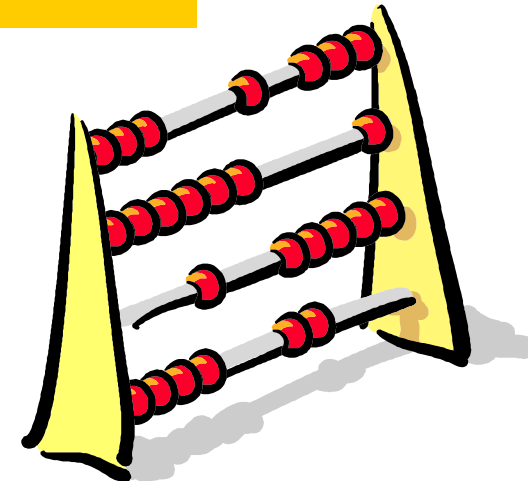
Cost Types

- **Investments in license fees**

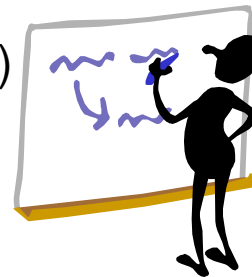- **Maintenance**

- **Education**

- **Deployment**

- **Migration**

Costs

- **Different license models**
    - MS offers a wide range of possibilities
    - StarOffice depends on amount of licenses

- **Use of StarOffice instead of OpenOffice**
    - investment security
    - license fee (Germany)
        - StarOffice: 25 € - 80 €   (depends on amount)
        - MS Office: 300 € - 700 €   (depends on amount and model!)

- **Quantity of seats to be licensed**
    - MS:
        - office license s. a.
        - work at home license ~200 €
    - SO:
        - business edition incl. 5 installations p. p.
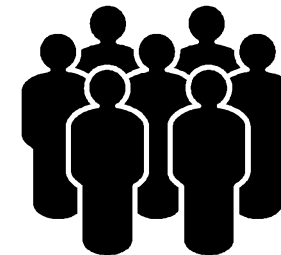
Costs

Software maintenance MS-Office / StarOffice

- StarOffice: ~ 10% annual of full price
- MS-Office: ~ 34% annual of full price
  depends on license model

Education

- „ normal" MS-user to StarOffice: 1,5 day
- „ normal" MS-user Office97 to Office XP: 1 day
- "power" user and developper: ~ 8 days p.p.
  (resp. for macros, StarBasic, Java, ...)
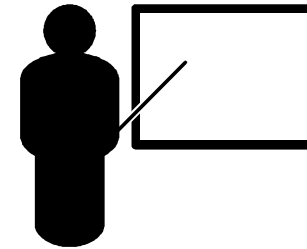
Costs

- **Efforts for migration [#days]**
  - conceptional plannings
  - testing
  - developping
  - migrating existing docs and templates
  - VBA macro reengineering
  - integration of SO in 3rd party software
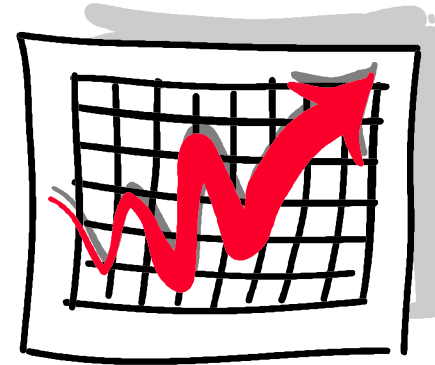
  - Usually, this is what rises the costs extremly!

- **Estimate the amount of time you will need to migrate**
  - **€ /hr. for internal employees or external consultants**
    - 40 – 90 €/hr. employee
    - 90 – 150 €/hr. external consultant

    But, how do you know about?

Costs

- **Make a *migration study***
  - technical and financial feasibility study
    - get your issues for a k.o.!
    - understand the complexity and quantity of your mission
  - cost and risc estimation
  - basis for management decisions

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Examples
For
TCO / ROI
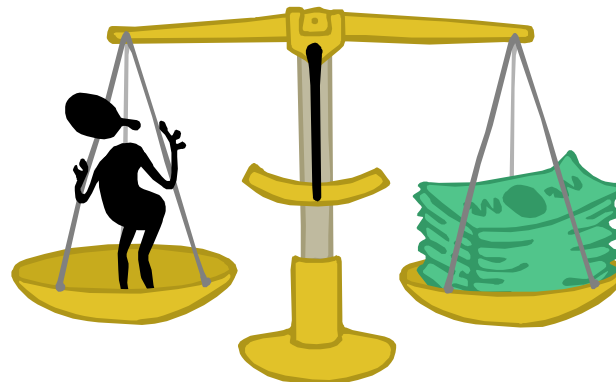
Simplified Example

- **Company with 200 seats to be licensed**
- **Decision between new purchase of MS- or StarOffice**
- **incl. maintenance fee**
- **incl. costs for migration**

Costs
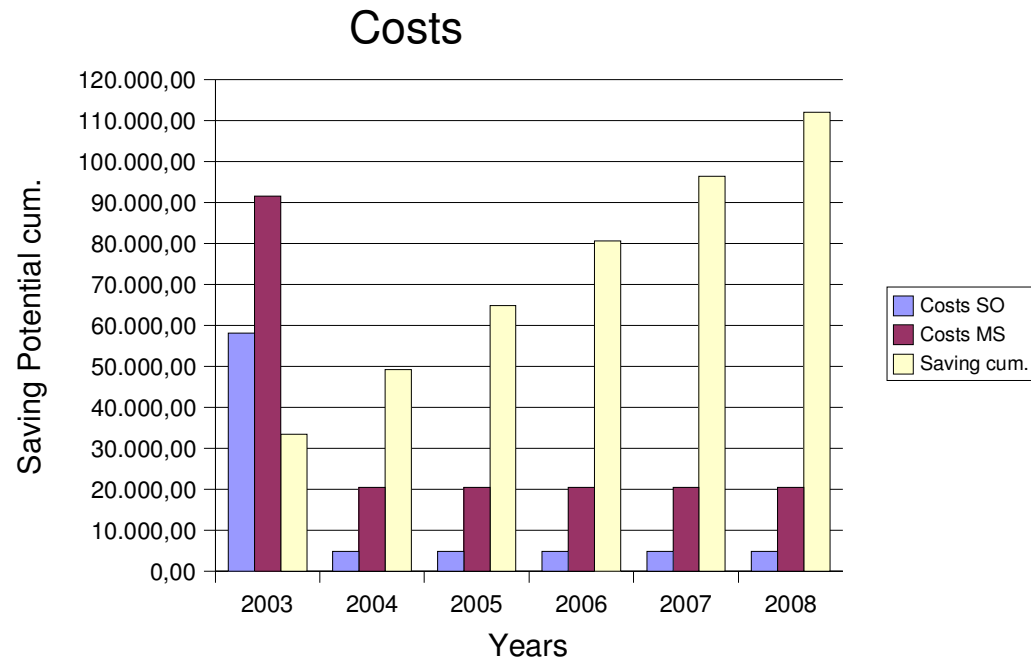
Calculation Details

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Workplaces

Department	# MS existing	# SO only	# MS+SO
Marketing	5	0	5
Sales int.	20	15	5
Sales ext.	50	48	2
Logistics	10	10	0
Store	8	8	0
Res.+Dev.	15	13	2
Secretary	5	0	5
CallCenter	50	50	0
Other	40	35	5
Total	**203**	**179**	**24**

TCO

Year	Costs SO	Costs MS	Saving cum.
2003	58.152,00	91.654,50	33.502,50
2004	4.872,00	20.604,50	49.235,00
2005	4.872,00	20.604,50	64.967,50
2006	4.872,00	20.604,50	80.700,00
2007	4.872,00	20.604,50	96.432,50
2008	4.872,00	20.604,50	112.165,00

Single Saves	50.470,00
Save in maintenance / year:	15.732,50

Costs	MS-Office License	StarOffice License
License	350,00	60,00
Maint. / year	101,50	12,00

€ employee/day	400,00
€ consultant/day	1.200,00

Single Efforts	# Days	Costs
Converting Documents	15	300,00
Integration Development	20	24.000,00
Education	5	6.000,00
Deployment	6	2.400,00
Total		**32.700,00**

Costs

TCO/ROI: Manufacturer (200)

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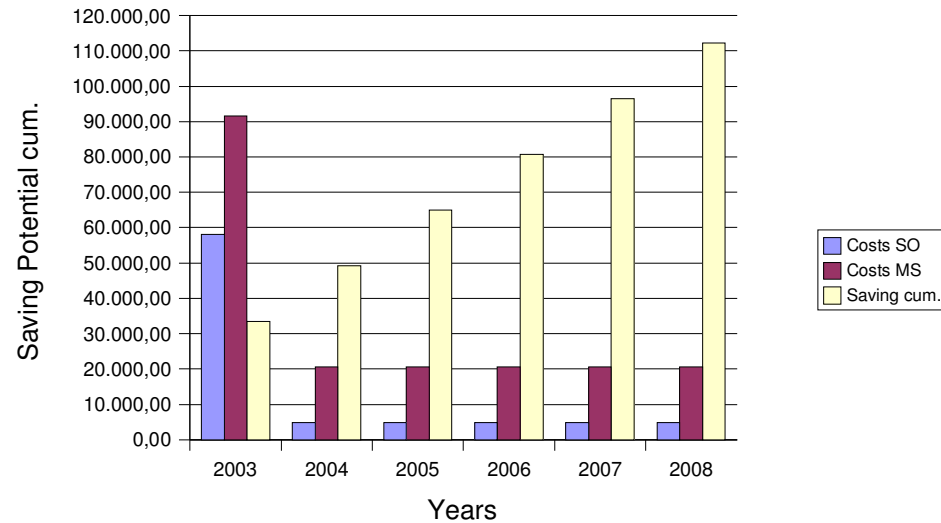
Parameter:

# Workplaces		200
Licenses	Euro	
StarOffice		57
MS-Office Upgrade		190
MS-Office new License		350
Maint./Assurance	Euro	
StarOffice		24
MS-Office		102
Personnel Costs	Euro	
Employee		500
Consultant ext.		1000
Education		
Training MS-Office [day]		0,5
Training SO [day]		1,0
Employee to be trained		50%
Participant/Track		10
Trainer int./ext.		80%
PowerUser		5%
# Days PowerUser		5,0
Migration	Man day	
new MS-Office-Version		10
StarOffice		50
Deployment/Roll-Out	Man day	
MS-Office		6
StarOffice		6

Variants:	New Buy MS	Buy+Ass. MS	StarOffice
StarOffice-Migration	-	-	x
Purchase MS-O 1. year	x	x	-
Upgrade MS-O 1. year	-	-	
Buy MS-O every N years	4	-	-
Software Assurance	-	x	x
Upgrade every N years	-	3	3

Costs Types:	New Buy MS	Buy+Ass. MS	StarOffice
Trainer	5.850	5.850	8.700
Training Employees	48.750	48.750	72.500
New License Fee	70.000	70.000	11.400
Upgrade MS-O 1. year	0	0	0
Renewal/Maintenance	0	20.300	4.800
Deployment	3.000	3.000	3.000
Migration	5.000	5.000	50.000

Costs / year:	New Buy MS	Buy+Ass. MS	StarOffice
2003	132.600	152.900	150.400
2004	0	20.300	4.800
2005	0	20.300	4.800
2006	0	82.900	62.400
2007	132.600	20.300	4.800
2008		20.300	4.800

Costs cumulated:	New Buy MS	Buy+Ass. MS	StarOffice
2003	132.600	152.900	150.400
2004	132.600	173.200	155.200
2005	132.600	193.500	160.000
2006	132.600	276.400	222.400
2007	265.200	296.700	227.200
2008	265.200	317.000	232.000

Extra Charge MS-Office:	33.200	85.000	0
Extra Charge / Year:	5.533	14.167	0

TCO cumulated

Legend:
- New Buy MS
- Buy+Ass. MS
- StarOffice
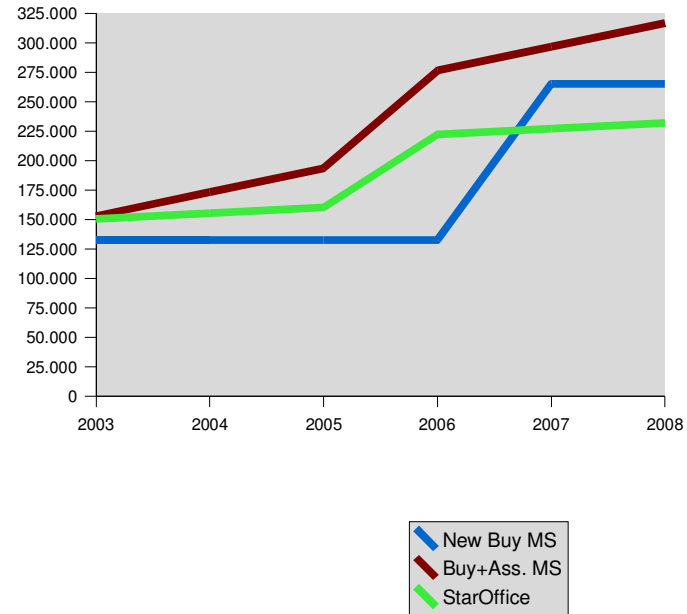
TCO/ROI: Assurance (500)

Parameter:

# Workplaces		500
Licenses	Euro	
StarOffice		54
MS-Office Upgrade		190
MS-Office new License		350
Maint./Assurance	Euro	
StarOffice		23
MS-Office		115
Personnel Costs	Euro	
Employee		500
Consultant ext.		1000
Education		
Training MS-Office [day]		0,5
Training SO [day]		1,0
Employee to be trained		50%
Participant/Track		10
Trainer int./ext.		80%
PowerUser		5%
# Days PowerUser		5,0
Migration	Man day	
new MS-Office-Version		30
StarOffice		180
Deployment/Roll-Out	Man day	
MS-Office		15
StarOffice		15

Variants:	New Buy MS	Buy+Ass. MS	StarOffice
StarOffice-Migration	-	-	x
Purchase MS-O 1. year	x	x	-
Upgrade MS-O 1. year	-	-	
Buy MS-O every N years	4	-	-
Software Assurance	-	x	x
Upgrade every N years	-	3	3

Costs Types:	New Buy MS	Buy+Ass. MS	StarOffice
Trainer	14.625	14.625	21.750
Training Employees	121.875	121.875	181.250
New License Fee	175.000	175.000	27.000
Upgrade MS-O 1. year	0	0	0
Renewal/Maintenance	0	57.500	11.500
Deployment	7.500	7.500	7.500
Migration	15.000	15.000	180.000

Costs / year:	New Buy MS	Buy+Ass. MS	StarOffice
2003	334.000	391.500	429.000
2004	0	57.500	11.500
2005	0	57.500	11.500
2006	0	216.500	170.500
2007	334.000	57.500	11.500
2008		57.500	11.500

Costs cumulated:	New Buy MS	Buy+Ass. MS	StarOffice
2003	334.000	391.500	429.000
2004	334.000	449.000	440.500
2005	334.000	506.500	452.000
2006	334.000	723.000	622.500
2007	668.000	780.500	634.000
2008	668.000	838.000	645.500

	New Buy MS	Buy+Ass. MS	StarOffice
Extra Charge MS-Office:	22.500	192.500	0
Extra Charge / Year:	3.750	32.083	0

TCO cumulated

Legend:
- New Buy MS
- Buy+Ass. MS
- StarOffice
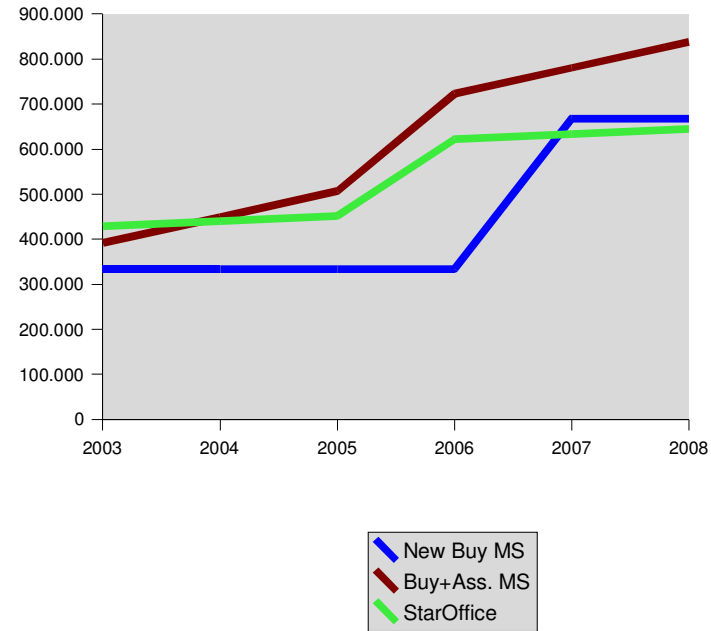
TCO/ROI: Manufacturer (2000)

Parameter

# Workplaces		2000
Licenses	Euro	
StarOffice		45
MS-Office Upgrade		0
MS-Office new License		330
Maint./Assurance	Euro	
StarOffice		14
MS-Office		109
Personnel Costs	Euro	
Employee		500
Consultant ext.		1000
Education		
Training MS-Office [day]		0,5
Training SO [day]		1,0
Employee to be trained		50%
Participant/Track		10
Trainer int./ext.		80%
PowerUser		5%
# Days PowerUser		3,0
Migration	Man day	
new MS-Office-Version		50
StarOffice		250
Deployment/Roll-Out	Man day	
MS-Office		15
StarOffice		15

Variants:	New Buy MS	Buy+Ass. MS	Ass. MS	StarOffice
StarOffice-Migration	-	-	-	x
Purchase MS-O 1. year	x	x	-	-
Upgrade MS-O 1. year	-	-	-	-
Buy MS-O every N years	4	-	-	-
Software Assurance	-	x	x	x
Upgrade every N years	-	3	3	3

Costs Types:	New Buy MS	Buy+Ass. MS	Ass. MS	StarOffice
Trainer	46.500	46.500	46.500	75.000
Training Employees	387.500	387.500	387.500	625.000
New License Fee	660.000	660.000	0	90.000
Upgrade MS-O 1. year	0	0	0	0
Renewal/Maintenance	0	217.800	217.800	27.000
Deployment	7.500	7.500	7.500	7.500
Migration	25.000	25.000	25.000	250.000

Costs / year:	New Buy MS	Buy+Ass. MS	Ass. MS	StarOffice
2003	1.126.500	1.344.300	225.300	1.074.500
2004	0	217.800	217.800	27.000
2005	0	217.800	217.800	27.000
2006	0	684.300	684.300	493.500
2007	1.126.500	217.800	217.800	27.000
2008		217.800	217.800	27.000

Costs cumulated:	New Buy MS	Buy+Ass. MS	Ass. MS	StarOffice
2003	1.126.500	1.344.300	225.300	1.074.500
2004	1.126.500	1.562.100	443.100	1.101.500
2005	1.126.500	1.779.900	660.900	1.128.500
2006	1.126.500	2.464.200	1.345.200	1.622.000
2007	2.253.000	2.682.000	1.563.000	1.649.000
2008	2.253.000	2.899.800	1.780.800	1.676.000

Extra Charge MS-Office:	577.000	1.223.800	104.800	0

TCO cumulated

Legend:
- New Buy MS
- Buy+Ass. MS
- Ass. MS
- StarOffice
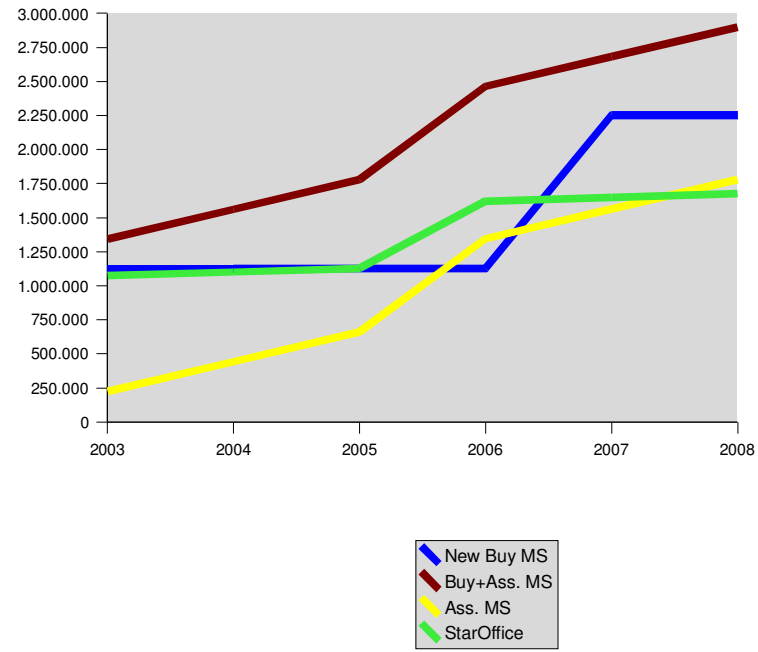
TCO/ROI
Impact of personnel efforts

Parameter

# Workplaces		500
Licenses	Euro	
StarOffice		54
MS-Office Upgrade		190
MS-Office new License		340
Maint./Assurance	Euro	
StarOffice		23
MS-Office		112
Personnel Costs	Euro	
Employee		500
Consultant ext.		1000
Education		
Training MS-Office [day]		0,5
Training SO [day]		1,0
Employee to be trained		50%
Participant/Track		10
Trainer int./ext.		80%
PowerUser		5%
# Days PowerUser		5,0
Migration	Man day	
new MS-Office-Version		20
StarOffice		50
StarOffice		150
StarOffice		300

Deployment/Roll-Out	Man day	
MS-Office		15
StarOffice		15

Variants:	Buy+Ass. MS	SO 50	SO 150	SO 300
StarOffice-Migration	-	x	x	x
Purchase MS-O 1. year	x	-	-	-
Upgrade MS-O 1. year	-			
Buy MS-O every N years	-	-	-	-
Software Assurance	x	x	x	x
Upgrade every N years	3	3	3	3

Costs Types:	Buy+Ass. MS	SO 50	SO 150	SO 300
Trainer	14.625	21.750	21.750	21.750
Training Employees	121.875	181.250	181.250	181.250
New License Fee	170.000	27.000	27.000	27.000
Upgrade MS-O 1. year	0	0	0	0
Renewal/Maintenance	56.100	11.500	11.500	11.500
Deployment	7.500	7.500	7.500	7.500
Migration	10.000	50.000	150.000	300.000

Costs / year:	Buy+Ass. MS	SO 50	SO 150	SO 300
2003	380.100	299.000	399.000	549.000
2004	56.100	11.500	11.500	11.500
2005	56.100	11.500	11.500	11.500
2006	210.100	165.500	165.500	165.500
2007	56.100	11.500	11.500	11.500
2008	56.100	11.500	11.500	11.500

Costs cumulated:	Buy+Ass. MS	SO 50	SO 150	SO 300
2003	380.100	299.000	399.000	549.000
2004	436.200	310.500	410.500	560.500
2005	492.300	322.000	422.000	572.000
2006	702.400	487.500	587.500	737.500
2007	758.500	499.000	599.000	749.000
2008	814.600	510.500	610.500	760.500

Extra Charge MS-Office:		0	304.100	204.100	54.100
Extra Charge / Year:		0	50.683	34.017	9.017

Need For Migration Study

Parameter

# Workplaces	500
Licenses	Euro
StarOffice	54
MS-Office Upgrade	190
MS-Office new License	340
Maint./Assurance	Euro
StarOffice	23
MS-Office	112
Personnel Costs	Euro
Employee	500
Consultant ext.	1000
Education	
Training MS-Office [day]	0,5
Training SO [day]	1,0
Employee to be trained	50%
Participant/Track	10
Trainer int./ext.	80%
PowerUser	5%
# Days PowerUser	5,0
Migration	Man day
new MS-Office-Version	20
StarOffice	50
StarOffice	150
StarOffice	300

Deployment/Roll-Out	Man day
MS-Office	15
StarOffice	15

TCO cumulated

Legend:
- Buy+Ass. MS
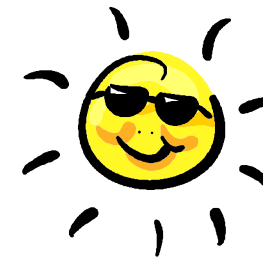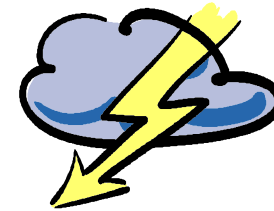- SO 50
- SO 150
- SO 300
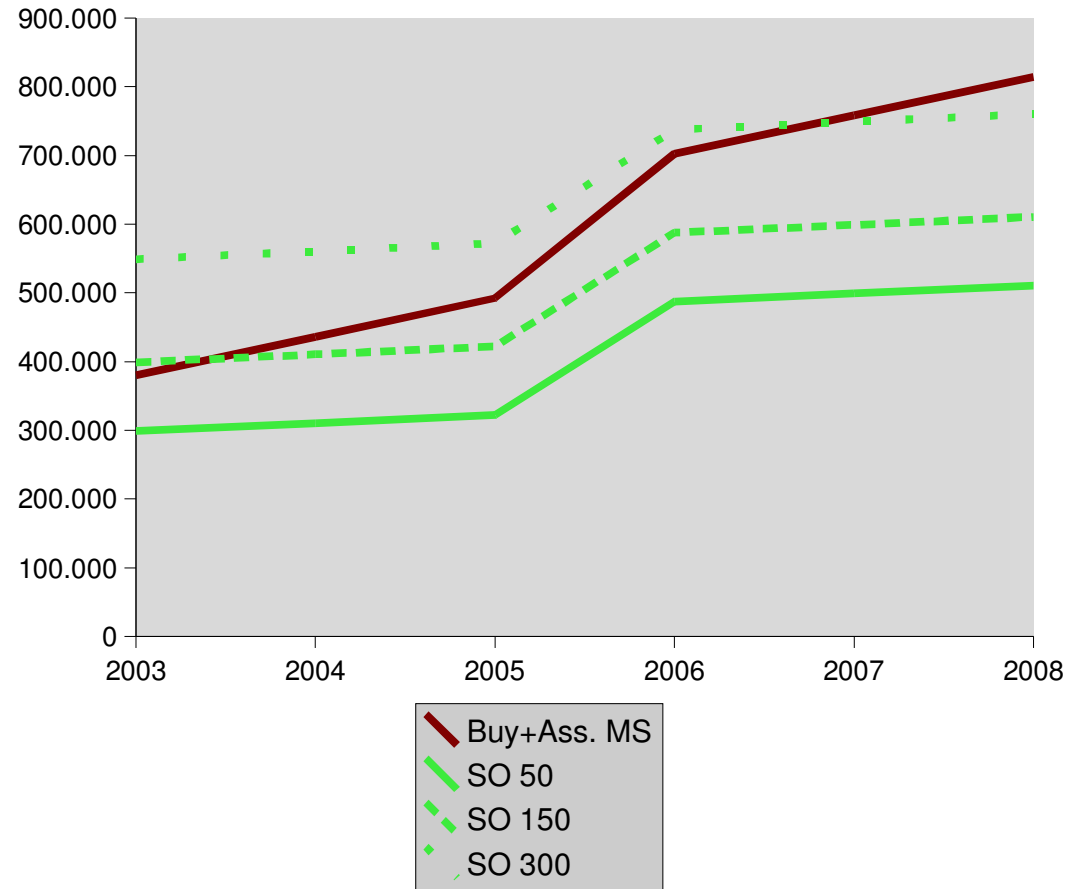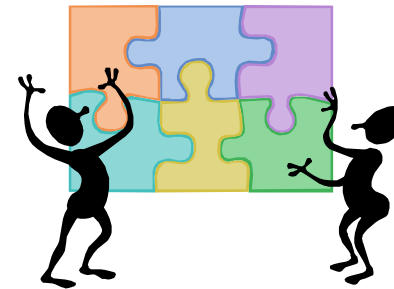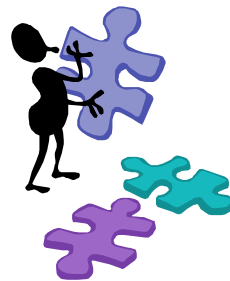
Conclusion

Conclusion

- ***StarOffice Migration***
  an opportunity and challenge at the same time

- **Need for a *Migration Study***
  - technical and financial feasibility study
    - get your issues for a k.o.!
    - minimize your risc
    - understand the complexity and quantity of your mission
  - cost and risc estimation
  - basis for management decisions

- **Don't forget the worth of Linux or Unix**
  - consolidation of application server?
  - new disaster recovery and high availability architectures?

Thanks For Your Attention !!

Questions?

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