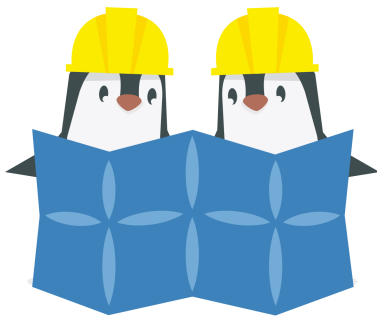




The OpenChain Industry Standard in Action

Using the DIS 5230 International Standard in a typical sales and procurement workflow quickly identifies which companies are aligned around industry-wide open source compliance best practices and which companies are not.

DIS 5230 Provides Context For Situations Involving Suppliers



A company puts out a call for tender to various suppliers.

This call for tender includes a provision allowing or explicitly requesting for open source components to be used in the solution proposed.

Two supplier companies offer proposals including open source components.

One supplier is offering the open source components using an non-DIS 5230 set of terms and open source compliance measures.

The other supplier is offering the open source components using the terms of the DIS 5230 industry standard.

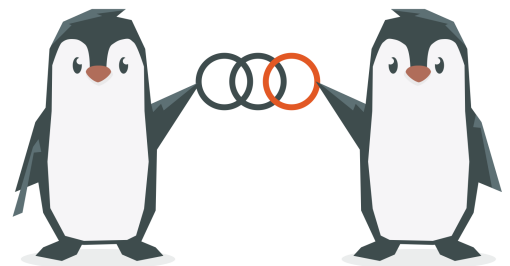
A Simple Decision

The company's procurement department is faced with the choice of accommodating an unique approach to receiving open source components or a best practices methodology applied broadly in the market.

Relying on a tested and widely utilized industry standard like DIS 5230 eases the process of negotiation and facilitates trust in the appropriateness of the methodology without an in-depth evaluation of an individual supplier-specific approach and therefore reduces risks and required time and efforts.

If non-compliance with open source requirements is identified, the customer and supplier can work towards a shared solution using the processes identified by the DIS 5230 International Standard.

Furthermore, in any sequence of transactions involving more than one company, the DIS 5230 International Standard will additionally save time and resources.



Draft Pending ISO Number