



## Eclipse Members Teleconference Call

### December 18, 2007

11:30am EST, 8:30am PST, 5:30pm CET  
Toll Free North America - 866 362 7064  
International - +1 613 287 8000  
Participant Passcode - 187860#

# Agenda



- Executive Directors Report
- Project Update
- Marketing Update
- New Member Introductions:
  - Misys
  - Innovations
  - Protecode
- Q&A

# Agenda



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## Executive Director Report Q4/2007

Mike Milinkovich

December 18, 2007

# Agenda



- Welcome to New Members
- Download Stats
- Financials
- Board of Director Update
- Q4 Activities
- Looking Ahead
- Member Satisfaction Survey
- EclipseCon 2008 Update

# Welcome to New Members to date in 2007 Q4



- Add-in Providers

- Innovations
- Misys International Banking
- Toshiba
- froglogic
- Aptana
- ANCiT Consulting (India)
- Gerdhart Consulting
- empolis
- Research In Motion
- Protecode

- Associate Members

- Star Standard
- Manchester University
- Clemson University
- CWI

# The Members of Eclipse



- 168 members
  - 19 Strategic Members
- 897 committers, representing 50+ organizations

## Strategic Members





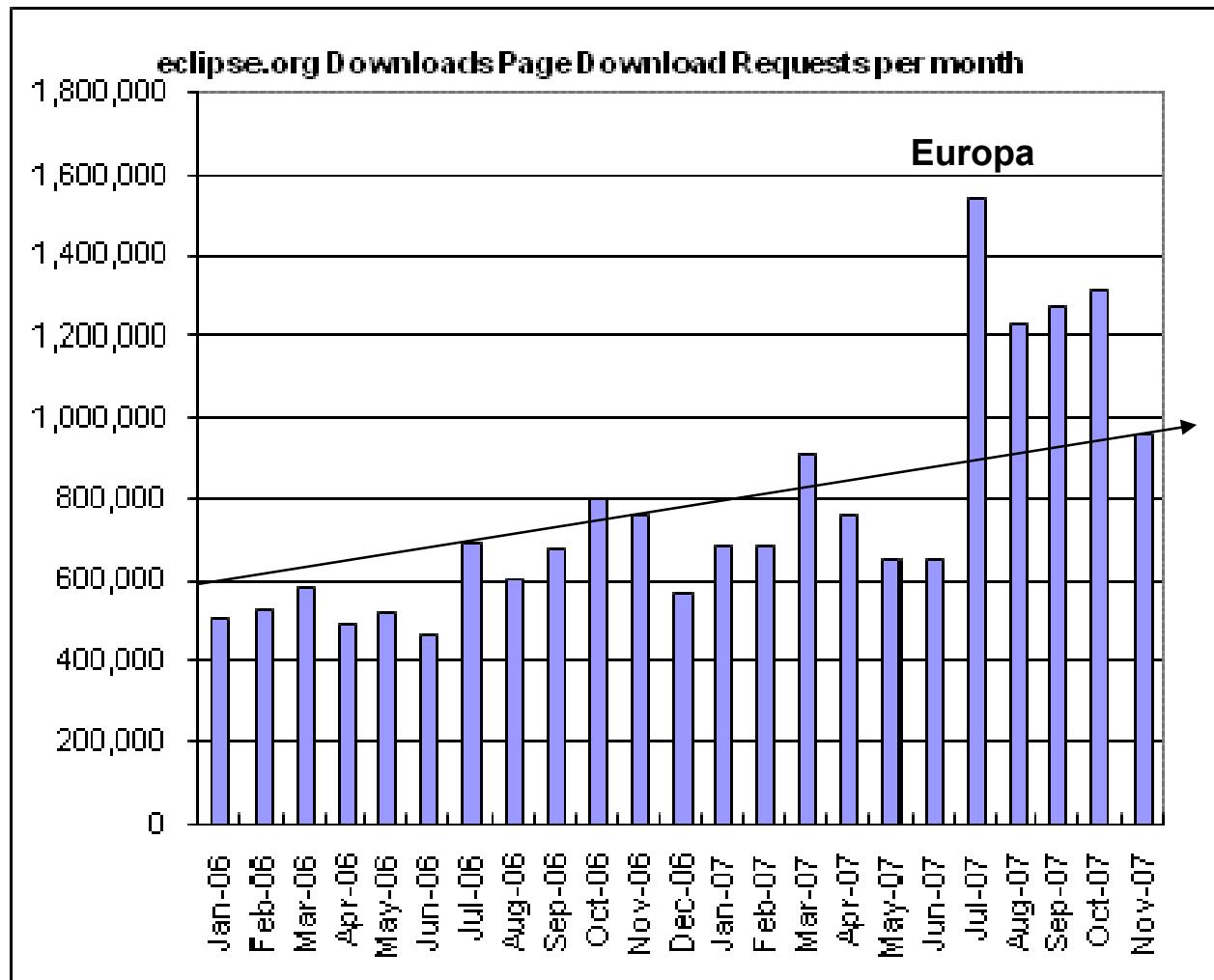
December 18, 2007. © and Confidential to Eclipse Foundation and Membership at Large



## Download Stats

December 18, 2007. © and Confidential to Eclipse Foundation and Membership at Large

# SDK Download Requests

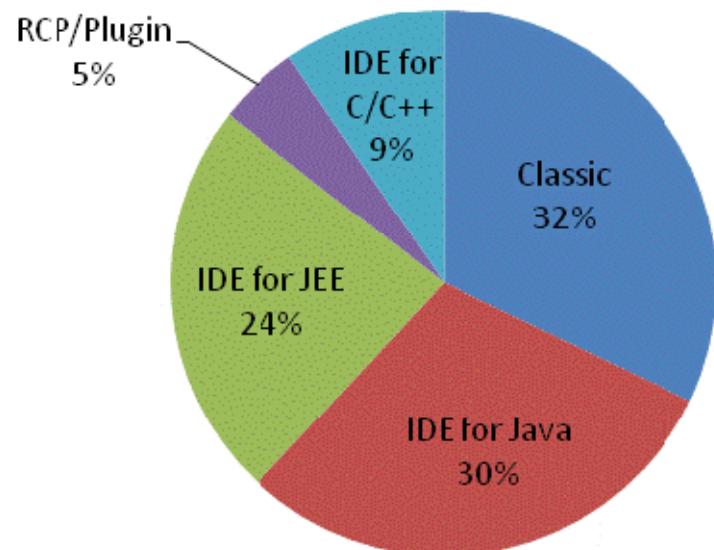


- Suspect spike partly due to people downloading multiple packages
- A very clear positive regression, even factoring multiple downloaders

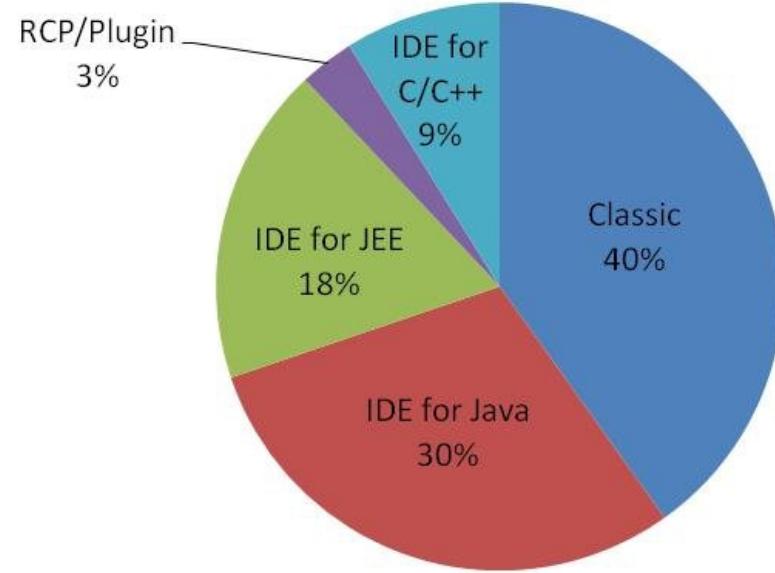
# SDK Download Requests – By Package



eclipse.org Downloads Page Download Requests by Package for August, 2007

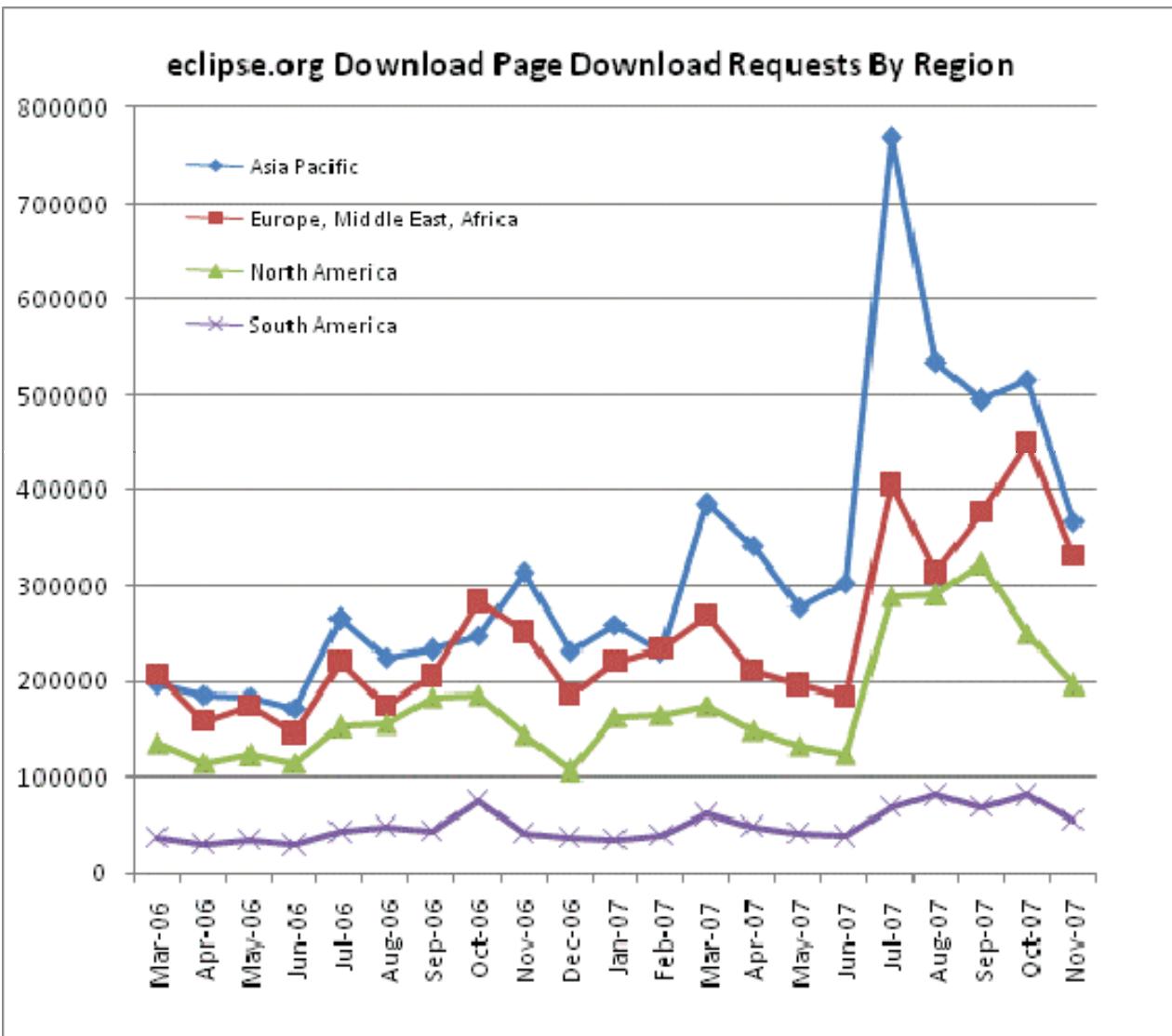


eclipse.org Downloads Page Download Requests by Package for November, 2007



- Classic download % increases, appears to be partly related to “deep linking” in foreign countries. I.e., China, German language sites tend to link to Classic package download more than others.

# SDK By Region By Month

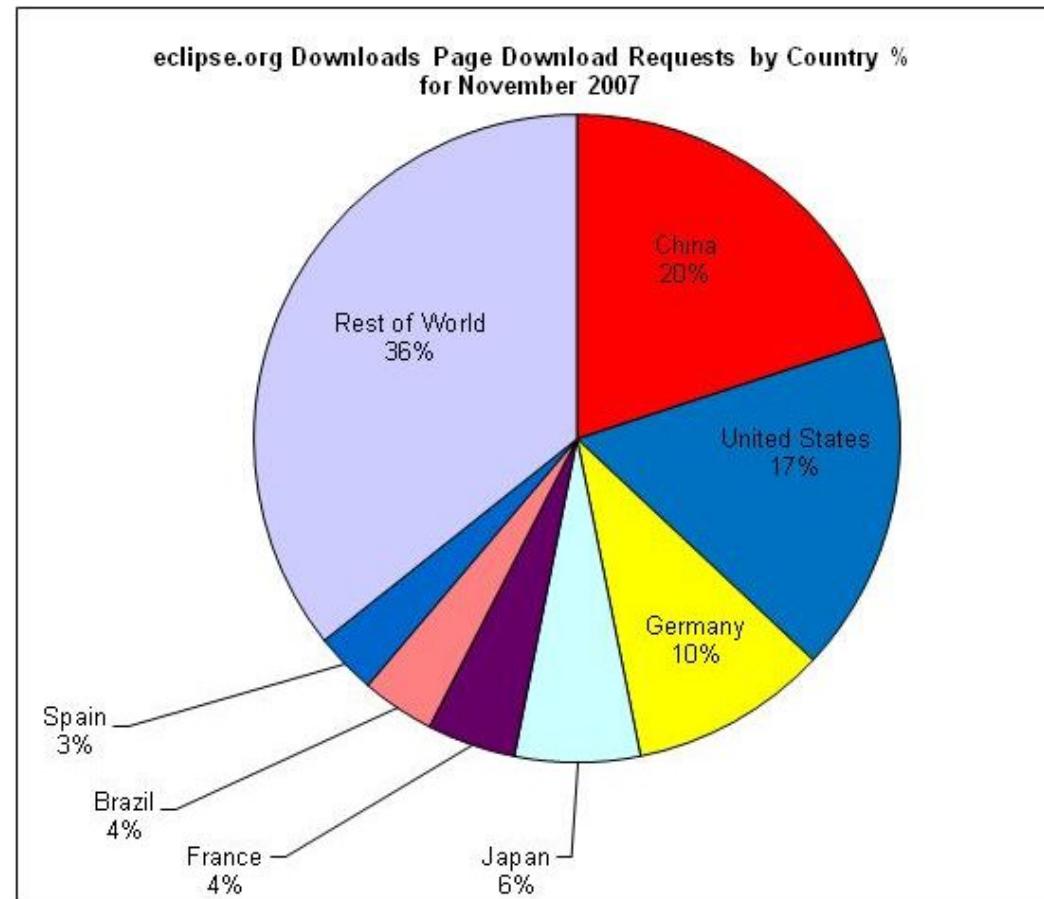


- First glance makes it look like APAC had outrageous growth with Europa.
- Look again! North America spiked 2.3x between June/July and APAC 2.5x. – i.e., consistent global trends.

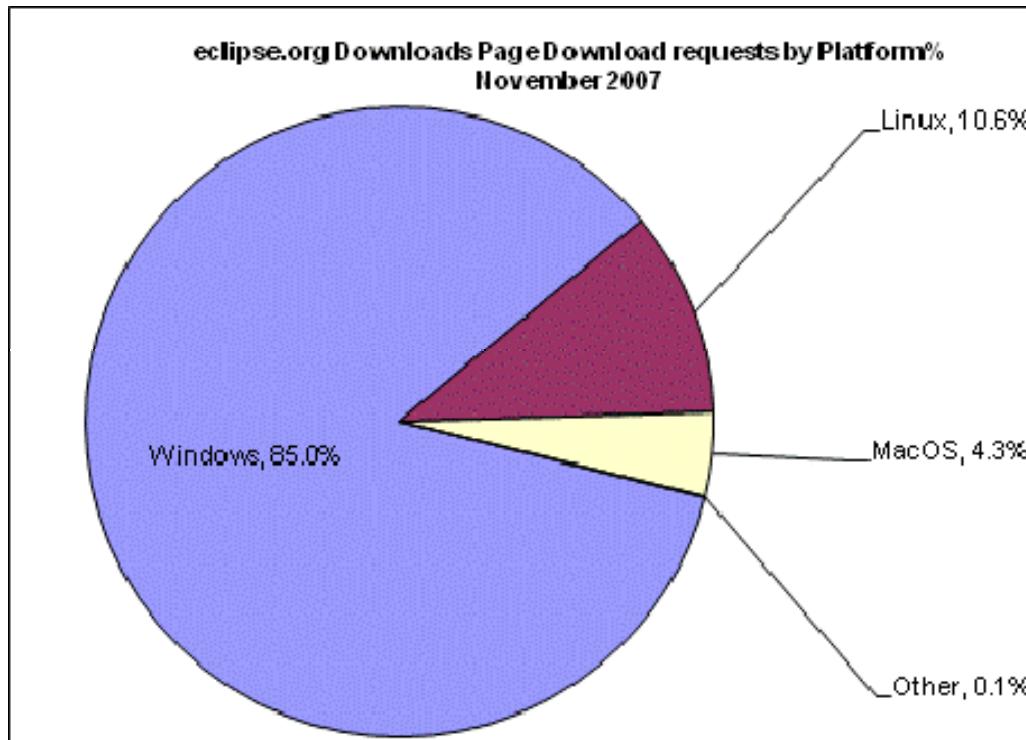
# SDK Download Requests – By Country



- China growth stabilizes
  - Q3 (21%) – Q4(20%)
- Germany grows
  - Q3 (8%) – Q4 (10%)



# SDK Download by Platform



- Compare with Nov'06:
  - Mac 3.1%
  - Linux 9.6%
- Clear, consistent growth of Mac downloads.
- Linux fluxuates between 9.5 and 10.5%, no pattern.
- Reminder – Many Linux users do not get Eclipse through eclipse.org but through their distros!

# Financial Outlook



\$ millions	2005 (audited)	2006 (audited)	2007 (forecast)	2008 (budget)
Income	\$3.9	\$5.5	\$5.8	\$5.7
Expenses	\$3.4	\$5.4	\$5.8	\$5.9
Net	\$0.5	\$0.1	\$0.0	\$(0.2)

**Note:** The budget numbers include revenue and expense for co-operative marketing programs, EclipseCon, and the European conferences.

# Board of Director Update



- 2008 Budget Approval
- 2008 Program Plan (Highlights)
  - Ganymede
  - Promotion of Equinox and OSGi
  - University Outreach
  - Vertical Industry Outreach
  - Eclipse events – EclipseCon, Eclipse Summit Europe, Local meetings, Committer meetings

## Q4 Activities



- Eclipse elected to Java Community Process Executive Committee
- Eclipse Summit Europe
- Start-up of Babel
- Friends of Eclipse
- Runtime Summit

## Eclipse Summit Europe

- Oct. 10-11 in Germany
- 400+ attendees
- 30 sponsor organizations
- 81% rated the conference 'excellent' or 'very satisfied'.



- Open Source project to create language translations of Eclipse projects
- Web infrastructure for enabling translations to go live in January
  - Thanks to Aptana for initial code contribution
- Keep an eye on [babel.eclipse.org](http://babel.eclipse.org) for your opportunity to contribute

# Friends of Eclipse



- Allow individuals to make financial donations to Eclipse.
- Create a new revenue stream for the Eclipse Foundation
- Special mirror for individuals that donate more than \$35
  - Friend of Eclipse

The screenshot shows a Mozilla Firefox browser window displaying the Eclipse Foundation's donation page. The URL in the address bar is <http://www.eclipse.org/donate>. The page has a blue header with the Eclipse logo. On the left, there's a sidebar with links for Committers, Newsgroups, Bugs, and Articles. The main content area is titled 'Donate to Eclipse' and explains that donations will be used to help the Eclipse Foundation provide services for the community. It includes a 'Donate Now' form with fields for First Name, Last Name, Donation Amount (set to US\$), and a message area. There are also options to 'List My Name' or 'List Anonymously'. Below the form is a 'Friend Of Eclipse Login' section. To the right, there's a 'Become a Friend of Eclipse' section with a list of recent donors and a 'Friend of Eclipse' logo featuring a yellow star. A sidebar on the right lists 'Related Links' and 'Recent Donations'.

Please select a mirror for **eclipse-SDK-3.3.1.1-linux-gtk-x86\_64.tar.gz**

All downloads are provided under the terms and conditions of the **Eclipse Foundation Software License Agreement** otherwise specified.



**Download from: Friends of Eclipse Mirror** ★  
...or pick a local mirror site below.



# Eclipse Runtime Summit

# Goal of the Summit was to define a strategy for runtime technologies

As of today mature Eclipse Runtime technologies are adopted by a wide variety of ISVs and enterprises

Project	Users
Equinox	<ul style="list-style-type: none"><li>• IBM (e.g. Websphere, Jazz, ...)</li><li>• BEA Microservices,</li><li>• Heiler Software</li><li>• Eclipse projects (e.g. ECF, BIRT, RAP)</li></ul>
RAP	<ul style="list-style-type: none"><li>• CAS</li><li>• Critical Software</li></ul>
BIRT	(large user community)
EMF	(large user community)
ECF	•TBD

Goal of the Summit:  
Define a strategy for  
delivery of runtime  
technology at Eclipse

# A top-level project is proposed in order better drive Eclipse runtime technologies



## Current challenges of runtime projects

- Ease of adoption
- Visibility within and outside the foundation
- Lack of coordinated governance as the runtime projects are scattered across different top-level projects
- Collaboration and integration

## Proposed solution

- A top-level project will be created as a home for runtime technologies in order to achieve a high level of integration in the most effective and efficient way
  - Ease of communication
  - Establish common infrastructure (e.g. for communication, testing)
  - Establish a delivery strategy (e.g., release train participation)
- Participation should be optional for the projects

# Upcoming Q1 2008 Activities



- EclipseCon 2008
  - Register before December 31, 2007 to save
  - Sponsor and exhibit the conference
- Board of Director Elections
  - 5 Add-in Providers Representatives
  - 5 Committer Representative
  - Nominations Open: ~January 7<sup>th</sup>, 2008
  - Voting Begins: ~February 25<sup>th</sup>, 2008
  - Voting Ends: ~March 7<sup>th</sup>, 2008
  - Winners Announced: Monday, March 17<sup>th</sup> EclipseCon Members Meeting
- University Outreach Program
- Ganymede
  - June 2008



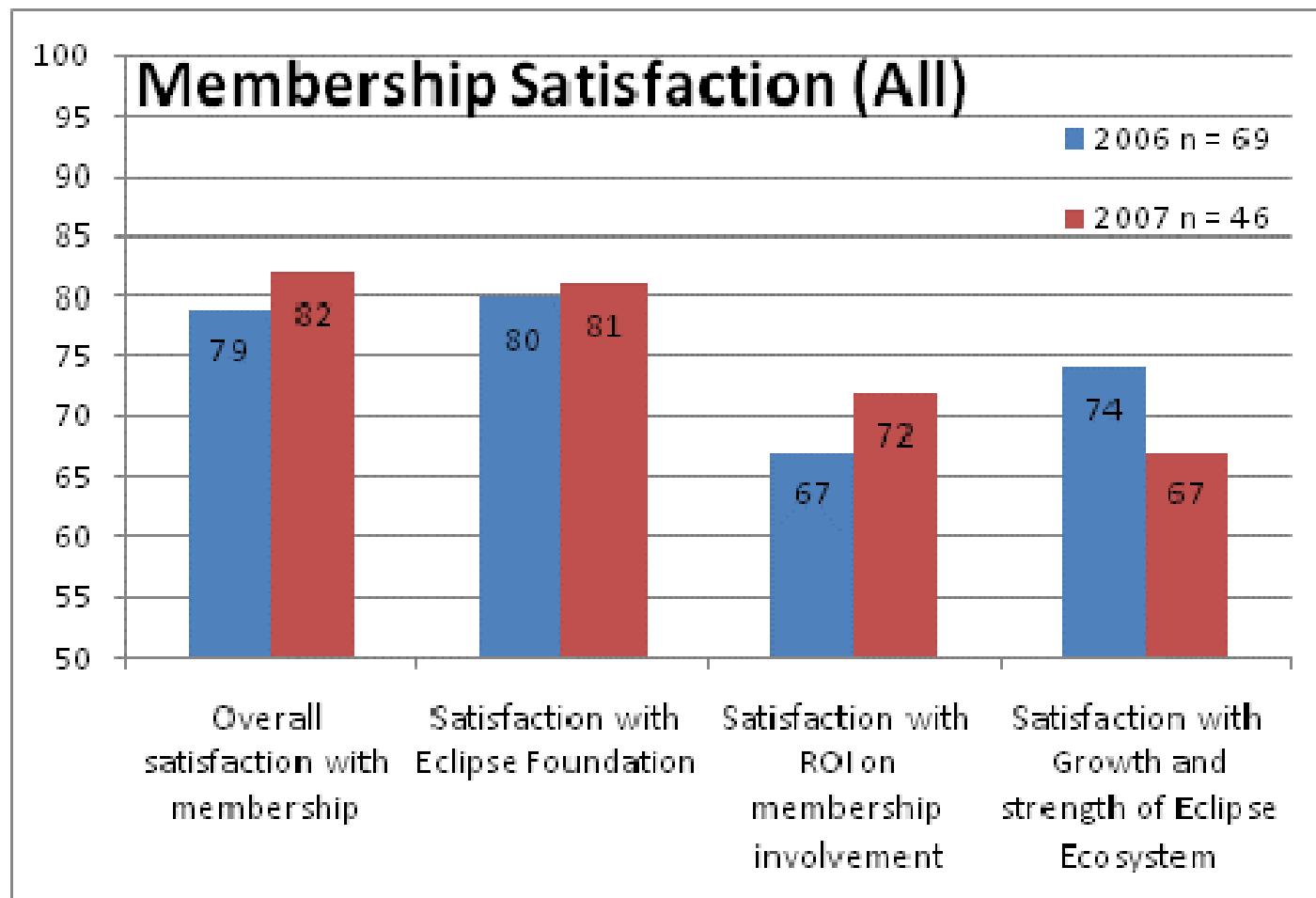
# 2007 Membership Satisfaction Survey

# Membership Satisfaction Survey



- **Feedback is more important than numerical results**, but there are some interesting data points in the numbers
- Noteworthy points from Interim Results:
  - Satisfaction with membership ROI is up 5% from last year
  - Satisfaction with “Strength and health of Eclipse Ecosystem” is down 9% from last year
  - Satisfaction with IP Services is up 8% from last year
  - “Networking Opportunities” becomes number 1 reason why people join and maintain their Eclipse Membership (followed closely by last year #1 “Marketability of being a member”)

# Organizational Membership Satisfaction



# Membership Satisfaction by Function



## Heading Descriptions:

### Marketing

“Foundation produced events,  
Foundation marketing activities”

### Intellectual Property

“IP Due diligence, FAQ, working with  
other OS License organizations”

### IT Infrastructure

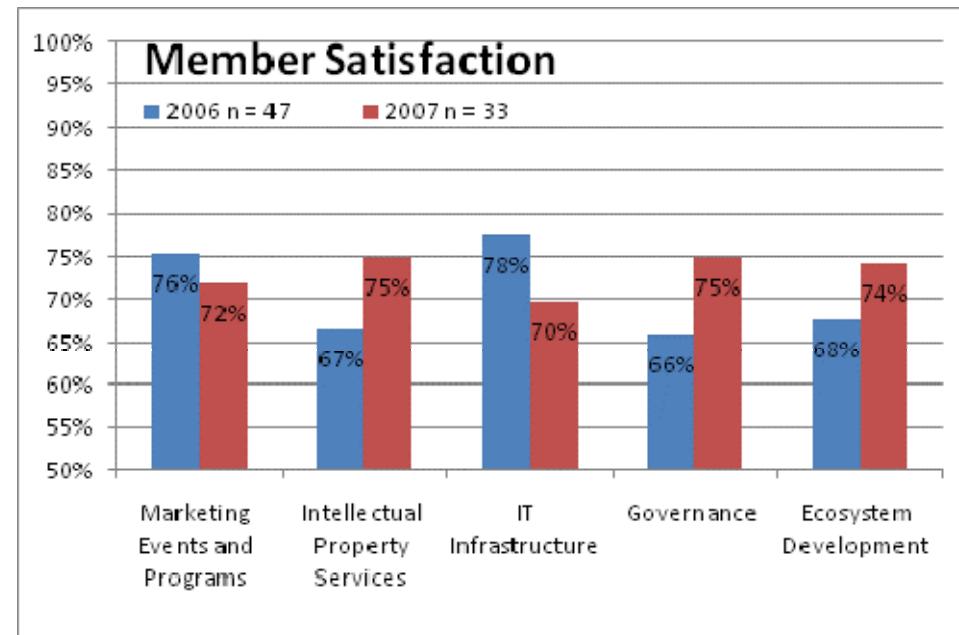
“Web Properties, Committer Tools.”

### Governance

“Board/Council/Members meetings,  
Managing Elections, responding to  
community concerns.”

### Ecosystem Development

“Creating networking and business  
opportunities, programs to drive value  
to members”



# Reasons for joining (and staying) as members



## Why did you join the Eclipse Foundation?

(1 = Strong Reason 3 = Not a reason)

	n=43 2006	n=32 2007
▪ Networking Opportunities	(2.02)	(1.73)
▪ Marketability of being Eclipse Member	(1.63)	(1.81)
▪ To Support the growth of the Eclipse Community	(1.90)	(1.87)
▪ Access to Foundation-run Marketing Programs	(2.88)	(2.27)
▪ Access to project information and status	(2.10)	(2.30)
▪ Access to Members Only Events	(2.40)	(2.33)
▪ Want to contribute resources to projects	(1.91)	(2.53)
▪ Influence over Foundation direction	(2.16)	(2.53)
▪ Altruism	(2.89)	(2.96)



## EclipseCon Update

Santa Clara Convention Center  
March 17-20

# Strong Technical Program



- Three interesting keynotes
  - Sam Ramji, Microsoft Open Source Labs
  - Dan Lyons, aka 'Fake Steve Jobs'
  - Cory Dorkov, Open Source Advocate
- Results from active recruiting:
  - 223 long talk submissions for 90 slots
  - 109 tutorial submissions for 80 slots
  - 129 short talk submissions for 160 slots
- OSGi DevCon and OMG Symposium co-located

(program chair:  
Doug Gaff, WindRiver)





# Sponsorship

- Sponsorship
  - Gold - \$18K
  - Silver - \$9K
  - Bronze - \$4.5K
- Expected Attendance: ~1500 badges
- Sponsorship Contact: Donald Smith ([donald@eclipse.org](mailto:donald@eclipse.org))

Hardware Sponsor:



Lanyard Sponsor:



Current Gold Sponsors:

**WIND RIVER**

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# Register Today



- “All Access Pass” Pricing
  - Tutorials are ‘free’
- **\$995 / \$1,295 / \$1,595 / \$1,995**
- **Dec 31<sup>st</sup> / Feb 14<sup>th</sup> / Mar 10<sup>th</sup> / on-site**
  
- Alumni discount: 15%
- Member discount: 15%
- Gold sponsor discount: 20%
- Group discount: 35%

Mar. 17<sup>th</sup> - 20<sup>th</sup>  
Santa Clara  
California

## Help Us Promote EclipseCon



- REGISTER NOW, SAVE 50%
- Be a friend, help us promote EclipseCon by linking from your website: <http://www.eclipsecon.org/2008/>



# Agenda



- Executive Directors Report
- Project Update
- Marketing Update
- New Member Introductions:
  - Misys
  - Innovations
  - Protecode
- Q&A



## Project Update

# Some Recent Project Proposals



- Open Financial Market Platform
- Riena
- Textual Modeling Framework
- Tigerstripe (Model Driven Development Tools)
- Virtual Prototyping Platform (Hardware Prototyping)
- Eclipse Integration for Apache Maven

<http://www.eclipse.org/projects/>

# Project Changes (Created)



- Webtools ♦ Incubator
- Tools ♦ ADT (ada)
- Technology ♦ Kepler
- Technology ♦ ACTF (accessibility)
- Technology ♦ Albireo (swing/swt)
- Technology ♦ IMP (build your own ide)

<http://www.eclipse.org/projects/quarterly-project-changes-report.php>  
<http://www.eclipse.org/projects/reviews-rss.php>

# Project Changes (Released)



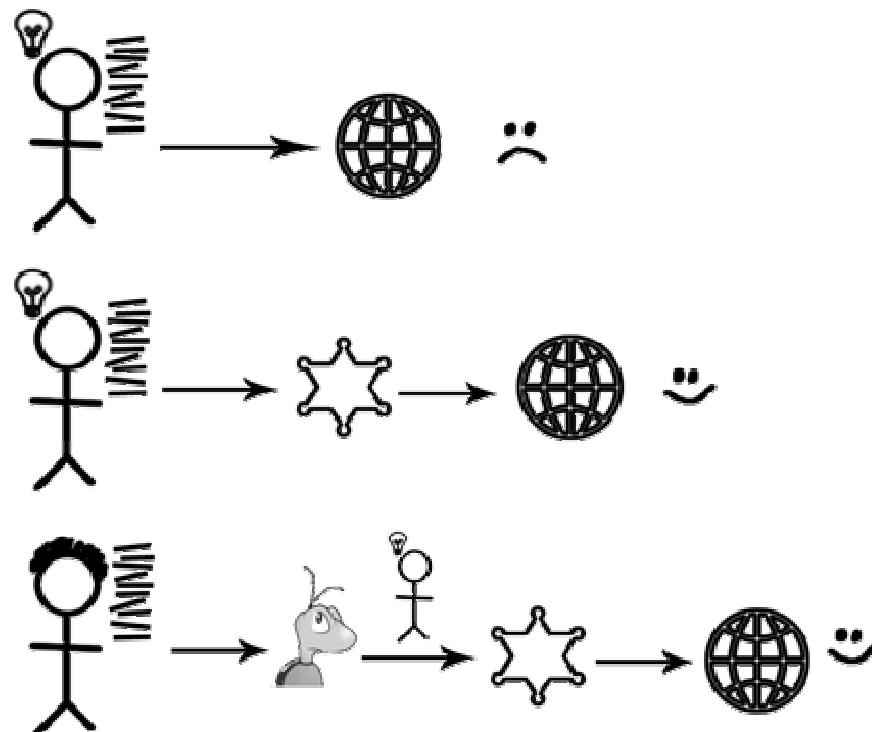
- Tools ◆ Mylyn 2.1
- Tools ◆ PDT 1.0
- Technology ◆ g-Eclipse 0.5
- Technology ◆ RAP 1.0
- Technology ◆ ECF 1.2

<http://www.eclipse.org/projects/quarterly-project-changes-report.php>  
<http://www.eclipse.org/projects/reviews-rss.php>

# New & Noteworthy



- Three Laws of Eclipse
- Simplified “How to” and checklist for legal documents for projects
- IP Process in Cartoons



[http://www.eclipse.org/projects/dev\\_process/index-quick.php](http://www.eclipse.org/projects/dev_process/index-quick.php)

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## Marketing Update for Q4/ 2007

December 17, 2007

# Press Releases in Q4



- Eclipse Releases First Ajax Platform Based on OSGi
- Fifth Annual Eclipse Community Conference Announces Keynotes
- Eclipse Hibachi Project Unites Ada Suppliers in Common Environment



# Eclipse Live Webinars

Project	Registered	Attended	Views
DTP	74	54	186
PDT	317	223	1187
G-eclipse*	130	94	237
TPTP*	207	116	464
Equinox*	468	277	386

\* We did some advertising with BZ Media and InfoQ to drive awareness of these webinars

# Equinox/OSGi Videos



- Create a series of videos that highlight Eclipse projects that use Equinox and OSGi
  - Equinox
  - Swordfish
  - RAP
  - Stepstone (OHF)
  - OSGi Enterprise Expert Group
- Produced by Redmonk

# Eclipse Demo Camps



- 29 cities
- Informal meeting of the Eclipse community in November and December
- Organized by committers or member companies.

A screenshot of a Mozilla Firefox browser window. The title bar says "Eclipse DemoCamp - Eclipsepedia - Mozilla Firefox". The address bar shows the URL "http://wiki.eclipse.org/Eclipse\_DemoCamp". The main content area displays the Eclipse DemoCamp page on Eclipsepedia. The page header includes the Eclipse logo and the word "WIKI". The left sidebar has a "Views" section with links like Article, Discussion, Edit, History, Main Page, Community portal, Current events, Recent changes, Random page, Help, Toolbox, What links here, and Related changes. The main content area starts with a paragraph about the purpose of DemoCamps and lists scheduled events for December 3-6. A sidebar on the right shows a list of cities and their details. The bottom of the screen shows the Windows taskbar with various pinned icons and the system tray.

# OS Summit Asia



- Postponed due to low attendance
- Tentative rescheduled for September timeframe

# Eclipse Awards



- Individual Awards & Technology Awards
- Nominations open: December 18, 2007
- Nominations close: January 25, 2008
- Awards announced: March 17 at EclipseCon

# Eclipse Community Survey Results

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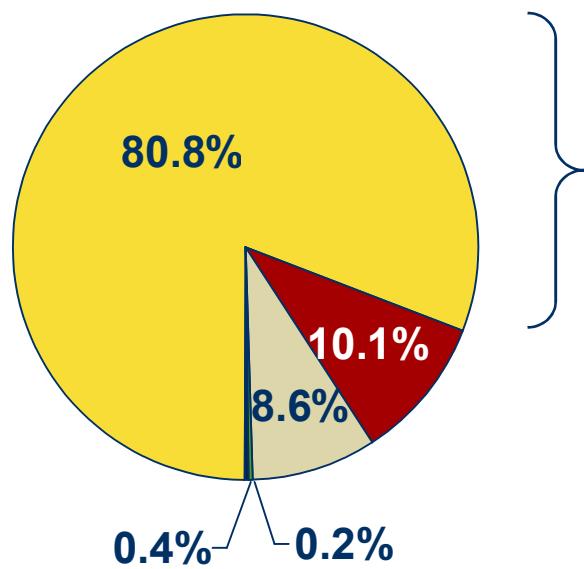
October 26, 2007

Matt Lawton,  
Director, Open Source Software Business Strategies  
IDC

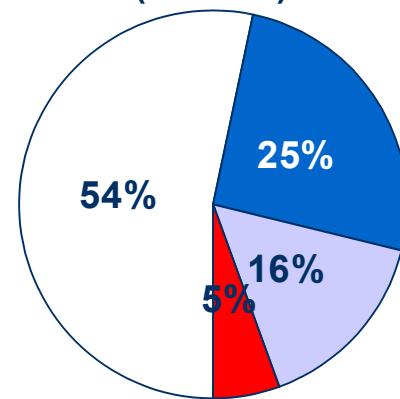
<http://cdn.idc.com/downloads/EclipseCommunitySurveyResults%5BNotesPages%5D.pdf>

# Respondent Demographics

**Employment Status**  
**(All respondents; n = 1014)**



**Position Within Organization**  
**(n = 819)**

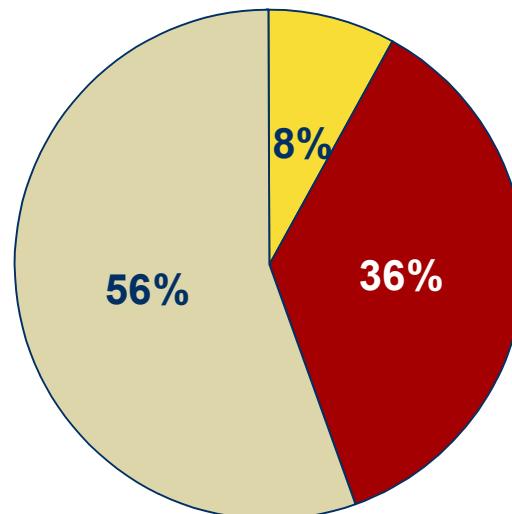


- Programmer
- Systems architect
- Manager
- Other

- Employed by an organization ■ Self-employed
- Student ■ Retired
- Unemployed

Q11. How long have you been using Eclipse as part of your job or personal usage?

All Respondents (n = 1011)

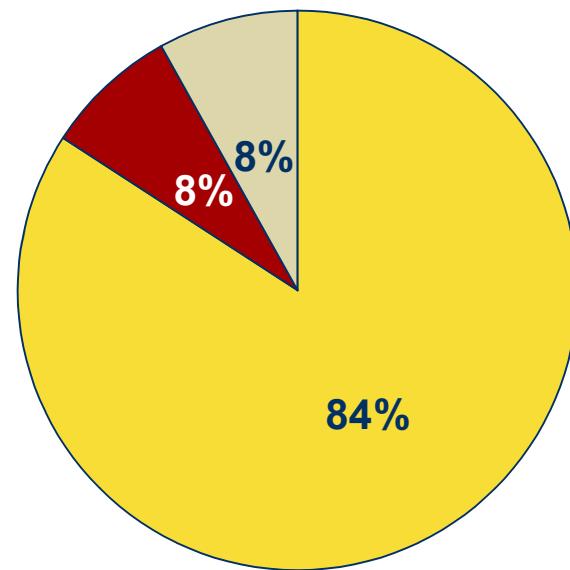


- Less than 1 year ■ 1 year to 3 years
- More than 3 years

# Main Reason for Using Eclipse

Q12. What best describes the main reason you currently use Eclipse?

All Respondents (n = 1010)



■ Work related ■ Academic ■ Personal

# Most Used Eclipse Projects

Q13. In the past year, which of the Eclipse projects have you used at least once when developing software? (select all that apply):

All Respondents (n = 989)

Eclipse Project	% of Respondents	Eclipse Project	% of Respondents
Java Development Tools (JDT)	88.4%	Other	9.2%
Web Tools Project – Web Standard Tools	53.5%	Eclipse Communication Framework (ECF)	9.0%
Web Tools Project – J2EE Standard Tools	44.2%	Mobile Tools for Java	6.3%
Eclipse Rich Client Platform (RCP)	41.9%	Dynamic Languages Toolkit (DLTK)	6.0%
Eclipse Modeling Framework (EMF)	36.9%	Web Tools Project – Dali	5.8%
Mylyn (formerly Mylar)	35.8%	SOA Tools Platform	5.5%
Graphical Editor Framework (GEF)	34.8%	Dali EJB OR Mapping Project	4.0%
Visual Editor (VE)	30.3%	Eclipse Process Framework (EPF)	3.7%
C/C++ IDE (CDT)	28.5%	Device Software Development Platform – Target Management	3.4%
Data Tools Platform (DTP)	25.7%	Application Lifecycle Framework	2.6%
Test & Performance Tools Platform (TPTP)	25.5%	Embedded RCP (eRCP)	2.4%
Graphical Modeling Framework (GMF)	24.8%	Device Software Development Platform – Device Debugging	1.3%
UML2	20.8%	Corona	1.0%
Equinox	17.5%	Native Application Builder	0.6%
PHP Development Tools (PDT)	17.5%	Parallel Tools Platform	0.6%
TPTP Tracing and Profiling	17.4%	Voice Tool Project	0.6%
Business Intelligence and Reporting Tools (BIRT)	16.9%	Photran	0.5%
Aspect J Development Tools (AJDT)	13.2%	Higgins Trust Framework	0.4%
Web Tools Project – JavaServer Faces	12.4%	Open Healthcare Framework	0.4%
Web Tools Project – AJAX Tools Framework	10.6%	Aperi Storage Management	0.3%

# Software Built Using Eclipse



Q14. What types of software are you building when you use Eclipse, and at what stage of deployment are they?

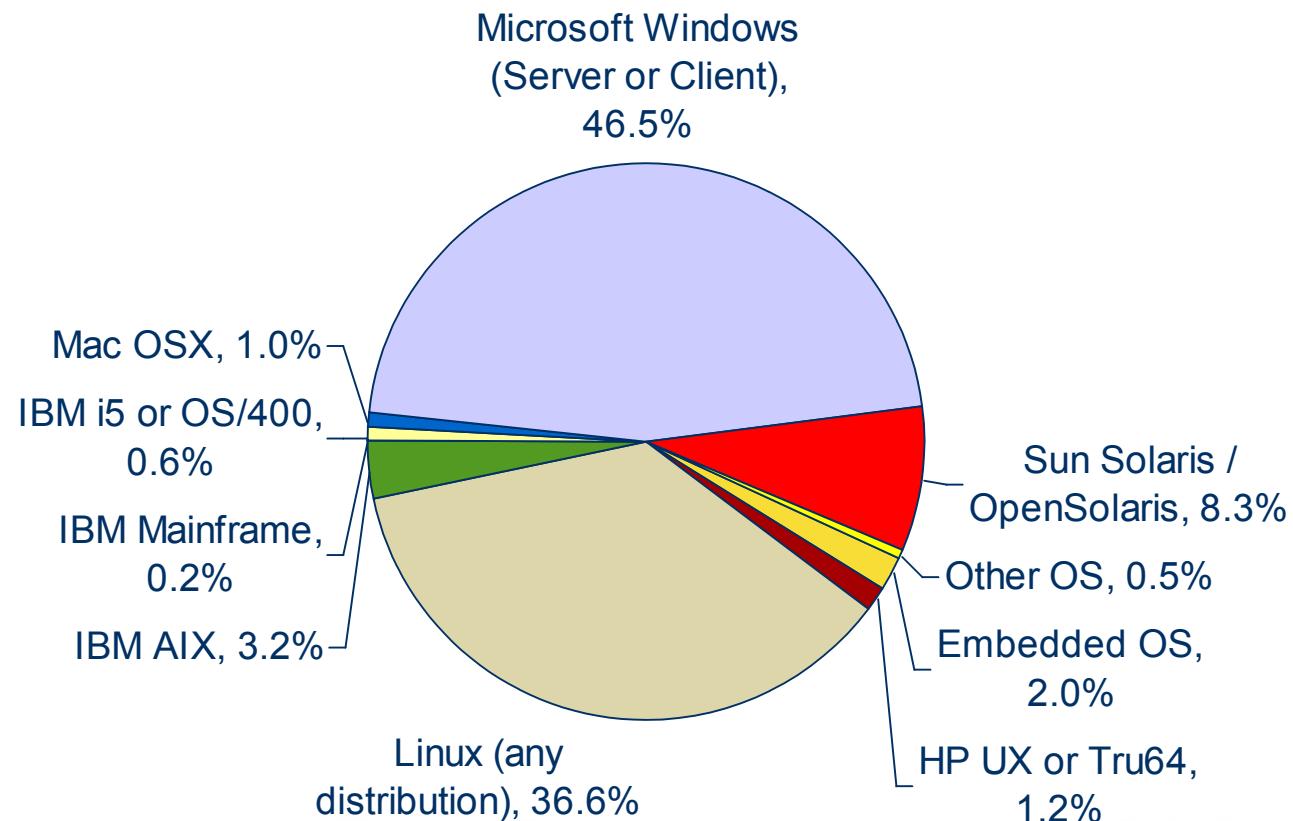
All Respondents (n = 937)

Software Built With Eclipse	% of Respondents
Server-centric applications	71.8%
Desktop client applications (not Eclipse RCP)	40.8%
Plug-ins for Eclipse	38.5%
Rich client applications using Eclipse RCP	35.1%
Thin-client applications	29.2%
Embedded software	13.8%
Applications built on Eclipse Equinox	11.5%
Mobile client applications	9.7%

# Primary Operating System Platform: Deployment

Q19. What is the primary operating system platform for your organization's (or your) production deployment of software built with Eclipse?

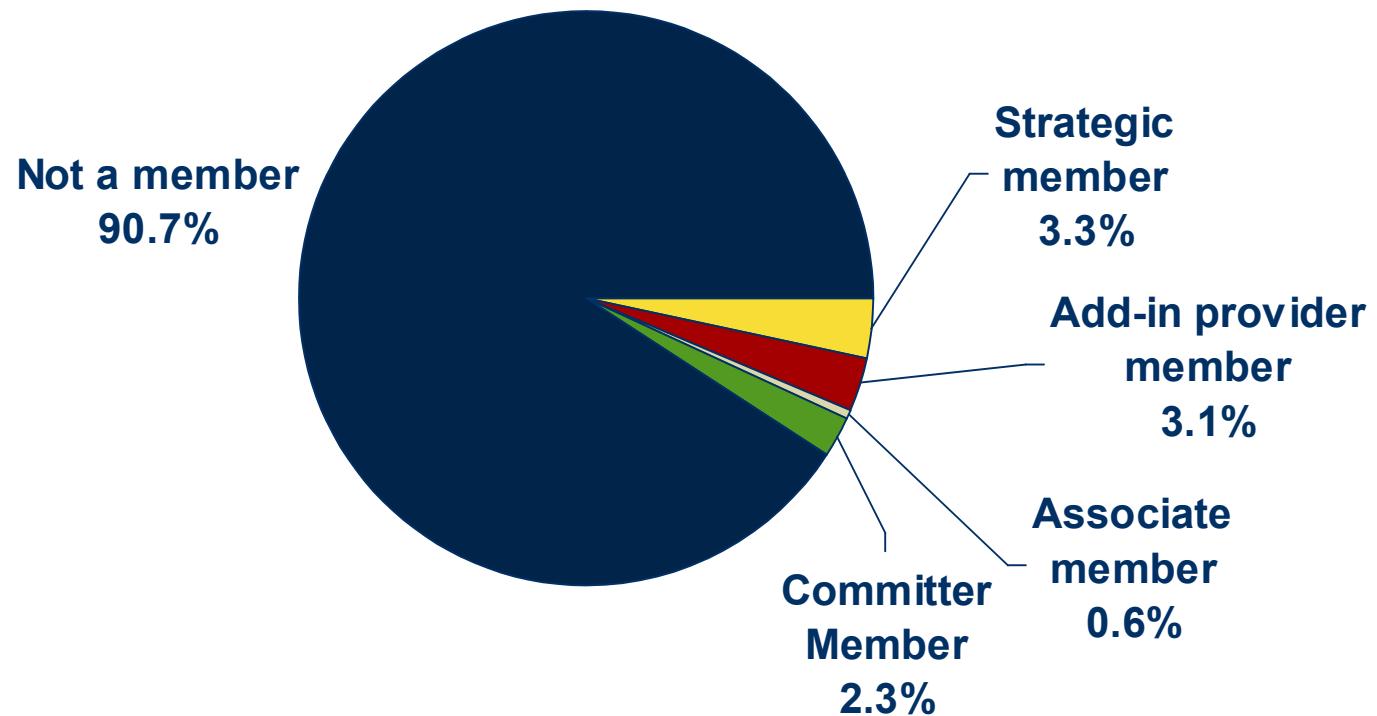
All Unique Organizations/Respondents (n = 820)



# Eclipse Foundation Membership

Q20. What type of membership, if any, do you or your organization have with the Eclipse Foundation?

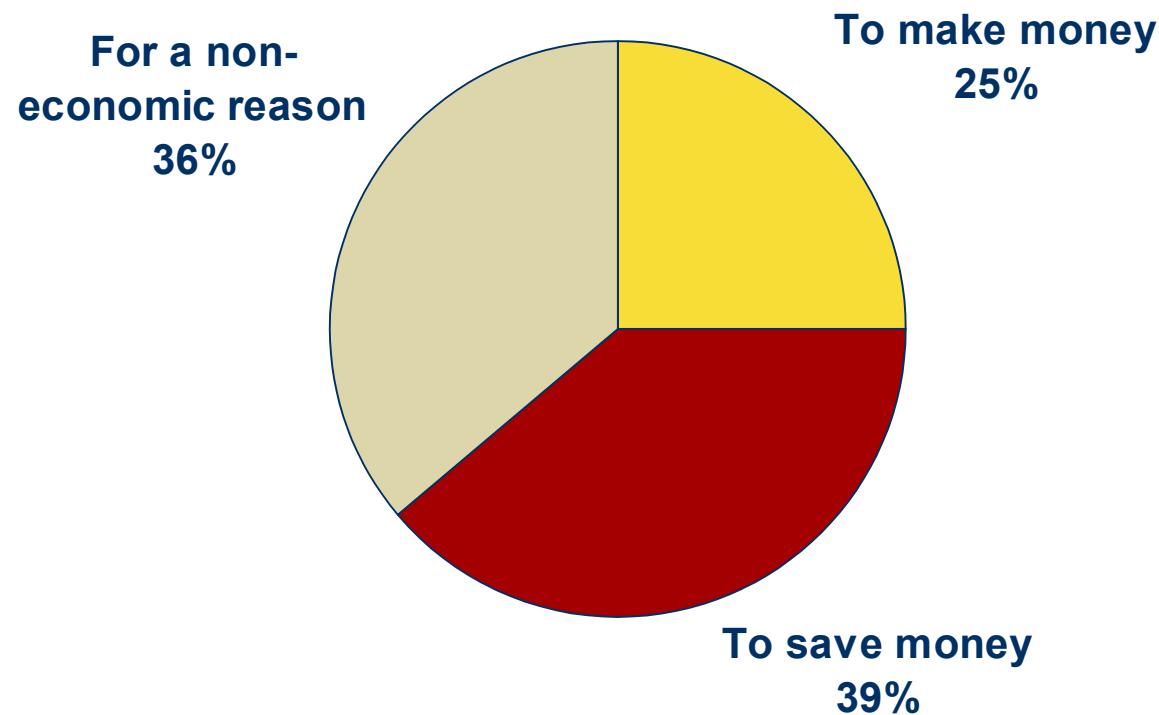
All Unique Organizations/Respondents (n = 782)



# Motivation to Use Eclipse

Q27. What is the main motivation for your (organization's) usage of Eclipse software in the last year?

All Unique Organizations / Respondents (n = 853)



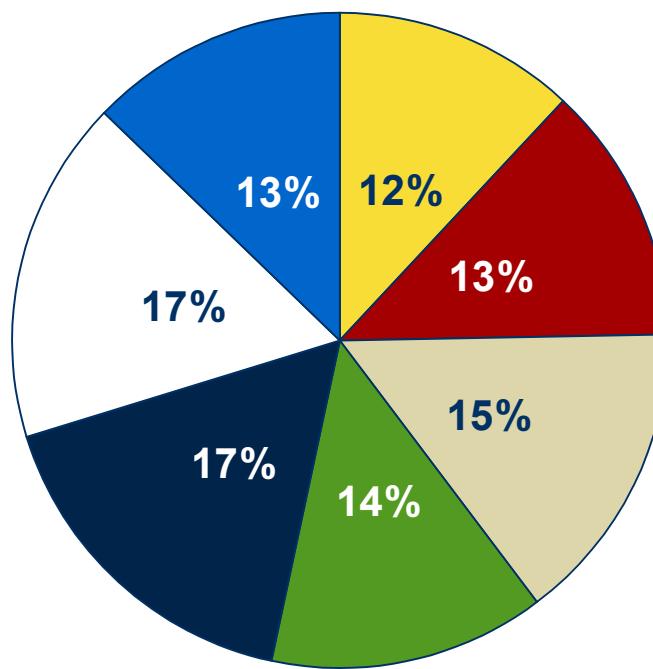
# Revenue on Eclipse

Q28. Approximately what percentage of your (organization's) total worldwide revenue is from products and/or services based on or developed with, at least in part, Eclipse software?

**Respondents Motivated to Make Money Using Eclipse**  
(n = 142)

Percentage of Total Revenue

- 0%
- 1% to 9%
- 10% to 24%
- 25% to 49%
- 50% to 74%
- 75% to 99%
- 100%



# Business Models For Making Money from Eclipse (cont.)



- Q30. Which of the following possible business models describes your (organization's) approach for generating revenue from products and/or services tied to your (organization's) usage of Eclipse software? (select all that apply):

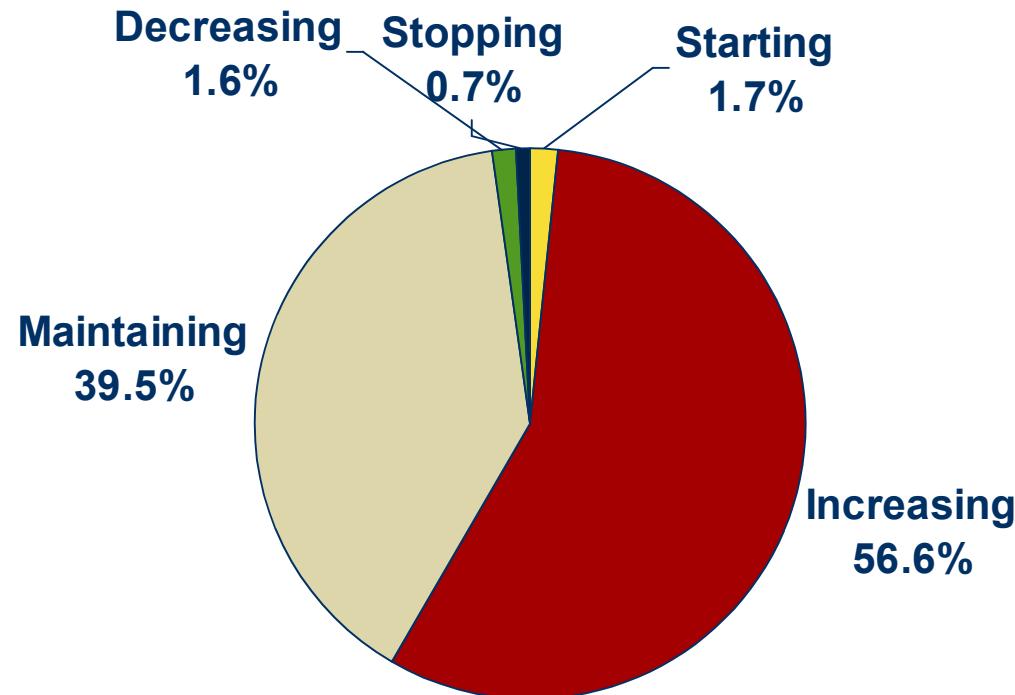
Organizations / Respondents Looking to Make Money Using Eclipse (n = 198)

Revenue-generating Product or Service (reflecting the Business Model)	% of Respondents
Application built with Eclipse	54.5%
Application embedding Eclipse	26.8%
Tool embedding Eclipse	21.2%
Related services	20.7%
Packaged Eclipse product	19.7%
Don't know	11.1%
Bundled software solution	10.1%
Eclipse-based SaaS	5.6%
Software upgrade	4.5%
Other	4.0%
Bundled hardware product	2.5%
Hardware embedding Eclipse	0.5%

Note: 80 of 198 respondents (40%) selected more than one business model.

Q31. What are your (organization's) plans for usage of Eclipse software in the next 12 months relative to your current usage?

All Unique Organizations / Respondents (n = 769)



# Looking Ahead



- EclipseCon
- Eclipse Pavillion at JavaOne
- Eclipse Plugin Fest for Embedded and Mobile vendors

# Agenda



- Executive Directors Report
- Project Update
- Marketing Update
- New Member Introductions:
  - Misys
  - Innovations
  - Protecode
- Q&A



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Tim Elwell

Dec. 14, 2007

## Misys Corporate Structure

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Misys is the United Kingdom's largest independent applications software products company and is one of the world's ten largest independent software vendors.

- Misys was founded in 1979 as a supplier of computer systems to UK insurance agents
- Worldwide headquarters: UK
- 6,000+ employees in 31 countries
- World Ranking: Top 10 applications software vendor
- Corporate Divisions: Banking & Securities, Healthcare, Financial Services, Open Source Initiatives

## Reasons behind Misys joining Eclipse

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The Misys Open Source – Healthcare Initiative intends to build on the achievements of the Healthcare System division and leverage their history of providing feature rich software products, reliable hardware and outstanding support. With the backing from Misys plc, the Open Source Initiative hopes to establish a presence in the Open Source community and expand channels for collaboration that will affect the way health care is delivered.

Misys recognizes the contributions that Eclipse has made in enterprise development, platform design and application frameworks, all areas that will play a significant role in the success of the Misys initiative and that of our collaborators.

### Misys:

- Has announced their intention to contribute a significant software capability into the Open Source space
- Is in the process of finalizing the release of code for this purpose
- Is in the process of establishing liaison with other Open Source communities involved in health care
- Intends to contribute to and leverage other Open Source works
- Is an active participant in the annual IHE Connectathon conference
- Is committed to standards based solutions development

## Misys Contact information

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For more information please contact:

Timothy M. Elwell

VP, Open Source Initiatives -- Healthcare

Misys plc

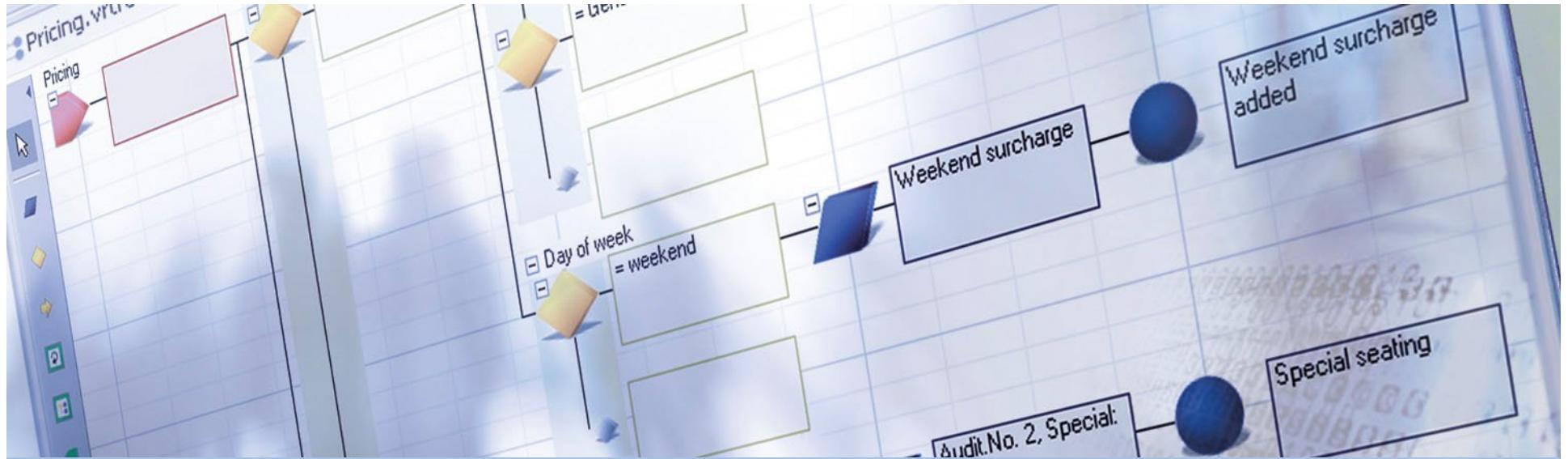
123 Main Street

White Plains, NY 10601

[tim.elwell@misys.com](mailto:tim.elwell@misys.com)

914 260 4402 (mobile)

914 821 2566 (office)



Innovations Softwaretechnologie GmbH

**visual rules**<sup>®</sup>  
rule your business logic

## Eclipse Foundation – Brief Introduction



# Visual Rules



Cooperation  
platform for  
Business and IT

Continuous BRM  
process support

Graphical modeling  
of business rules

Business

IT

Systems

Rules

Generation of code  
and documentation

Lightweight  
architecture

High performance

Integrated test and  
quality management

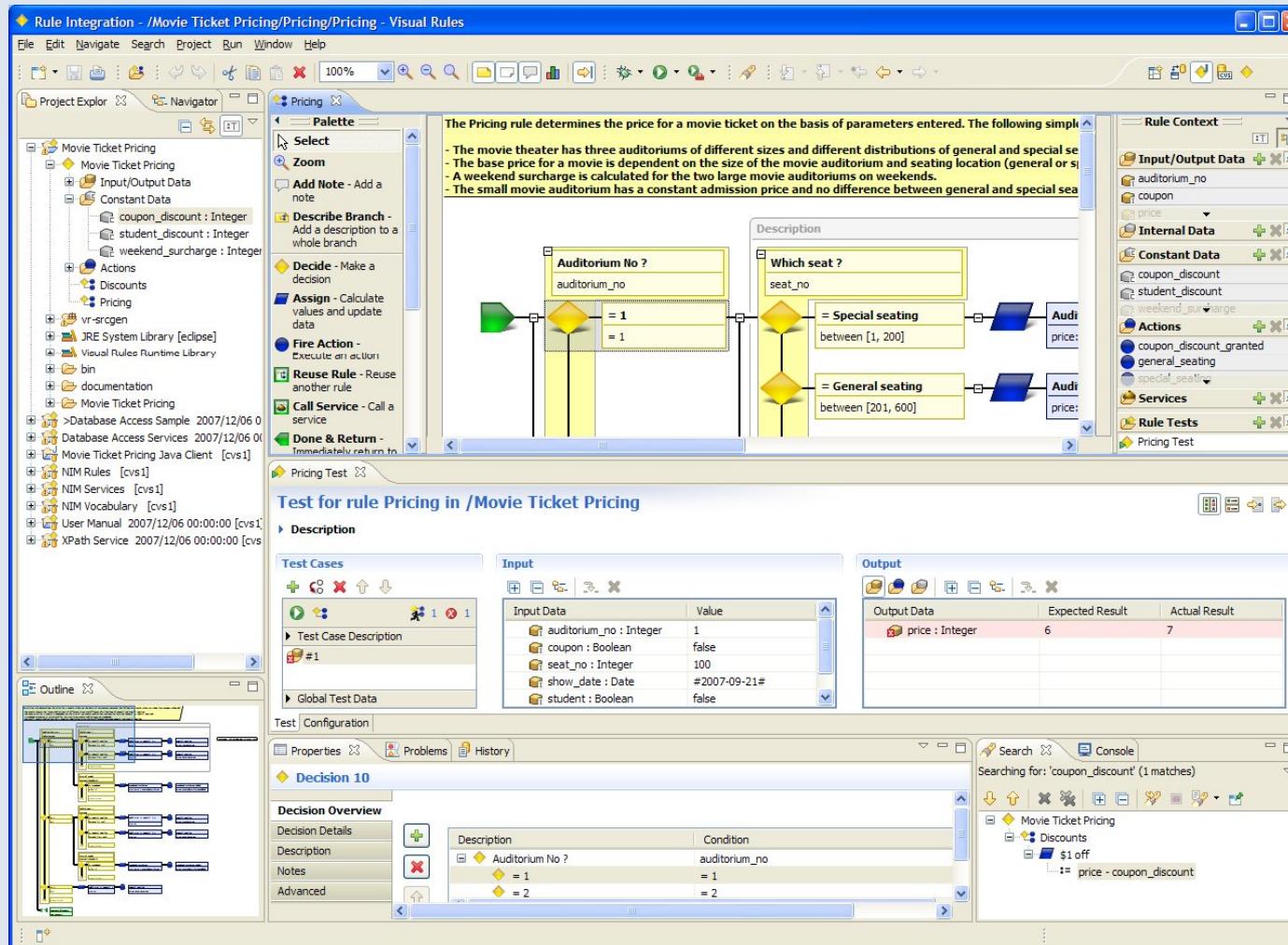
# Why Eclipse?



- We're using Eclipse since Visual Rules 1.0 (released January 2004)
- Features building on Eclipse platform and projects
  - Graphical rule editor
  - Code assist and syntax highlighting
  - Rule meta model
  - Java rule code generator
  - Team integration incl. visual compare & merge
  - JDT integration for Java import
  - Visual debugger
  - Ant integrations

# Current status

- Visual Rules 4.0 BETA (January 2008)



# Innovations

Company
<ul style="list-style-type: none"><li>• Founded 1997</li><li>• Privately limited company</li><li>• Privately owned (by management)</li></ul>

Offerings
<ul style="list-style-type: none"><li>• Business Rules Management System</li><li>• Professional Services</li><li>• Vertical Solutions</li><li>• Technology Know-how</li></ul>

Employees
<ul style="list-style-type: none"><li>• Currently ~110</li><li>• Mostly computer engineers</li></ul>

Locations
<ul style="list-style-type: none"><li>• Immenstaad, Germany</li><li>• Chicago, USA</li></ul> 



# Contact



We are looking for product and service partners in the U.S. and Europe

- tool or IDE integrations
  - business rules methodology and implementation services
- ⇒ [www.visual-rules.com](http://www.visual-rules.com)

## Innovations Softwaretechnologie GmbH

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Germany  
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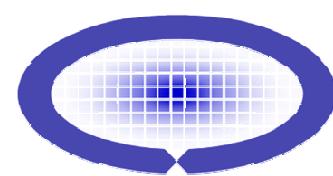
Thomas Cotic, CEO

[thomas.cotic@innovations.de](mailto:thomas.cotic@innovations.de)

## Innovations Software Technology Corp.

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[info@innovations-software.com](mailto:info@innovations-software.com)



*protecode*

# Introducing Protecode

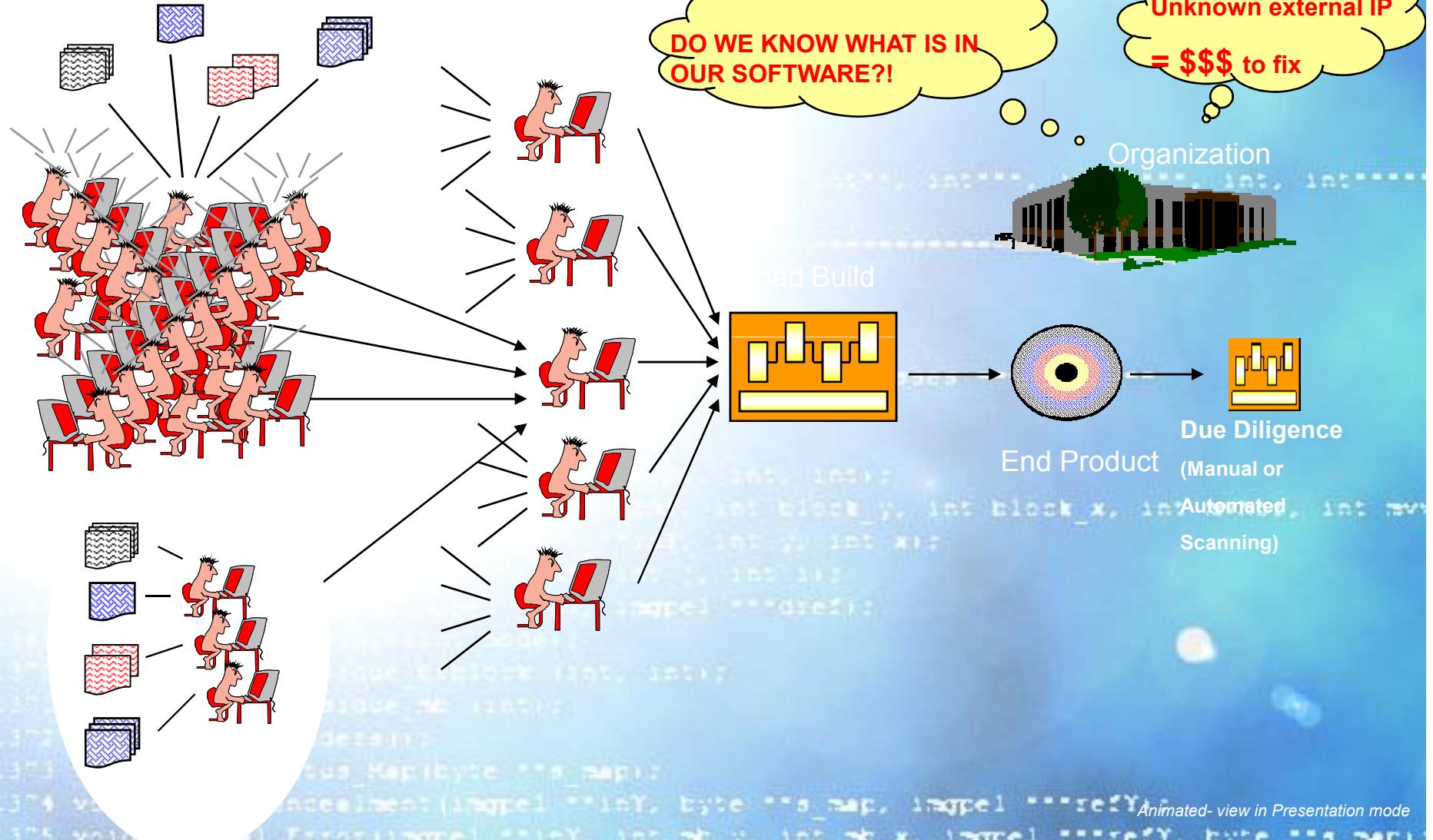
## Digital Intellectual Property Management

**Automated detection and tracking of external content and its licensure in software projects**

Richard Mayer, VP Marketing

[www.protecode.com](http://www.protecode.com)

# Problem illustrated



# Protecode Summary



## □ Overview

- Incorporated January 2007
- Located in Ottawa, Canada



## □ Product

- Development tool for continuous detection and management of Intellectual Property (IP) in software
- Preventive rather than corrective solution
- Eclipse Plugin Tracker and central Global Intellectual Property Server (GIPS)
- Set and manage IP Policy
- Detect, Identify, Log and Report

## □ Customers

- All enterprises that create software for distribution
- Open Source Communities

**Software IP management integrated in the development process**



# Protecode timing

- **Engaging customers for early trials and feedback**
  - In different industries, sectors, types of companies
  - Eclipse DemoCamp Ottawa Nov 21, 2007
- **Trials starting early 2008**
  - Java first followed by C/C++
  - Eclipse IDE
  - CVS/SVN
- **More information**
  - [www.protecode.com](http://www.protecode.com) New website live Dec 21/07 – take a look
  - Contact me
    - Richard Mayer, [mayer@protecode.com](mailto:mayer@protecode.com) 613 721-5936 x202

**Talk to us if you want more information  
or are interested to be a trial partner**

[www.protecode.com](http://www.protecode.com)

# Thank You



# Q&A