

Is Microsoft Truly Committed to Open Standards?

Presentation for SearchWebServices
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Microsoft...



Customer-focused innovator?

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Microsoft...

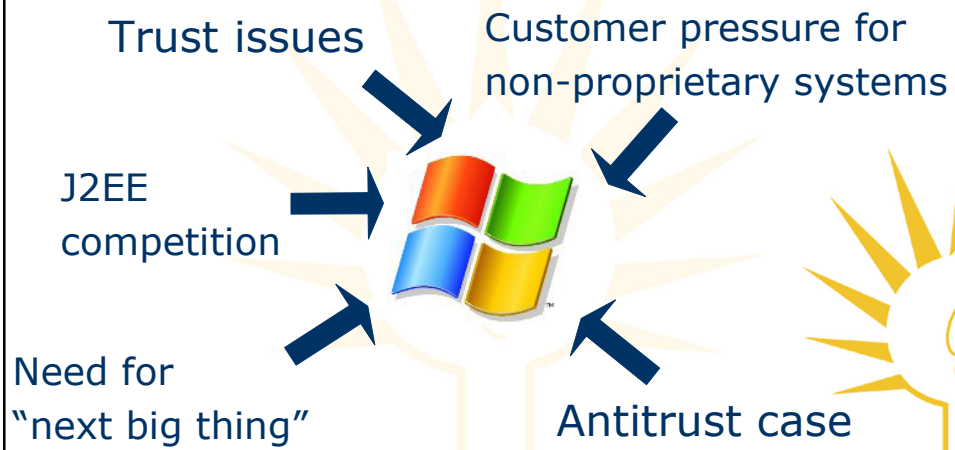


Or arrogant,
predatory
monopoly?

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Business Pressures on Microsoft



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Microsoft's Mission

- "Our industry wants us to be more actively engaged and **open** about who we are..."
- "Our pending **settlement with the DOJ** adds new responsibilities that we must deliver on."
- "We recognize that our mission requires us to lead the industry responsibly – by ... working with others to ensure that **their products and our platforms work well together.**"
- "... Microsoft needs to deepen our **customers' trust** at every level. ... Our products and solutions ... must be **secure**, and their privacy must be assured and protected."
- "By **advancing the frontiers** of technology and breaking down the barriers holding back demand, we have an opportunity to help people through software almost every hour they are awake or their business is operating."



Steve Ballmer, 6/6/02

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.Net as Open Software

- Submitted C# and CLI (Common Language Infrastructure) to ECMA standards body
- Support (or at least tolerate) the Mono project – open source .Net implementation on Linux (and maybe Macintosh OS X)
- Leadership positions in WS-I (Web Services Interoperability), SOAP, WSDL, UDDI, XML Schema, WS-Security, etc.

What is Microsoft up to?

Follow the money...



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But... Is .Net a Vendor Neutral Strategy?

- "No. .Net is a Microsoft platform. Just like the Windows platform. Windows was built on standards...but it was a Microsoft platform too. .Net is a Microsoft platform. ...The tools that we create, the user interface, the office productivity apps -- those will be built around .Net. That's a capitalistic act, OK?"



Bill Gates Unplugged, Redherring.com, Sept. 2000

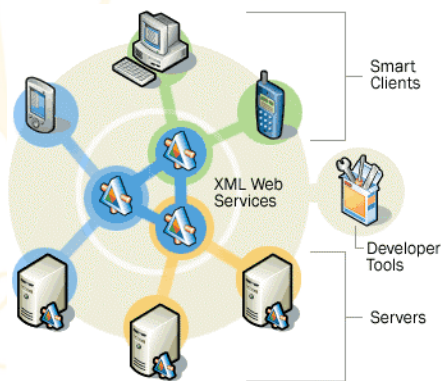
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How Will Microsoft Make Money on .Net?

- Languages
- Servers
- Tools
- Smart clients
(Microsoft Office)



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What about Shared Source Software?

C# and CLI (Common Language Infrastructure) are available via shared source, but...

- "You may use this Software for any non-commercial purpose"
- "You may not use or distribute this Software or any derivative works in any form for commercial purposes"
- "You may not distribute modifications of the Software under terms that would permit commercial use"
- "Your rights under the License end automatically if you breach it in any way"

Microsoft Shared Source CLI, C#, And Jscript License

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Courting the Developer Community

- Project Mono
 - Truly open source .Net implementation for Linux (and maybe OS X), developed outside Microsoft (Ximian and open source community)
- Visual J# .NET
 - "Development tool for Java-language developers who want to build applications and services on the Microsoft .NET Framework"
 - "Applications and services built with Visual J# .NET will run only on the .NET Framework; they will not run on any Java virtual machine"

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Having it Both Ways

- TrustBridge

- " 'TrustBridge' technology will allow different organizations using Windows to exchange user identities and interoperate in heterogeneous environments using Web services protocols including Kerberos, WS-Security and forthcoming protocols in the WS-Security family."

WS-Security works with Kerberos or PKI. But...

- "Businesses that manage user identities with Active Directory will be able to deploy "TrustBridge" to recognize and share identities with other organizations running Windows or any other identity infrastructure on any operating system **that supports Kerberos v5.0.**"



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The Buck Stops Here

Is Microsoft Truly Committed to Open Standards?



YES, but...

- Microsoft will continue to innovate
- Microsoft will continue to compete
- Microsoft will continue to drive customer value

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Thank you!

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