VMS x86 success: "if's" and "why's"

Gérard Calliet – pia-sofer

VMS x86 success: "if's" and "why's"

- Why's:
  - Because our principal value is: …
  - Because we are the event in computing
  - Because we do innovative mode of investment
- If's:
  - We'll take opportunity for a ROI
  - We'll make the event
- Wishes:
  - VMS education (for free)
  - Something is missing? Just DO IT

Why's

Who are we? What can we do?

Our principal value is:

- Not a cathedral (big blue business)
- Not a bazaar (linux idealism)
- Not a chaos (windows (mandatory) lottery)

- Our sentence: « You get what you pay for »

You get what you pay for

- It's a scientific sentence:
  - VMS is inheritor of MIT, rationally built and structured, from causes to effects

- It's an ethical sentence:
  - The profits are neither too much, neither too less
  - It's money against real products

- It's a business sentence:
  - every one profit and construct his business on stable basis

- all this helps for friendship
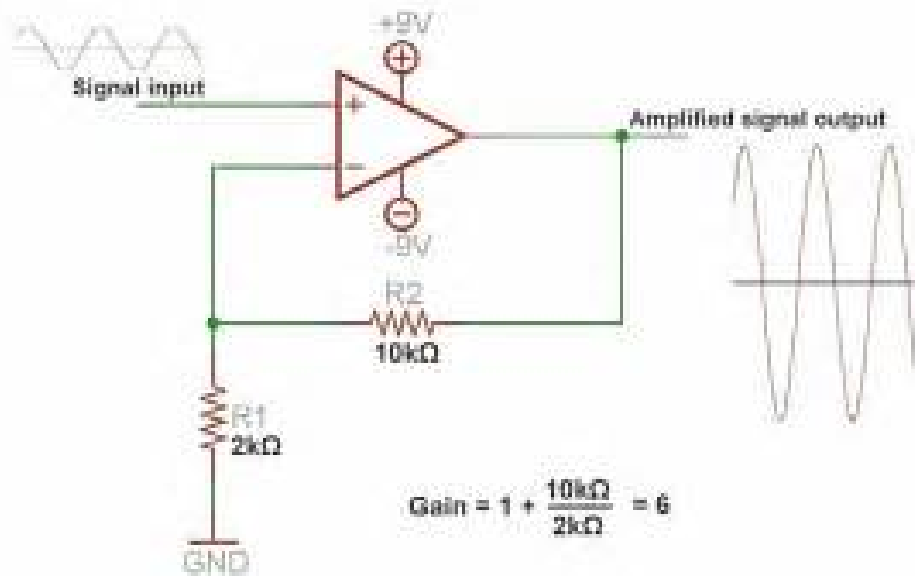
We are an event in the computer story

- We maintain a computing knowledge:
  - Beginning with the beginnings of industrial computing (DEC)
  - Referencing founders of computing science (Digital labo, journal)
  - Passing throught ages of computing (mini-computers, internet)
  - Offering nowadays competting solutions

- VMS is really innovative:
  - Principle: the struggle between the ancients and the moderns is an old thing, real innovation takes the old things to invent new solutions
  - Reality: on sustainability, on security, on scalabily…
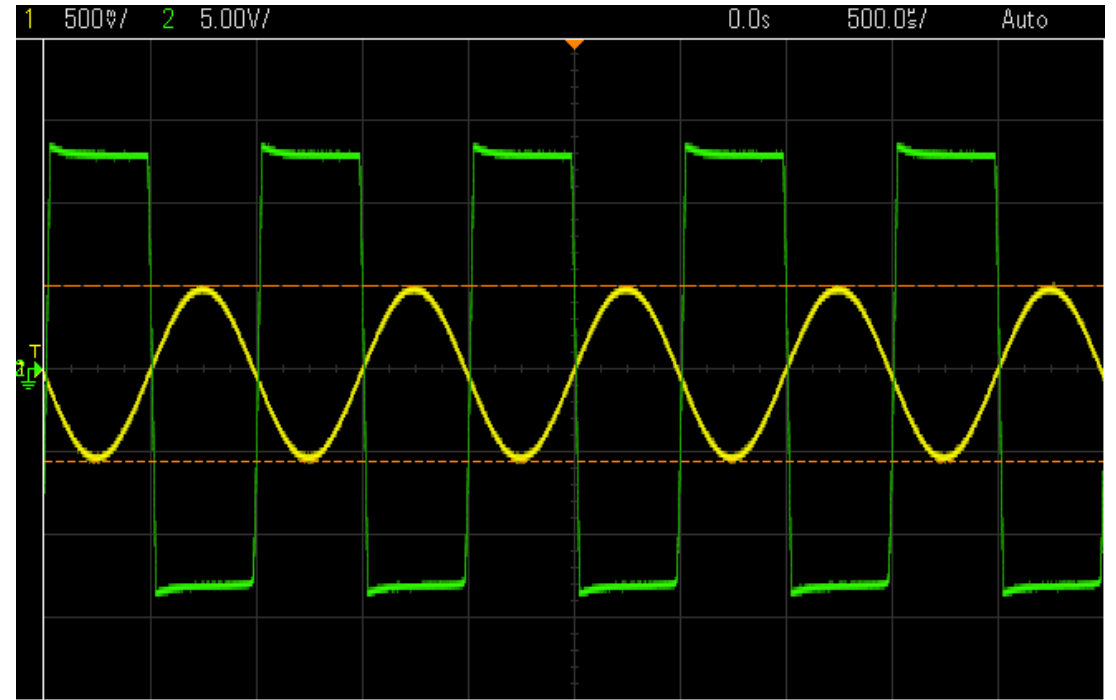
We do innovative mode of investment

- Everybody knows « capital riskers »
  - We have « capital on durability », the new concept of « capital truster »

- Everybody knows « exponential profits » (or failure)
  - We have « linear profits »

- Everybody knows « company as an empire »
  - We have really distributed partnership between big and smaller companies

Just like an Op Amp

Using feedback: linear gain

Without feedback: exponential gain

If's

Time to act

Taking the opportunity for a ROI

- We can get for what our fidelity paid
  - Saving a lot of money for our customers who can modernize and not rebuild all
  - Proposing safe and sustainable solutions for new (or renewed) market segments
  - Creating new concepts of for long term services

- We are just getting our robust and linear ROI

Times are changing

- It's no more a big centralized company:
  - It's distributed business « the network is the business »

- It's no more a pure supplier / customer relationship:
  - The VMS ecosystem lives thanks to its community

- VMS community will not be neither pure customer oriented neither pure pro-active (like linux community)
  - We'll have to create another style (innovation, again)

VMS x86 will succeed only as a big event

- VMS has now very significant competitors

- To succeed we have to make the event, the public must understand something new and worth it appears

- And we've got the values, the history, the technical and business innovation

- What must be done? Huge expression from every actors

40th and x86 event

- The 2 dates create a historical event

- The major effort of communication is from the community herself:
  - « The community IS the ambassador »
  - Every efforts have to be coordinated
  - Every actor has to use media, testimonies,…

- It is not only a technical event: it's a big business event, « VMS capital trusters » opening a new style of investment:
  - A lot of other micro- or mini-investments must appear, proving VMS ecosystem is a new for profit sector

Wishes

Thinking positive

VMS education

- A special effort has to be made on education

- All the community must mobilize on that

- And VSI should do special efforts on education
  - Education is first an investment, and profit on that is a few and often an obstacle
  - Our competitors give for free, or declare as open a huge quantity of educational literature, and there is around it huge quantity of information
  - We are computer history and we have to teach computer science

Something missing? Just DO IT

- VSI cannot do everything

- A lot of things could be missing:
    - Graphics, GUIs
    - Up to date security integration,
    - …
- Don't wait and cry:
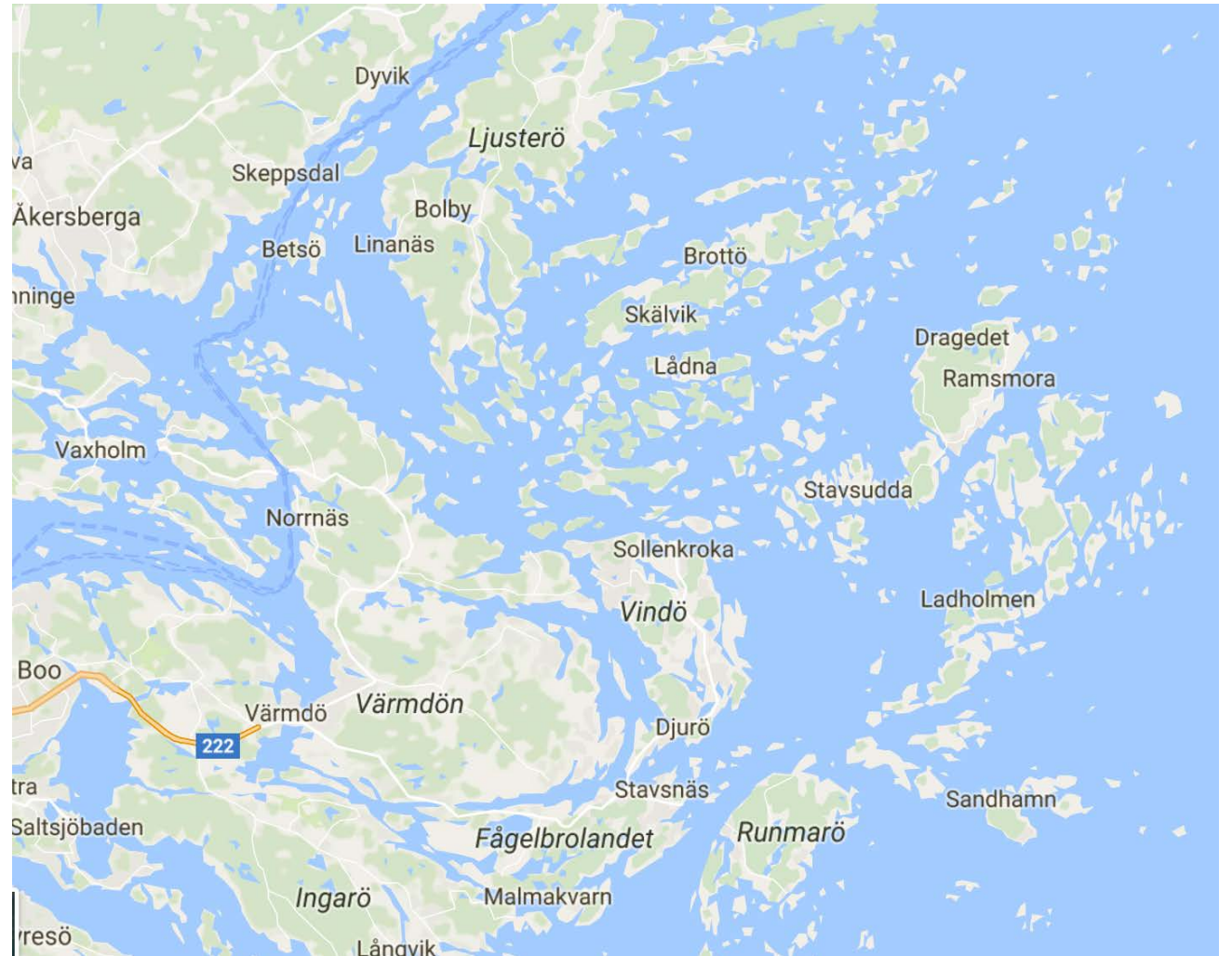   - Find a capital truster for the micro- or mini-project
    - Invest
    - DO IT

VMS investment archipelago

A worlwide distributed communication

A worlwide distributed invest

The city of VMS

And now, time to talk

- (I forgot everything which is important: tell it)
- (a lot of wishes have not be made: tell them)
- …

- And it's the begining to coordinate