

Session Number
HEN130

What do you get when you
cross a Fox with a Penguin?

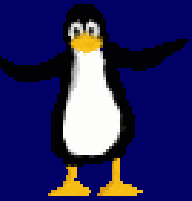
Part I - The Business Case

Whil Hentzen

Hentzenwerke InterGalactic

- or -

Visual FoxPro, Linux,
and the Jack of Hearts....



Who Am I?

Microsoft Visual FoxPro 8x MVP, LTA
Wrote VFP 6 Cert. Exam for MSFT
Editor of FoxTalk since 1996
Billed 15,000 development hrs in '90's
Books, articles, speaking, kids



Agenda

- ✓ Three things to remember
- ✓ Fox on Windows opportunities
- ✓ Linux app dev is growing
- ✓ Fox is Great. Fox+Linux=Opportunity
- ✓ Three things to remember
- ✓ Q&A

Fox on Windows Opps

- ✓ MSFT has never marketed Fox
- ✓ A strategy of appeasement
- ✓ People leave, but they don't get replaced
- ✓ MSFT doesn't market Fox outside
- ✓ The numbers continue to diminish
- ✓ Propose a new app - what's MSFT's answer?
- ✓ Conclusion

Linux App Dev Opportunity

What is Linux?

- Kernel OS based on Unix
- Same kernel supports w/s, server, etc.
- Flavors distributed by various companies (called "distributions")
- How open source works
- Distributions packaged differently
- GUIs, office, browsers, email, programming tools

Linux App Dev Opportunity

Where is Linux used?

- Web servers
- File servers
- Dedicated uses
- Desktops/workstations

Linux App Dev Opportunity

Growth curves

- News coverage
- Schools, governments, US/Int'l
- CIO March 15: 60%
- RH/Mandrake/SuSE latest are usable on the desktop
- OpenOffice.org penetration

Linux App Dev Opportunity

Why are people moving?

- Inexpensive
- Licensing
- Security
- Open source code, ! Proprietary data
- Trust
- Dependability
- Maturity of desktop

Linux App Dev Opportunity

About Open Source

- Start of Open Source
 - "Free as in Freedom" (Stallman)
- How OS works (GenscrnX)
- Why OS works (Community)
 - "Cathedral and Bazaar" (Rayond)
- Quality - enough eyes - all bugs shallow
- Quality - pecking order and status
- Quality - security thru visibility, ! obscurity

Linux App Dev Opportunity

About Open Source - Common Questions

- "What if they all get married and have kids and stop programming?"
- "How can I make money if Linux is free?"
- "Why would people pay for custom apps to run on top of free software?"
- "There are too many choices - how do you decide?"

Linux App Dev Opportunity

Why NOT Linux?

- Fit and Finish
- Snobs
- Microsoft haters
- Those with their own agenda

Linux App Dev Opportunity

Your first look at Linux

- Install - bootable CDs
- Install - dual boot or sole OS
- Install - type of installation
(desktop/workstation/server/notebook)

Linux App Dev Opportunity

Your first look at Linux

- Choice of GUI on top of kernel
- Command window requirements?
- Choice of apps
- Choice of services
- Configuration (no registry)
- No intermingled requirements (IE and WMP required...)

Linux App Dev Opportunity

Ramifications

- Linux deployment is growing
- Custom app demand will grow
- Available tools:
C++, Java, Perl, Python, PHP, Zope, Kylix -> but NO widespread use of 4GL
- Available developers:
Most Linux professionals are OS weenies ("joiner fields" story)

Fox/Linux=Opportunity

- ✓ Fox won't run on Linux
- ✓ Fox apps (Win) talking to Linux backends
- ✓ Fox apps (Linux) talking to Linux backends
- ✓ Fox apps (Linux) talking to Windows backends

Conclusion

- ✓ What I'm doing now - infrastructure
- ✓ What I'm doing now - products
- ✓ What you should be doing
 - ✓ - Install Linux on test machine
 - ✓ - Practice with Linux on desktop
 - ✓ - Learn to talk to Linux backend

Resources

- ✓ Fox on Linux w/Wine:
FoxTalk: March 2003, June 2003
- ✓ www.LinuxTransfer.com
(articles and mailing list)
- ✓ www.openfox.org
- ✓ www.leafefe.com
(ProLinux list)

Opportunity

- ✓ Opportunity - Existing Fox Apps Connected to Linux
- ✓ Opportunity - New Apps Connected to Linux
- ✓ Opportunity - New Apps on Linux

Add Linux to your development toolkit

Three Things to Remember

- ✓Fox on Windows opportunitites
- ✓Linux app dev is growing
- ✓Fox is Great. Fox+Linux=Opportunity

Essential Fox Web Update

www.essentialfox.com

This session WILL have Web updates

Get Free RedHat CDs at the
Hentzenwerke Booth

Thank you!

Please remember to send
me chocolate.