With a little help of VMS' Friends (season 5)

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The Program Has Changed

Before July 31st, the question was: We have fundamental reasons to organize an **ordered** retreat; how do we proceed?

After July 31st, the question became: On what foundations should our future be affirmed and organized?

Or: Why did we **survive**?

And then: On what foundations should we base ourselves?

Another business paradigm

- Small is not big
- Slow is not fast
- Internal is not external

- Why VMS survived?
  → A **technically oriented** ecosystem
- On whom the future will be built?
  → Who need it serves it

Small is not big

Le lion et le rat
Livre deuxième, Fable XII

Il faut, autant qu'on peut, obliger tout le monde :
On a souvent besoin d'un plus petit que soi.
De cette vérité deux fables feront foi ;
Tant la chose en preuves abonde.

Entre les pattes d'un lion,
Un rat sortit de terre assez à l'étourdie.
Le roi des animaux, en cette occasion,
Montra ce qu'il était, et lui donna la vie.
Ce bienfait ne fut pas perdu.
Quelqu'un aurait-il jamais cru
Qu'un lion d'un rat eût affaire ?
Cependant il avint qu'au sortir des forêts
Ce lion fut pris dans des rets,
Dont ses rugissements ne le purent défaire.
Sire rat accourut, et fit tant par ses dents
Qu'une maille rongée emporta tout l'ouvrage.

Patience et longueur de temps
Font plus que force ni que rage.

THE LION AND RAT

" Be kind whene'er you can," should be your creed,
There's none so small but you his aid may need.
This striking truth two fables now shall prove ;
Matter enough is here your faith to move.
    A blundering rat burst through the earth,
 And fell into the lion's paws.
 The animal of royal birth
 Scorned with such blood to stain his claws :
 He spared his life, the kindness was repaid ;
 Who'd think the lion could e'er require his aid ?
    However, 'twas the lion's lot,
 Leaving the forest, in a net to fall,
 Nor could his rage and roaring break the thrall.
 The rat ran to his aid, and speedily
 Gnawed through a mesh and set him free.

Patience and length of time will still
Much more than force and rage fulfil .

Big buys small … or Big and small collaborate

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By ROLFE WINKLER and DAISUKE WAKABAYASHI   CONNECT

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IBM & Microsoft History

In 1980, IBM first approached Bill Gates of Microsoft , to discuss the state of home computers and what Microsoft products could do for IBM. Gates gave IBM a few ideas on what would make a great home computer, among them to have Basic written into the ROM chip. Microsoft had already produced several versions of Basic for different computer system beginning with the Altair , so Gates was more than happy to write a version for IBM.

Small **and** big

- VSI is not a great idea to be bought

- It is a great idea which will become center of a collaboration story

- VSI investment is not so big, it is well targeted
- VSI investment is good leveraging point

Slow is not fast

Le lièvre et la tortue

Rien ne sert de courir ; il faut partir à point.
Le Lièvre et la Tortue en sont un témoignage.
Gageons, dit celle-ci, que vous n'atteindrez point
Si tôt que moi ce but. Si tôt ? Êtes-vous sage ?
    Repartit l'Animal léger.
    Ma Commère, il vous faut purger
    Avec quatre grains d'ellébore.
    Sage ou non, je parie encore.
    Ainsi fut fait : et de tous deux
    On mit près du but les enjeux.
    Savoir quoi, ce n'est pas l'affaire ;
    Ni de quel juge l'on convint.
Notre Lièvre n'avait que quatre pas à faire ;
J'entends de ceux qu'il fait lorsque prêt d'être atteint
Il s'éloigne des Chiens, les renvoie aux calendes,
    Et leur fait arpenter les landes.
Ayant, dis-je, du temps de reste pour brouter,
    Pour dormir, et pour écouter
    D'où vient le vent, il laisse la Tortue
    Aller son train de Sénateur.

    Elle part, elle s'évertue ;
    Elle se hâte avec lenteur.
Lui cependant méprise une telle victoire ;
    Tient la gageure à peu de gloire ;
    Croit qu'il y va de son honneur
    De partir tard. Il broute, il se repose,
    Il s'amuse à toute autre chose
    Qu'à la gageure. À la fin, quand il vit
Que l'autre touchait presque au bout de la carrière,
Il partit comme un trait ; mais les élans qu'il fit
Furent vains : la Tortue arriva la première.
Eh bien, lui cria-t-elle, avais-je pas raison ?
    De quoi vous sert votre vitesse ?
    Moi l'emporter ! et que serait-ce
    Si vous portiez une maison ?

The Hoare and Tortoise

To run is nothing ; we must timely start.
The hare and tortoise here shall teach the art.
" Let's bet," the tortoise said, " my clever spark,
Which, you or I, the first shall gain that mark."
" The first ? what, are you mad ? " the hare replied
" Take hellebore and purge ; your talk is wide."
" Well, mad or not, I'll bet !" the tortoise cried.—
    The stakes accordingly were paid,
    And near the winning-post were laid.
What were the stakes we won't say in this place,
    Nor who it was that judged the race.
    The hare had scarce four jumps to make,
Of such as, nearly caught, he's wont to take ;
Leaving the hounds behind, who then may wait
For the Greek Kalends, roaming until late.
    Taking his time, to feast at ease,
    And list and sniff whence comes the breeze,
    The hare lets now the tortoise go

Like a grave bishop pacing slow.
  And now behold the tortoise gone,
Toiling, hastening slowly on.
The hare the bet but little prized,
And such a victory despised ;
He thought, in his great pride of heart,
'Twas yet too soon for him to start.
  So, browsing, resting at his ease,
  Oblivious of his bet, he sees
The tortoise the wished goal about to gain,
He sprang like lightning, but he sprang in vain :
The tortoise won just as the hare took flight.
" Well," she exclaimed, " good runner, was I right ?
What means your swiftness, yielding thus to me ?
And if you bore your house, what would it be ? "

Slow is not fast

- There are short and long cycles

- Corresponding to specific tasks

- You cannot address the same way slow and fast vehicle

- Because…

You could take some trains as they are going

And some others not

Slow **and** fast

- IT must accomodate slow pace and fast pace ecosystems

- There are big successes in long time systems : VMS

- There are big successes on short time systems : web frameworks like jQuery

Slow **and** fast

- We need alliances between
➔ VMS
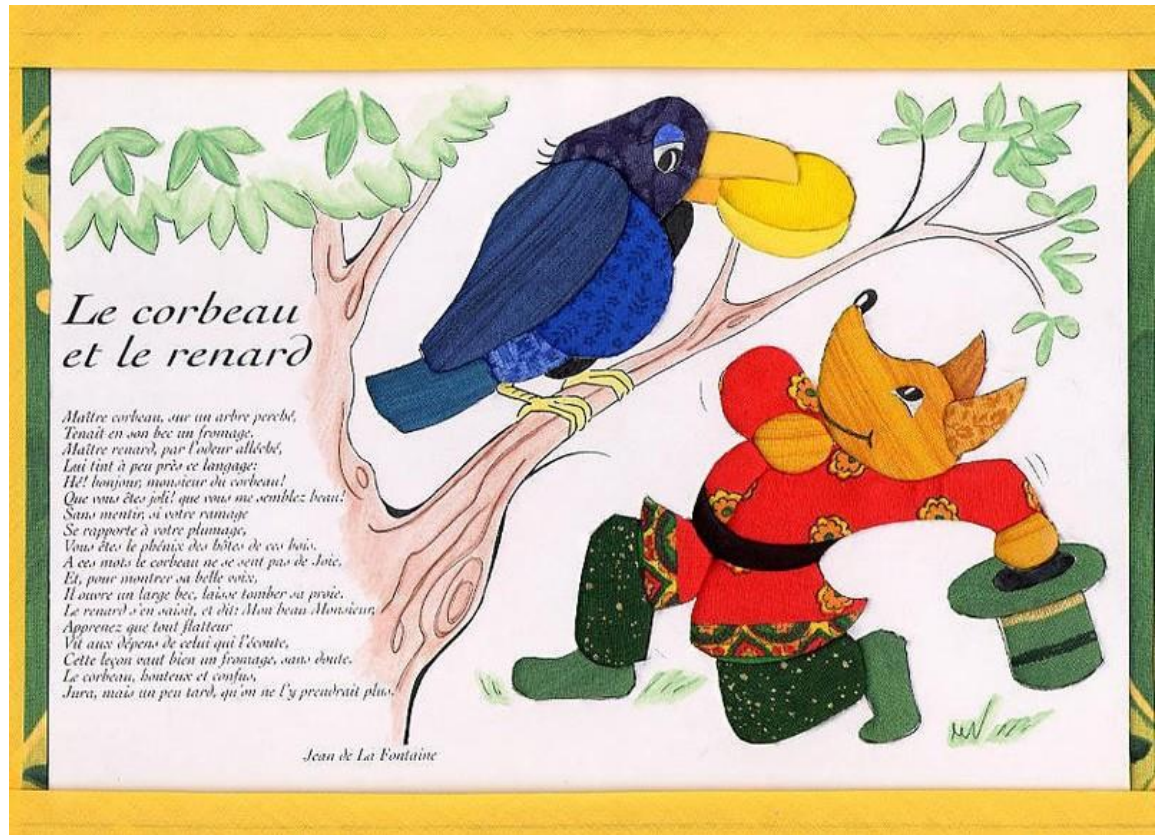➔ best up-to-date technologies

Just in time

20 years after

(Rosetta & Philae)

37 years after

Internal is not external

Le corbeau
et le renard

Maître corbeau, sur un arbre perché,
Tenait en son bec un fromage.
Maître renard, par l'odeur alléché,
Lui tint à peu près ce langage:
Hé! bonjour, monsieur du corbeau!
Que vous êtes joli! que vous me semblez beau!
Sans mentir, si votre ramage
Se rapporte à votre plumage,
Vous êtes le phénix des hôtes de ces bois.
A ces mots le corbeau ne se sent pas de Joie,
Et, pour montrer sa belle voix,
Il ouvre un large bec, laisse tomber sa proie.
Le renard s'en saisit, et dit Mon beau Monsieur,
Apprenez que tout flatteur
Vit aux dépens de celui qui l'écoute,
Cette leçon vaut bien un fromage, sans doute.
Le corbeau, honteux et confus,
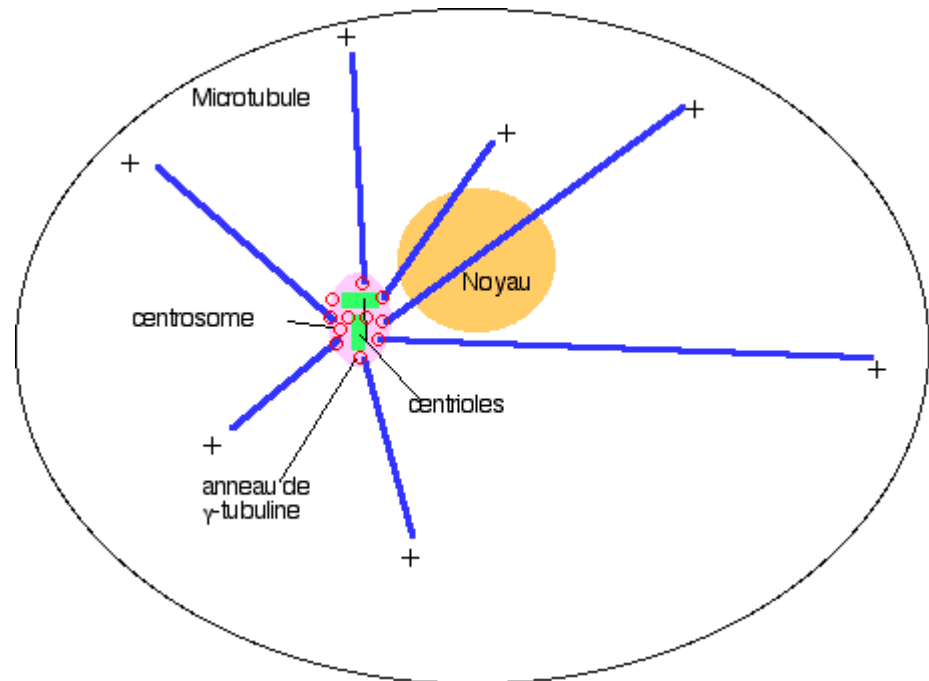Jura, mais un peu tard, qu'on ne l'y prendrait plus.

Jean de La Fontaine

THE CROW AND FOX

Perched on a tree sat Master Crow
While in his beak he held a cheese ;
Lured by the smell stood Master Fox below,
And hailed him in such words as these :
" What ! Master Crow ! good day ! how be ye ?
'Pon honour I am glad to see ye !
How beautiful, how handsome ye appear !
How I should like to hear your note !
For if your warbling's like your coat,
You are the phoenix of the forests here. "
At this the crow could not enough rejoice,
Opened a large beak to show his pretty voice ;
Down dropt the precious prey . . .
Which Reynard seized, and ran away,
Leaving this short adieu :
" Learn, my good fellow, that the flattering crew
Live at the cost of those they slyly please ;
I hope my lesson's worth your cheese. "
The Crow too late, ashamed, and full of pain

Swore they should never bilk him so again

Internal and external (or center and peripheral)

- You cannot address the same way
  - Central issues
  - Peripheral issues

Internal and external

- Found the good alliance between
  - Central software
  - Peripheral software

Why VMS survived?

- Long term and targeted investment in a niche market,
- Slow and long cycles,
- Unexposed central systems

➜ VMS is very old fashioned

➜ Why VMS survived?

Why VMS survived

- General resiliency of mission critical systems
    - (a complete R&D issue, waiting for a fundation)

- Technic pledged for itself:
    - pieces of necessary software
    - strong specific culture
- The customers themselves had strong reactions

How VMS survive

- VMS is an ecosystem
- It is a **technically centric** ecosystem:
    - ➜ The culture and technic is the center
    - ➜ It spead among several suppliers
    - ➜ Some similaryties with Open Source ecosystem (Linux, jQuery,…)
- *It is not an Open Source ecosystem*
- It is somehow a **completly new paradigme for an ecosystem**

Keys for success:
same actors who react have to act

- The community must **involve** itself
- VSI success is **in our hands**
- We have to **rebuild** communities
- To **relink** between communities

- Specificaly in Europ **from where there was the strongest reactions**

European initiatives

- Internet sites (France www.hp-interex.fr)
- Surveys (needs, informations,…) published very soon
- Exchange of informations, talks to the press

- Organization of **a major European event in spring** when VSI has concrete things to show

Who to connect with? (Quite) Usual suspects

- Loyal ISVs (Oracle…)
- Loyal VMS Consultants
- Loyal VMS ambassadors
- Loyal users clubs
- Loyal Open Source Port communities
- Loyal collegues in your country, in Europe, in the world
- I (loyal) have theories about all that: http://www.pia-sofer.fr/IMG/pptx/s126_-_vaticuum.pptx

Whith whom to connect? Newbies ☺

- susan.skonetski@vmssoftware.com
- www.vmssoftware.com

- facebook page : vmssoftware
- facebook page : openvms friends

- …

Snapshot

Be on the next photo!

- Thank you

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