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**[Note: All redactions in this document are Section 40 exemptions]**

Updated: Meeting room change.

[Redacted] as discussed here's the meeting invite for 23rd. Please let me have the names of everyone attending so that I can advise security. Cabinet Office attendees will be:-

BSA: [Redacted Thomas Boue (Director)] and Robert [Redacted Holleyman]

CO: [Redacted Liam Maxwell, Qamar Yunus, Jerry Fishenden] (possibly), [Redacted Craig Lorne] and [Redacted myself].

Regards

[Redacted Mark Willis]

[Redacted] ICT Futures Programme Manager and PS to Liam Maxwell - Director of ICT Futures

Efficiency and Reform Group | Cabinet Office | 4/N1, 1 Horse Guards Road, London, SW1A 2HQ | Tel: [Redacted 0207 271 0823] - Mob: +44 (0) 7795 841

[Redacted 268] | Email: [Redacted]

P Think of the environment...please don't print this e-mail unless you really need to

----- Original Message -----

From: [Redacted]

To: [Redacted] Maxwell, Liam - Cabinet Office

Sent: Tue Sep 20 17:25:33 2011

Subject: RE: BSA [UNCLASSIFIED]

[Redacted] Liam

Thank you for your email.

Proposed agenda

a. Exchange of views on the ongoing Consultation and Review of UK Procurement Note b. Exchange of views on 4 BSA suggestions to reduce cost of IT/software and increase revenue for the UK government

Proposed delegates

[Redacted] Robert Holleyman, CEO and chairman of the BSA + 3 staff

What successful meeting would achieve

1. Finding common views and understanding on item "a"
2. Assessing and possibly taking successful actions on item "b"

A briefing note

1 - On the BSA

The Business Software Alliance ( HYPERLINK "<http://www.bsa.org>" HYPERLINK "<http://www.bsa.org>" HYPERLINK "<http://www.bsa.org>" [www.bsa.org](http://www.bsa.org)) is a trade association for the software industry, working in 80 countries to expand software markets and create conditions for innovation and growth. With overall market revenues of €200 billion, the software sector is a key driver of high-skill, high-wage jobs – accounting for 54% of the total ICT employment in Europe, despite representing only 20% of total spending on ICT.

BSA Europe is located in London and its members include Adobe, Altium, Apple, Asseco Poland S.A., Attachmate, Autodesk, Autoform, AVEVA, AVG, Bentley Systems, CA Technologies, Cadence, CNC/Mastercam, Corel, Dassault Systèmes SolidWorks Corporation, DBA Lab S.p.A., Dell, Intel, Intuit, Kaspersky Lab, Mamut, McAfee, Microsoft, Minitab, NedGraphics, O&O Software, PTC, Progress Software, Quark, Quest, Rosetta Stone, SAP, Scalable Software, Siemens, Sybase, Symantec, Synopsys, Tekla, and The MathWorks.

2 - On the BSA's view on Open Standards

BSA supports FRAND licensing of standards, which includes IPR-free licensing of technology at the discretion of the innovator and technology contributor and which are compatible with all standardization bodies, including with the W3C IPR policies. Many of today's most widely deployed open specifications incorporate patented innovations which are licensed to implementers on FRAND terms, including WiFi, MP3, and GSM. FRAND licensing policies allow both for royalty-free licensing and for inventors to charge a reasonable fee when their technologies are incorporated into specifications provided the technology is made available on reasonable and non-discriminatory terms to any person who wants to implement the standard.

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3 - On the BSA's view on Open Source:

BSA is agnostic and neutral on the use of open source vs. proprietary software. So-called "mixed source" applications – i.e. applications that combine both open source and proprietary code – are becoming increasingly prevalent; open-source technologies can now be found in mainstream proprietary software applications developed by companies like Adobe, Real Networks and McAfee among others, for example. Currently, there are over 80,000 OSS applications running on Microsoft's Windows operating system.

4 - BSA proposes 4 ways to achieve savings for taxpayers:

A. Supporting technology/business model-neutral procurement rules based on the best value-for-money principle. Such rules should create a level playing field, intended to promote competition – including between open source and proprietary solutions - and drive innovation among existing and emerging market players. To this end, government procurement policies and practices should be merit-based and aim to acquire the best tools for the job, based on objective criteria such as performance, security, interoperability, and total cost to users.

B. Adopting Software Asset Management (SAM) throughout all government agencies. SAM is an ISO-based business practice that involves managing and optimizing the purchase, deployment, maintenance, utilization, and disposal of all types of software within an organization. SAM also enables government agencies to determine the exact software systems, applications, and services needed in order to be the most productive. SAM prevents over-paying for the software being used or paying for software that's not actually in use. SAM has proven to deliver major cost savings in almost every organization: industry analysts estimate (Source: "IT Asset Management: Moving to Higher Ground," Frances O'Brien, Gartner ITAM Conference 2003) savings from SAM to be 30% in the first year alone, with ongoing 5-10% annual cost savings in subsequent years.

C. As part of the level playing field mentioned above, the UK government should consider the use of cloud-computing service and applications as a way to save taxpayer money. Hardware, operating systems and development tools are also increasingly moving from the "product" to "service" category, with a range of "platform as a service" and "infrastructure as a service" solutions now available.

Embracing 'software as a service model' (SaaS or simply 'cloud') promises both cost savings and productivity gains. Organizations can scale their IT capacity up or down without having to invest in new infrastructures or IT support, and at the same time have readier access to new technologies without having to make significant up-front software or hardware investments.

D. Generating revenues for the Treasury. Aside from traditional copyright protection methods, the UK government should explore the possibility of incorporating package and service-based software licences in regular corporate VAT compliance checks. By creating new VAT audits for business software, enterprises will be compelled to use lawful services and software packages while, at the same time, contributing to government budgets. In Europe governments' treasuries lose an average of 20 Euro cents for each Euro of unlicensed software package or services used in enterprises. A new approach to software and service licence agreements should be considered.

Please let me know if you have any further questions.

Kind regards

[Redacted]

-----Original Message-----

From:

[Redacted]

Sent: 19 September 2011 18:35

To: Dan WilsonCraw

Cc:

Subject: BSA [UNCLASSIFIED]

Classification: [UNCLASSIFIED]

[Redacted]

You were asking for a meet on Friday with Cabinet Office?

Is v short notice but could you send

A proposed agenda

Proposed delegates

What successful meeting would achieve

A briefing note

1 on the BSA

2 On the BSAs view on Open Standards

3 On the BSAs view on Open Source

4 On the BSAs view where we can achieve savings for the taxpayer Then I'll see what we can do

Thanks

[Redacted]

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