

Hello my name is Jim Tyrrell, Senior JBoss Solutions Architect, and I want to thank you for the opportunity to introduce Red Hat, the Drools Project an open source rules engine, the JBoss Business Rules Management System (BRMS) a fully supported product by Red Hat, why to consider a rules engine, and how an open source solution can help you deliver more with less.

Red Hat is the worlds leading provider of Open Source Software bar none full stop end of story. Every product Red Hat delivers begins its existence with a community of developers, evangelists, subject matter experts, users, and more. Think of this community as an ecosystem, where any and all sharing is encouraged, open discussion the norm, any thought or ideas are welcome, peer review, and even a little bit of ego, foster an environment where the best ideas rise to the top. With this combination, innovation occurs at a breakneck pace, ultimately delivering features and functions rapidly, cheaper, faster, and quicker than proprietary software methodologies. The hobbyist in his house, the university student, state and federal agencies, integrators, and even private industry are all encouraged to participate in these communities. Red Hat leverages, fosters, and participates in these communities enabling more innovation, faster, and embellishes and extends these projects as products with certifications, service, support, testing, road maps, life cycles, updates, and much much more, delivering products to fill specific industry and enterprise needs via a very cost effective subscription model leaving behind the proprietary world of expensive up front licensing costs.

The Drools Project is just one of many of these communities, shepherded by an active community in its early days, eventually maturing enough to join JBoss in October 2005, and finally coming to Red Hat with the JBoss acquisition in April of 2007. The Drools Project has enjoyed 10 plus years with millions of downloads, a large active and vibrant community of users and contributors. The Drools project has been used in health care projects in Brazil, mortgage systems in Europe, Fed Ex custom critical and many other places. It has also been consumed and delivered by industry in many different OEM and ISV products. The innovation and community focus in the Drools Project has also brought about contributions from the VA and others. A health focused Drools Boot Camp in San Diego in 2010 attended by GE, Intermountain Health Care, and others associated with health care produced outstanding enhancements to the community. In calendar year 2011 the Drools team plans a government focused event here in the metro DC area. The Drools project is the largest open source Rules Engine community on the planet delivering cutting edge innovation, and collecting the best minds around the authoring and creation of rules, work flows, complex event processing, decision making, and more.

All that rapid innovation and updates in the Drools Project can be a problem for the enterprise to consume, the Business Rules Management System or BRMS enables the enterprise to consume the innovation created in the Drools Project with the needs of the enterprise like support, updates, long term stability, etc. The BRMS allows developers, testers, business analysts, and others to work, test, and publish in a common rules repository facilitating crosscutting team collaboration. These authored rules can be

published and consumed via many open standard software methodologies. By removing the business rules from software code, or other transactional systems, business rules changes, or business friction can greatly be reduced.

For one state these efficiencies have enabled them to handle a 25% increase in the numbers of state residents enrolled in the system without a corresponding staffing increase. Using a self service website residents are able to self register without an expensive time consuming trip to a local office. Rules that used to be coded into the application are now in the rules engine, when legislative changes are required to the business rules, they can be facilitated in seconds or minutes versus days, weeks, or longer with the replaced legacy system. Perhaps the biggest cost savings was that this project was completed in 18 weeks leveraging open source tools provided by Red Hat vs competitive quotes costing millions and encompassing years of development. This state has embraced the principles of open source and have shared their innovation with other internal state social services agencies, and several other states. This sharing, collaboration and more can be a model to consider as you move forward.

Currently the traditionally proprietary rules software market place does not have a standard for publishing rules in a product agnostic fashion. In the proprietary software world little incentive exists to create a rules authoring standard, as this would easily allow your customers to switch to competitive products. With Red Hat's open source business model this kind of intrinsic vendor lock in does not occur, as Red Hat would rather compete on feature, function, and capability based on open community created standards rather than proprietary vendor lockin. The basis for the beginnings of a standard around agnostic rules authoring has already been delivered via several Red Hat and Amentra consulting engagements, leveraging text repositories for rules like databases, Microsoft Word or Excel documents, and other open document formats like plain text, comma separated files, and XML. On behalf of the Drools team, JBoss by Red Hat, and I, we welcome the opportunity to work with you to facilitate the creation of this standard, leveraging the community and past consulting engagements, and we look forward to our continued commitment to your project to facilitate quality efficient healthcare, social services, and more for all Americans leveraging the principles founded in the open source way, leveraging sharing and collaboration to deliver more feature and function for less, quicker and faster with fewer defects or bugs.