



**OMG RTE Middleware versus
'Traditional' Solutions. Are we Winning?**

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Introduction to PrismTech

- ▶ Established, growing, profitable c. \$10m business
- ▶ Telecom, Defense & Financial “Fortune 500” customer base
- ▶ Four product lines
 - ▶ OpenFusion Object Middleware
 - ▶ Spectra SDR Tools and Infrastructure
 - ▶ Splice Data Middleware
 - ▶ Xtradyne Security
- ▶ c. 70 staff; 50+ engineers



- ▶ Aiming for leadership position in the emerging high-growth market for tools and wireless infrastructure software for Software Defined Radio (SDR) applications, a segment of the overall SDR market which is set to grow from \$700M in 2002 to over \$30 Billion in 2008.
Source: Pioneer Consulting.

World-Class Customer Base



Use of Standards-based RTE Middleware

- ▶ Middleware used in tiny percentage of RTE projects
- ▶ ‘Standards-based’ middleware used in tinier percentage
- ▶ OMG Standards-based middleware used in even tinier percentage
- ▶ Opportunity beckons...

The background of the slide is a composite image. On the left, there is a close-up of a person's hands typing on a laptop keyboard. On the right, there is a close-up of a person's face looking at a laptop screen. The image is overlaid with a grid of thin, white lines, suggesting a digital or network environment. The text "Over Five Years of Significant Progress" is centered over this image in a large, white, sans-serif font.

**Over Five Years of Significant
Progress**

Standards for RTE Middleware

▶ Here today

- ▶ minimumCORBA
- ▶ DDS
- ▶ Lightweight COS
- ▶ RTSJ
- ▶ J2ME
- ▶ ETF
- ▶ SCA

▶ Coming soon

- ▶ CORBA/e profiles (minimumCORBA update to start)
- ▶ SBC PIM/PSM (SCA standardization)

COTS GA Implementations

- ▶ Here today
 - ▶ minimumCORBA on GPP: PrismTech, OIS,
 - ▶ minimumCORBA on DSP: PrismTech,
 - ▶ DDS: PrismTech/TNN, RTI,
 - ▶ Lightweight COS: PrismTech,
 - ▶ RT Java ORB: PrismTech, OIS,
 - ▶ J2ME JacORB: PrismTech,....
 - ▶ ETF: PrismTech, JacORB....
 - ▶ SDR-optimized ORB: PrismTech

- ▶ Coming soon
 - ▶ CORBA/e profile implementations: 'microORBs'
 - ▶ GIOP-enabled FPGA: PrismTech,
 - ▶ SCA OE (future PSM-compliance): PrismTech



But Much to be Done..

Our Customers' Business Drivers

- ▶ Advanced features
- ▶ Cost reduction
- ▶ Faster-to-market
- ▶ Higher quality

How does Standards-based RTE middleware address these issues?

The 'Killer' Application?

Software component portability...
...disconnects the software and hardware
lifecycles, enables business benefits...

- ▶ Advanced features
 - ▶ *Adaptation, enhancement, addition, convergence*
- ▶ Cost reduction
 - ▶ *Lower development costs, reuse of IP, mass customization, hardware flexibility*
- ▶ Faster-to-market
 - ▶ *Reuse, outsourcing, reconfiguration, hardware flexibility*
- ▶ Higher quality
 - ▶ *Reuse, standardized platforms*

The ISV Business Model

- ▶ Deliver technologies to enable component portability
 - ▶ Component APIs
 - ▶ Software development tools
 - ▶ Standards-based software platforms
 - ▶ Software components
- ▶ But not at the expense of
 - ▶ Performance, Size, Weight, Power

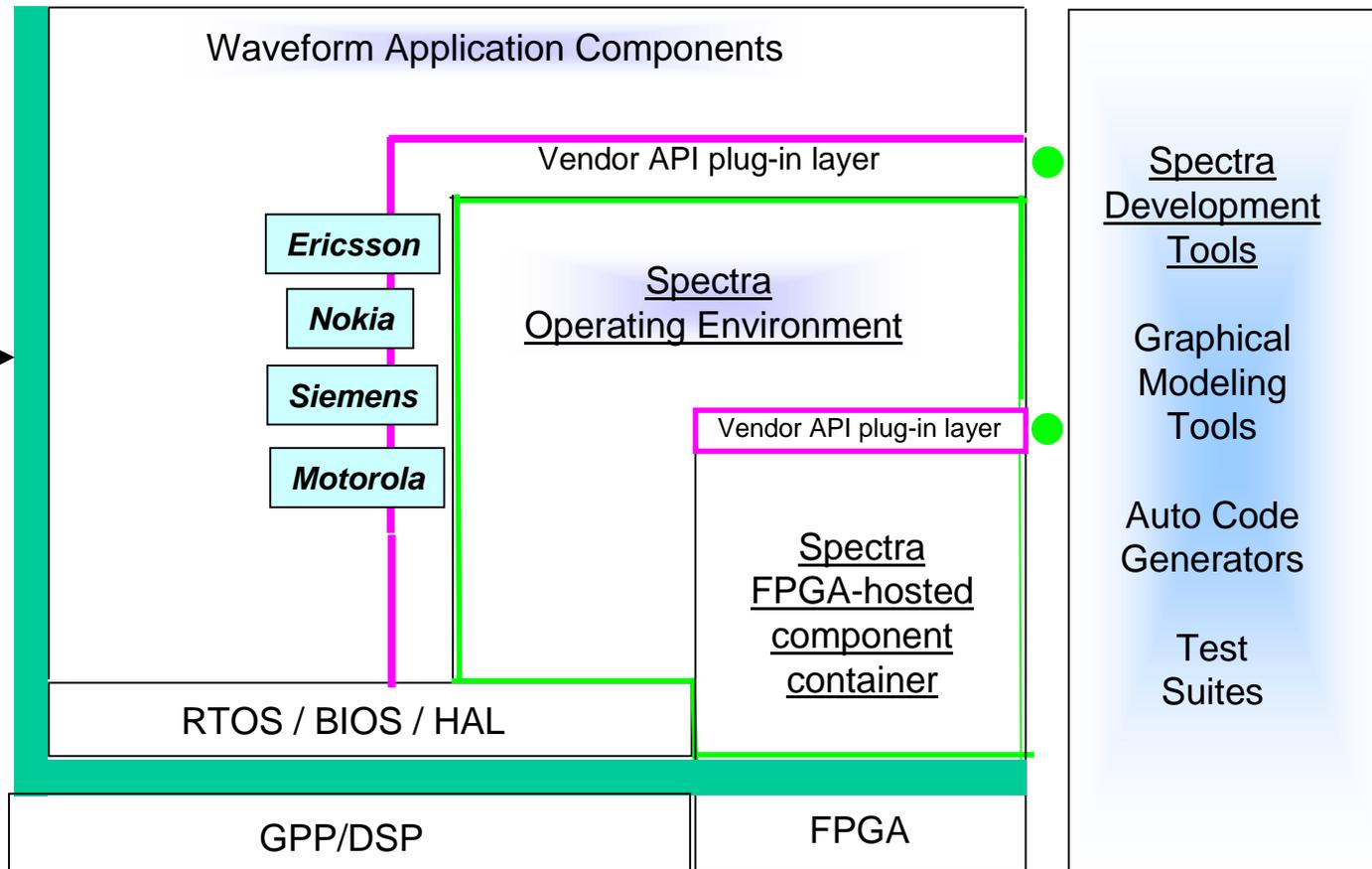


The Technologies

The Perceived Technology Gap?

- ▶ **Application APIs**
 - ▶ *Component reuse*
 - ▶ *Hardware abstraction*
 - ▶ *Debug*
- ▶ **Middleware**
 - ▶ *Extremely low overhead*
 - ▶ *Hardware abstraction*
- ▶ **Standard architectures**
 - ▶ *XML component and h/w description*
- ▶ **Application development tools**
 - ▶ *Graphical modeling*
 - ▶ *Automatic infrastructure code generation*

Architecture Vision





SPECTRA POWER TOOLS

The Productivity Suite for SDR Developers

- ▶ Graphical Modeling Tools
- ▶ Automatic Code Generators
- ▶ Unit Test Framework
- ▶ Run-time Operating Environment

www.primstech.com

Spectra Launched June 21



The Credibility Gap?

A Culture of DIY?

- ▶ I don't need middleware because
 - ▶ No distribution
 - ▶ No reuse
 - ▶ Lose control
 - ▶ Performance critical
 - ▶ *Throughput critical*
 - ▶ *Overhead (power) critical*
 - ▶ *Footprint (power and area) critical*
- ▶ Does this sound like enterprise systems in early 90s?

Valid Concerns

- ▶ Distributed embedded applications are relatively new
- ▶ Reuse is not so critical in short-lived, high-volume consumer products
- ▶ In-house development culture
- ▶ CORBA is not optimized for resources
 - ▶ ORB implementations are perceived as 10x to 100x too 'fat' (>2Mb historically)
 - ▶ Can't afford GPP overhead
 - ▶ *Use ASICs, FPGA, etc.*

OMG Community Challenges

- ▶ Position CORBA as relevant to consumer products, get considered (marketing)
- ▶ Address 'buy not build' concerns (marketing)
- ▶ Complete CORBA/e (process)
 - ▶ minimumCORBA is anything but.....
 - ▶ Produce specs for ultra-low resources
- ▶ Vendors have to optimize implementations (validation)
- ▶ Prove CORBA supports battery powered computing devices (demos)

The Prize

- ▶ Consumer Electronics Market
- ▶ Wireless everything...
- ▶ Enterprise CORBA revenues peaked in 2000...
...when will RTE CORBA peak?
- ▶ We're just getting started....

Contact Information

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Thank You.....