Doing business on Open Source is not selling a code that we did not pay but earn his life around a code that is not sold.

Presentation by Stephane Ribas

PREAMBULE

This presentation aim to answer 3 questions that were asked on our Dplug discord channel :

- What are the economical state/figures about FLOSS in US & EU ?
- What are basic/main Business models in FLOSS ?
- Can you give us some hints about FLOSS community ?
  - How they emerge ?
  - Any framework to animate a FLOSS project with its community ?

I tried to answered those questions in 25 minutes :-)

If you want to talk about a more specific topis about FLOSS, don't hesitate to ask question on our discord channel...

What is
Free/Open Source software ?

- OSS can be defined as computer software for which the human-readable source code is made available under a copyright license (or arrangement such as the public domain).

- This allows users to use, change, and improve the software, and to redistribute it in modified or unmodified form.
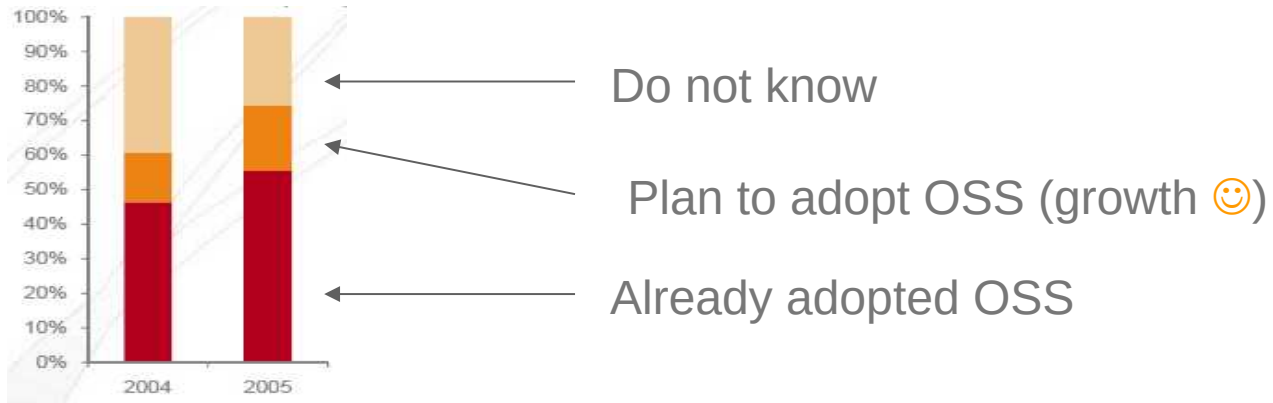
Once upon a time ...

- **1969 – First message exchanged between 2 computers through ARPANET network**
- **1970 to 1980 – Email, FTP, Permissive code distributed in universities...**
- **1983 – Richard Stallman creates the Free Software Foundation**
- 1984 - Richard Stallman publish several tools to devellop the futur GNU Linux system -> **licence libre (GPL)**
- **1985 - Lancement du système GNU**
- **1991 - 1ère version of Linux by Linus Torvalds**
- **1995 - RedHat SuSe, Mandrake...**
- **1998 – Eric Raymond & Bruce Perens propose a new definition : Open Source**
- **2000 – Adoption (Linux) by IBM, Oracle, SAP...**

OSS Adoption

Panel of 400 businesses in Europe & US

Do not know

Plan to adopt OSS (growth ☺)

Already adopted OSS

Source: Forrester, Fabernovel 2007
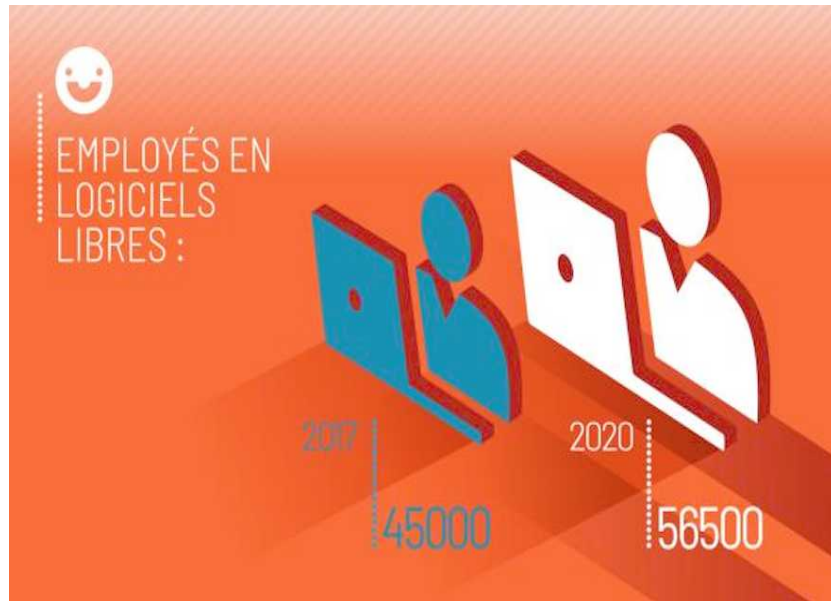
Why shall we use
Open Source Software ?

Survey 2020

- 82% : mutualisation /cost reduction (code dev.) ;
- 72 % : Innovation leverage !
- 70% : Strategic booster.

Important innovation leverage tool for 72 % of companies using (not producing) open source.

Open Source & jobs in France ?

EMPLOYÉS EN LOGICIELS LIBRES :
2017 — 45000
2020 — 56500

CRÉATION D'EMPLOIS :
+4000 emplois par an

Free/Open Source adoption
In Europe (2020)

Free Software / Open Source … some figures…

- Rate of Growth ? 8,1 % between 2017 - 2020,

- French Open Source Market : 4,46 Mds d'euros in 2017 and should be 5,650 Mds d'euros in 2020, (source : PAC).

France, is the european leader for Open Source :-)

- France represent 23 % of the EU market behond England & Germany.

HAM RADIO GEEK

Web
- Apache
- Jboss
- PHP
- Ruby on Rails
- Joonts / Jonla / SIPIP
- DRUPAL
- Liferay

Programmation
- Outils gestions conf
- Compilateurs gcc, g++, gast.
- IDEM
  - Eclipse
- Framework de Dev
  - Symfony
  - Django
  - Zend
- Gestion de bugs/evolution
  - Bugzilla
  - Redmine
  - Trac
  - Mantis

CVS
SVN
Git

Supervision
- Nagios
- Zabbix
- Cacti
- Zenoss
- OSSIM

Bdd
- mysql
- postgres

Proxy
- squid
- squidguard
- dansguardian

Gestion de parc info
GLPI
OCS-ng
OGS

Gestion support TH
GSOS — OTRS
- Requesi tracker
- Flyspray

E-commerce
- Magento
- Oz Commerce
- Prestashop

Sécurité
- OpenVAS
- Metasploit
- NuFW   ettereal
- GnuPG   ettergoo
- Prelude
- Snare

Communication
- Asterisk
- Freeswitch

Messagerie
- Egroupware *
- Webcalendar
- ZimBra
- Sendmail
- Postfix
- pidgin
- Spicebird *
- Open-X-Change
- Openfire
- Mailman
- Sympa

- NASAS
- Snort
- mkh

Cloud Computing
- OpenQRM
- Open Nebula
- Eucalyptus
- HackSafe

Backup
- Bacula — Backup Manager
- Mondo rescue
- Rsync

OpenTime
- GRR

Graphisme:
- GIMP, Blende
- Inkscape

Enseignement
- Moodle

GED
- Alfresco
- SAMBA

Poste Client
- OpenOffice.org
- Thunderbird *
- Firefox *
- PDF Gestor
- Filezilla
- Pidgin
- VLC

- abiword

- Lightning
- Sylkus
- Claws

- Xming

ERP
- Compiere
- ERP5 (noted)
- OpenERP
- Pamplemousse Geiger
- Open bravo
- eXo Platform
- NUXEO

Décisionnel
- Talend
- Pentaho
- Jaspe
- Weka

SQL Ledger
Dotabara
Sugar CRM
Open Agile
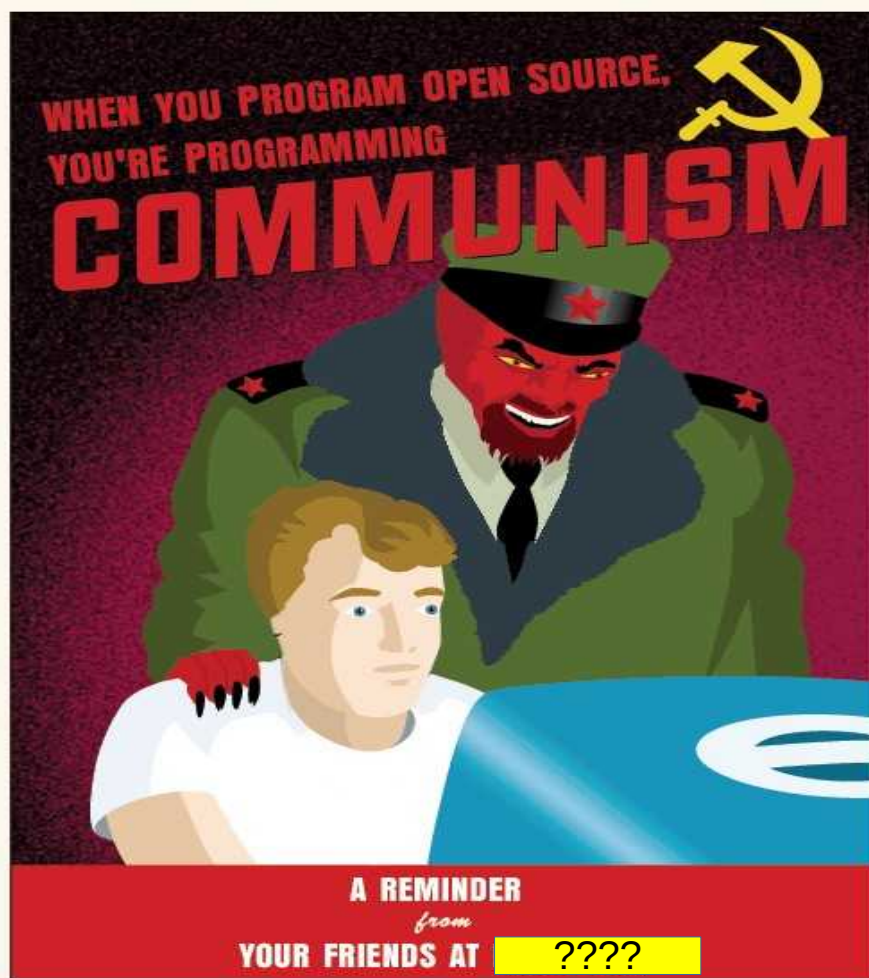Open S1
Lorux
Neogia
Ocsz

Multicage

Main FLOSS Business Models

An OSS BM typology:

- **Services**
- **Value Added distribution**
- **Double Licensing**
- **Mutualisation**

Source: Fabernovel 2007

Some words about FLOSS community & their organisation

Community organization

- Non-profit organization
- Sponsors
- Commercial enterprises
- The Onion model of communities
- Communities around OSS projects
  - Volunteer-based
    - Ideology, freedom, sharing
  - Company-based
    - Business, funded developers
  - Mixed
- Different types of communities
  - Linux: Project centric
  - MySQL: Business centric
  - Eclipse: Foundation centric

How may emerge a FLOSS Community ?

Community.init()
     - Answer a problem widely shared,
     - Open everything,
     - Positive network.

D&D GEEK

Community.start()
begin loop

Analyse the environment

Build a strategy & goals

Build a digital habitat

Develop codes & initiatives

Promote the project

Animate the community

Increase membership

Monitor

end loop

D&D GEEK

Focus on digital habitat

digital_habitat.init()
3 spaces...

- Website portal
- Collaboration space(s)
- Communication space(s)

Exemple of implementation :

architecture digital_habitat(**organisation needs**)
case project-identity *&* code-dissemination

Web portal

case project-collaboration

Code repository

Issue Tracker

case project-interaction

Mailing-lists

end case

FLOSS website content ?

function build_web(url)

Good project name

Clear mission statement

State "project is Open Source"

Development status

License used

How to install and use

Where to download

How to contribute

Mailing list

end build_web

STOP PARTICIPATING IN COMPETITION START COOPERATING IN COLLABORATION

Thanks !

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