

Natural Resource Management Workshop: Introduction to FOSS GIS

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Session 3: Open Source Business Case

Outline

FOSS4G community characteristics

OSGeo's impact

Business Models

Myths about FOSS & business

FOSS4G Community Characteristics (part 1)

Open Source Software development process
is transparent

Open Source concept of “publish early and
publish often” creates a vibrant community

Each project limits commit access to only
a few known developers

Public code repositories, issue trackers, and
mailing lists allow the community to operate

FOSS4G Community Characteristics (part 2)

Releasing often means that FOSS4G projects
are much quicker to adopt various Standards

OSGeo's Impact on the Community (part 1)

To “graduate” to become an OSGeo project, the following must occur:

- All code must be examined to ensure that it is properly licensed

- All contributors must agree to the project's license

- Project must have a project steering committee

- Developers should come from diverse backgrounds (all developers should not come from the same company)

OSGeo's Impact on the Community (part 2)

Management process must be documented

User documentation must exist

Developer documentation must exist

Code must be under version control

An issue tracker must be in use

Public communication channels (mailing lists)
must exist

Automated builds must exist (included tests)

Release process must be defined and documented

OSGeo's Impact on the Community (part 3)

The Project Steering Committee should:

- Make decisions on changes to the software through a democratic vote

- Make sure proposed changes are documented

- Make sure changes are followed and adopted

- Distribute sponsorship funds to developers

But what does that mean for business?

FOSS Business Models (part 1)

Using Free and Open Source software in commercial context is perfectly legal and encouraged

Companies can leverage strong FOSS development communities

Releasing a product as Open Source can attract users to further “Enterprise” products

FOSS Business Models (part 2)

Revenue from Open Source products can come from:

Consultation

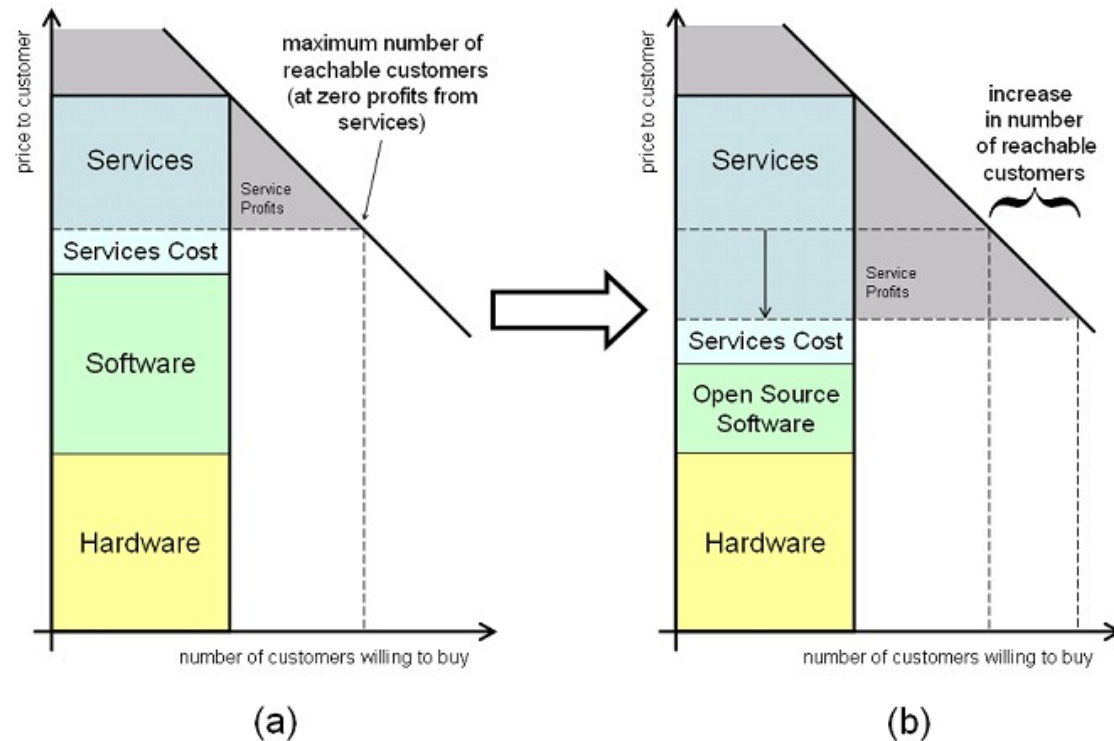
Support

Training

Customization

Maintenance

FOSS Business Models (part 3)



FOSS Business Models (part 4)

Today, FOSS is embraced by all larger businesses and enterprises, but with different focus:



Common Myths of FOSS & Business

“Free software is anti-business”

Free software enables business, as it improves availability and dissemination of code.

Common Myths of FOSS & Business

“We won't make any money if we give our product away for free.”

95% of IT revenue are generated by providing services around software; only 5% of revenue is generated through proprietary software usage license fees.

Common Myths of FOSS & Business

“Free software is unlicensed, we can't have a product with no license.”

Free software uses a well defined license model.

Common Myths of FOSS & Business

“Open Source means that anyone can hack our product's release code”

FOSS software uses a well defined and transparent governance process and organization.

Common Myths of FOSS & Business

“Open Source is not secure, which means our products will be insecure.”

Open Source allows for the highest security through process transparency.

Common Myths of FOSS & Business

“My employees have no one to turn to for help with FOSS.”

OSGeo operates a service provider directory:
http://www.osgeo.org/search_profile

Questions?

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Cape of Good Hope, South Africa, 2008