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FLOSS Usage Models
Created by: *François Letellier*
for "FOSS Bridge EU-Vietnam - Joint Business through Free and Open
Source Software", InWEnt
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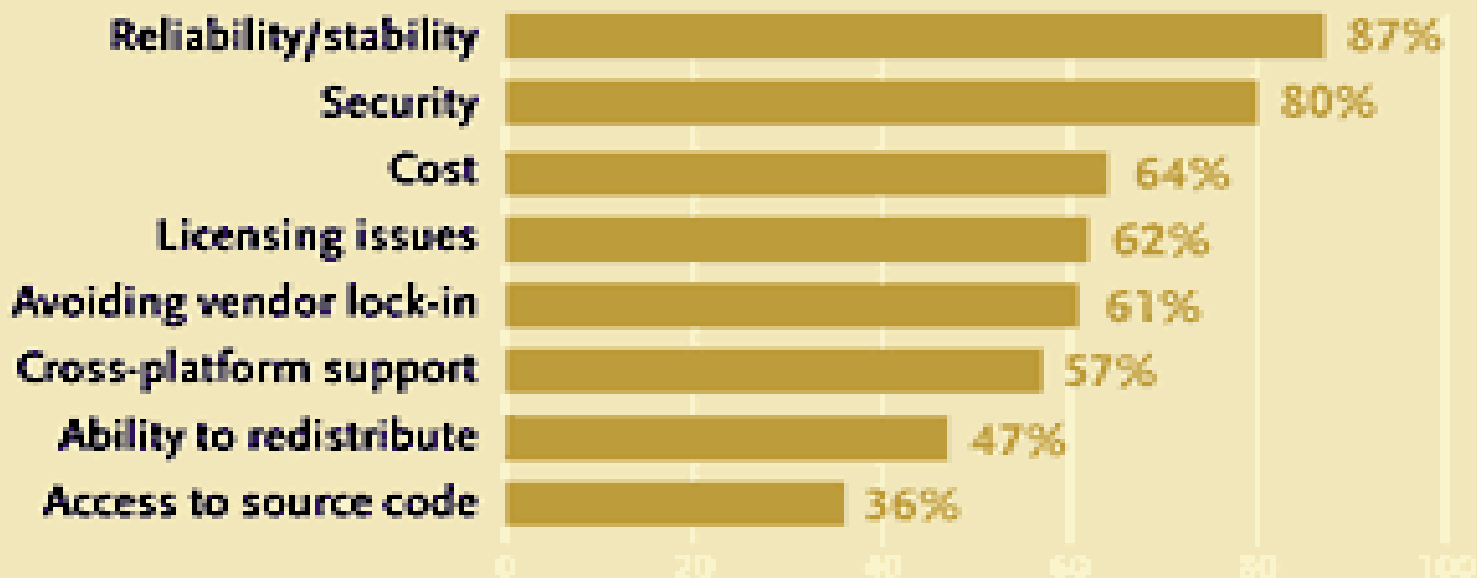
What we'll learn now...

- Getting aware of FLOSS usage
- FLOSS / proprietary mix
- FLOSS usage models
- How to decide on a usage model and select FLOSS

Benefits of FLOSS from the User Standpoint

Business Goes Back to the Source

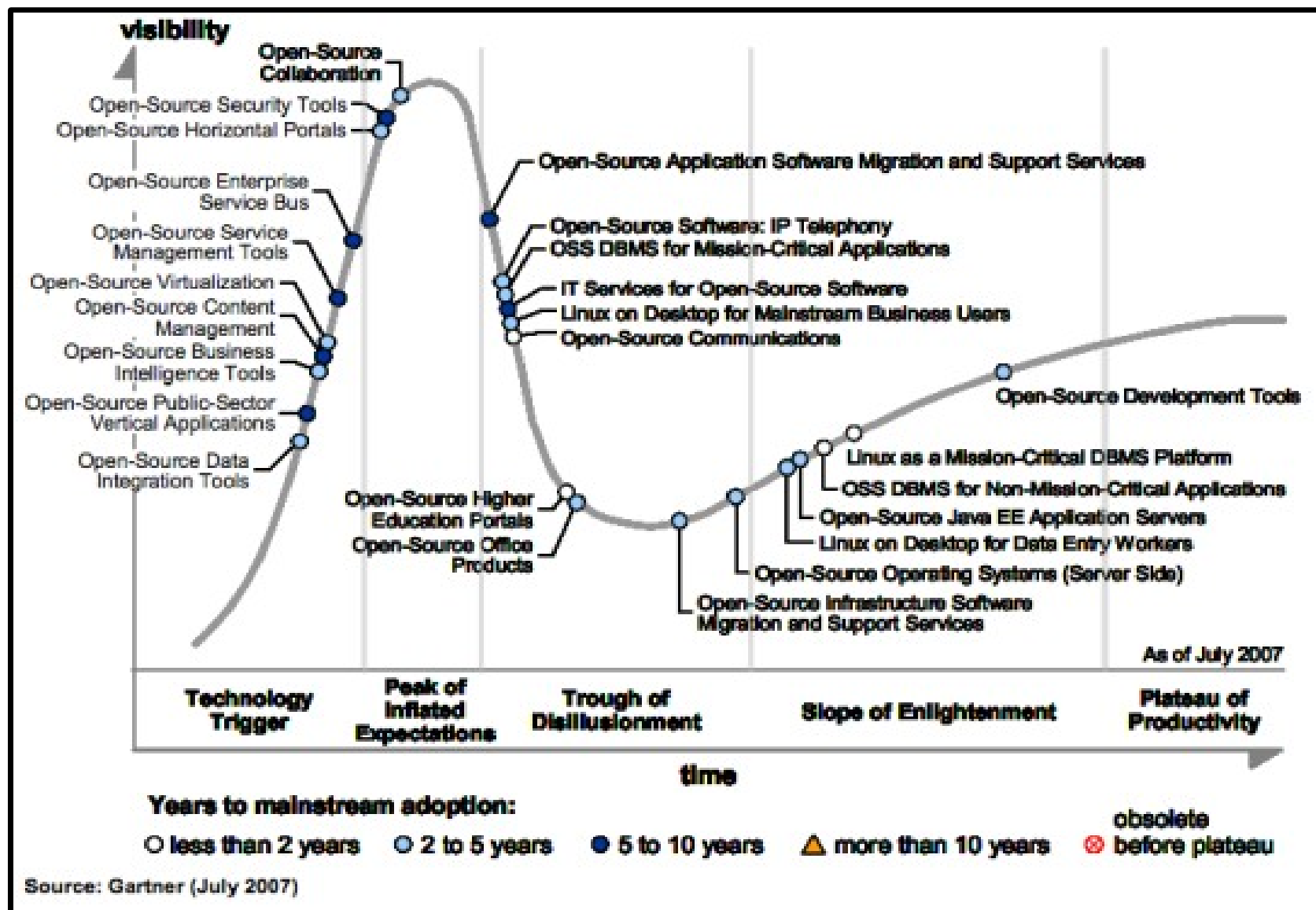
In a July 2004 *InfoWorld*/IDG survey, respondents rated a number of criteria as being important or very important to the appeal of open source — but source code itself hardly topped the list.



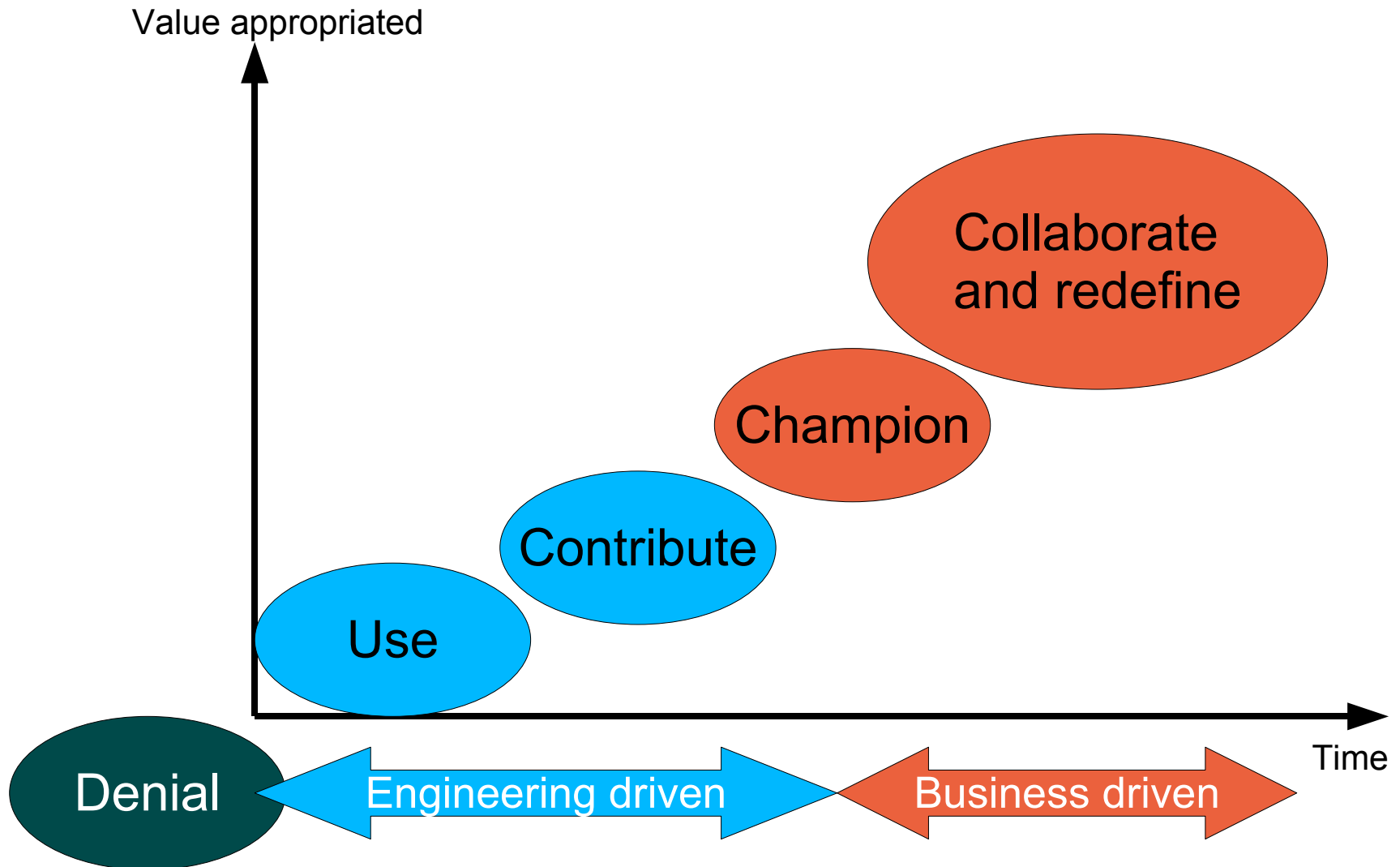
Getting Aware of FLOSS Usage

- « *We don't use FLOSS, but we use Linux, Apache, MySQL!* »
- Europe, public sector, 2005:
 - 80% used FLOSS
 - 30% didn't know about it...
 - Same proportions in the industry
- In big IT companies, management of proprietary **licenses** may cost 10-20 times more than managing FLOSS licenses

Gartner's 'Hype Cycle for Open-Source Software, 2007



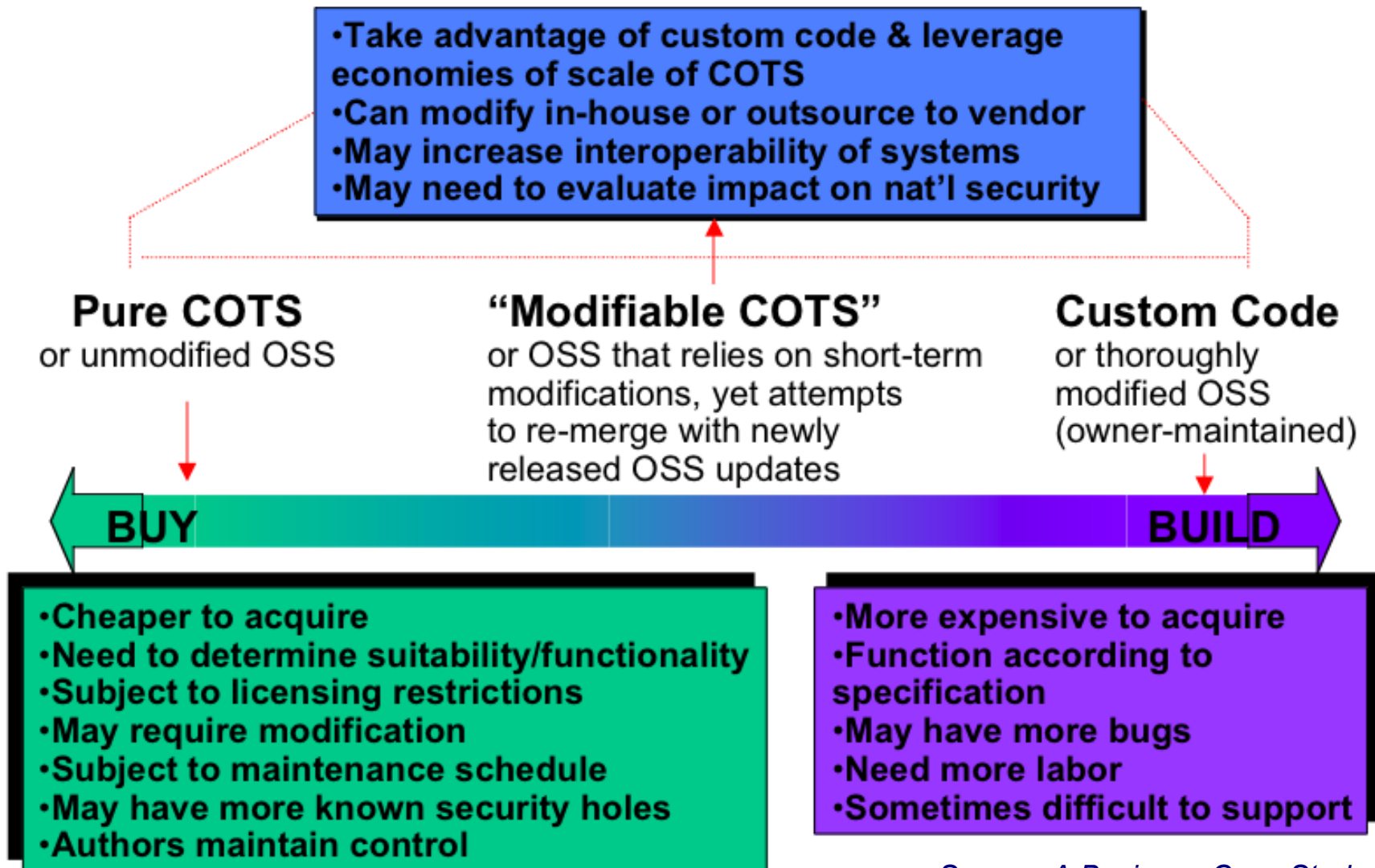
The FLOSS Adoption Ladder



FLOSS Usage Cost Centers

- Use
 - Identification of potentially interesting software
 - Adoption, migration, training
- Contribute
 - Development time
- Champion
 - Development time
 - Community interaction & sponsorship
 - Support to third parties
- Redefine
 - Development time
 - Project, ecosystem coordination

Buy or Build



Usage Models

Reuse (Free Rider)

- Using FLOSS in production
 - Cost containment (TCO)
 - Agility
 - Using de facto standards
- Vast majority of users
- Adoption is a form of contribution
- Main issues:
 - making the first step from denial to use
 - skills availability
 - the belief that FLOSS means no cost *at all*

Usage Models

Double Sourcing

- Best-of-breed / pragmatic tactics
 - Negotiation power
 - Lock-in avoidance
 - Unlimited scalability
 - Progressive migration through hybrid platforms
- Main issues:
 - Managing heterogeneity
 - The « feature list » effect
 - Disturbance of established software procurement processes

Usage Models Percolation

- Opening in-house developments
 - Contribute open source code so to “outsource” maintenance and evolution
 - The community may contribute improvements
 - Concentrate the company's activity on its added value
- Main issues:
 - Risk of underestimating the effort
 - Deciding and convincing that code on which investment has been made can safely be released to the community
 - Internal developers shyness

Usage Models

Shared R+D

- FLOSS used in cross-organization collaboration
 - Flexible platform for collaborative engineering
 - FLOSS provides a turnkey legal framework
 - Protection can be achieved through other means (e.g. NDA) when appropriate
 - Open innovation strategy
 - Promote technology and standards
 - Easy involvement of academy and public administration
- Main issues:
 - Balancing between grass-root decisions and top-down roadmaps

Usage Models

Benefits of FLOSS in Operations

Stronger involvement



- Reusing FLOSS
- Double sourcing
- Opening in-house developments
- Shared R+D

More direct business opportunities



Finding and Selecting FLOSS

- Identify your requirements
 - Shortlist of required and useful functions
 - Include requirements in terms of services (e.g. support)
- Search for FLOSS matching your requirements
 - Forge sites, web searches, distro search tool
- Select the appropriate set of FLOSS solutions
- Optionally, refine your usage model



Selecting the Appropriate FLOSS Solutions (1/2)

- The FLOSS project in itself
 - # of developers, contributors
 - Activity on the mailing lists, forums, rate of release, # of downloads
 - Code quality and maturity, available documentation, bugs reported and fixed, roadmap
 - Reputation, notoriety, references
 - Compliance with open standards (even though not in the requirements)
 - Tests, benchmarks, pilot experiments - don't trust the glossy brochure
 - License (& legal)

Selecting the Appropriate FLOSS Solutions (2/2)

- The community
 - Who's behind the project? Individuals or a company?
 - What is the business model?
 - Is the project part of an organized community?
 - Availability of skills
 - Availability of professional services
- Formalized methods
 - OpenBRR
 - QS-OS
 - ...



Migration to FLOSS Best Practices

- Be sure of management commitment in the transition
- Be clear on expectations; make them measurable and prepare benchmarks
- Be realistic... (costs, timetable)
- Always favor stability over functionality
- Review the IT procurement & support procedures
- Avoid big switch transitions - favor incremental migrations
- Dedicate staff for community interaction
- Train your staff on the way FLOSS is developed
- Use FLOSS flexibility to create local enhancements

Recap

- Today a company cannot ignore the FLOSS option
- Most big companies already use FLOSS - not always being aware of it
- Several usage models - the first step being to move from denial to free rider (reuse)
- FLOSS selection and change management are key in a proprietary to FLOSS migration

About:

"FOSS Bridge EU-Vietnam - Joint Business through Free and Open Source Software" is an ASIA-Invest programme implemented by InWEnt - Capacity Building International of Germany, Institut National de Recherche en Informatique et en Automatique (INRIA) of France and the Institute of Information Technology of Vietnam (IOIT) with financial support by the European Commission and the German Federal Ministry of Economic Development and Cooperation (BMZ). For further information please visit the following websites: <http://www.foss-bridge.org>.

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