



Business Models for FLOSS

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What Is Open Source?

Source

```
void
sa_zfs_fini()
{
    if (zfs_libhandle != NULL) {
        libzfs_fini(zfs_libhandle);
        zfs_libhandle = NULL;
    }
    if (zfs_list != NULL) {
        /*
         * contents of zfs_list
         * were already freed by
         * the call to
         * libzfs_fini().
         */
        free(zfs_list);
        zfs_list = NULL;
    }
}
```

Binary

```
011011010010000001100010011011110
111010101111001011000010110111001
110100001011100000110100001010000
011010000101001010100011010000110
010100100000011011010110100101101
110011001000010000001100010011011
11011001101100111011011000110010
10111001100111011001000000110111
01101000011011110010011101100110
010000001100010011001010110100001
101001011011100110010000100000011
101000110100001100101001000000110
01110110111011001110110011101101
10001100101011100110011111010000
110110110001100001011010010111001
001110110011011110111100101100001
011011100111010000111010001000000
100100100100111011011010010000001
100010011011110111010101111001011
000010110111001110100001011100000
110110011001110110010000001110111
011010000110111100100111011100110
010000001100010101000011101010110
```

OSI Definition

1. Free Redistribution of Code
2. Source Code Available
3. Allows Derived Works
4. Allows Integrity of Author's Source Code
5. No Discrimination Against Persons or Groups
6. No Discrimination Against Fields of Endeavor
7. Distribution of License with Code
8. License Must Not Be Specific to a Product
9. License Must Not Restrict Other Software
10. License Must Be Technology-Neutral



<http://www.opensource.org/licenses/>

- > The best way to foster innovation in software
- > Open source requires freedom:
 - > You cannot control it
 - > You harness it

Why Write Open Source?

- Geeks
 - > Get the thing working like they want it
 - > Or create it because they need it
 - > Pride
 - > “I did it!”
 - > Fun
 - > See “Pride”
- Corporate user
 - > Get the thing working like they want it
 - > Help develop their business
- Developer
 - > Decrease time to market
 - > Increase quality / security

Open Source Licensing

The three main categories:

A.

Unrestrictive Licenses

“Attribution” licenses

Fewest requirements,
unrestricted scope of use.

Unrestricted development
of derived works

Examples:

Apache: **JXTA, Jini**

BSD: **Sun Labs (various)**

B.

File-Based Licenses

Community fostering
licenses

Files derived from
common files must be
shared with the commons.

Other derived works may
be licensed in any
manner.

Examples:

CDDL: **OpenSolaris,
GlassFish, NetBeans**

C.

Project-Based Licenses

Project fostering licenses

Most requirements: seeks
to propagate open source.

All work (including derived
works) must be shared
with the commons.

Examples:

GPL: **OpenJDK,
OpenSPARC, GlassFish**

LGPL: **OpenOffice**

Open Source Business Models

1) "Dual" License

- > Differentiation of open source and commercial
- > Add value to base & sell

2) Subscription

- > Combined offering of software and support

3) Hosted

- > Software as a service
- > With or without data

6) Stewardship

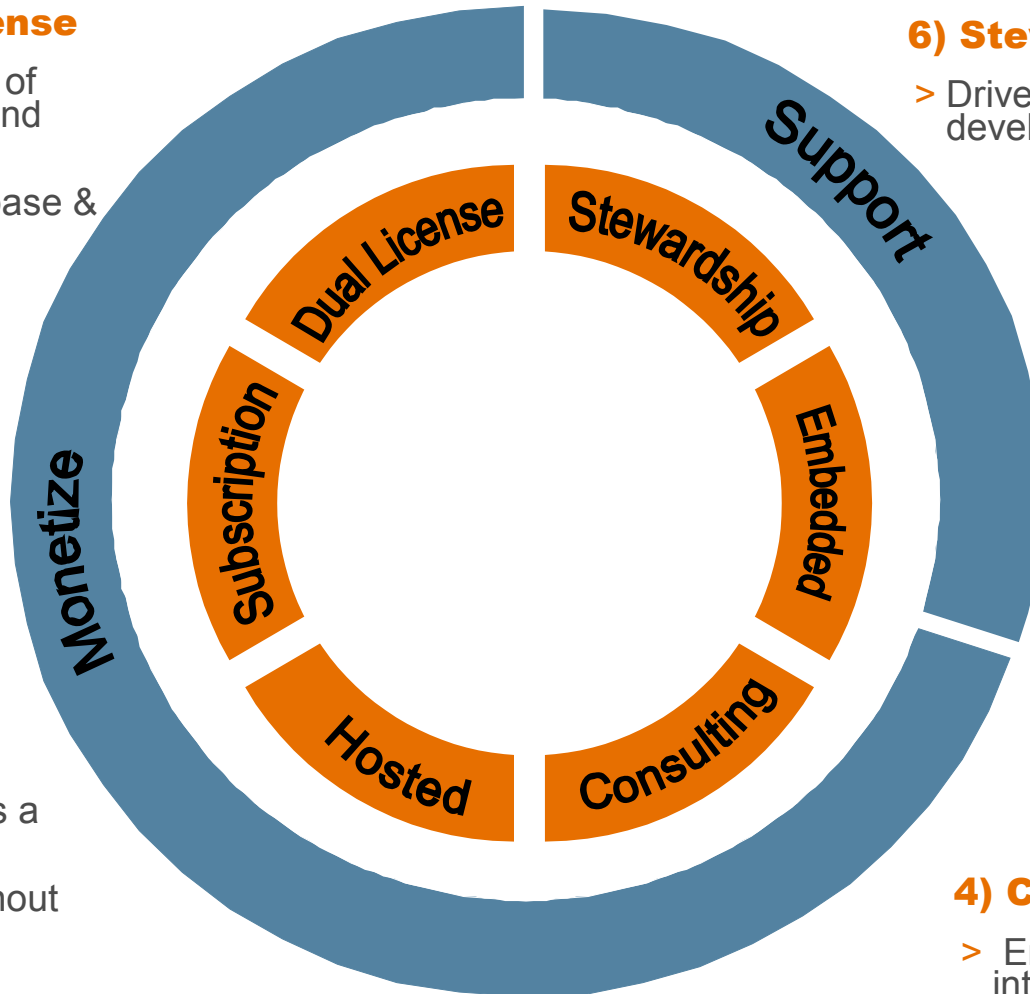
- > Drives standards, developer capture

5) Embedded

- > Use as a minor part within another product

4) Consulting

- > Enterprise integration consulting



Discussion!

Questions / Answers



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