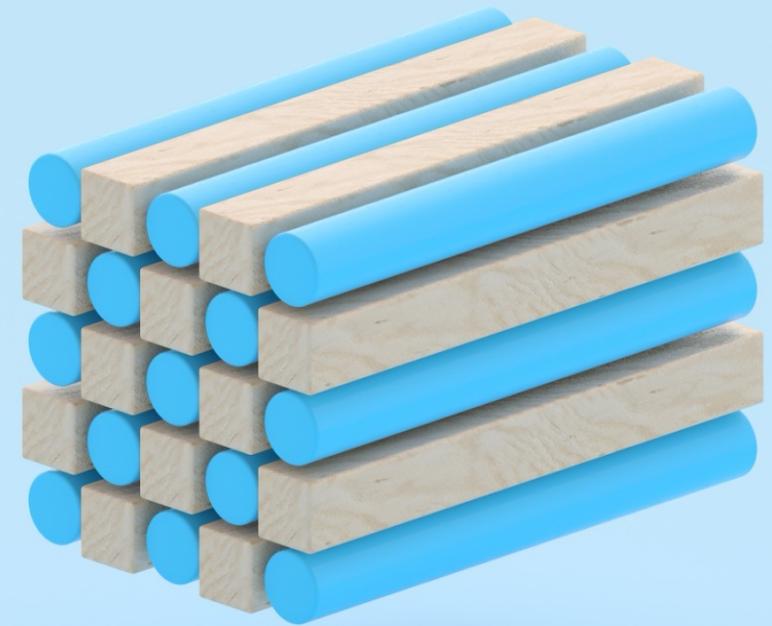


Open Source At A Crossroads

Ever changing business approaches to Open Source

Michael Meskes
Senior Director Cloud Products
2024-04-18



Michael Meskes

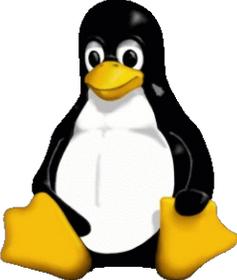
Actively Working on Open Source



1993
Free Software



1994
Linux



1995
Debian GNU/Linux



1998
PostgreSQL®

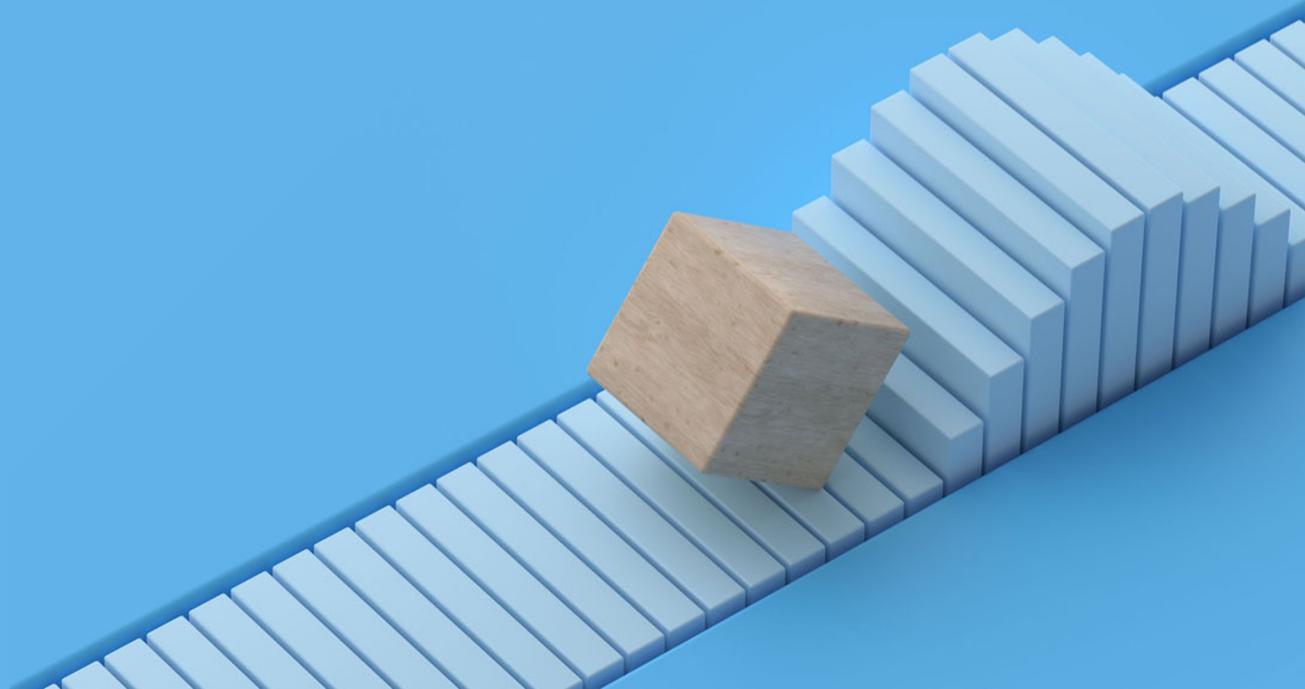


Michael Meskes

**Actively
Working on
Open Source**



The Origins



Which Business Model Did They Have In Mind?



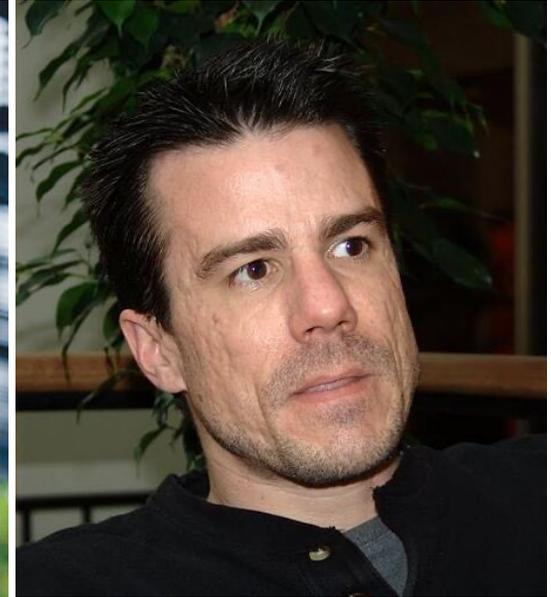
© David Monniaux



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Permissive License

Postgres



Illustra > Informix > DB2

Copyleft

Debian



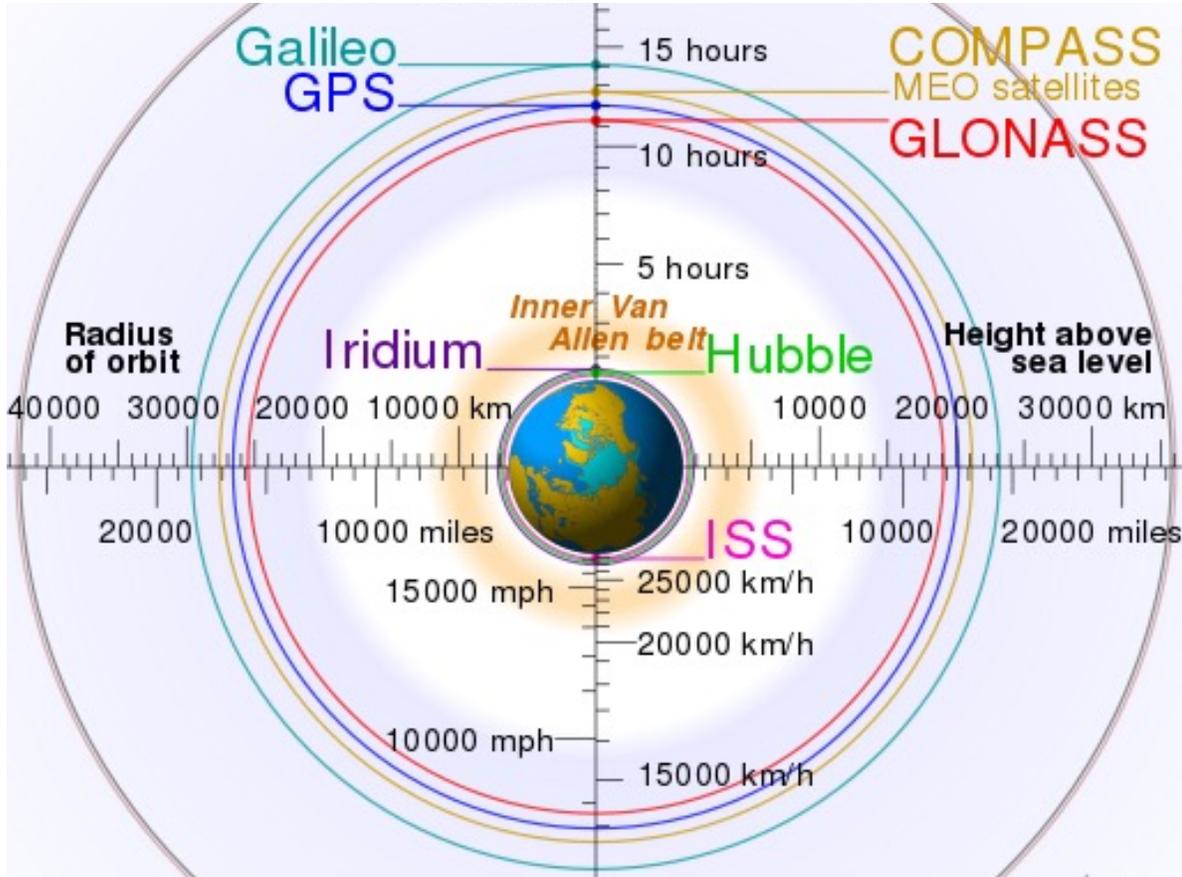
Ubuntu

Linux



All Hardware

OpenCore

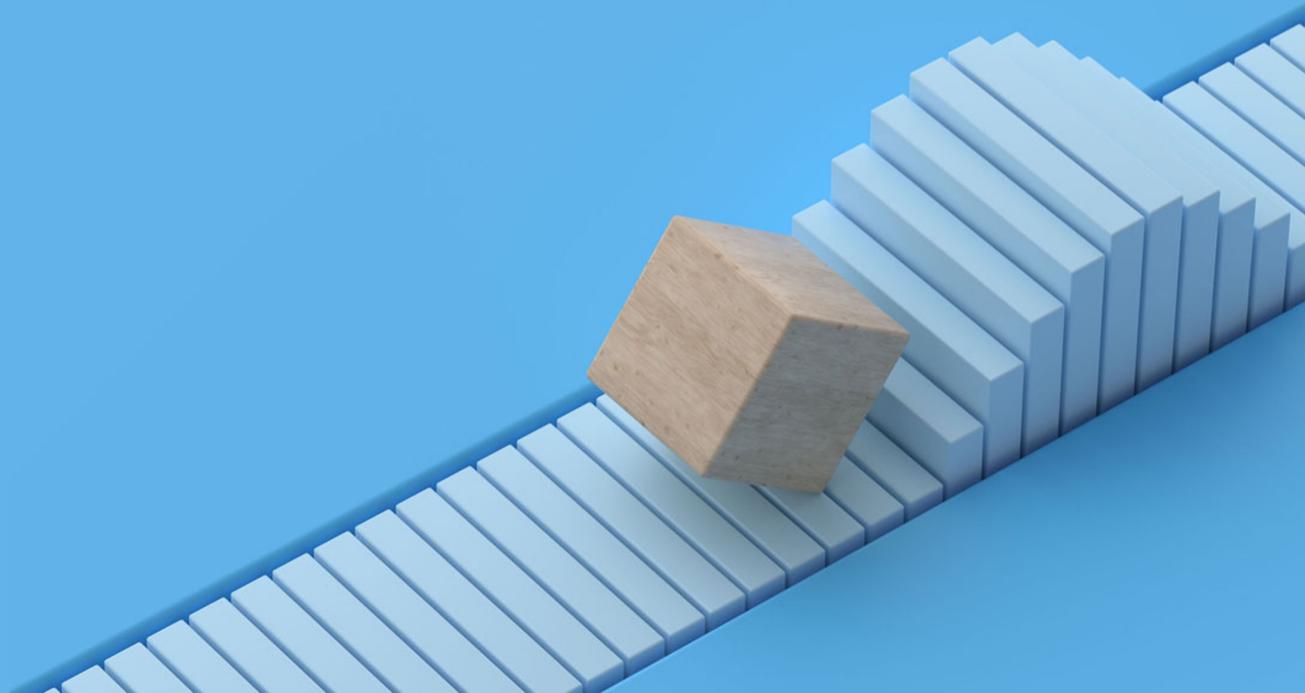


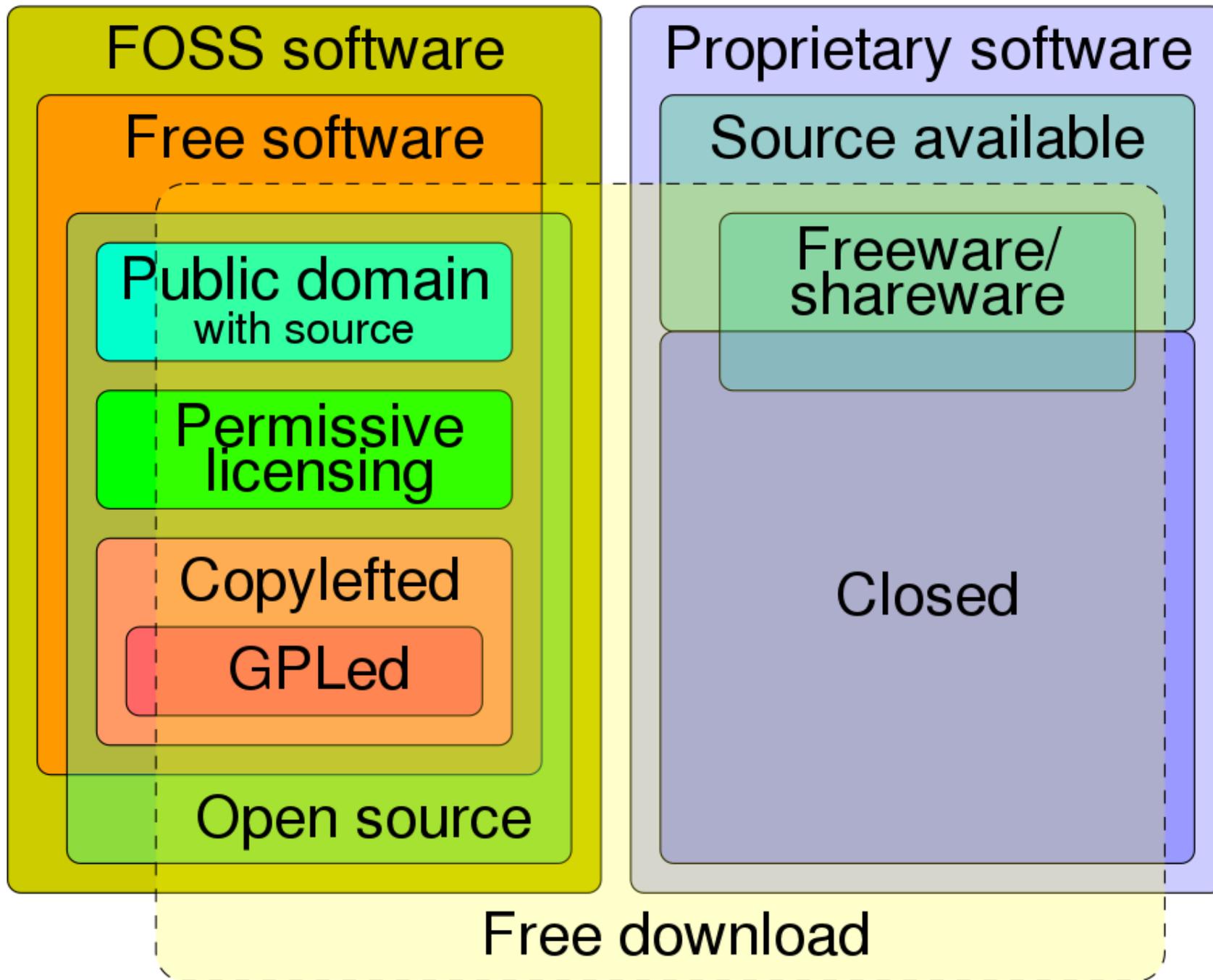
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Dual Licensing

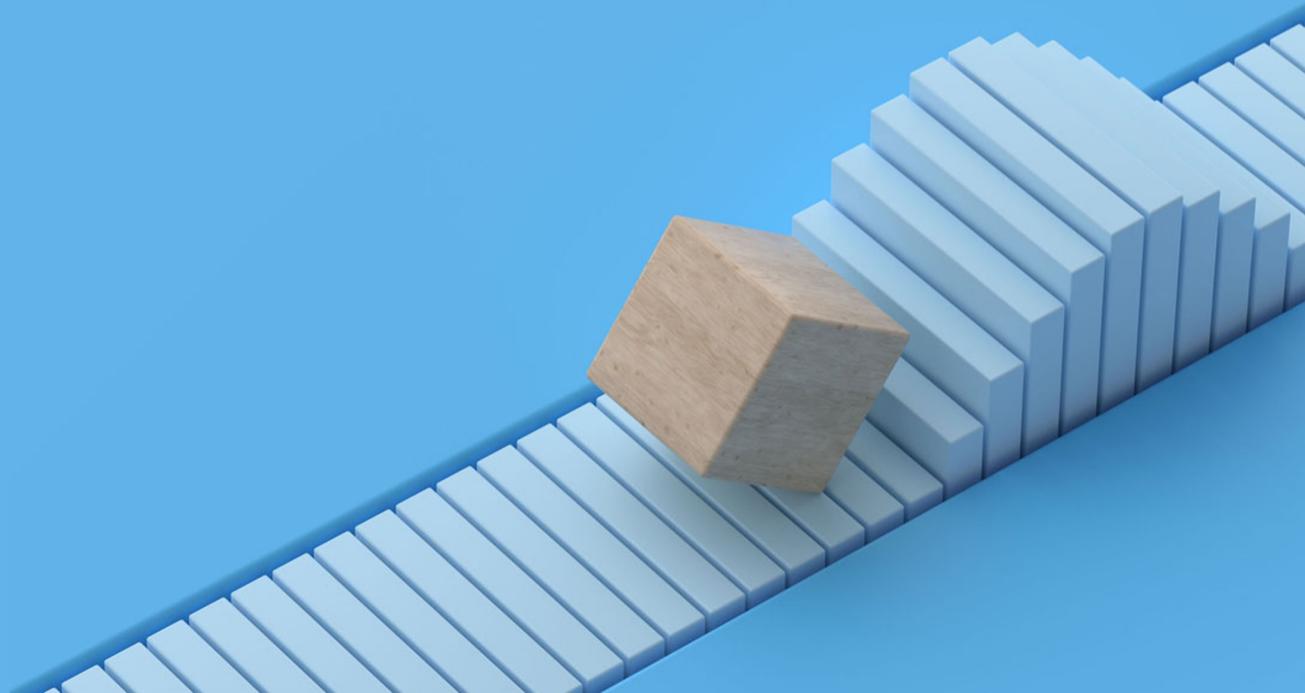


A Stable Situation

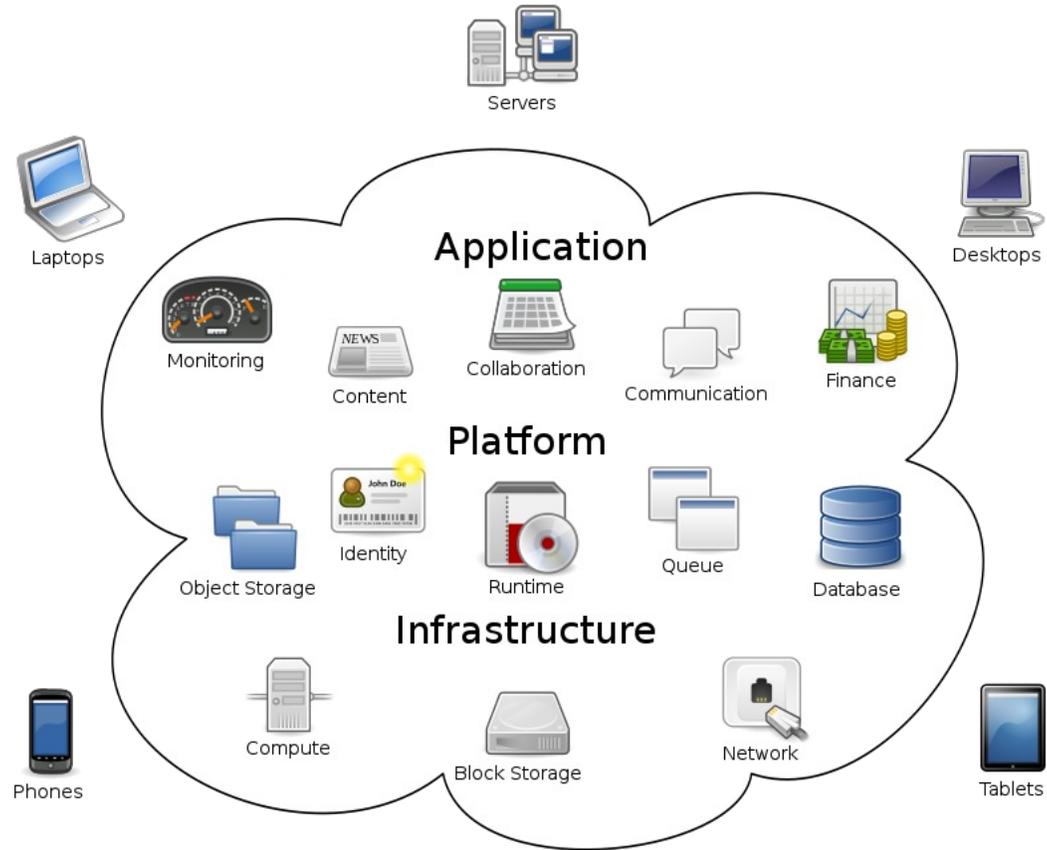




New Developments

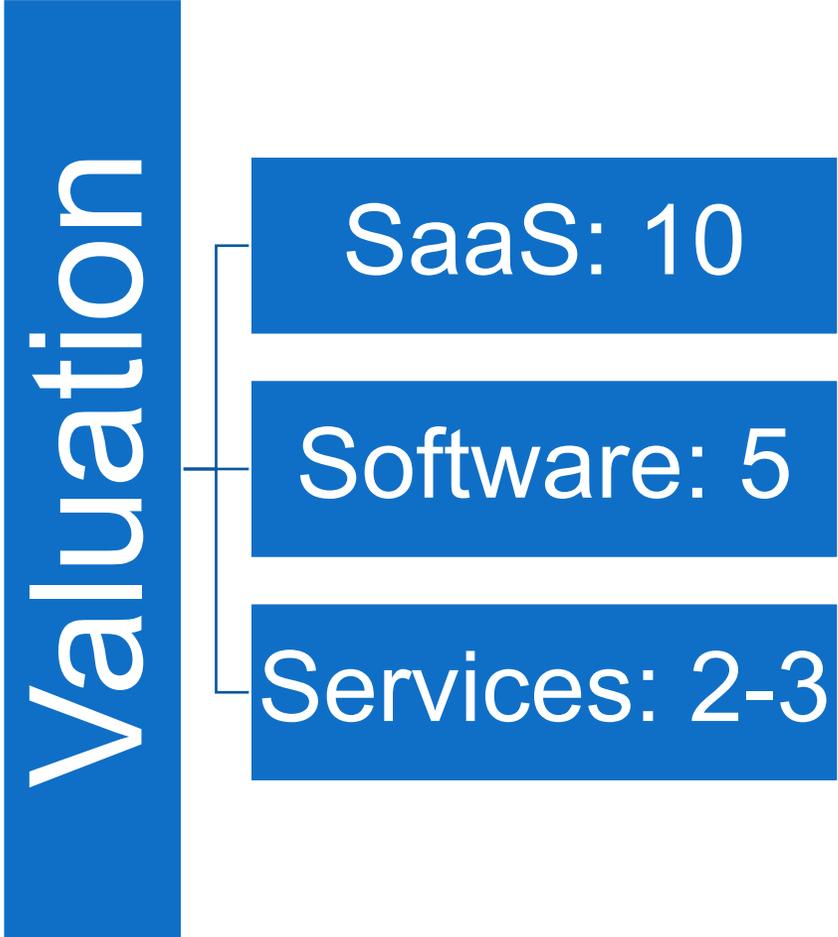


The Cloud Changes Everything!



© Sam Johnston

SaaS Changes Valuation



© Andrew Magill

Software Vendors Concentrate On SaaS



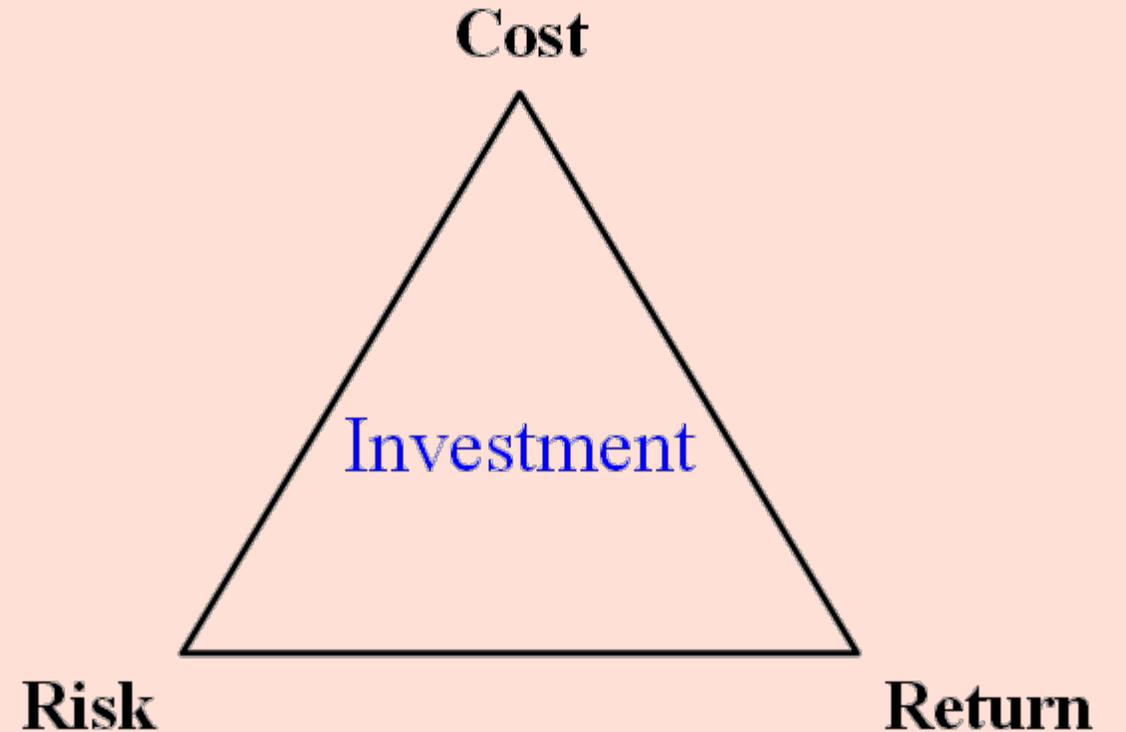
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In a gold rush sell shovels!



Business Perspective

- Low entry barrier for customers
- Compared to third party software:
 - Improved margin
 - No need to share customer
- Compared to own development:
 - Low investment
 - Quick to market
 - Great ROI



© Larry Huang TW

Collaboration

- The open source way

Lock out competitor

- Make it less open

License change

- Fork or not

Discredit competition

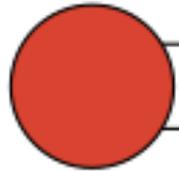
- Back to the start of the movement



© Berdea@Wikimedia

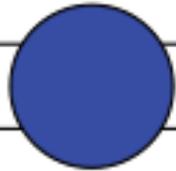
Most Open Cloud Wins!

**Closed/
Proprietary
Cloud**



No Access

**Open
Cloud**



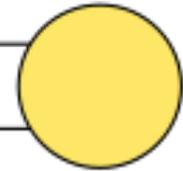
Open APIs
Open Formats

**Open
Source
Cloud**



Open APIs
Open Formats
Open Source

**Free
Cloud**

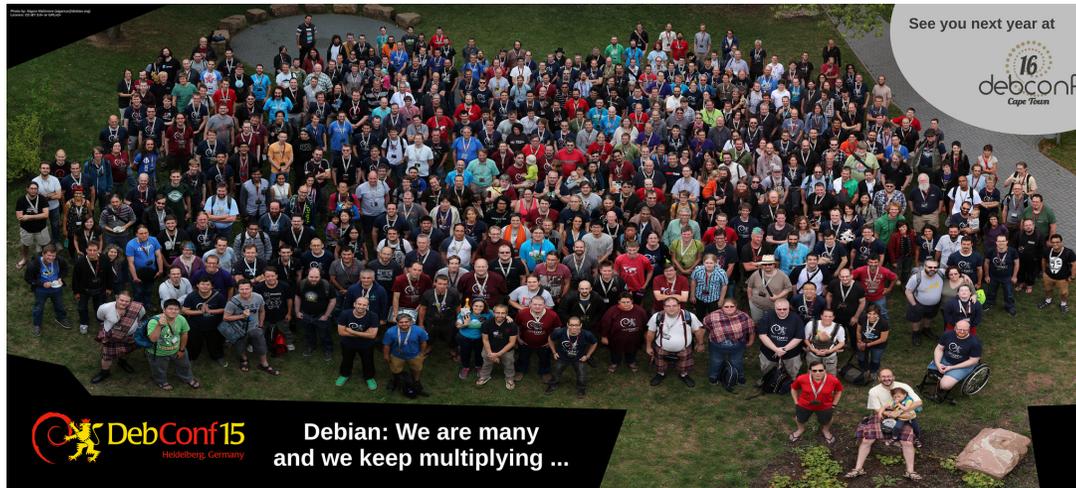


Open APIs
Open Formats
Open Source
Open Data

Cloud Computing Openness

CC-BY-SA 3.0 by Sam Johnston

The Open-Source Perspective



Big players contribute and promote OSS

More and more users

Collaboration pays off for those businesses

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Source

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