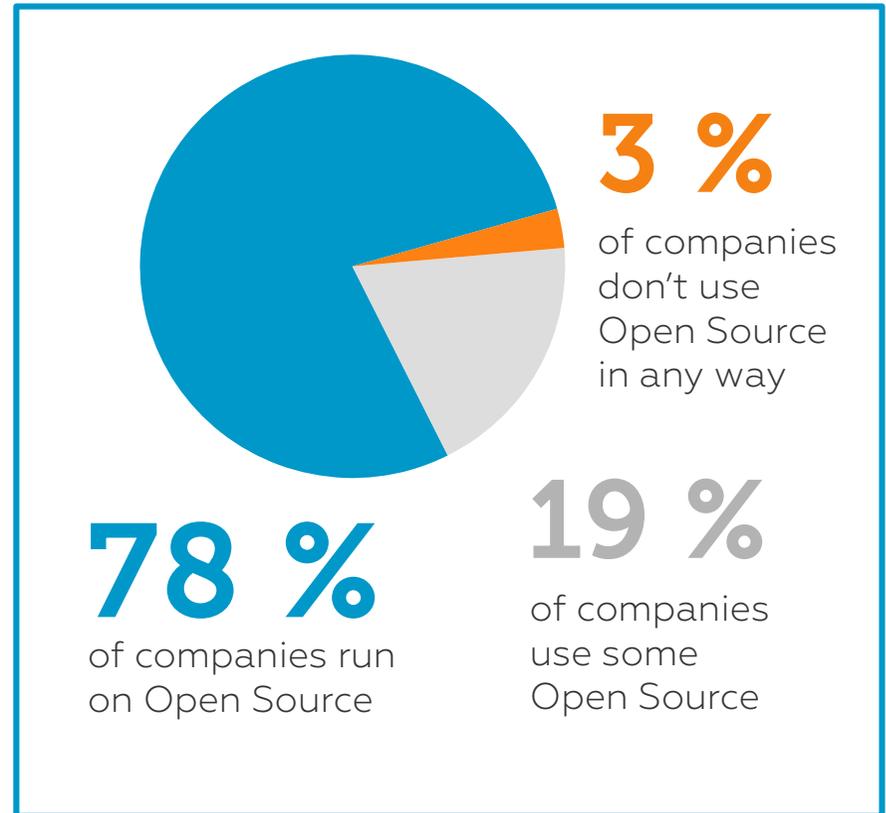




Open source has really dramatically changed in the last several years... Open Source is now fully permeated in just about everything that we do from a technology perspective.

Don Duet
Co-Head of the Technology Division,
Goldman Sachs



Source : Black Duck/Northbridge, 2015

Business and value models



Open Source specific

Similar to proprietary software

Sources of revenues of entities creating the software



Service or product using the software

Their business activity requires that the software exists and is properly maintained :
NASA
(OpenStack),
Facebook, Twitter,
Intel, ARM (Linux Kernel), Zalando

Service around the software

Contributors to the software sell services around it, using their expertise - support, training, etc. (2nd Quadrant and Dalibo for PostgreSQL, Oslandia for QGIS)

Subscriptions

A subscription offers access to easy updates and support (Red Hat for RHEL, JBoss)

Proprietary licences

The vendors also sells proprietary licences, as part of a dual licencing or freemium offer (Alfresco, MongoDB)

Anatomy of a simple Open Source Licence (BSD 3 Clause)



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