

Entrepreneurial Opportunities Using Free & Open Source Software (FOSS)



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Brief History

- Earliest days of computing – Software & Source Codes was free
- From 1960s, Charging Money for OS and Software
- Richard Stallman (1985) Created Free Software Foundation
- Linus Torvalds (early 90s) – First Developed Linux
- Cygnus Solutions (late 80s) – Selling Support Services
- Perens (1998) – Open Source Definition – Open Source Initiative (OSI)



Features of FOSS

- Swatantra or Muft Software
- Innovative version of the licensing model based on open collaboration and sharing, the source code is publicly available
- Reduces Costs
- Reliability, Performance and Security
- Open Philosophy
- Encourage Innovations
- Deal with Piracy
- Better Learning and Customizability

Reasons for considering FOSS



- Save Money
- Save Efforts Required for Managing Licences
- Fearless Copying and Distribution of Software
- Access to Free Software without Paying for a license
- Free Receipt of Software Upgrades
- Adherence to Open Standards
- Freedom from Vendor Lock-in
- Enhanced ability to spend more on computers and access to ICT



About FOSS

- Three Components of FOSS
 - Source Code
 - License
 - Community of People
- Four Types of Open Source Project
 - Community Based Project by Small Group
 - Community Based Project by NPOs
 - Community and Commercial Aspects
 - Commercial Business around OSS

Entrepreneurial Opportunities



- Commercial Opportunities

- Creating a Business that Offers Services to OSS
- Creating a Business that Uses OSS to deliver an application

Entrepreneurial Opportunities using FOSS



- Subscription Model
- Offering Open Source Products
- Support and Training Model
- Dual License Model
- Hosted Service
- Advertising Model
- Packing Model
- Commercial Enhancement
- Embedding Model
- Consulting and Integration Strategy
- Patronage Model

Starting a New Open Source Business



- Skills Required
 - Innovative
 - Technical Background
 - Managerial Skills
 - Network
 - Market Opportunity



Reference

- “Building a Business on Open Source Software” by Anthony I Wasserman, Carnegie Mellon Silicon Valley, Mountain View, CA 94035, USA

Conclusion



Thanks!!!

Questions please?