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Commercially Supported Open Source Through
Professional Service Eco-systems

GWF INSPIRE 2015
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Ol' School Open Source/Spatial IT

- DIY
  - Rip 'n' Roll
  - Repo's (e.g. GitHub)
  - Mailing lists (RT*M)
  - Communities (contribute)

Grazing the Commons

- WIIFM
  - Low entry barrier
  - Innovation
  - Flexibility
  - Scalability
  - Cost effectiveness

That still applies, but …

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2015: Open Spatial IT Mainstream

- End-users demand
  - Critical processes
  - Increased security
  - No supplier lock-in
  - Outsourcing IT

Enter …

Commercially supported Open Spatial

- Open Source 2.X
  - Continuity
  - Certification
  - Indemnity
  - Insurance
  - TCO

  Provided by …

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Various birds in the Pond

- Business models
  - Training
  - Consultancy
  - Implementation
  - Configuration
  - Support (SLA's)

  Well known service providers ...

Behind every open project there is a …

- Companies
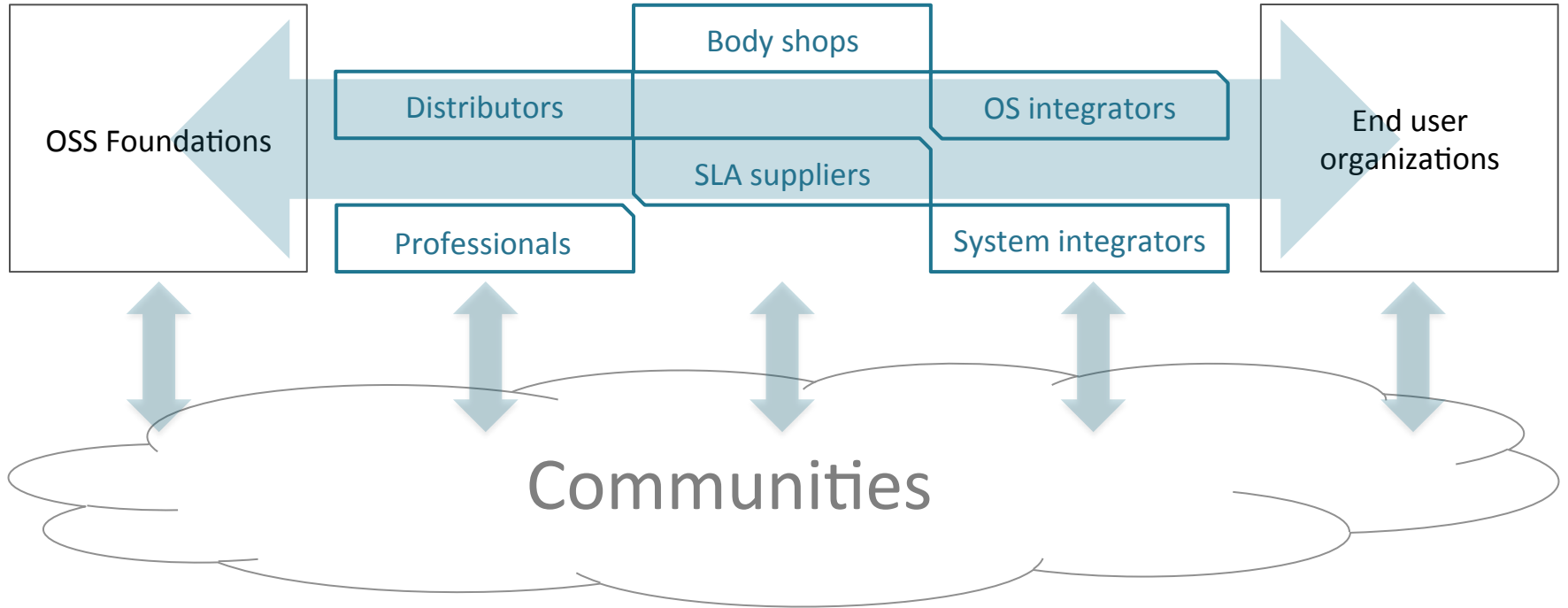 - RedHat
  - Acquia
  - Pentaho
  - IBM
  - … others

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Open Spatial 1.0

OSS Foundations

End user organizations

Communities

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Open Spatial 2.0

OSS Foundations

Body shops

Distributors

OS integrators

SLA suppliers

Professionals

System integrators

End user organizations

Communities

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Eco-systems benefit End-users

- Demand driven > needs fit
- Competition > real costing
- Best of breed technology > dominant components/stacks
- No 'open' lock-in > supplier independence
- Standardization > interoperability

Ask for professionals, but demand …

- Non-commercial support

- Commercial support

Did I mention ...

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