



Developing best practices for the Applications / Software distribution sector:

Syntec Informatique-FniLL Whitepaper.

Laurent Baudart (Syntec Informatique) & Benjamin Jean (FniLL)

Syntec informatique in 2009

- The French Syntec is dedicated to bringing together some of the top companies in the French software industry
- More than 1 000 members
 - Account for more than 80% of the industry
 - 85% of the PME
 - 50% of editors



The logo for FniLL, consisting of four overlapping circles in orange, blue, purple, and green, with silhouettes of people and a globe inside them.

FniLL in 2009

- FniLL is dedicated to bringing together some of the top companies in the French Open Source software industry.
- Its main goal is to regroup French companies working in the Open Source software industry and to serve 3 purposes:
 - ensure the representation of Open Source software industry , at the national, European and world wide levels;
 - promote specificities of Open Source Software Industry and OSS;
 - defend the interests of its members.
- **FniLL was born in 2007. It succeeded to ASS2L (French Association in OS Software Service companies) which was created in 2004.**
- **FniLL represents more than 90 companies.**

Free Software Workgroup

- Co animated by Syntec Informatique (Olivia Flipo) and FniLL (Benjamin Jean)
- **Members :**
 - Sage
 - CSC
 - Sodifrance
 - Logitas
 - Red Hat
 - Ingres
 - Orange
 - Bull
 - Uperto
 - CA
 - Lineasoft
 - Logica
 - Linagora
 - B2i
 - Kosmos
 - Novell
 - HP
 - Cabinet Staub & Associés
 - Devoteam

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Summary : best practices when it comes to usage of FLOSS in a project

- Best practices to develop and to pilot open source projects
- Introduction (IP / OSS Licenses)
- I. Impacts of the Open Source to carry out software projects (juridical and technical)
- II. Impacts of the Open Source on the company's corporate governance
- III. Impacts of the Open Source on contracts

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Best practices to develop and to pilot open source projects

11/01/2010

EOLE 2009 - Bruxelles

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Introduction

- Hypothesis and back ground (IP, software, license, etc.)
- What makes Free software/Open Source License original ?

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I. Impacts of the Open Source to carry out software projects (juridical and technical)

Software conception : two aspects to address

- **Juridical dimension: process for analysing licenses**
 - A status report/overview
 - Choice (which license?)
- **Technical dimension: what can be the deliverables**
 - Description of deliverables
 - Taking technical and juridical dimension and aspects into account as soon as possible

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II. Impacts of the Open Source on the company's corporate governance

- **Impacts on business models**
 - Value-added distribution
 - Double Licensing
 - SaaS business model
 - Value-added professional services
 - Intergrators
- **Impacts on customers**
 - Statement of requirements
 - “Evangelization” needed

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II. Impacts of the Open Source on the company's corporate governance

- **Impacts on service organization**

- Existing services

- R&D
- Legal
- Purchase
- Marketing and Sales
- HR
- IT
- Executives

- Recommended improvements

- **Impacts on providers / vendors**

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III. Impacts of the Open Source on contracts

- How can we choose the best /suitable open source license?
 - Tactics and techniques
 - Compatibility issue
- Write a contract around open source licenses
- Negotiate contracts including open source software

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Conclusions

- **Technical and juridical aspects are closer than usual**
- **We have the same issue about Open Source software than traditional software development**
- **We can't understand all licenses but we can perceive/understand their mechanism**



When ?

- **January 2010**

11/01/2010

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Thanks

bjean@linagora.com