Open Source, un enjeu stratégique pour l'Europe, aussi au service des PMEs!

Gaël Blondelle
Managing Director - Eclipse Foundation Europe
VP Ecosystem Development - Eclipse Foundation

26 Novembre 2019

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Gaël Blondelle
15 ans d'expérience autours de l'Open Source

2004-2010
Co-fondateur et CTO de PetalsLink
2007-2010
Chairman du "OW2 Technology Council"
2010-2013
Chef de projet OPEES @ Obeo
2012
Création de PolarSys
2013
Rejoins la Fondation Eclipse
2019
VP Ecosystem Development
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La Fondation Eclipse - en quelque chiffres

360+
Projets

275+
Membres

1550+
Committers

162M+
Lignes de Code

30
Salariés

10+
Working Groups

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EFE est la première organisation open source en Europe avec:

170
Organisations membres

10
Personnes

8
Projets de recherche EU

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Software ate the world...

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...and open source ate software

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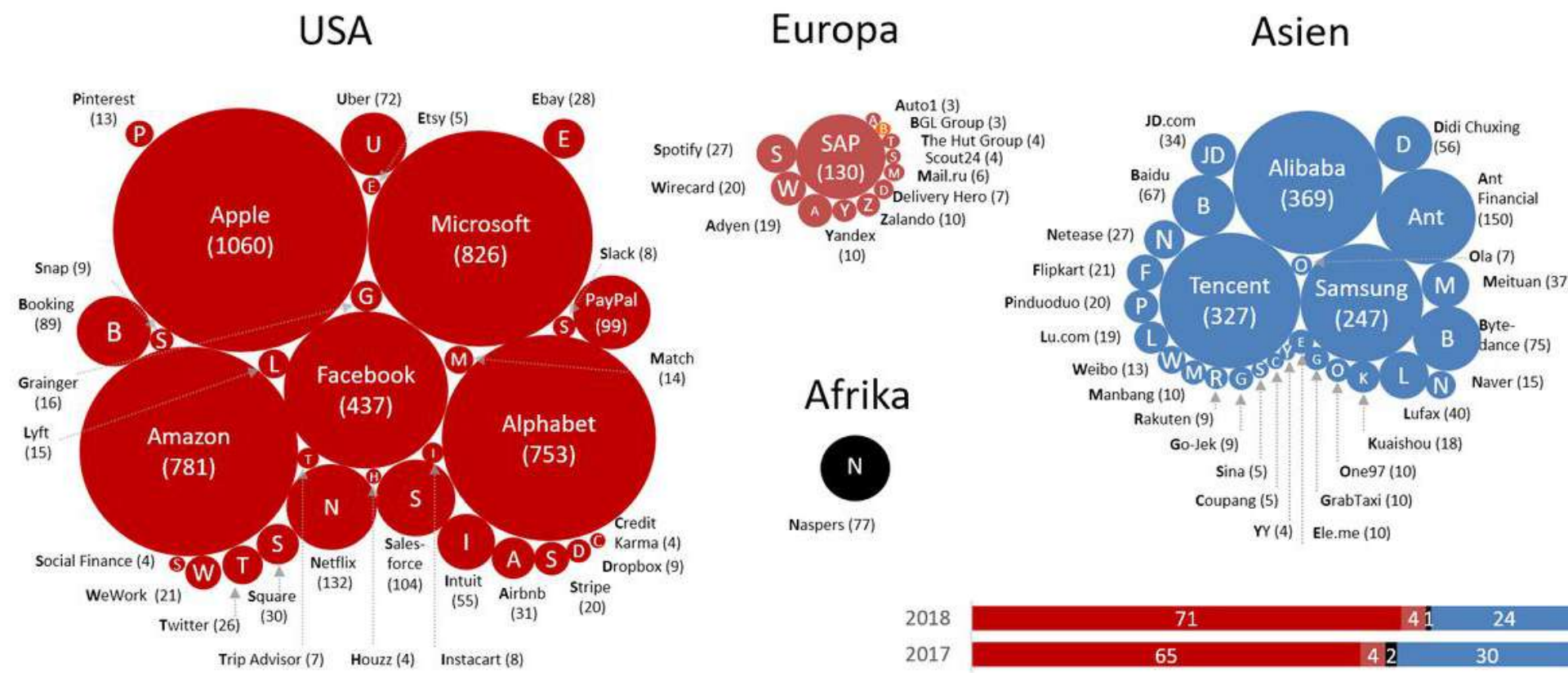
La place de l'Europe dans l'économie des plates-formes



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The definition of free software (since 1984)

Freedom 0	Freedom 1	Freedom 2	Freedom 3
USE to run the program, for any purpose	**STUDY** to study how the program works, and change it to make it do what you wish	**SHARE** to redistribute copies	**IMPROVE** to distribute copies of your modified versions to others

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Open Source Is >20 Years Old

"Open Source" is the proper name of a campaign to promote the pre-existing concept of Free Software to business, and to certify licenses to a rule set.

Christine Peterson … suggested "Open Source" as a way to promote Free Software without the stigma of "free" in the English language.

Bruce Perens[1], Co-Founder of the Open Source Initiative

1: https://perens.com/2017/09/26/on-usage-of-the-phrase-open-source/

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Open Source is Mainstream

55%

% companies leverage open source in production

65%

% firms contributing to open source projects

100%

% productivity improvement seen by firms contributing to open source

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Les politiques Open Source en Europe

Objectifs

- Autonomie, souveraineté, vie privée
- Croissance du domaine des éditeurs et des services
  - Au niveau local, national et européen
- Coût de possession (TCO)

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Des politiques affirmées par les gouvernements

Source: Open Source Observatory Annual Report

	Open Source	
	Usage	Publication
European Commission	Use primarily OSS in developing Software. foster participation of developers to OSS communities by submitting patches, contributions, ... The European Commission formalized its Open Source strategy since 2000	
Spain	Since 2007, Public administrations should use FOSS	Egov Law gives public administrations the right to share software they develop on GitHub
France	Circulaire Ayrault (2012) requires administrations to make a "systematic review of free alternatives"	Several publications on Adullact, a specific collaboration platform for French administrations
UK	GDS (Government Digital Service) Technology Code of Practice requires that "you ... considered using open source and publishing your code openly."	Several programs like the NHS open source program promote publication of software
Italy	Each gov agency can decide if they want to use the "Codice Amministrazione Digitale" that makes the usage of FOSS **mandatory**. That's a question of ethics.	
Malta	Open Source policy (2012) seeks to maximize re-use of procured software by enabling the distribution of Gov solutions as OSS.	

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Une large communauté de développeurs Open Source en Europe

- ~50% des développeurs des projets Eclipse sont Européens
- Les autres fondations ont aussi une voix forte en Europe
- Le marché OSS représente >4B€ en France, UK et Allemagne
  - *cf* 2017 PAC Study
- L'OSS embauche 8200 personnes en France en 2019
  - *cf* 2018 PAC study
  - Marché de 4.4B€ en 2017
  - OSS représente plus de 10% du marché IT français
  - 8% de croissance par an
- OSS a été une approche tactique des entreprises. En 2019, 71% des entreprises considèrent l'open source comme stratégique

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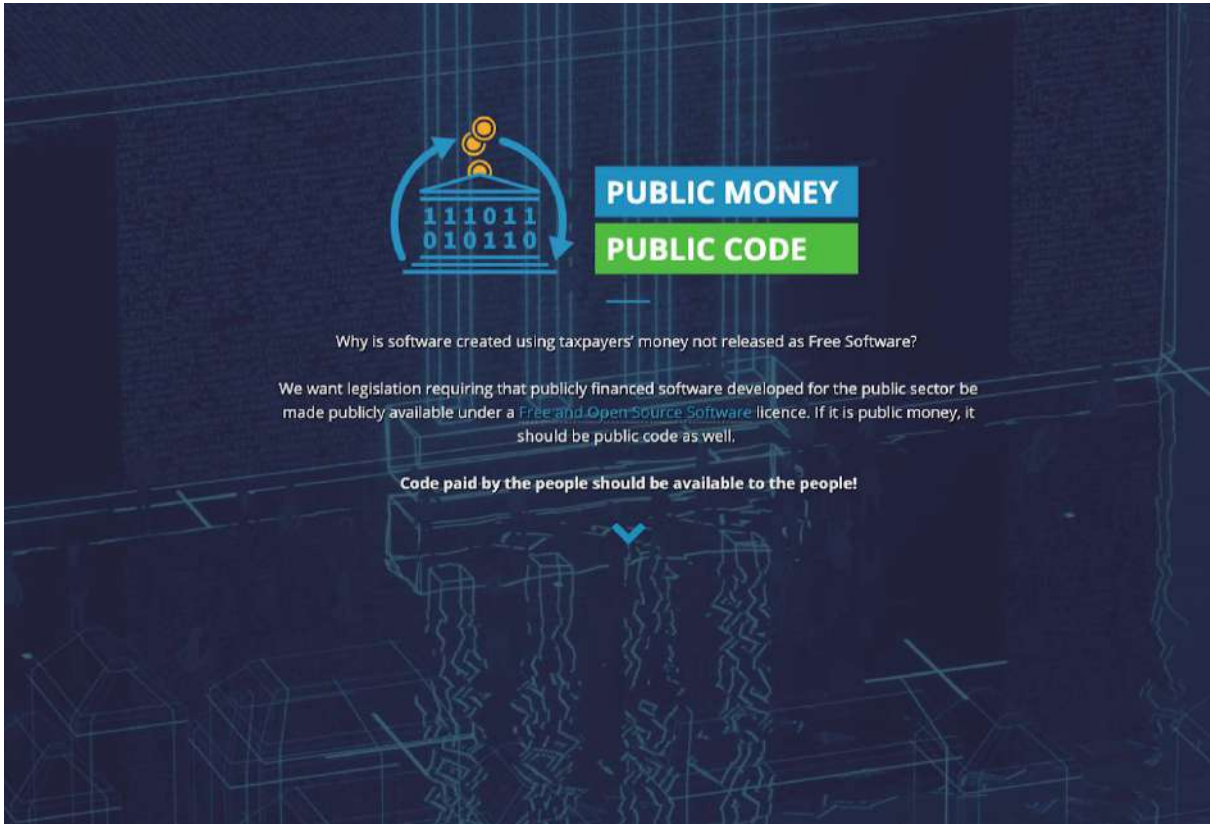
Publiccode.eu - lobbying de citoyens et scientifiques



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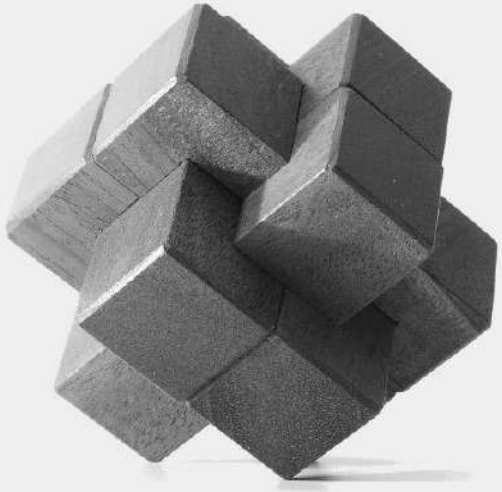
Software Heritage

Mission Archive Community Support About Donate



Software is the key

to access information and
a fundamental part of
human heritage

We are building the universal software archive

Collect
Preserve
Share

We **collect** and **preserve** software in source code form, because software embodies our technical and scientific knowledge and humanity cannot afford the risk of losing it.

Software is a precious part of our cultural heritage. We curate and make accessible all the software we collect, because only by **sharing** it we can guarantee its preservation in the very long term.

Discover our mission

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KEEP CALM
AND
INNOVATE

Open Innovation

- Liberté d'innover
- Facilité d'expérimenter
- Innover en intégrant des composants
- Réduire le time to market

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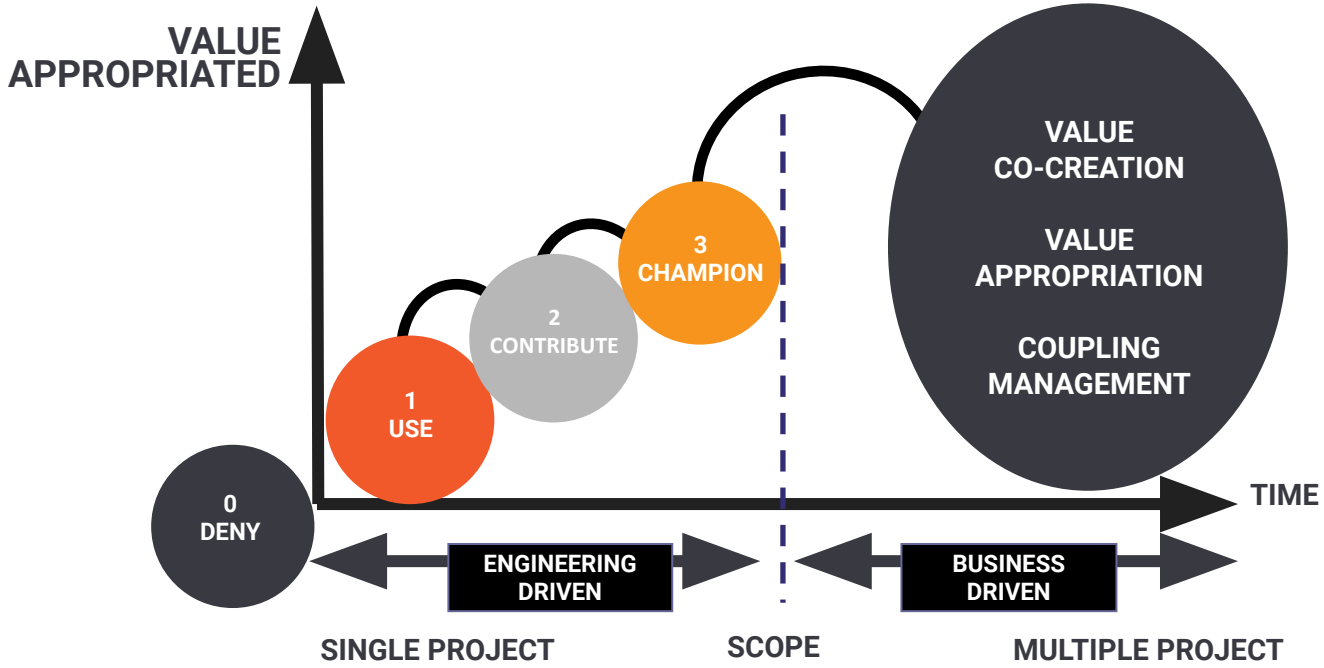
Open Source Maturity Model



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“Open Source does not have a business model, companies do!”

Simon Phipps
Former President of Open Source Initiative
Board member of the Open Source Initiative

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Business models ... canvas

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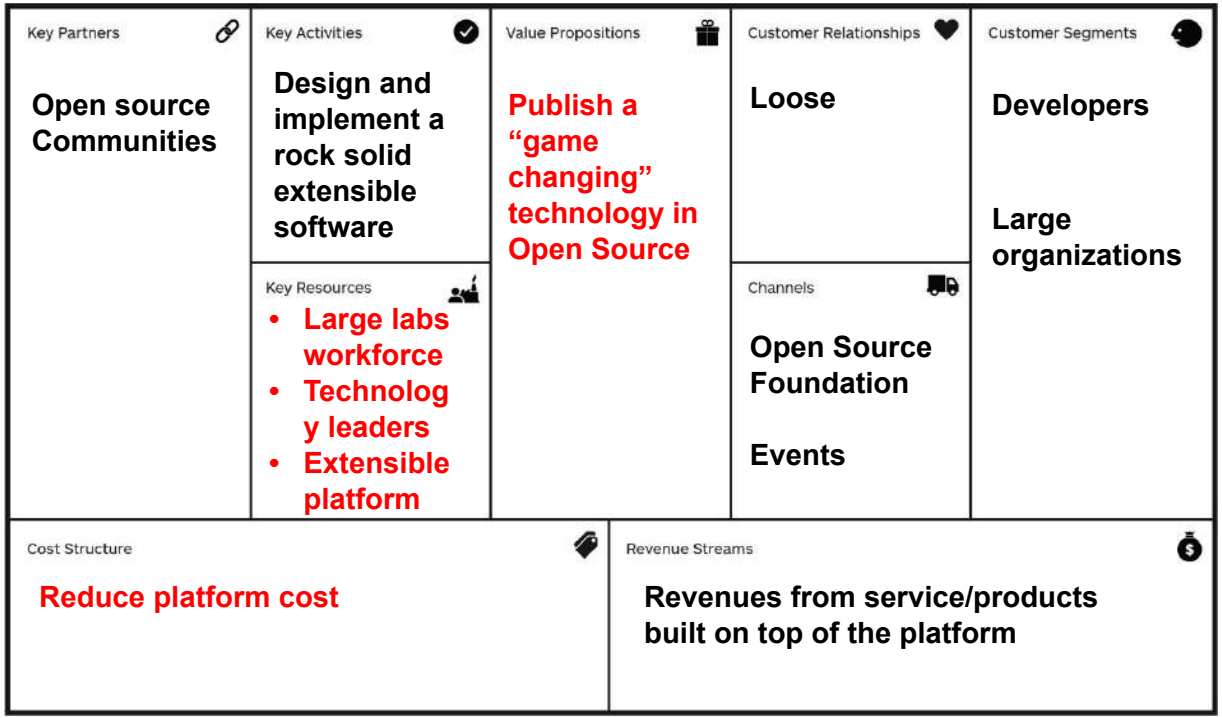
Co-creation of Open Source extensible platforms



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2015: Bosch becomes
Eclipse Strategic Member
ECLIPSE
FOUNDATION
BOSCH

BOSCH

"No company can realize the IoT on its own… Within the Eclipse ***Community****, through the contribution of many IoT developers, tools and standards are created on an* ***open platform*** *that* ***many companies can benefit from*** *for their IoT applications."*

Stefan Ferber, CEO, Bosch Software Innovations

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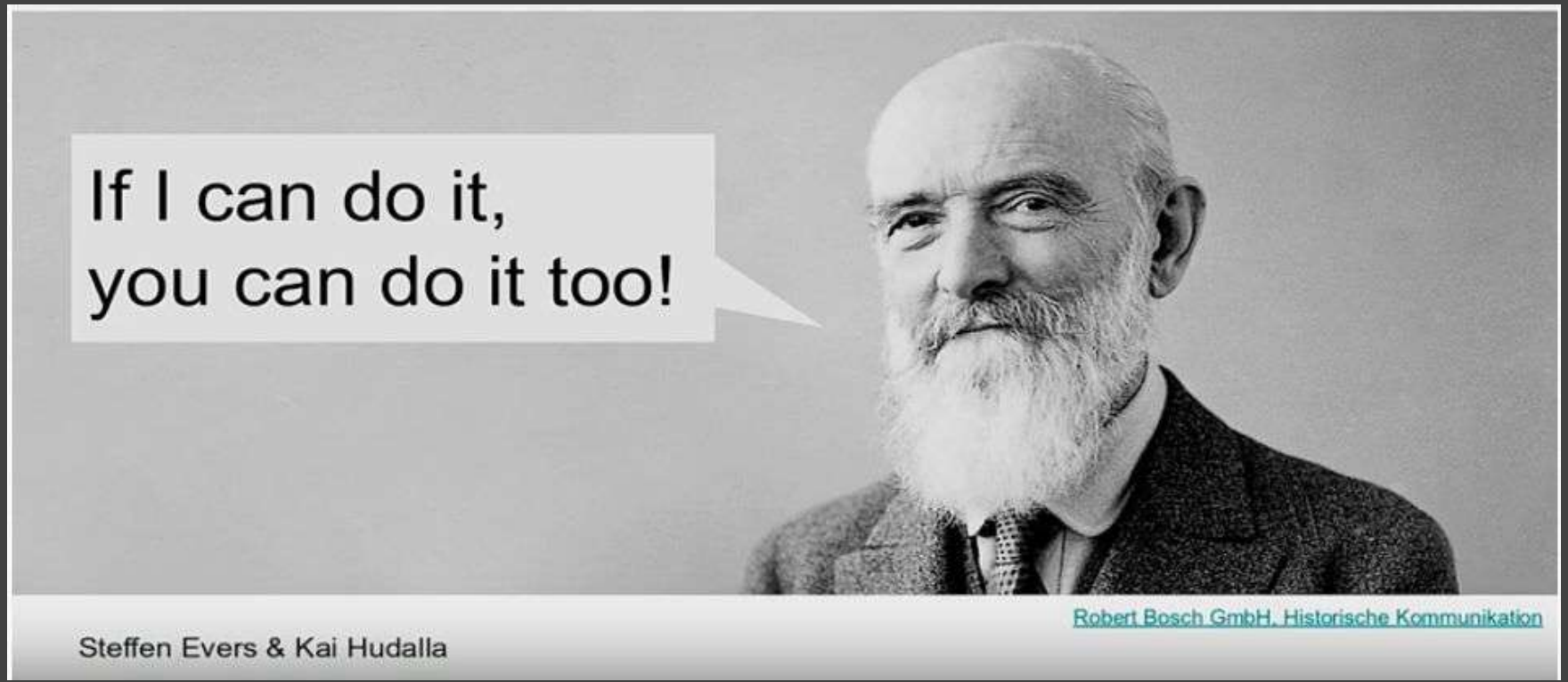
https://www.youtube.com/watch?v=5sVI6yQhWzs

BOSCH



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Important pour les grands groupes: la Gouvernance

- Statuts / Chartes des Working Group
- Eclipse Public License
- Règlement de gestion de la Propriété Intellectuelle
- Processus de développement
- **Règlement Antitrust**

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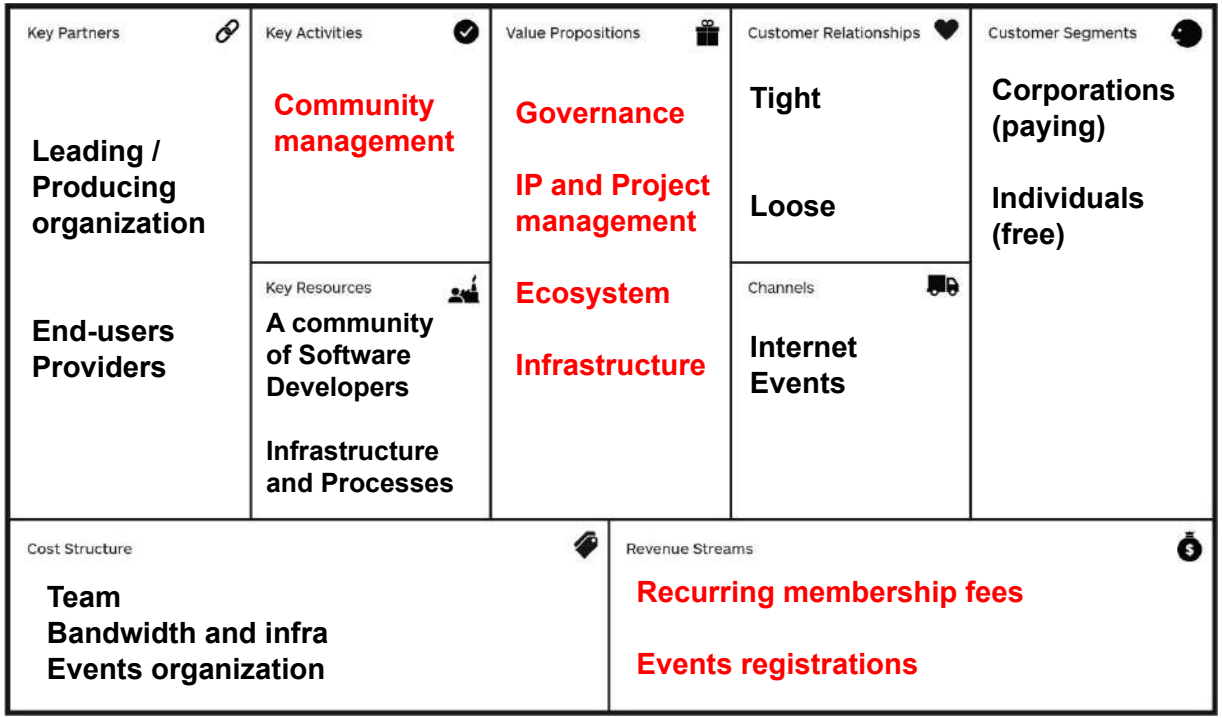
Open Source Foundation



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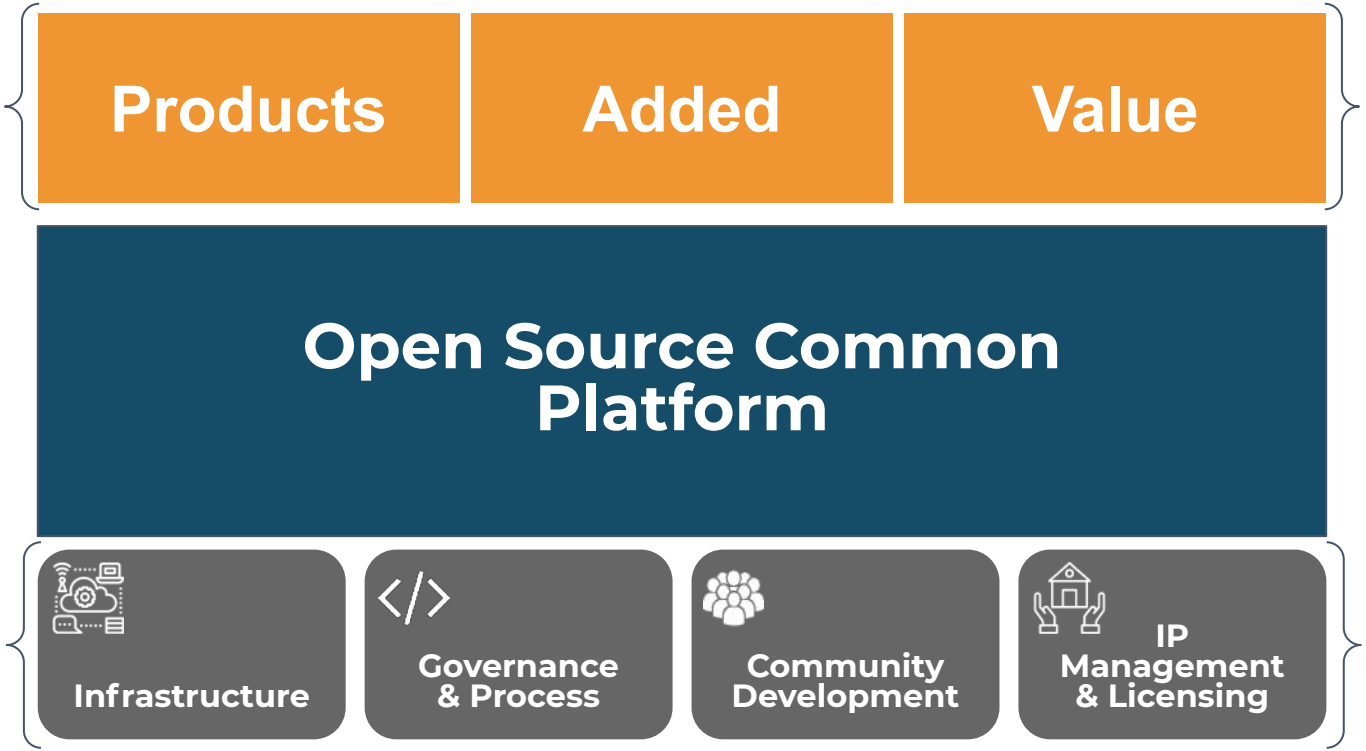
A business friendly ecosystem based on extensible platforms



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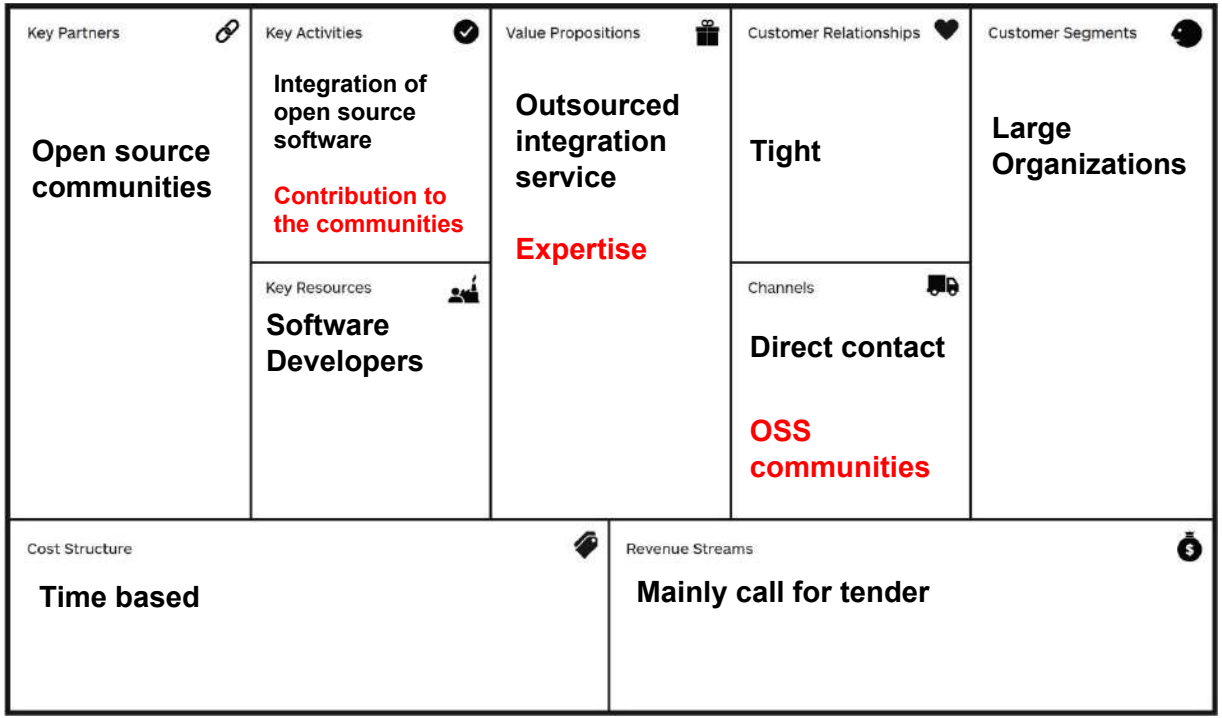
Transparence

Ouverture

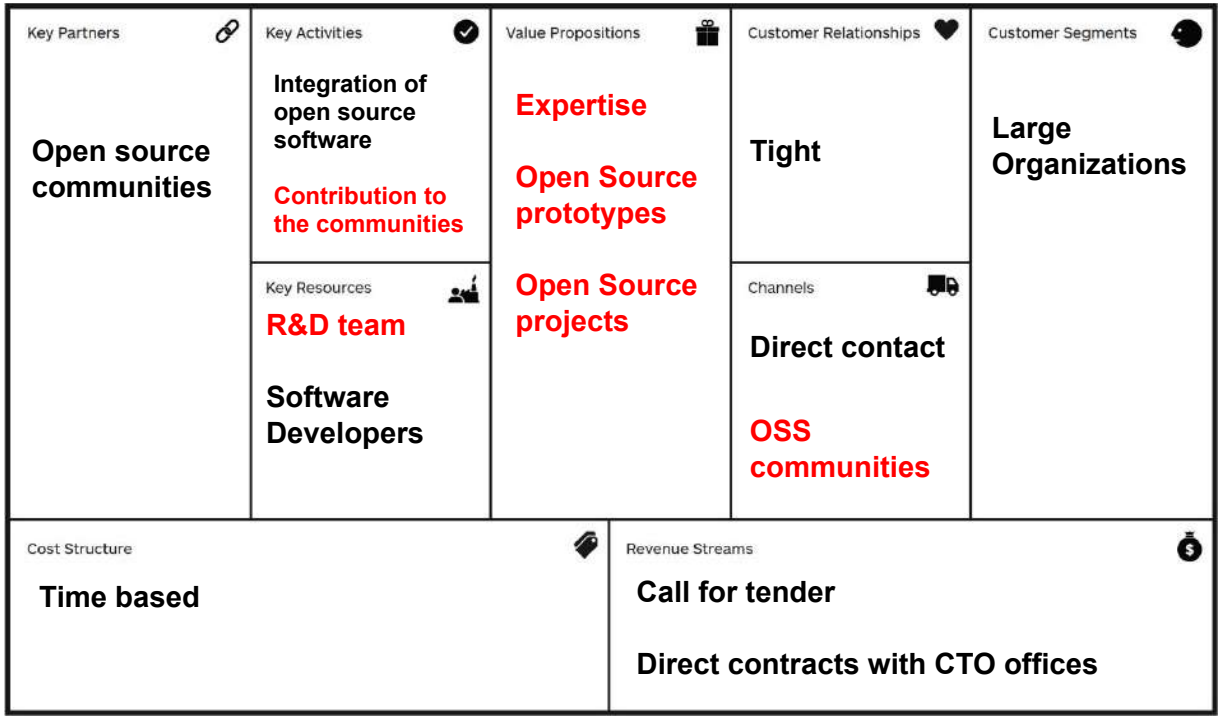
Méritocratie

Pure Service Business model



Pure Service Business model

Specialized technology provider Business model



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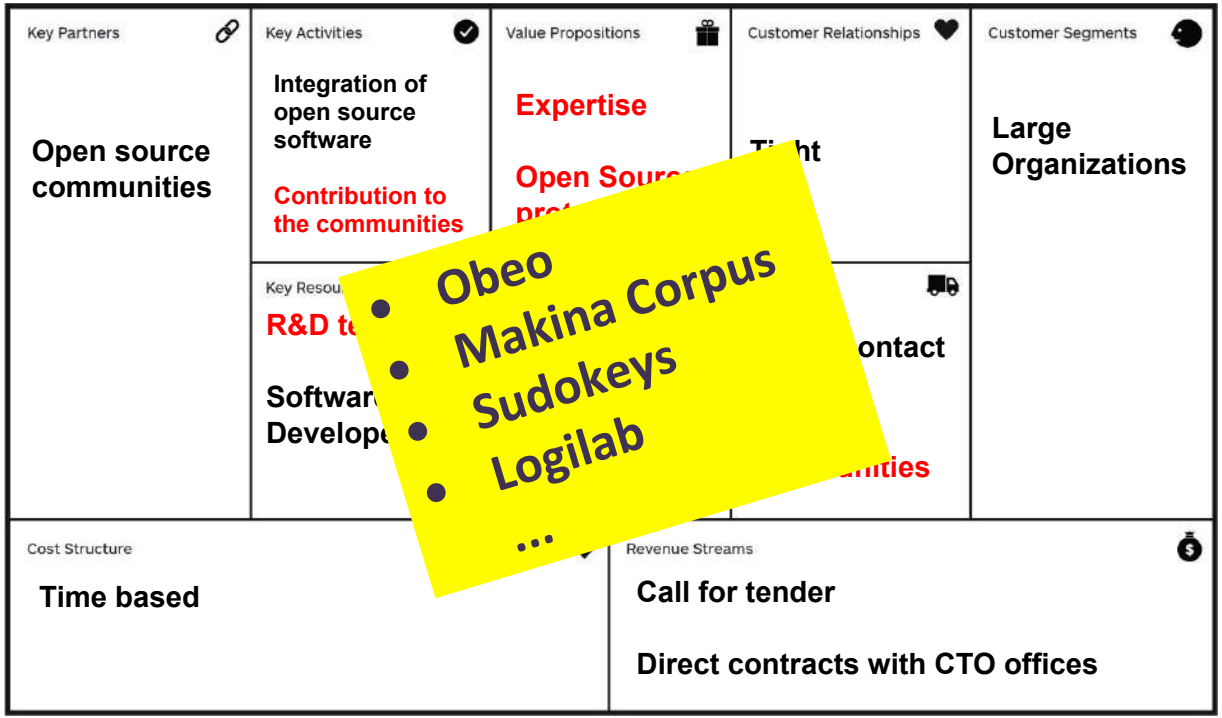
Specialized technology provider Business model



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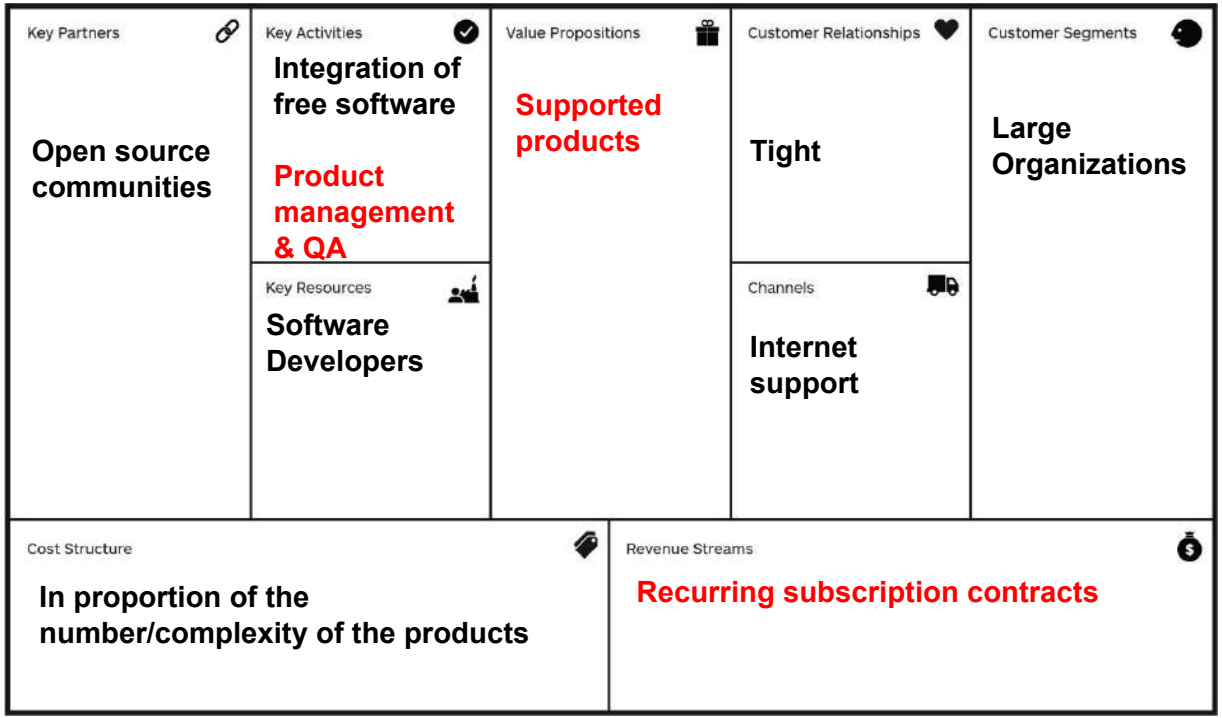
Leveraged Service Business model



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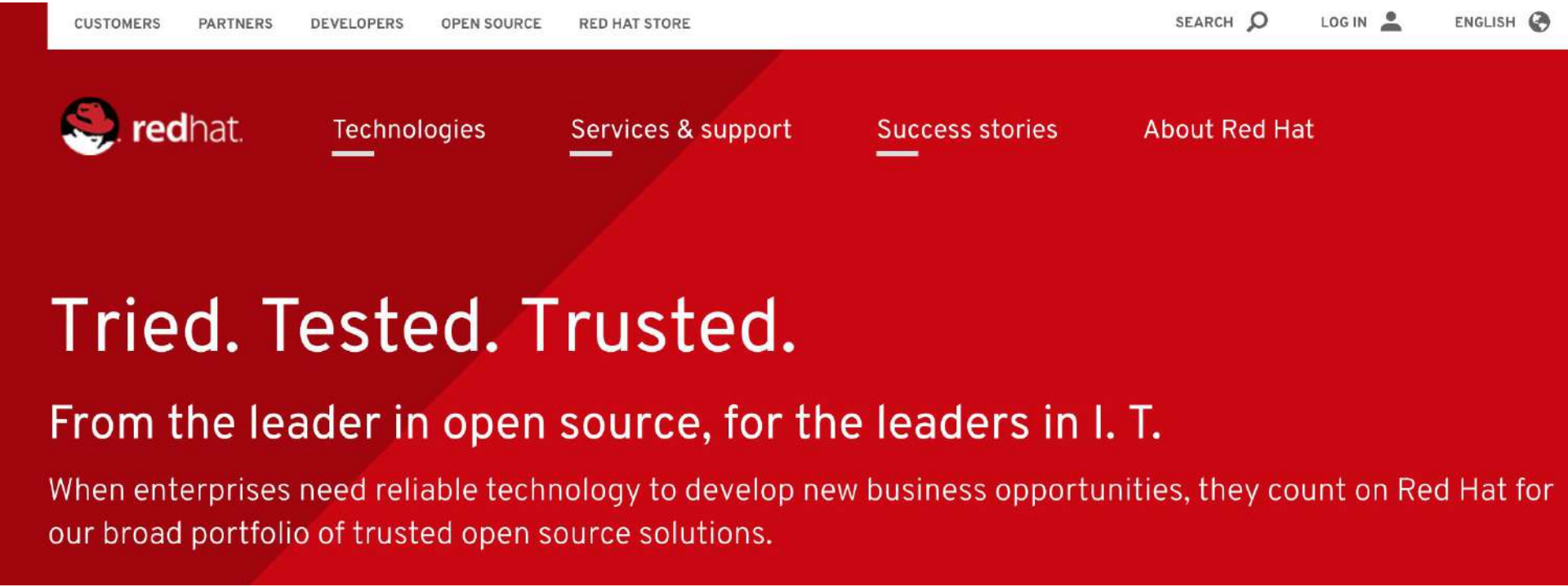
RED HAT



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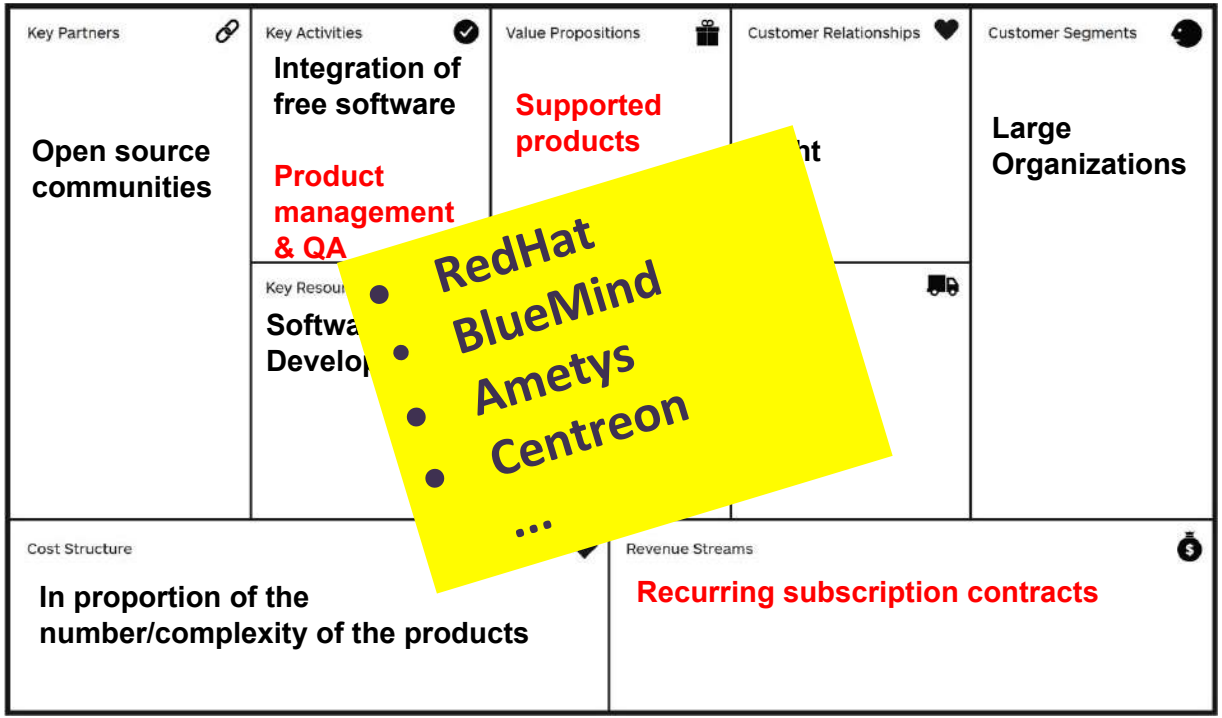
Leveraged Service Business model



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Open Source n’est pas une excuse!

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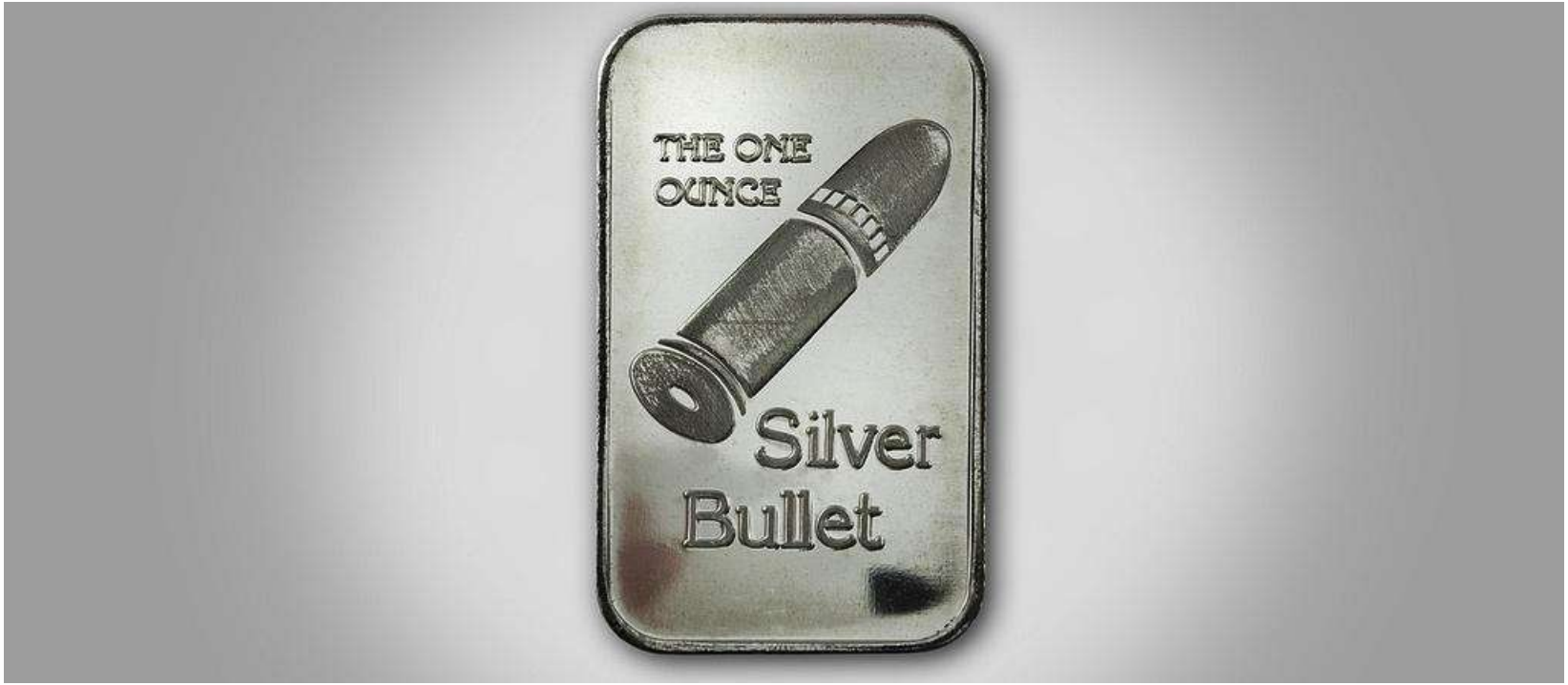
Open Source is not a



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Pour conclure...

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Exemples de modèles de revenus

- Vendre un produit qui étend du logiciel open source
- Vendre des projets basés sur de l'open source
- Vendre un appareil qui utilise du logiciel open source
- Vendre de l'expertise
- Vendre l'accès à une infrastructure
- Réduire le coût d'une plate-forme
- Vendre des souscriptions de support

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PMEs, choisissez l’open source!

- Pour accéder à de nouveaux marchés
- Pour recruter
- Pour innover
- Parce que c’est cool :)

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Quelques conseils

- Gérer la Propriété Intellectuelle
- Faites vous aider
- Ne réinventez pas la roue
- Choisissez votre license en connaissance de cause

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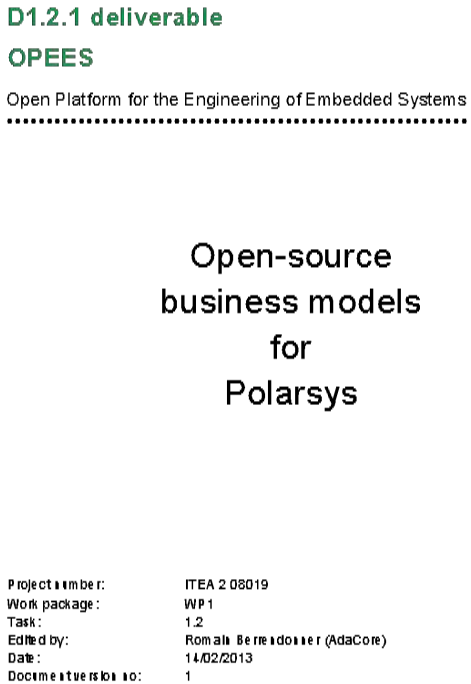
Credits to the OPEES project team

Public deliverable of the ITEA2 OPEES project



D1.2.1 deliverable

OPEES

Open Platform for the Engineering of Embedded Systems

Open-source business models for Polarsys

Project number:	ITEA 2 08019
Work package:	WP 1
Task:	1.2
Edited by:	Romain Berrendonner (AdaCore)
Date:	14/02/2013
Document version no:	1

Editor and lead author: Romain Berrendonner (Adacore)

With the participation of Airbus, CNES, CS, Indra, Obeo, SQS, Univ of Skövde, Xipp, Combitech, TCPSI, Thales

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