

The Integration Issue

About Me

Owner of Opendawn Consulting

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Free and Open Source Software

Use, study, share and improve



FOSS Optimizes

FOSS code is flexible

Everyone can join in

Shared platforms work better



This Hippie Stuff Has Value

12 billion Euro of code

20 billion Euro market

Up to 32% of European ICT by 2010

Figures from UNU Merit



Value Comes From Application

Sensible management

Sensible management

Sensible management

Dangerous Lawyers

FOSS is relatively new

Not all lawyers understand it clearly

This can lose you money and friends

Turning Potential Into Value

Categorizing FOSS

Adding FOSS to contracts

Allocating risk

Resolving problems

Four Types Of License

Permissive

Weak Copyleft

Strong Copyleft

Network Copyleft

The Big Secret To Success

Decide what license approach works for you

Let your engineers play with the code

Work with third parties to reduce overlap



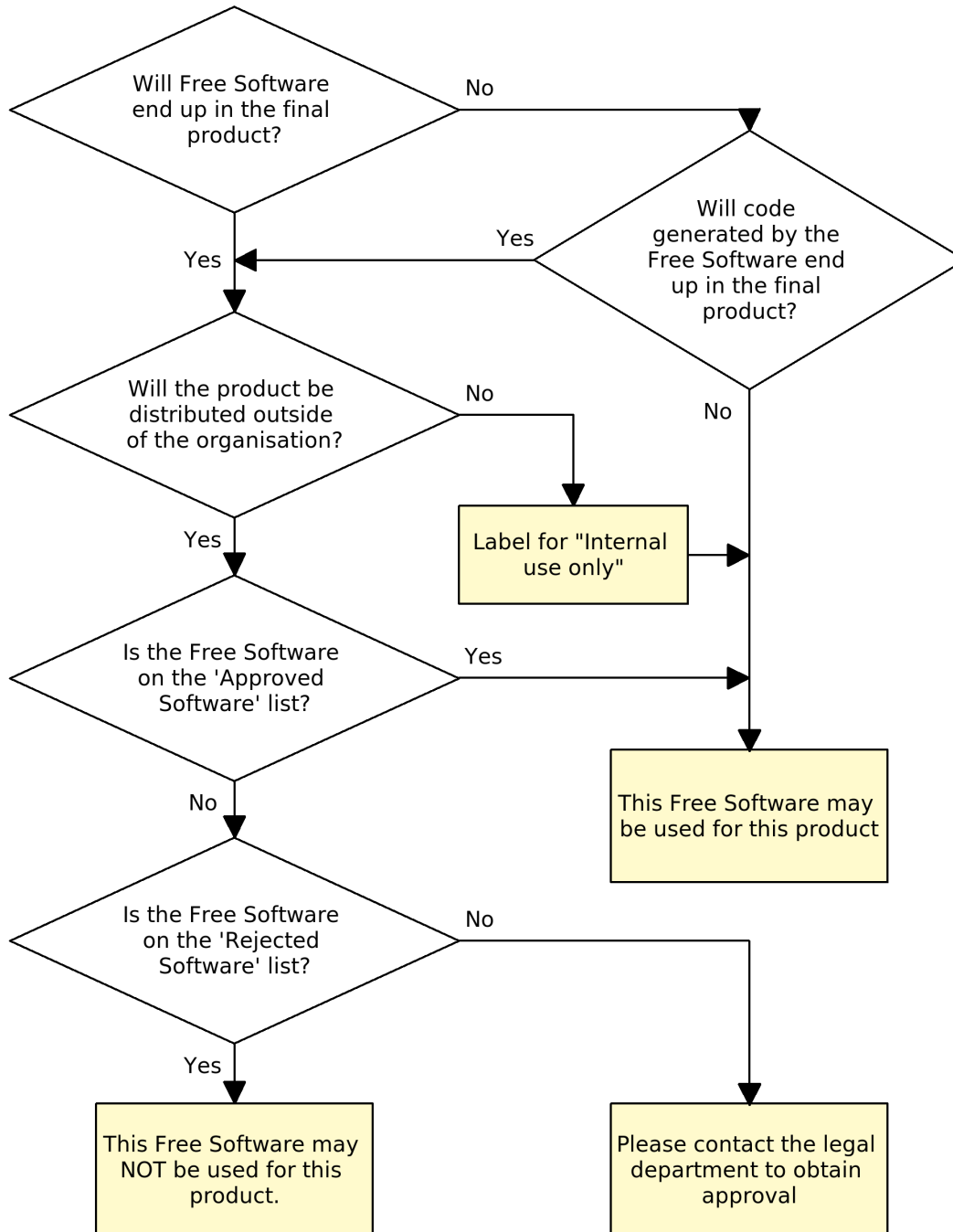
Be Sensible

Use popular licences

Use compatible licences

Work with established projects

Free Software Approval Flowchart



Getting Contractual

FOSS is code covered by copyright

It may include some patent provisions

Have An Open Perspective

You get third-party code

You contribute code

Everyone gets value



Place Risk In Context

Leverage FOSS according to license

Allocate risk for what suppliers provide

Accept risk for what you create

Be Realistic

If you want to play with third parties you
have to share with third parties

You share code, you share risk

You don't get value for nothing

Learn From The Community

Go buy something

Read your supplier's contract

Ask them why they put terms in

Resolve Problems In Good Faith

Have a way to listen

Check if the license or contract is breached

Have a conversation

Community Wants

Follow the licenses and contracts

Contribute to projects

Support projects

Nutshell Time

Play fair

Share-alike

Know your neighbours

Project Relationships

Linux Foundation

GNOME Foundation

KDE e.V.

Mozilla Foundation



Supply Relationships

LiMo

Symbian

Canonical

Linpus

Xandros

 pendawn

People Relationships

Get to know the people who build bridges
between business and volunteers

Armijn, Dave, Jim, Adriaan, Lefty

Lawyer Relationships

Sean Hogle, Hogle Visani

Martin von Willebrand, HH Partners

Andrew Katz, Moorcrofts



Summary

We share, we gain

The licenses have terms. Use them

Solve problems by assuming good faith



Useful Links

The Risk Grid

<http://www.ifosslr.org/ifosslr/article/view/10/10>

International Free and Open Source Law Review

<http://www.ifosslr.org>

The European Legal Network

<http://www.fsfe.org/ftf>



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