

Open source and the ICT industry – Panel Presentation

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About Univention

- » We build Open Source Software for Identity Management, Portals and Application Integration
- » 60 employees, self-funded, organically growing and profitable
- » 13.000 end user organizations world wide (10% with commercial subscriptions)
- » Customers include SMEs, government agencies, finance, telecommunication, education
- » Network of about 300 partners (mainly system integrators and software vendors)
- » Located in Bremen, Germany, additional offices in Berlin, Leipzig and Seattle



Role of open source software in our business strategy

- » 100% of what we write and release to the public is Open Source (see <https://github.com/univention>)
- » With the Open Source Software we use, we are standing on the shoulders of giants (Debian, Samba, OpenLDAP, KVM and many more)
- » We are part of a commercial open source ecosystem, most of the solutions in our app center are open source software (ownCloud, NextCloud, Kopano, OpenProject, Open-Xchange, Odoo, Wekan ...)
- » We try to be first class citizens in the open source communities we work with
- » In a few cases we additionally fund open source projects

Challenges and Opportunities of Open Source for SMEs

- » Opportunities
 - » Open Source gives us trust and credibility with Partners and Customers
 - » Allows us to leverage a vast amount of existing code and knowledge from existing communities
 - » ... to build partnerships with organizations of all sizes
 - » ... to gain visibility and spread with users and potential customers
 - » ... to build a flexible mixture of different business models (service-based and license-like)
 - » ... to attract talent
- » Challenges
 - » To build and protect viable business models
 - » To attract and develop open source communities and developers
 - » Proprietary cloud stacks with lock-in effect

Potential of Open Source for the European ICT industry

- » Open Source itself is the foundation
 - » for innovation in the ICT sector,
 - » for the scalability of business models and
 - » the ability to keep IT infrastructure secure(therefore Google, Facebook and Amazon build their infrastructures on top of Open Source Software)
- » The availability of existing state-of-the art code and the knowledge to use it is the foundation for the creation of innovation and startups
- » Open Source allows cooperation between organizations which otherwise would have a hard time to cooperate
- » The ability to monitor and influence Open Source communities is the ability to monitor and leverage innovation (therefore large ICT firms invest in Open Source Ecosystems)

The need for a European cloud stack

- » The standard deployment scenario for Open Source Software is the cloud
- » Who controls the clouds controls Open Source Software
 - » Security and trustability
 - » Business models
 - » Usage and innovation
- » A scenario with just a few hyperscalers from the U.S. and China is a threat to Open Source Software and the European ICT industry
- » Therefore, we need a standardized Open Cloud Stack as the foundation for European and Non-European providers which can be federated, allowing competition and choice and a certifiable standard at the same time

Policies needed to maximize the positive impact of OSS

- » Critical infrastructure must only use Open Source software to make it trustable, verifiable and independent of vendors and states
- » Public tenders must favor open source licenses over proprietary ones
- » Research programs must prefer the creation of Open Source Software
- » EC should invest into security of critical open source components (mostly in the role of a responsible user)
- » GDPR need to include the right of a just in time copy of all data users create / store while interacting with 3rd party IT systems / cloud infrastructure
- » Support a European open source cloud stack (creation, Open Source reference implementation and certification)

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