FOSS and Small Business

FOSS and Small Business
Flexibility and Choice

John Ferito

johnf@inodes.org
john.ferito@vquence.com
johnf@beagle.com.au

quence
Making Video Clickable

Business History

Bulletproof Networks

Beagle Internet

Vquence

Mainly users of FOSS
rather than contributors

Community History

- Recently Returned
- Active about 5 years ago
- Busy starting businesses
- linux.conf.au 2007
- Was leaving worth it?
- No, but more on this later

Free Software

- Beagle initial capital $4,500
- Proprietary software is expensive
- No licence experts needed
- Windows licenses
- Backup licenses
- They all add up

Marginalisation

- Software companies don't care about SMEs

- Your bugs and feature requests mean

- You are marginalised

Utilise the community

- The community cares
- Values your bug reports
- What if they don't

Open Source

- Fix it yourself
  - eg MS PPTP vs Xen NIC interfaces
  - Employ someone to fix it

- Turn around problems in hours instead of possibly never

- Leverage the community...

Freedom of Choice

- Refocus Software expenditure
- Reallocate your license fees to much better uses
- Buy features and functionality for yourself and the community
- Free marketing

Participate

- Give something back
  - Submit patches
  - File bugs

  - Share documentation
  - Blog about solutions and problems
  - The Big SysAdmin Myth (we don't really know anything we just use Google)

Participate

- Participations is key
- Read the Blogs
- Turn up to the meetings

- Support your local LUG

quence™
Making Video Clickable

Why Participate

- Smart people want to work for smart companies

- The community is there to help

Fregularly called by people seeking advice within my expertise

- Networking – two way street

Community

- Don't underestimate the power of the Community

- Community can make a difference

  eg Digg and HD-DVD key