Become RICH

with **FREE** Software



What is Free / Open Source ?

It's a copyright license !

No license = no rights !



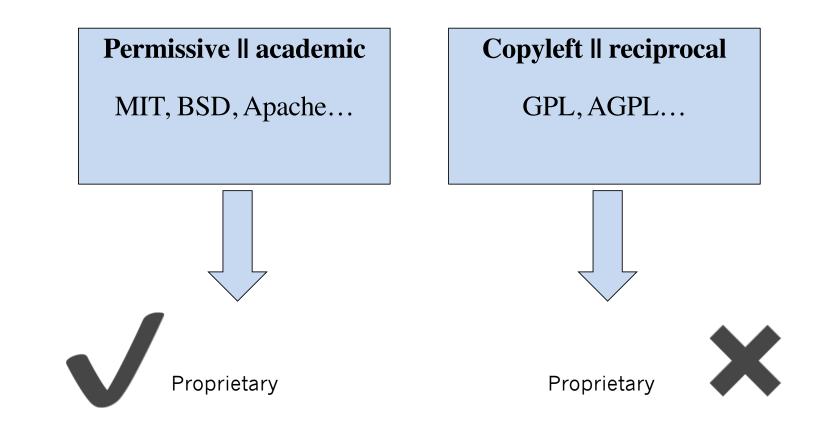
FOSS Licenses

4 rights for the users :

Execute Distribute Study Modify



License types

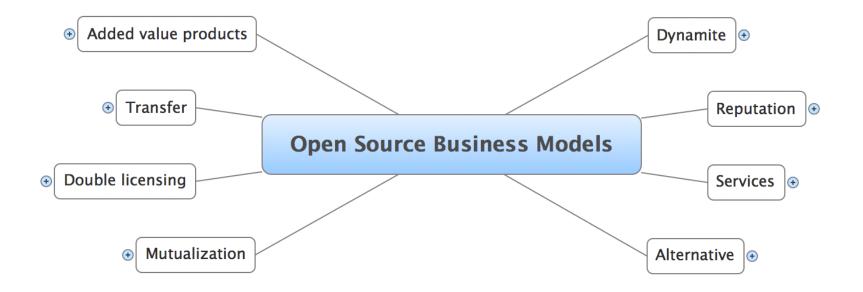




Open Source Business Models



Business models





Services

Installation

Maintenance, support SLA's





Services

Cloud (SaaS)





Services

Training, audit, consulting Tailored development

Authorized partners





Dual licensing

Proprietary compatible

Enhanced pro version





Alternative

Download subscription

Sponsoring

Donation





Added Value products

Documentation

Additional software

Hardware





Customer pooling

Propose specifications \rightarrow Pool customers to share costs





Ready to become rich ?

Jérémie Fays

j.fays@uliege.be www.linkedin.com/in/jeremiefays O@jeremiefays

