

LionShare Commercial Opportunities

Alex Valentine
alexvalentine@psu.edu



Agenda



- LionShare demo
- Open source business model overview
- Discussion



LionShare Licensing

- LionShare Peer: GPL License
- LionShare PeerServer: GPL License
- SASL CA: OpenSAML License (BSD)

Open Source Business Models



- Distribution
- Integration
- Service and support
- Dual licensing

Distribution



- “Classic” open source business model
- Company gets paid for an easy to install package of software
- Usually an option for service and support
- Can compliment a dual licensing strategy
- Usually includes multiple products bundled together
- Examples: Linux distributions, MySQL



Service and Support

- Long term support contracts
- Per incident support
- Software update distribution
- Software/source is freely downloaded but the support is usually long term
- Examples: Suse, Mandrake, PostgreSQL, MySQL, Zope



Integration

- The software is free but a company offers installation services.
- Generally includes some type of long term support contract
- Can compliment a dual licensing strategy
- Examples: IBM, HP, Redhat



Dual Licensing

- Company offers an open source version and a commercial version
- The commercial version may have some extra features and closed source addons
- Software still stays open source but is repacked for specific needs.
- Examples: VA Software (Sourceforge), MySQL, Zope.edu

LionShare Opportunities



- Sales
- Integration
- Service and support
- Distribution
- Dual licensing
- Consulting (NEC)