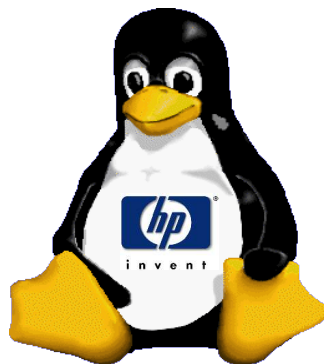




Commercial Usage and Application of Open Source Software

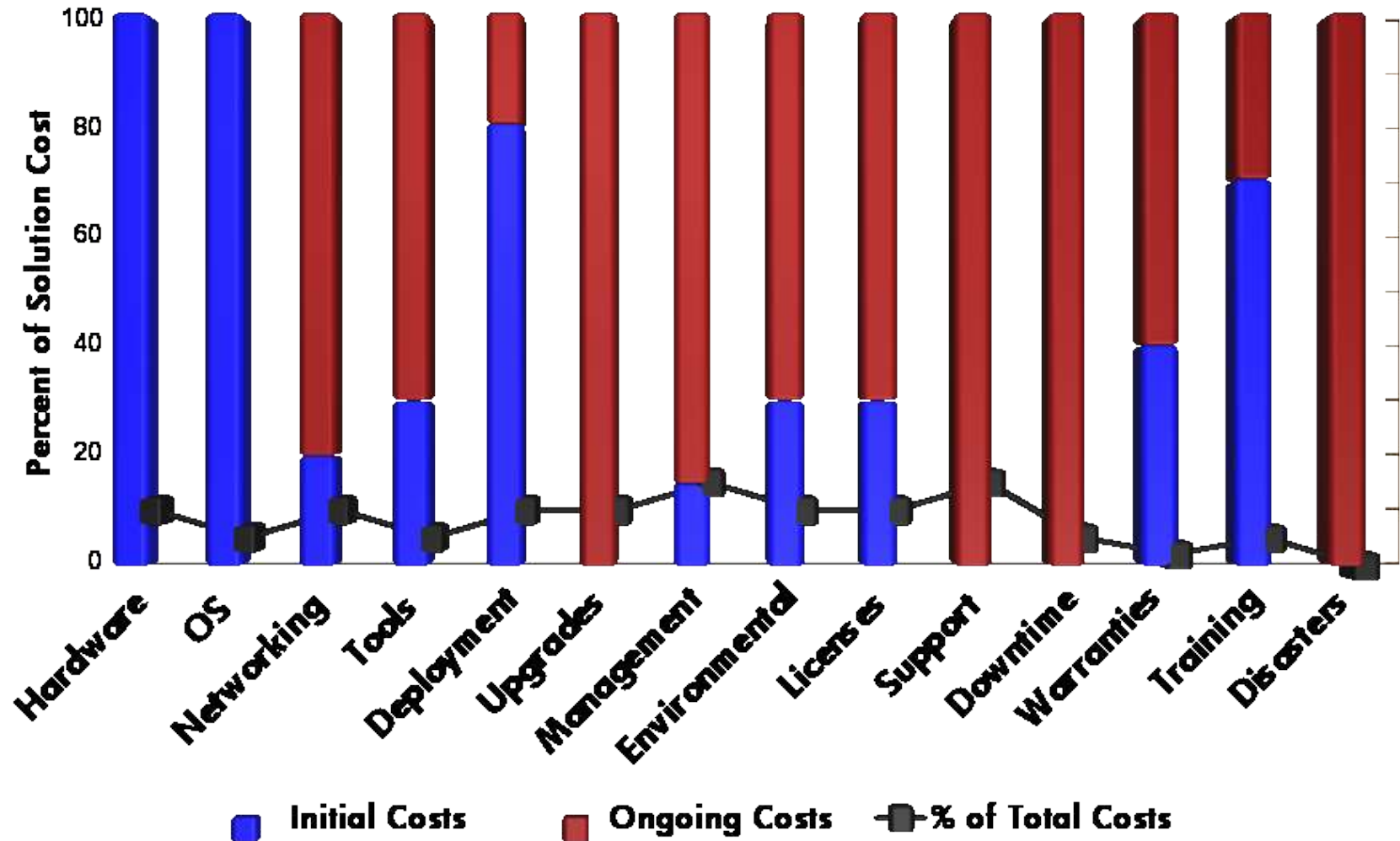
Stormy Peters
Open Source Program Office
Hewlett Packard Company



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The information contained herein is subject to change without notice.



Costs – Varied Across Total Solution



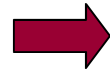
Open Source Business Models

- Commercial Software **Oracle**
- Support and Services tied to Open Source **Red Hat**
- Aggregating and Enhancing **Linux Distributions**
- Commercialize with Dual-License **MySQL**
- Enable Hardware **HP**
- End-of-Life **OpenMotif**
- Building an ecosystem **Eclipse, Apache**



What are you really buying?

Copying



Yes, you can freely copy open source software

Support



You can get it from multiple places, including doing it yourself

Media/Manuals



Is there any documentation?

Licenses



Usually not per seat, but there is a license!

Bundles



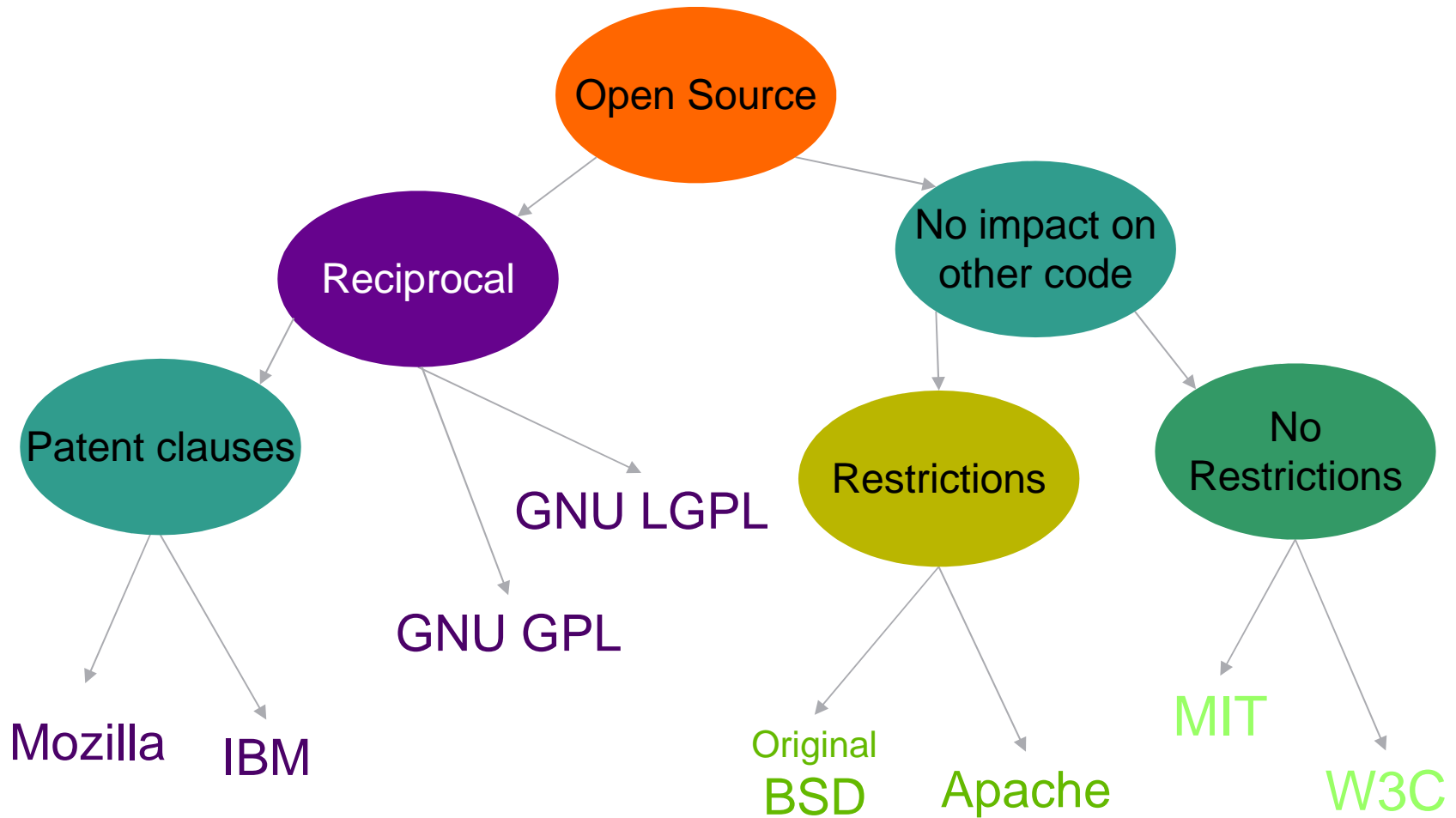
What's really in there?

Indemnification



Different than traditional software

Types Of Open Source Licenses



Guidelines for Using Open Source

- Create a company policy
 - Legal
 - Business
 - Community
- Establish relationship with community
- Communicate
 - Customers
 - Partners
 - Community

