



# Open-Source in an Economic Downturn

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Digium, Inc.

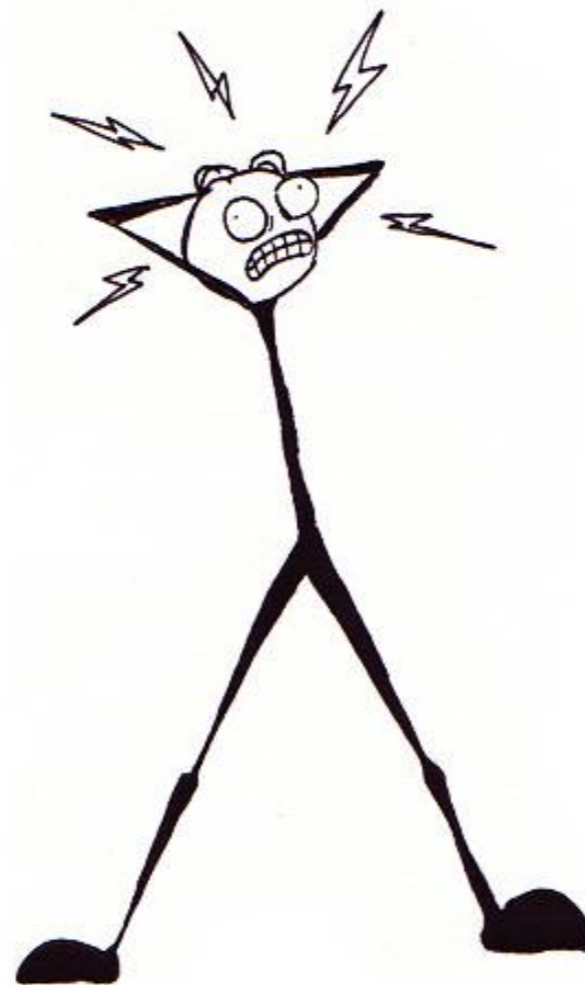
There's an economic downturn, you say?



So who are you?

**You're Open Source.**

If you're not part of Open Source, you need to worry.



(not open source? Well, you can freak out... a bit.)

## **MY PREMISE:**

OSS is very often equal to or a better solution for business IT needs than commercial alternatives.

## **2nd PREMISE:**

I believe that commercial software will suffer significantly in the next few years, and that Open Source solutions will outperform commercial platforms both in number of seats and quality of implementation in the market.

...but it's not going to be a picnic for anyone.



Same as usual, except accelerated failure.

# **What will improve OSS during tough times?**

**MOTIVATION**

**FOCUS**

**RESOURCES**

**TIMING**

# MOTIVATION

**Scalability!**

*High-Customization!*

**fast!**

**BLAH!**

**BLAH  
BLAH!**

**Low Friction!**  
**standards-compliant!**

**Cheap!**





FOCUS

Cost!

Yes!



Water fountain or...?

No!



Woo hoo! VC funding!

# FOCUS

## Rightness!



Is this the right decision? **REALLY?**

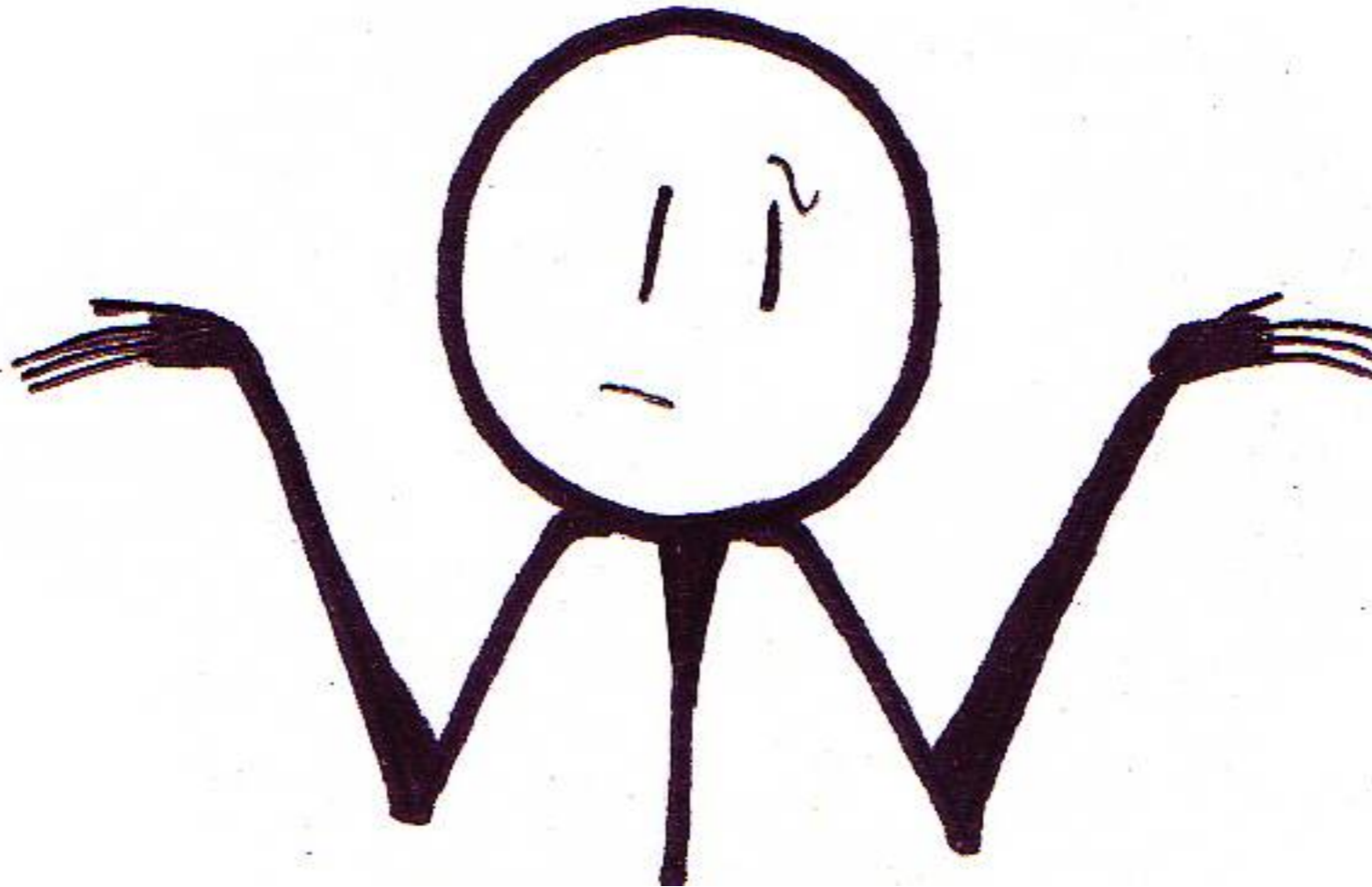
# RESOURCES

Equipment

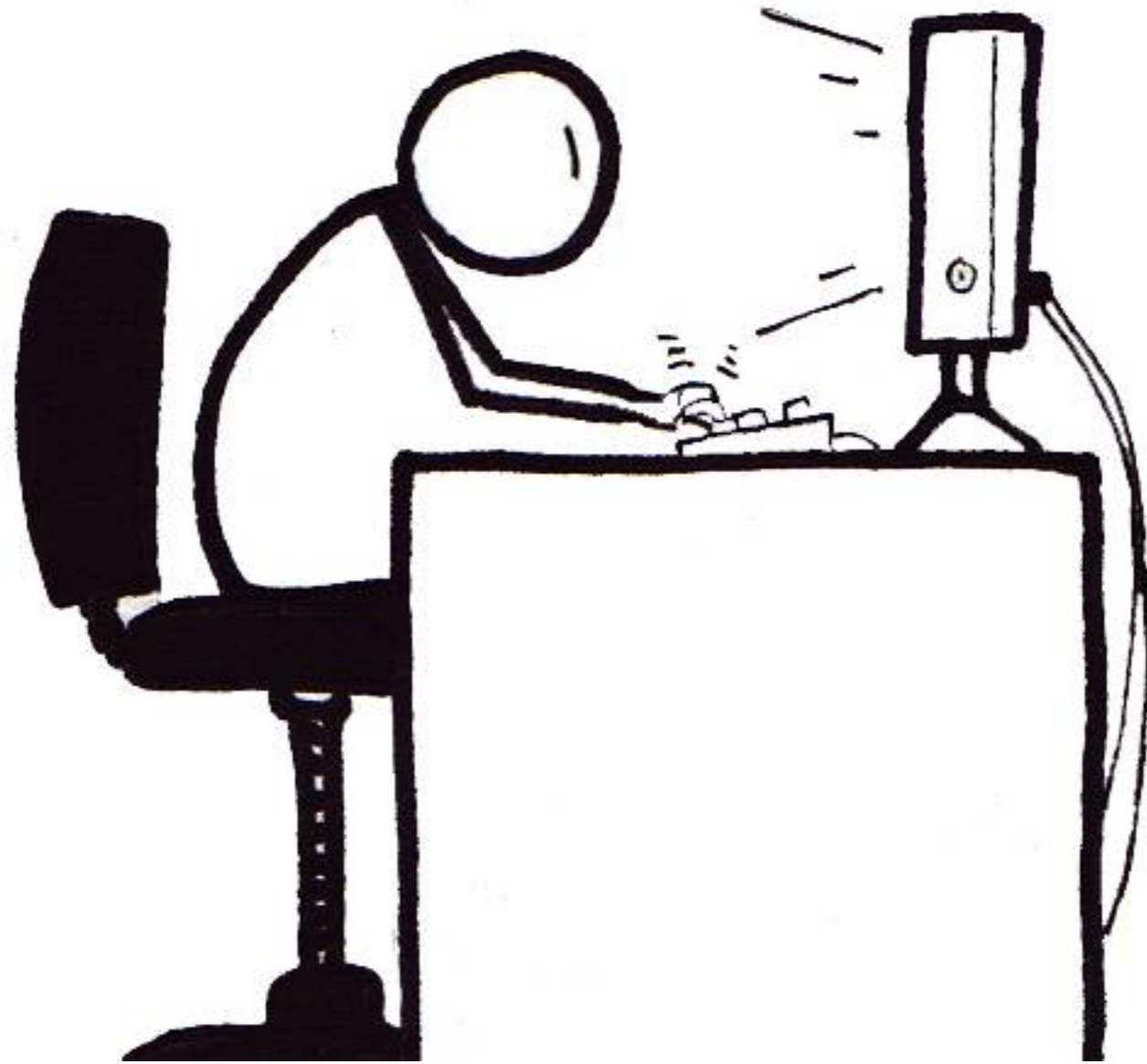
# RESOURCES



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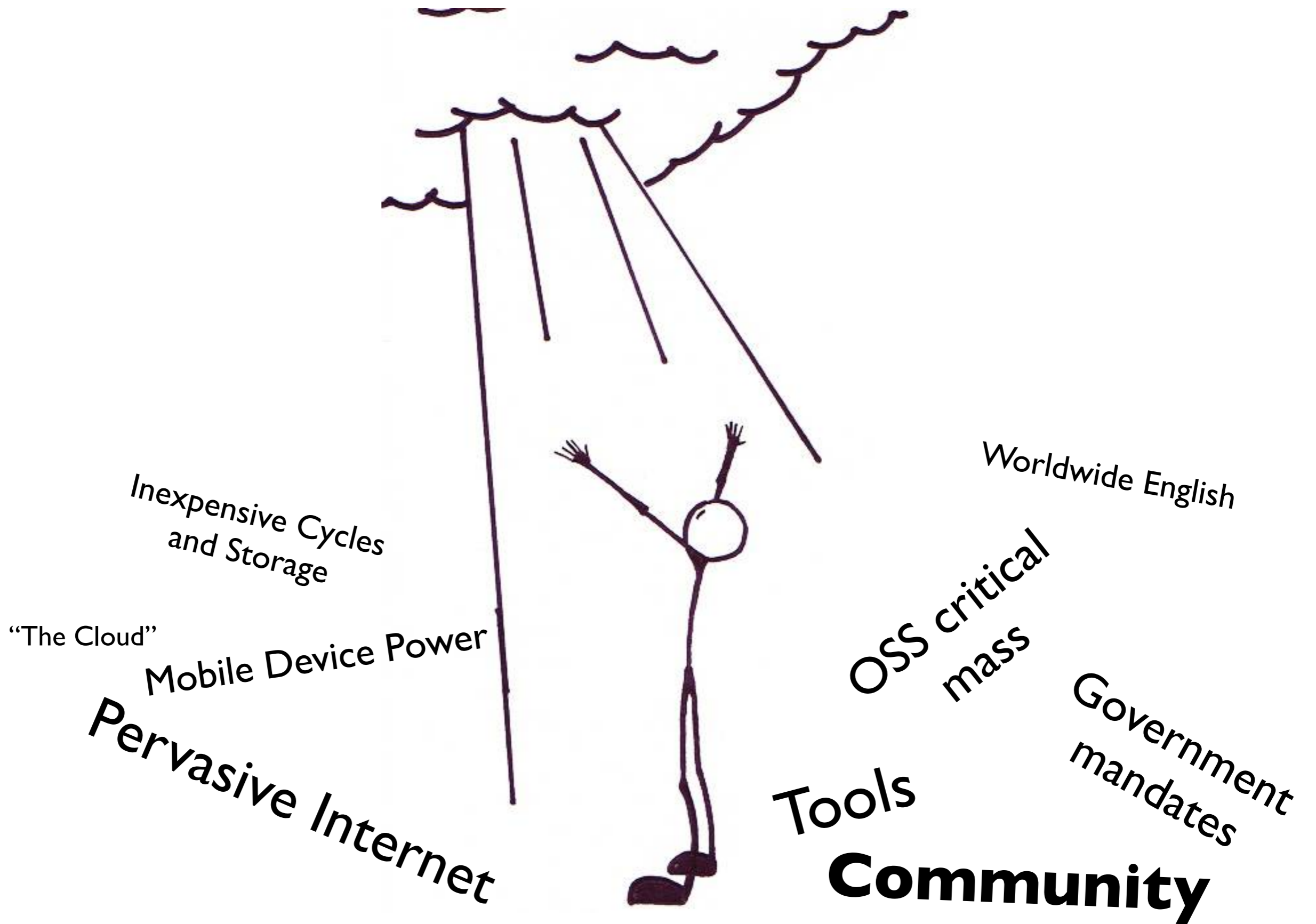


People

Time

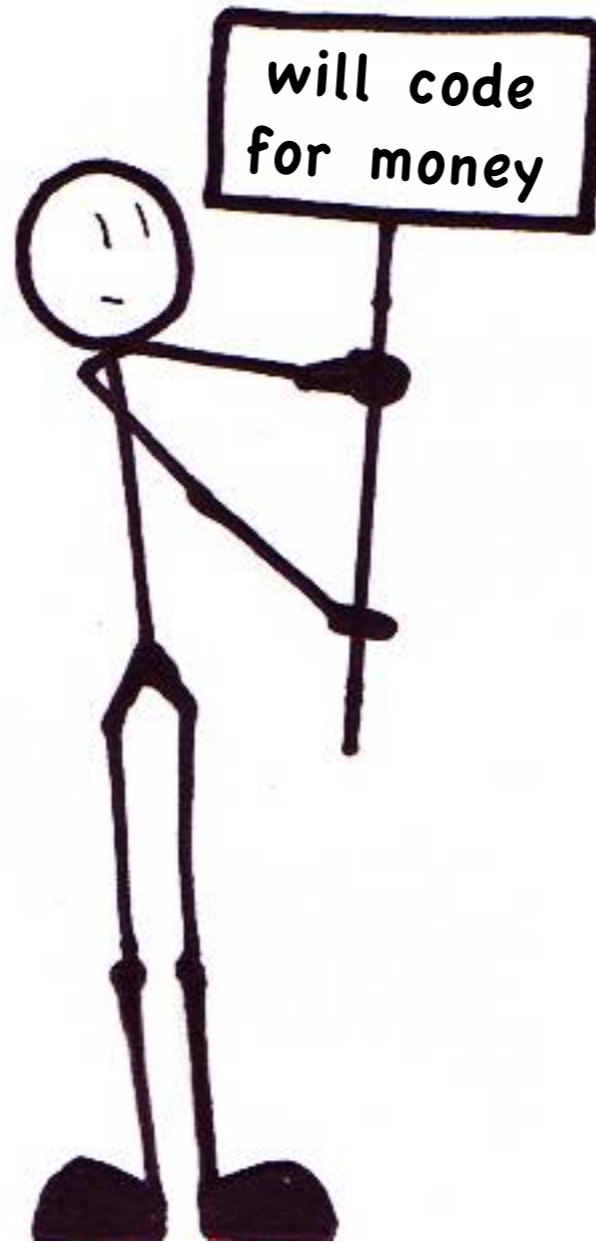
Equipment

# TIMING

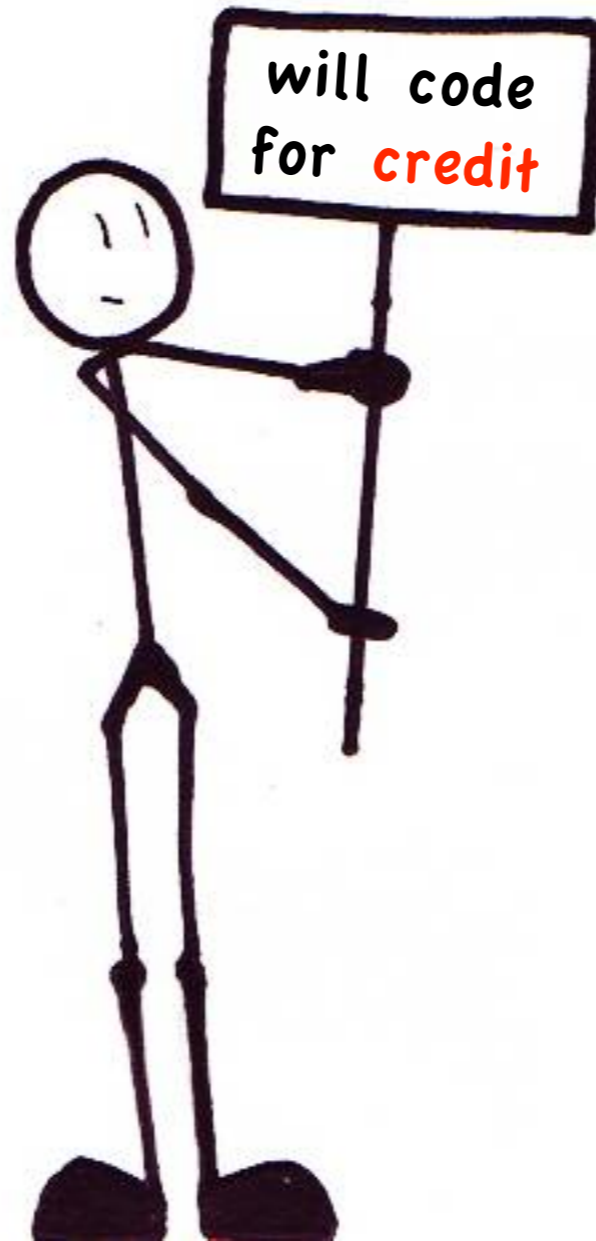


**Why is Open Source different?**





Commercial software house:  
Hires on need, fires on expense.



Open Source software project:  
No hiring.. no firing.

# Community Stories

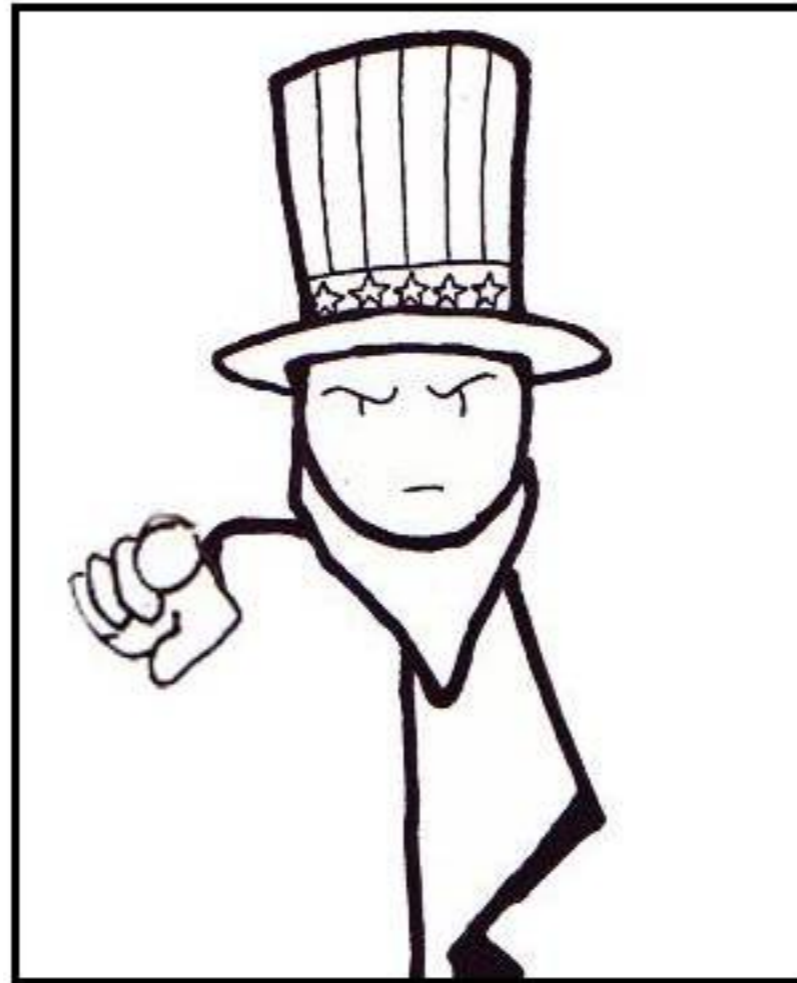
## Jim DeVito - *emergency notification system*

"... some vendor supplied solution for a cost upwards of **\$175,000** ... I created a clandestine asterisk system [for] pagers and blackberries ... currently in the process of getting approved."

## Nitzan Kon - *future-nine.com - VoIP carrier*

"...we were able to build an all-in-one solution (calling cards, callback, and voip service) with a single product - companies using commercial products would typically need to combine **2-3 products** to arrive at the same solution."

**I WANT' YOU**



**FOR OSS DEV**

END

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