



Nextcloud

Why the GPL is great for business

Frank Karlitschek

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- Free Software developer for 20+ years
- KDE e.V. Vice President
- Founder openDesktop.org
- User Data Manifesto
- W3C invited expert
- Fellow at Open Forum Europe
- Founder of ownCloud
- Founder of Nextcloud

Agenda

- Free Software / Open Source licenses
- Open Source Business Models
- Why the GPL is great for business

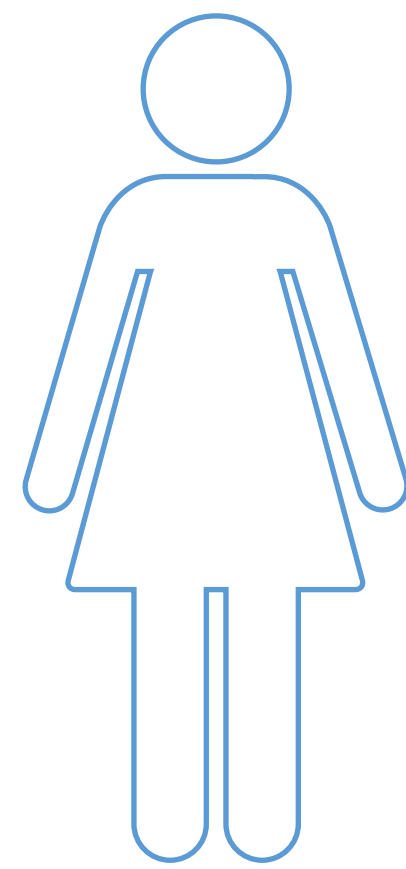


The 4 freedoms

1. The freedom to run the program as you wish, for any purpose.
2. The freedom to study how the program works, and change it so it does your computing as you wish. Access to the source code is a precondition for this.
3. The freedom to redistribute copies so you can help your neighbor.
4. The freedom to distribute copies of your modified versions to others. By doing this you can give the whole community a chance to benefit from your changes. Access to the source code is a precondition for this.

The Open Source Definition

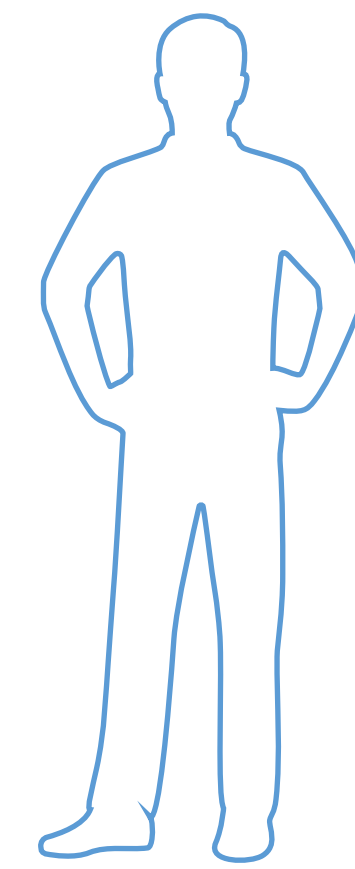
- Free Redistribution
- Source Code
- Derived Works
- Integrity of The Author's Source Code
- No Discrimination Against Persons or Groups
- No Discrimination Against Fields of Endeavor
- Distribution of License
- License Must Not Be Specific to a Product
- License Must Not Restrict Other Software
- License Must Be Technology-Neutral



Distribution

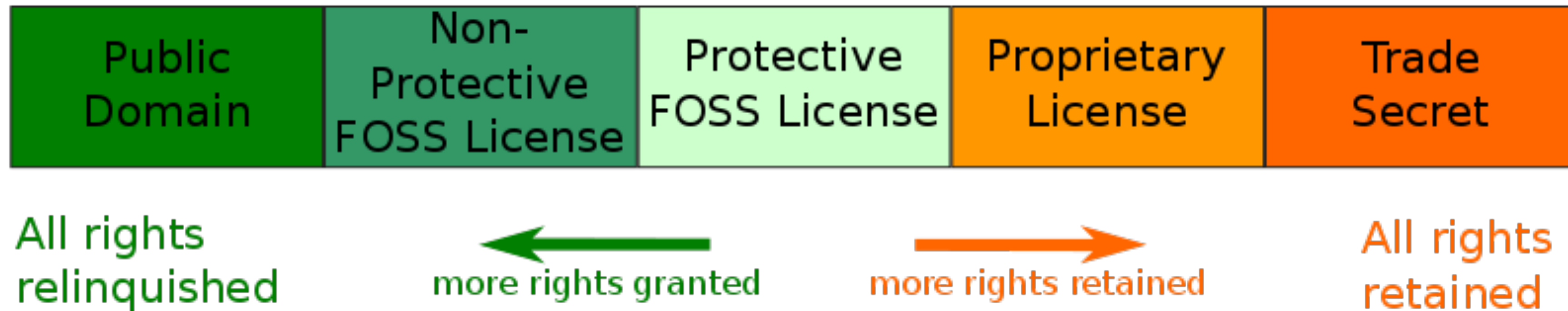


License



License types

Rights in Copyright

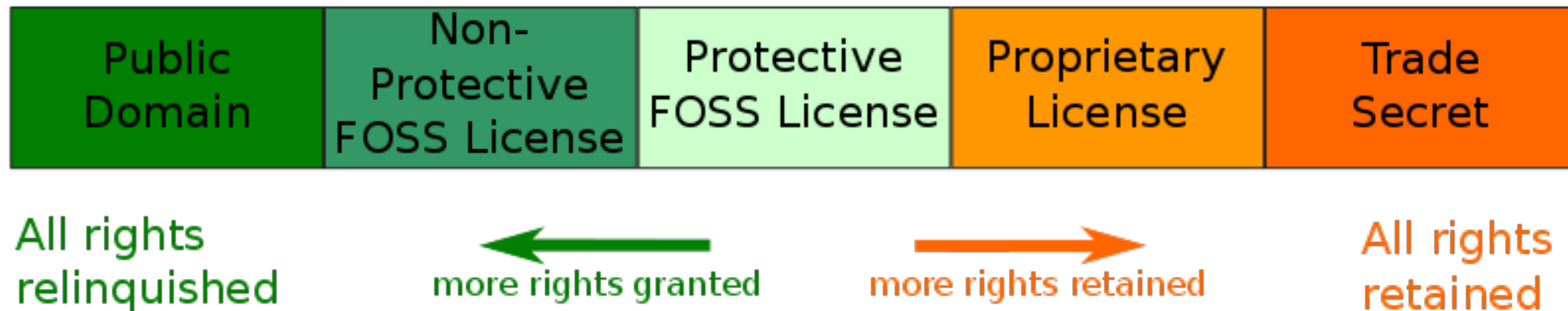


License types

Public domain

- Give up ownership and any rights of software
- Common in Academia
- 60s, 70s, 80s
- Legally difficult in a lot of countries

Rights in Copyright

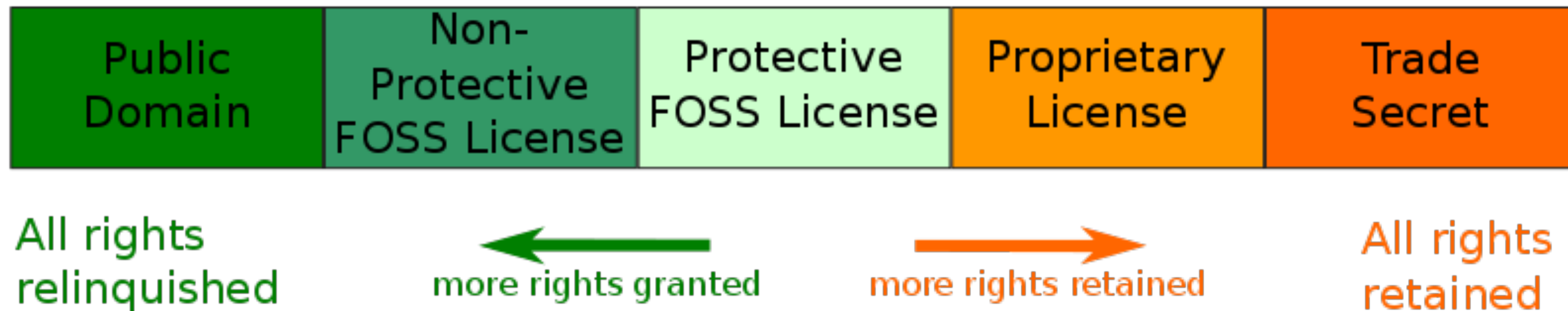


License types

Permissive Licenses

- Keep ownership of software
- BSD, MIT, Apache
- ‘Do whatever you want with this, just don’t sue me.’
- Common in Academia
- 70s, 80s
- Very common

Rights in Copyright

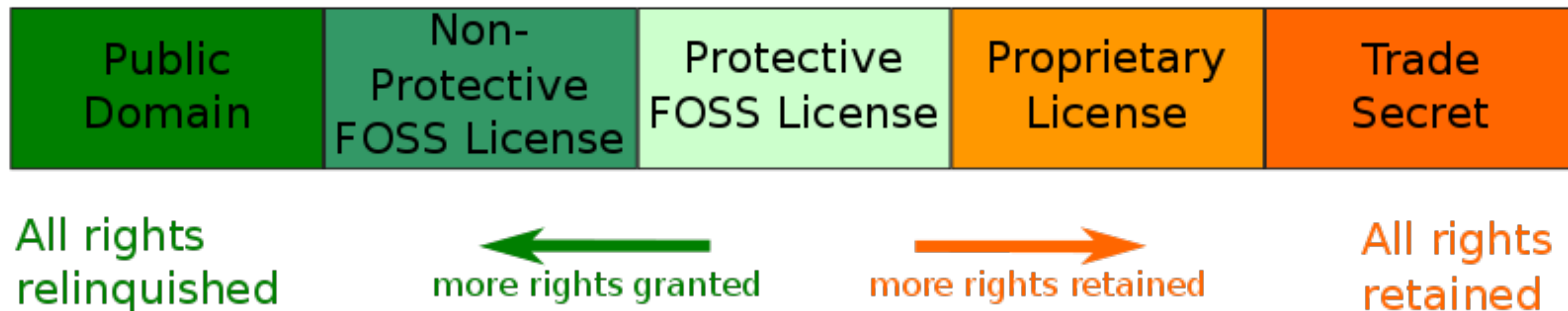


License types

Copyleft licenses

- ‘If you make a derivative work of this, and distribute it to others then you have to provide the source code under this license.’
- GPL, AGPL
- 80s, 90s
- Free Software Foundation

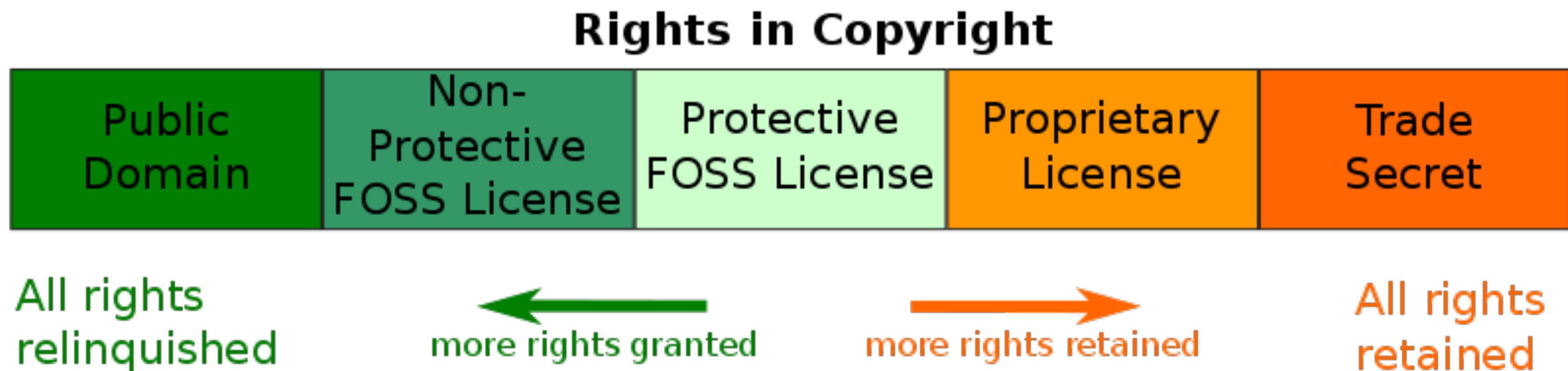
Rights in Copyright



License types

Proprietary licenses

- You can use it if you pay
- You can not modify or study or distribute it
- Microsoft, Oracle, Google, Apple, ...





Open Source Business Models

Selling Branded Merchandise

Selling certificates and trademark use

Voluntary donations

Bounty driven development
Crowed sourcing

Advertising

Delayed open source

Open Source at end of life

Selling software as a service

Selling Professional Services

- Consulting
- Payed feature development
- Bugfixing
- Workshops
- Training
- Does not scale

Optional proprietary extensions

- Open core
- Freemium model
- Open Source used for Marketing
- Community Edition / Enterprise Edition
- Not really Open Source
- Not popular in the Open Source Community

Dual-Licensing

- Sell Option to ignore Copyleft requirements
- Works in combination with GPL, AGPL
- Requires complete code ownership
- Requires Contributor License Agreement
- Controversial

Support Subscription

- Used by Red Hat, SUSE, Nextcloud
- Scalable
- Doesn't require code ownership

The 4 Nextcloud Subscription benefits

It's an job insurance for the sysadmin

Expertise .

- Support delivered directly by the Nextcloud engineers who wrote the software.
- Enterprise grade SLA up to 24/7.
- Long term support for stable Nextcloud releases up to 10 years
- Migration assistance: we ensure your upgrades go smooth: advise when to upgrade, stand-by help

Influence

- Influence on roadmap

The 4 Nextcloud Subscription benefits

Stability

- Access to enterprise documentation and the knowledge base
- Access to expertise around scaling, security and best practices.
- Access to optional workshops and trainings

Compliance

- Guarantee that all code is secure, proved and certified for GDPR and HIPAA compliance.
- Access to enterprise GDPR documentation and compliance expertise needed to provide on data requests.

Best working Open Source Business Model



Red Hat
13.000 employees
\$3.4 Billion revenue
IBM pays \$34 Billion



Cloud Computing

- Less self hosted infrastructure
- Everything 'as a service'
- Support is provided by cloud provider

Redis

- Common clause
- Forbids to sell the software or offer hosting or consulting without a commercial license
- Simon Phipps, president of the [Open Source Initiative \(OSI\)](#), snapped on Twitter: "[Redis just went proprietary,](#)

MongoDB

- Server Side Public License
- Anyone who wants to offer it as a service needs a commercial license or open the complete infrastructure
- proprietary license

CockroachDB

- Business Source License
- No commercial service is allowed without a commercial license

Commons Clause stops open-source abuse

Salil Deshpande



@salil / 11:00 pm CEST • September 7, 2018

Comment



Saving Open Source by
killing it

Copyleft licenses like GPL are
great for business

Created the best communities
All contributors are equal

Forks are always possible.
Enforces the best results

The global upstream/downstream network is only possible with free software.

No code island

Working with the best developers
They like Open Source

Ecosystems are key nowadays.
Equal playing field is key. GPL
enforces it

GPL enforces good community
governances with licenses.

Customers like it because there is
no vendor lock-in

Fair relations -> Happy customers

‘Owning’ the code is not important. The value of a company is in the people

Customers like it that they can
freely distribute and use it.

Contributions flow in and out of the companies. Best for everyone.

The copyleft licenses are clear and well understood and tested.

Copyright software can never die
or disappear

Let me give you some real
world examples why GPL is
great for business

- ownCloud required a Contributor License Agreement for Dual Licensing and Open Core
- Contributors unhappy and leaving the project
- Fixed in Nextcloud

- ownCloud employees unhappy that they have to work on proprietary software
- Fixed in Nextcloud

- ownCloud customers surprised about Vendor Lock-In
- They expected to buy an Open Source product
- Customers unhappy
- Fixed in Nextcloud

So why do some companies change their license?

Making the software proprietary?

Commons Clause stops open-source abuse

Salil Deshpande



@salil / 11:00 pm CEST • September 7, 2018

Comment



Salil Deshpande

Contributor

Salil Deshpande serves as the managing director of [Bain Capital Ventures](#). He focuses on infrastructure software and open source.

There's a dark cloud on the horizon. The behavior of cloud infrastructure providers, such as Amazon, threatens the viability of open source.

During 13 years as a venture investor, I have invested in the companies behind many open-source projects:

- [Spring](#)
- [Mule](#)
- [Ruby Rails](#)
- [Groovy](#)
- [Grails](#)
- [Maven](#)
- [Gradle](#)
- [Redis](#)
- [SysDig](#)
- [Hazelcast](#)
- [Akka](#)
- [Scala](#)
- [Cassandra](#)
- [Spinnaker](#)
- and others.

Summary:

Nextcloud and many other software
would not exist without the GPL and
Open Source

Let's not give up the 4 freedoms and our values for fast money



Questions?

Frank Karlitschek

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