Community Edition
Product Vision

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Objectives of Community Edition

1. Be the Default ECM Solution
—drive ecosystem expansion through increased market share and developer base.

2. Foster Product Innovation
—bring external contributions back to the company and leverage the community for validation and feedback.

3. Spread Community Contributions
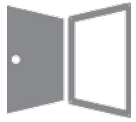—help users of our products identify and leverage community resources throughout our ecosystem.

4. On-ramp to Paid Offerings
—more community deployments and a shorter incubation period.
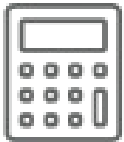
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Values

Open Innovation

Transparency

Adoption

Conversion

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Target Use Cases

- Small deployments
- Evaluation of new features or exploration on new projects
- Keep ECM completely in-house
  — Committed to self-support

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Community Edition Product Vision

Grow Alfresco market share and drive innovation by nurturing a vibrant open source community unified around the most complete, customizable, and widely adopted ECM system for the small business and departmental markets.

Planned for Community Edition

- Less than ~100 users
- Single-server
- Non-mission critical
- Horizontal capabilities — document management, collaboration, case management, compliance, business process management

Probably Enterprise Edition

- Proprietary connections and 3rd party plugins
- Scalability, high availability, advanced security, and related configuration
- SaaS products and 3rd party plugins
- Specialist applications and niche use cases — Contract Management and Media Management

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Adoption Strategy

Build the ideal product

Drive wide adoption

Identify potential upgraders

Organically grow remainder

More Information

Details for 5.1 Release:

https://www.alfresco.com/blogs/developer/2016/03/29/applying-the-open-core-model-in-alfresco-5-1/

Various open source business models:

http://richard.esplins.org/siwi/2015/01/22/right-business-model-your-community/

Contact me:

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