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On Building a Business Around Viable OSS

Our experience at CloudBees and Jenkins

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Who am I?



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CloudBees : Jenkins

=

Red Hat : Linux



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Who Owns the Project?

What it means, when it matters



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Jenkins Is a Community Owned Project

I'm proud of it, but it does create challenges



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How much should we invest in OSS?



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#1: Hosted Service

This was great, until it wasn't great



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#2: Enterprise Version

This was great, until it wasn't great



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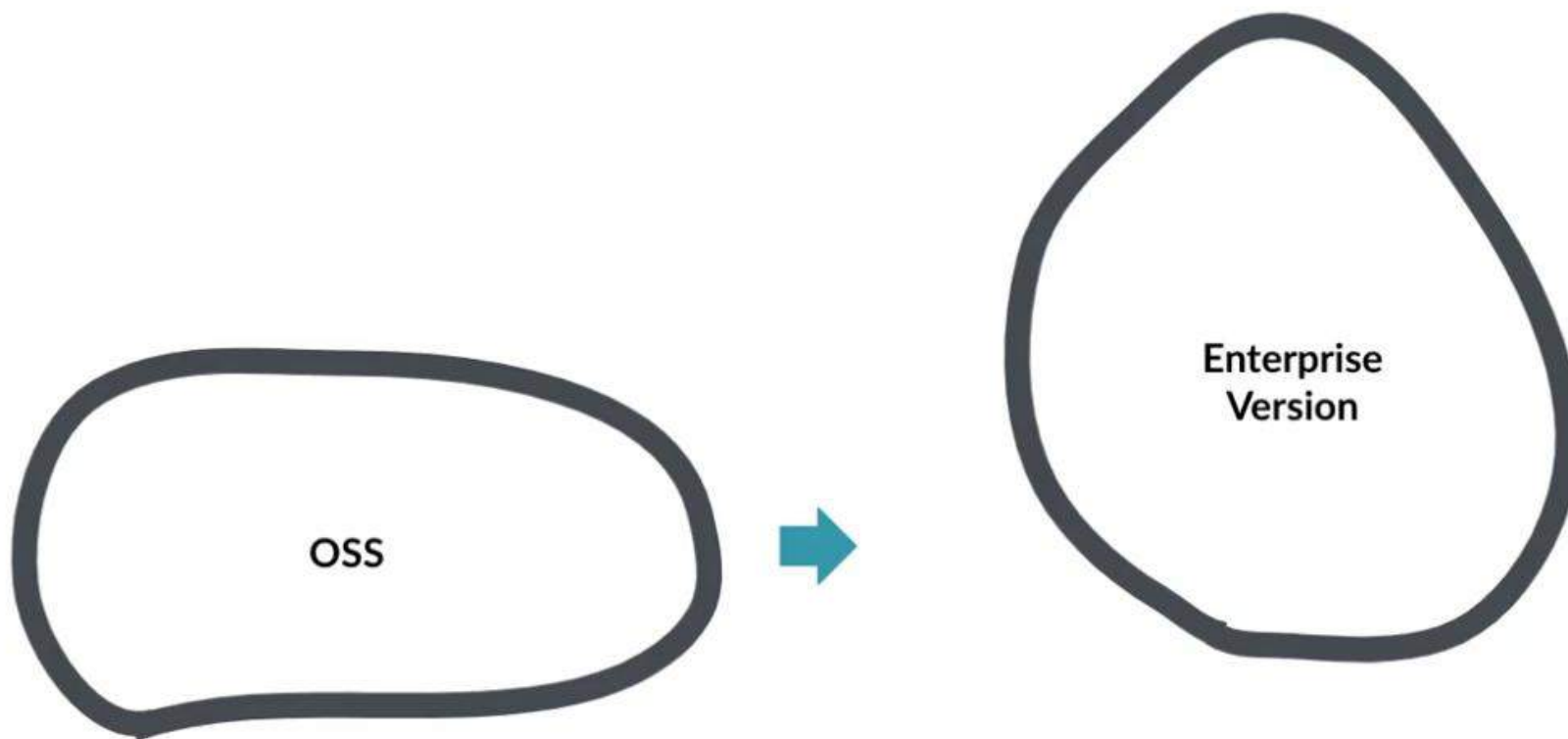
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#3: Support

This is great, if you get there, but it's also not great



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#4: Upstack

This is where we are



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My Lessons

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Help Them See the Value
You Bring to the Community



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Don't be faceless



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Hiring People from the Community

This was great, until it wasn't great



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Creative Destruction

Must have, beyond a certain size



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Why Bother?

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Open-source is Eating the World

- Hands down better way of developing software
 - More flexibility
 - Higher quality
 - Faster evolution
- It taps into diverse talent & perspective pool, even if it's not perfect
- Allows more people to work together
- Open-source business complements above



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