

Coming Up Next

HEY! You can see this online - with detailed Speaker Notes!

Who Pays For FOSS Foundations?

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Tip: Press '?' for help

Who Pays For FOSS Foundations?

The Funding Behind Open Source Organizations

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Punderthings Consulting LLC



Who pays for open source Foundations?

What does that actually mean?

- What is **open source**?
- How do you pay for it?
- What **things or activities** are paid for?
- How do **Foundations** get funded?

What does *Open Source* mean?

Publicly available source code offered under an Open Source Initiative listed license.

<https://opensource.org/osd-annotated>

Who are we talking about?

- Contributing work
 - Users
 - Contributors
 - Committers / Maintainers
- Contributing work or funding
 - **Commercial companies**
 - Governments
 - Research / Academic institutions

How do we 'pay' for open source?

Effort

- Pull requests
- Submitting bugs
- Fixing bugs
- Providing support
- Donating new projects

Funding

- Sponsoring
- Events
- Services
- Hosting / Clouds
- Paying employees

Most major open source is from companies



Linux kernel development

The Linux Kernel Report tracks which companies are sponsoring work.

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- In 2018, **85%** of all code was *paid corporate work*

Linux kernel development

The Linux Kernel Report tracks which companies are sponsoring work.

- In 2018, **85%** of all code was *paid corporate work*
- 2016 it was 80%
- 2015 it was 80%
- 2013 it was 80%
- 2012 it was 75%
- 2010 it was 70%

Apache software committers

Survey: how Apache committers contribute to their projects.

- ~50% replied it was as an *Employee (as their job)*
- ~40% replied as an *Individual (outside regular job)*
- ~10% were *Retired, students, other*

<https://s.apache.org/2016dsurvey>

Drupal commits and sponsors

Drupal regularly updates their contribution reports - in 2019:

- 65% of code was *Wholly sponsored work*
- 17% was *Work that's a mix or not credited*
- 18% was *Purely volunteer work*

<https://dri.es/who-sponsors-drupal-development-2019>

Where do projects come from?

Where did today's widely-used open source projects get started?

- Passionate hobbyists?
- Academic or research projects?
- Vendor groups collaborating together?
- Single company projects being donated?

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Where did today's widely-used open source projects get started?

- Passionate hobbyists?
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- Vendor groups collaborating together?
- Single company projects being donated?
- **All of the above**

But mostly: companies

Most major open source is from companies



Direct or indirect contributions?

- Direct contributions
 - Code, cloud credits, services
 - Committed by corporate employees or individuals
- Indirect contributions
 - Company hiring consultant to contribute
- Funding
 - Sponsoring Foundation or project directly

Role of FOSS Foundations

Foundations can be an independent home for open source projects.

Why is this important?

What services do Foundations provide?

Services Foundations provide

Foundations provide:

- Governance
- Mentoring
- Legal shield
- Fundraising
- Hosting, build pipelines, clouds
- Respectability / brand management
- Events
- Community education / management
- Marketing / ecosystem development

Foundation Services, Sponsors, And Funding



Software Freedom Conservancy

Project Overview

- 45 projects
- Independent governance
- Independent branding
- **501C3** Public Charity

Scalable Services

- Legal
- IP stewardship
- Financial
- GPL compliance

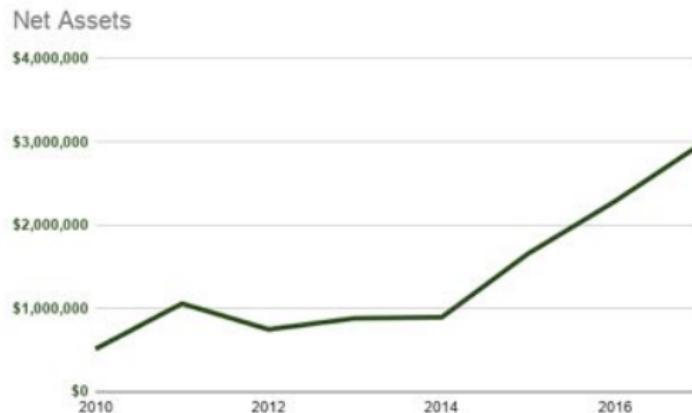
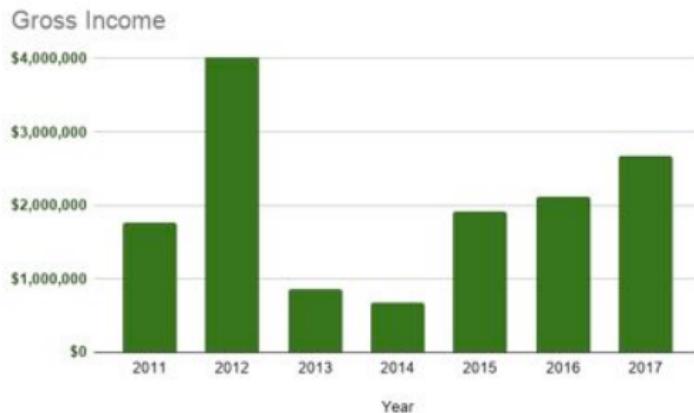
Conservancy - Sponsors

Conservancy's six major sponsors are:

- Google
- Linux Australia
- Mozilla
- Private Internet Access
- Red Hat
- Josh Triplett

Conservancy is a 501C3 Public Charity

Conservancy - Funding



Apache Software Foundation

Project Overview

- 200+ projects
- Apache Way governance
- Apache *Project* branding
- **501C3** Public Charity

Scalable Services

- Legal
- IP stewardship
- Infrastructure
- Conferences
- Community mentoring
- Lifecycle support

Apache - Sponsors

Apache's Eight Platinum sponsors are:

- Verizon Media
- Amazon Web Services
- Tencent Cloud
- Huawei
- Pineapple Fund
- Comcast
- Facebook
- Google

The ASF is a 501C3 Public Charity

Apache - In-Kind Sponsors

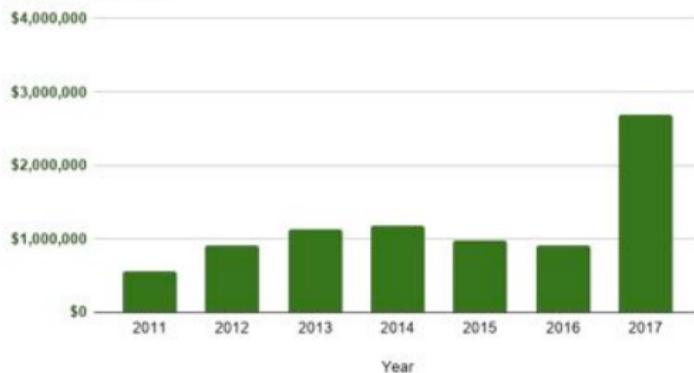
Apache's Seven Targeted (*In-Kind/Services*) Platinum sponsors are:

- DLAPiper
- Verizon Media
- Microsoft
- Sonatype Nexus
- OSU Open Source Lab
- CloudBees
- JetBrains

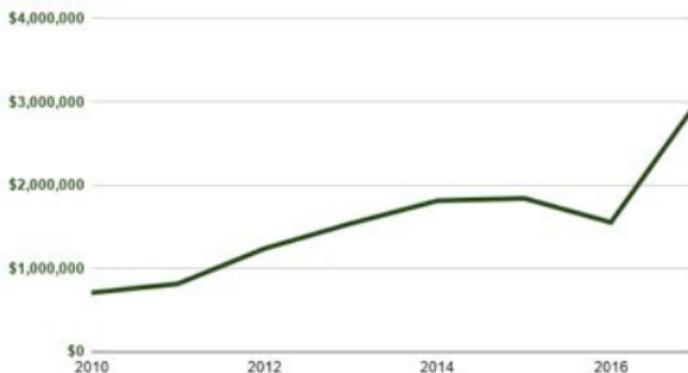
The ASF is a 501C3 Public Charity

Apache - Funding

Gross Income



Net Assets



Eclipse Foundation

Project Overview

- 350+ projects
- Independent governance
- Various branding
- Shared releases
- **501C6 Business League**

Scalable Services

- Legal
- IP stewardship
- Infrastructure
- Development process support
- Ecosystem development

Eclipse - Sponsors

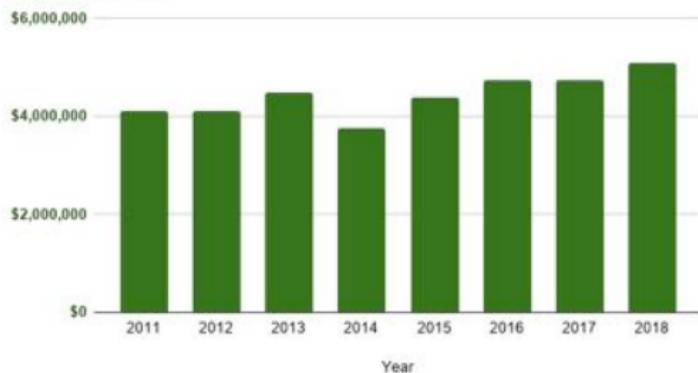
The thirteen Strategic Members of Eclipse are:

- CEA List
- DLR
- Fraunhofer FOKUS
- Fujitsu
- Huawei
- IBM
- IOTA Foundation
- Konduit
- OBEO
- Oracle
- Red Hat
- Bosch
- SAP

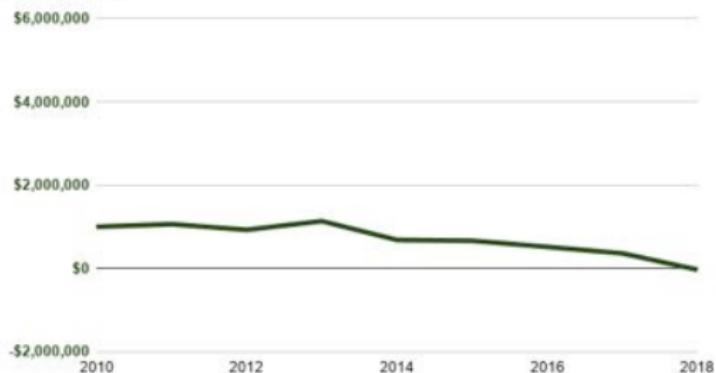
Eclipse is a 501C6 Business League

Eclipse - Funding

Gross Income



Net Assets



The Linux Foundation

Project Overview

- 150+ projects
- Industry/Community mixed governance
- Independent branding
- **501C6 Business League**

Scalable Services

- Legal / IP stewardship
- Infrastructure
- Development process support
- Community management
- Ecosystem development
- Marketing
- Conferences

The Linux Foundation - Sponsors

That's a complicated question.

Many Linux Foundation projects have their **own funding models**.

The Linux Foundation - Sponsors

The fifteen Platinum Corporate Members of the Linux Foundation:

- AT&T
- Facebook Open Source
- Fujitsu
- Google
- Hitachi
- Huawei
- Red Hat / IBM
- Intel
- Microsoft
- NEC
- Oracle
- Qualcomm
- Samsung
- Tencent
- VMWare

CNCF - Sponsors

The eighteen Platinum member sponsors of the CNCF are:

- Alibaba Cloud
- AWS
- Apple
- ARM Holdings
- Cisco
- Fujitsu
- Google Cloud
- Huawei
- IBM Cloud
- Intel
- JD.Com
- Microsoft Azure
- Net App
- Oracle
- Paloalto Networks
- RedHat
- SAP
- VMWare

Hyperledger Foundation - Sponsors

The thirteen Premiere Members of Hyperledger are:

- Accenture
- Airbus
- AMEX
- Change Healthcare
- Consensys
- Daimler
- DTCC
- Fujitsu
- Hitachi
- IBM
- Intel
- JP Morgan
- NEC

OpenJS / Node.js Foundation - Sponsors

The four Platinum Members of OpenJS are:

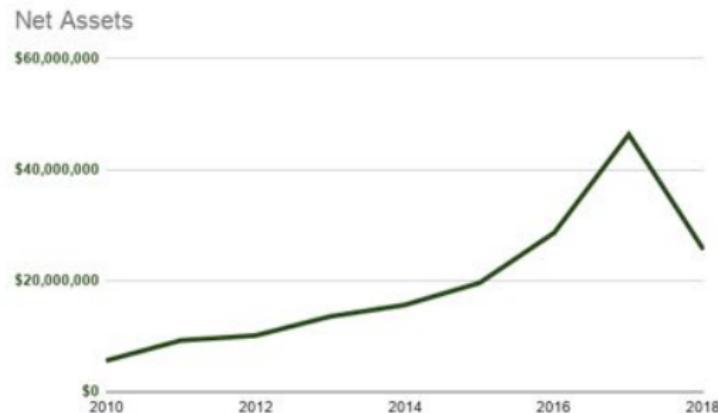
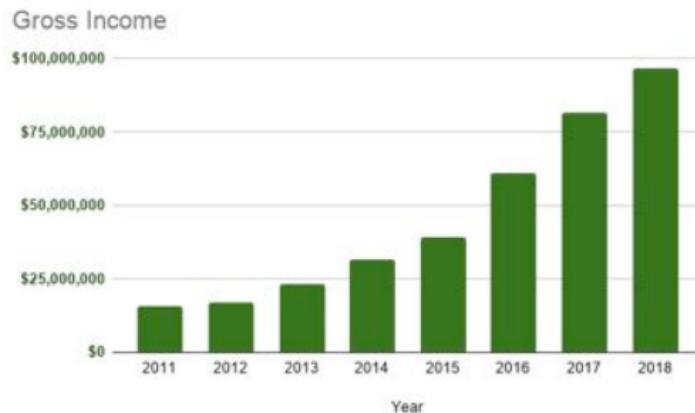
- Google
- IBM
- Joyent
- Microsoft

Who Sponsors The Linux Foundation?

... and the 150+ Collaborative Projects at the LF?

Answer: A lot of companies, many repeatedly.

The Linux Foundation - Funding



Governance, Funding, And Community All Matter

Community and governance matters too, beyond funding or license.

Who Pays For Open Source? The Data Is Out There

Do your own research

<https://projects.propublica.org/nonprofits/>

NEW FOSS Funding research pointers

<https://fossfunding.com/>

Guide to help you chose a foundation

<http://chooseafoundation.com/>



Thank You & Questions!

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<http://shaneslides.com>

Apache v2.0



Other topics to investigate

- RedisLabs and the Commons Clause
 - Source-Available or Cloud Licenses
- Open Source Sustainability
 - How do I get paid for open source?
 - Project sustainability from a **community** point of view
- New work funding models
 - Patreon and crowdfunding
 - Bountysource pays for specific work
 - Tidelift, Liberapay, Open Collective and subscriptions
 - Building your own business model

What Ways Do Companies Contribute?

- Obvious: employees contributing code
- Obvious: sponsoring events
- Not obvious: infrastructure, tooling

There's a lot of talk about how much - or how little - money various companies and vendors pay into the open source arena. But the discussions about money are missing a huge factor: what are all the **different ways** that Companies contribute work back to FOSS projects?

It's often not obvious to quantify some of the supporting ways that companies contribute, but they're certainly there. Managing a full open

Open Source is a __

- Sustainable contribution model.
- Model for broad innovation.
- **NOT** a Business model.

What does "Open Source Sustainability" mean to you?