

Open sourcing an enterprise product

Daniel Gustafsson
Pivotal Inc.

Tech Day By Init 2017

Hello, I'm Daniel Gustafsson

Senior Principal Software Engineer



I work at with and



**GREENPLUM
DATABASE**



Hello, I'm Daniel Gustafsson

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Contributor
PGConf Europe, Nordic PGDay, FOSDEM PGDay
{Stockholm | Oslo} PostgreSQL Usergroup

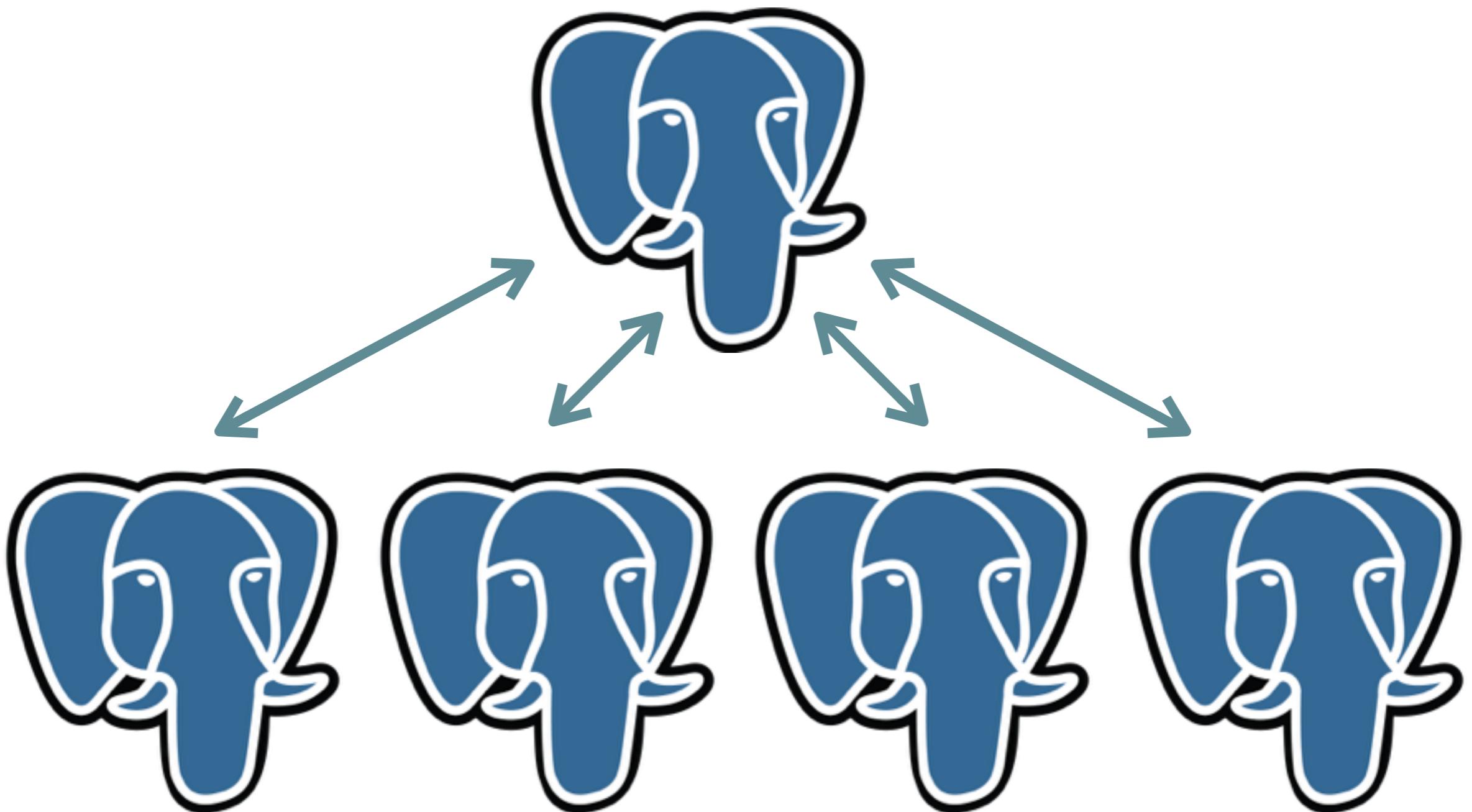


2003 Greenplum Inc. founded

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2005 Releases BizGres

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(2016: DELL
acquires
EMC)



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2015..



500+ customers

**50+ global banks and
25+ federal agencies
worldwide**

\$100M







**GREENPLUM
DATABASE**



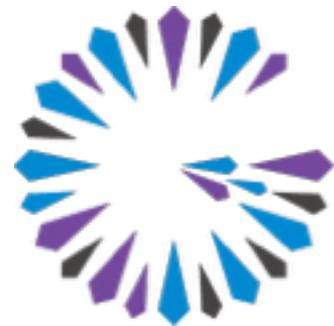
Pivotal
GemFire®



Pivotal
HDB



**GREENPLUM
DATABASE**



**APACHE
GEODE**



**Pivotal
HDB**



**GREENPLUM
DATABASE**



**APACHE
GEODE**



HAWQ



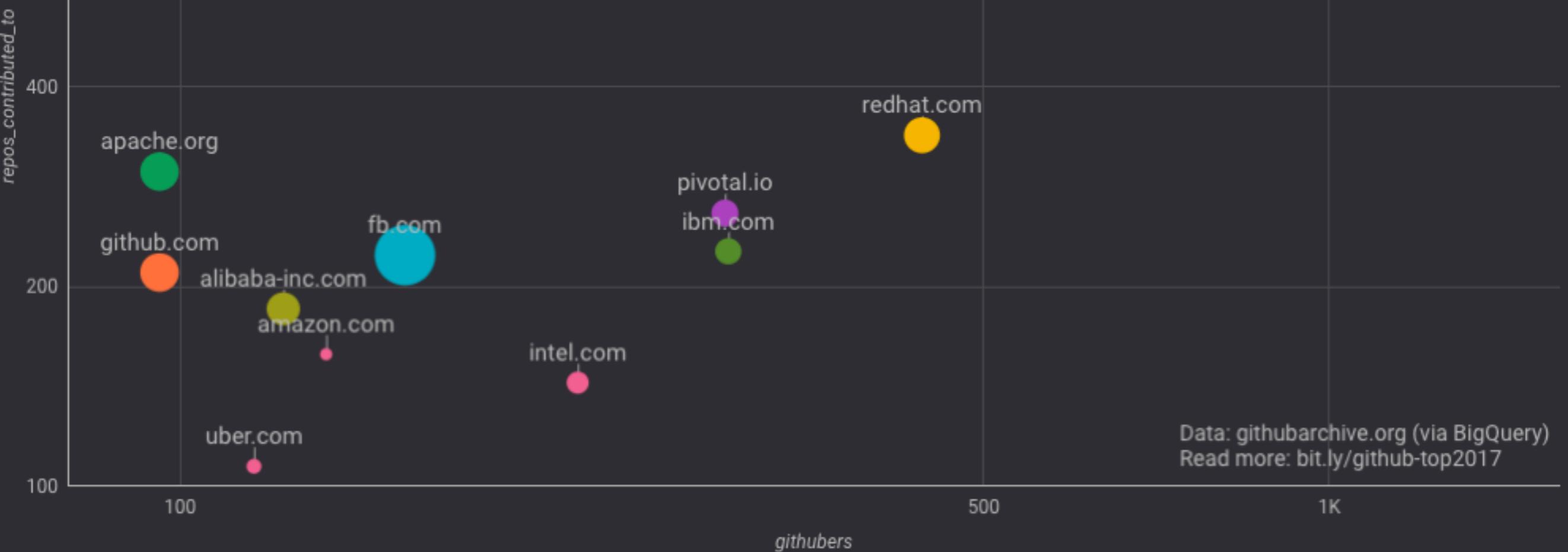
Pivotal Greenplum

Open-Source • Multi-Cloud • Built for Advanced Analytics

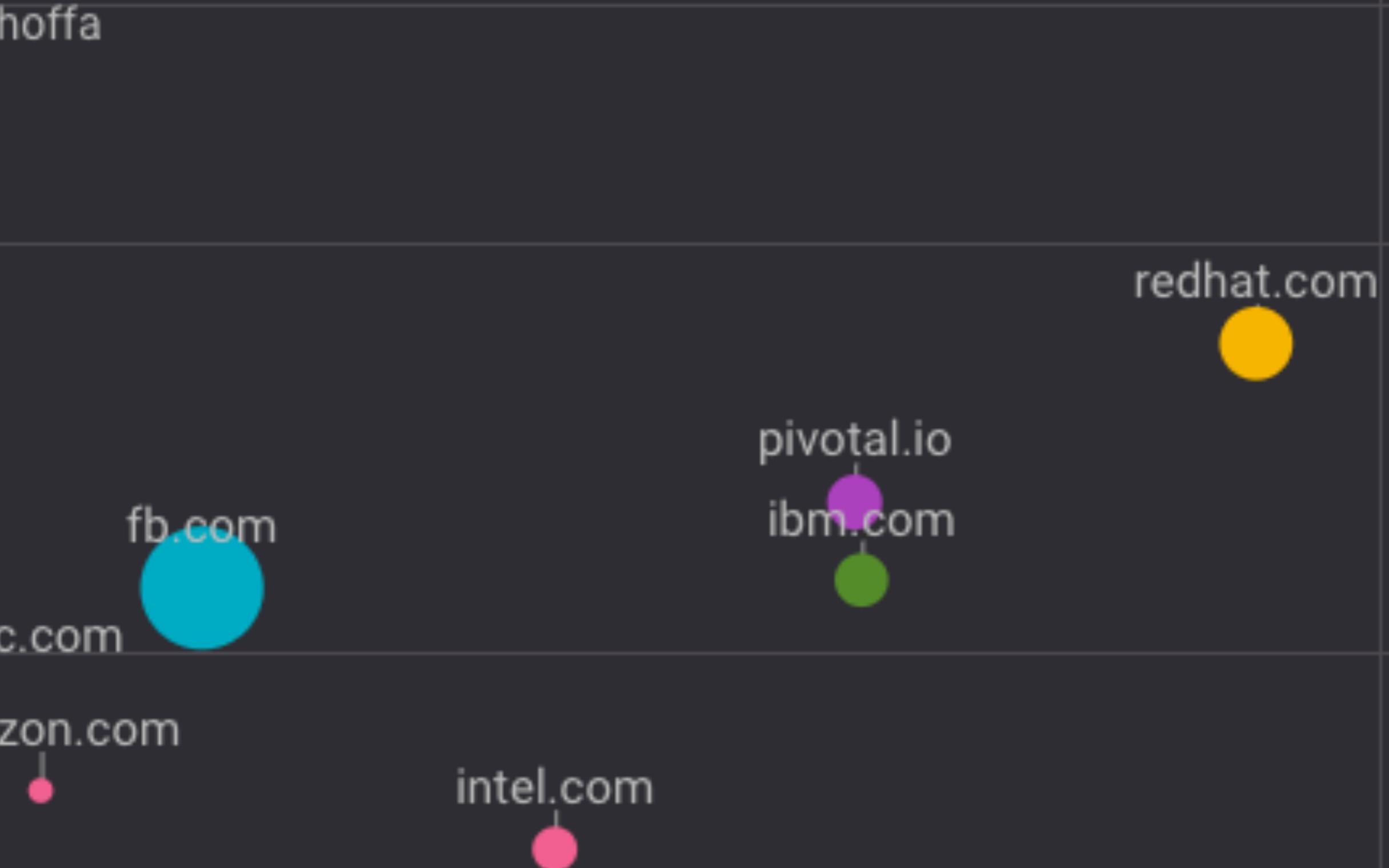
But why?

The top contributors to GitHub (2017)

By @felipehoffa

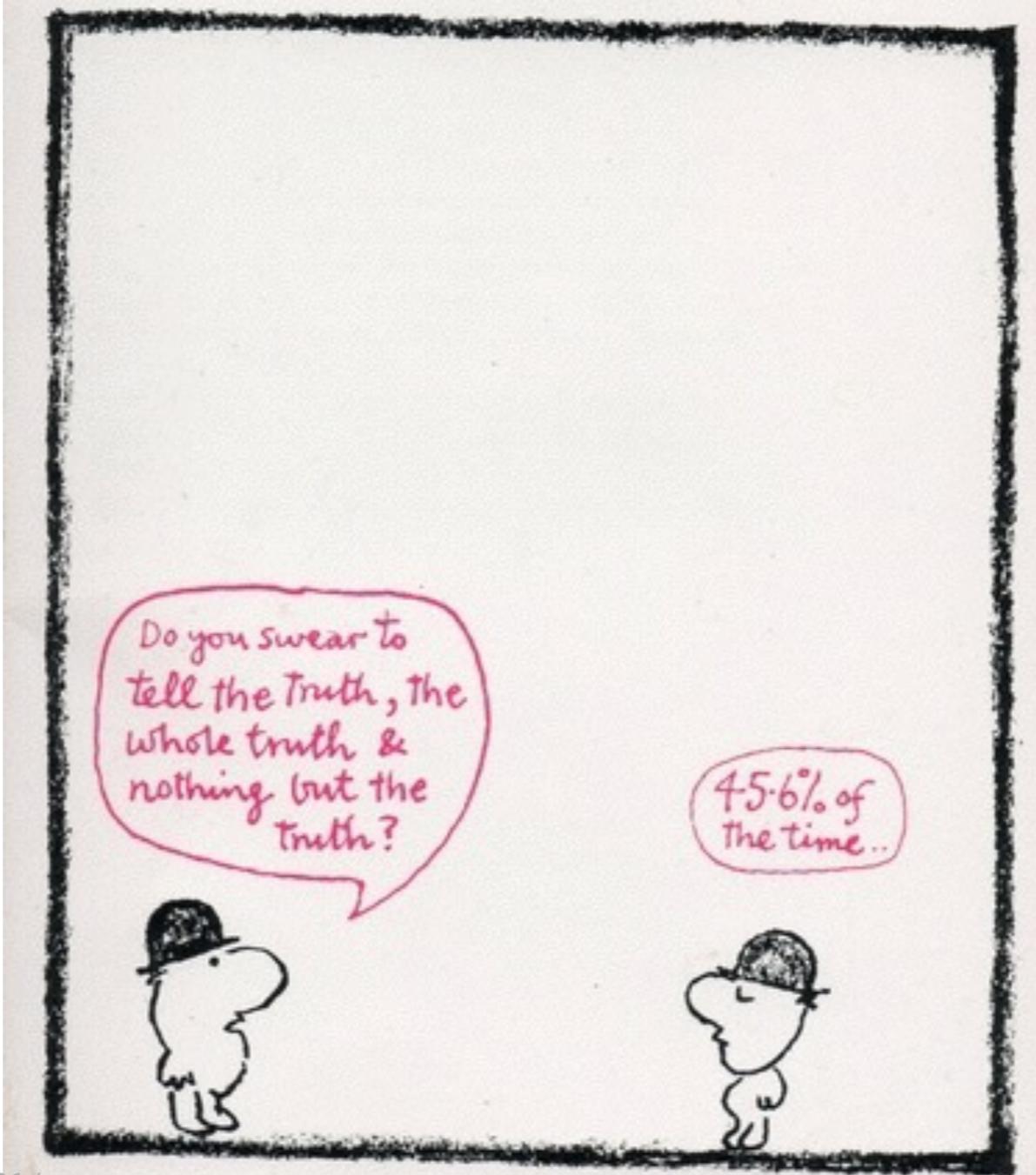


top contributors to GitHub (2016)



How to Lie with Statistics

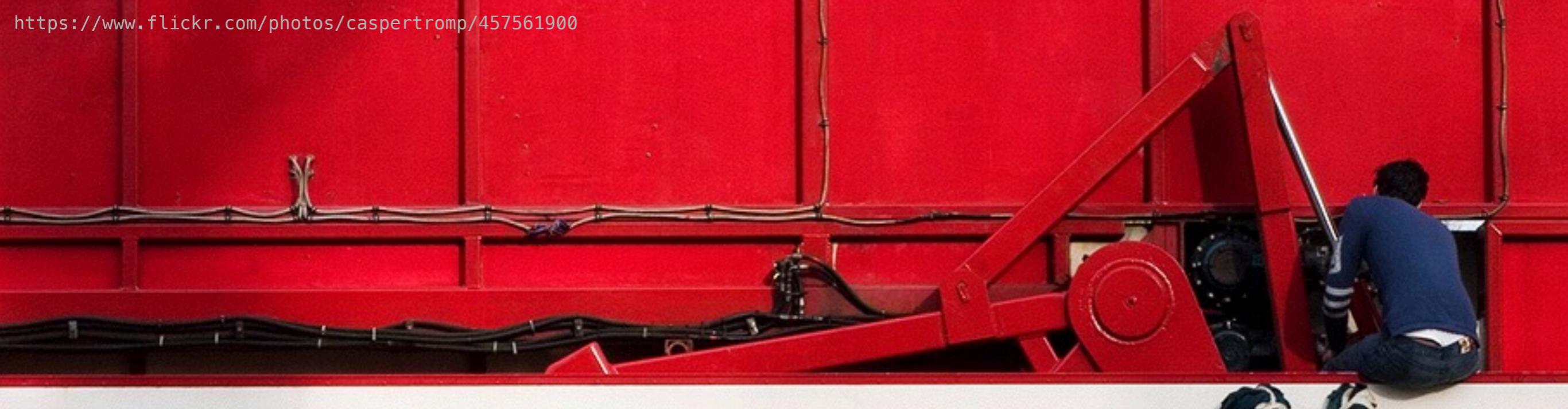
Darrell Huff



Product Hygiene

**Customer
focus**

Makes sense



CANDY FLOSS

CANDY FLOSS
IN A BAG
£1.50

CANDY FLOSS
IN A BAG
£1.50

CANDY FLOSS
IN A BAG
£1.50

Governance

Branding

Timing



Patents

License
compliance

Source
Code

```
/*
 * Fix bug that <customer X>
 * experienced when doing foo
 * with their bar..
 */
```

```
/*
 * See JIRA-1234 for details
 */
```

```
/*
 * https://jira.intranet/1234
 */
```

src/test/input/<customer>.data

Tooling



Value Add

Support Systems

Documentation

Addons

Core

Database

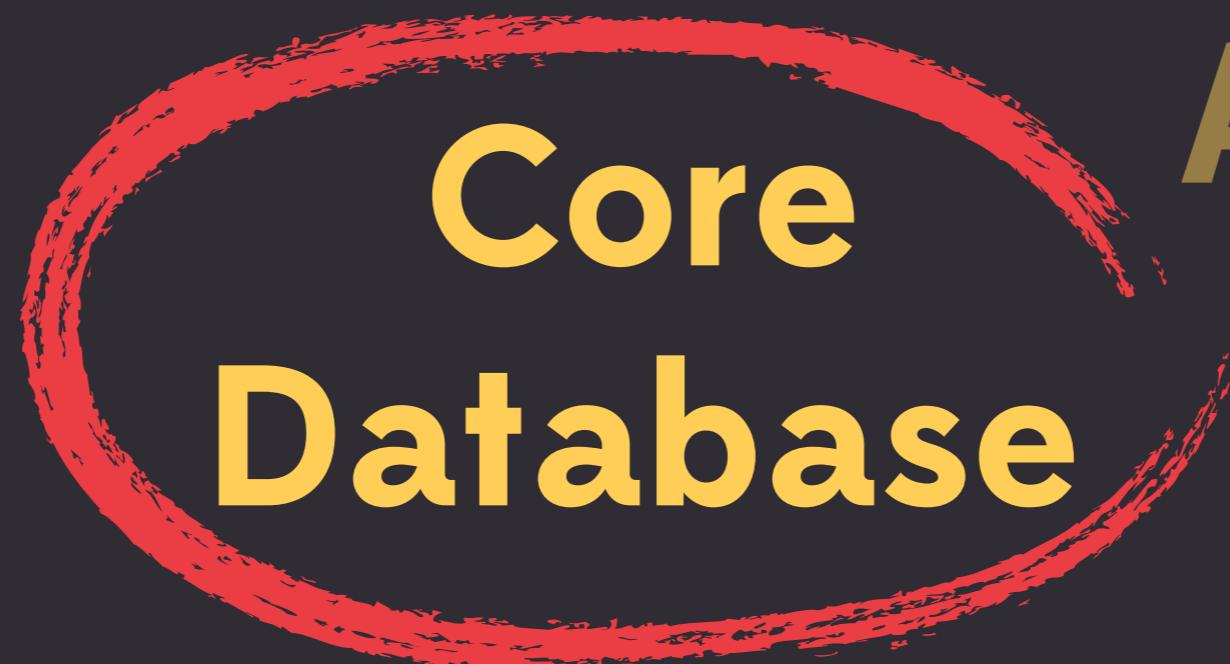
Installers

Tools

Packaging

Support Systems

Documentation



Tools

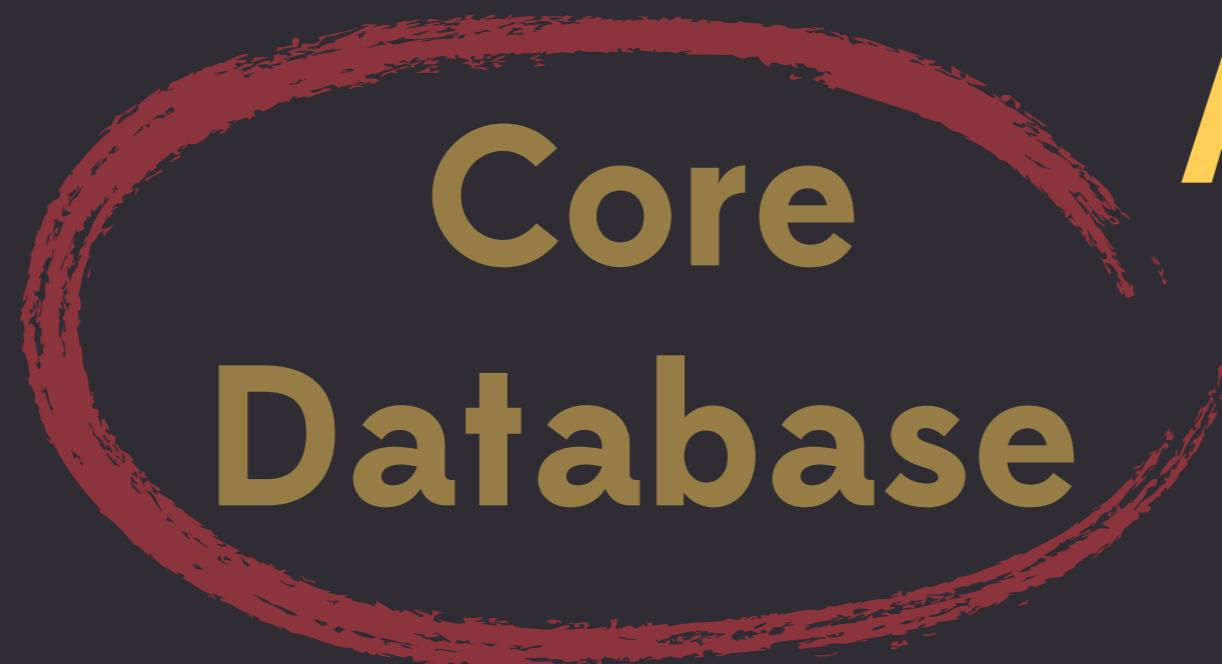
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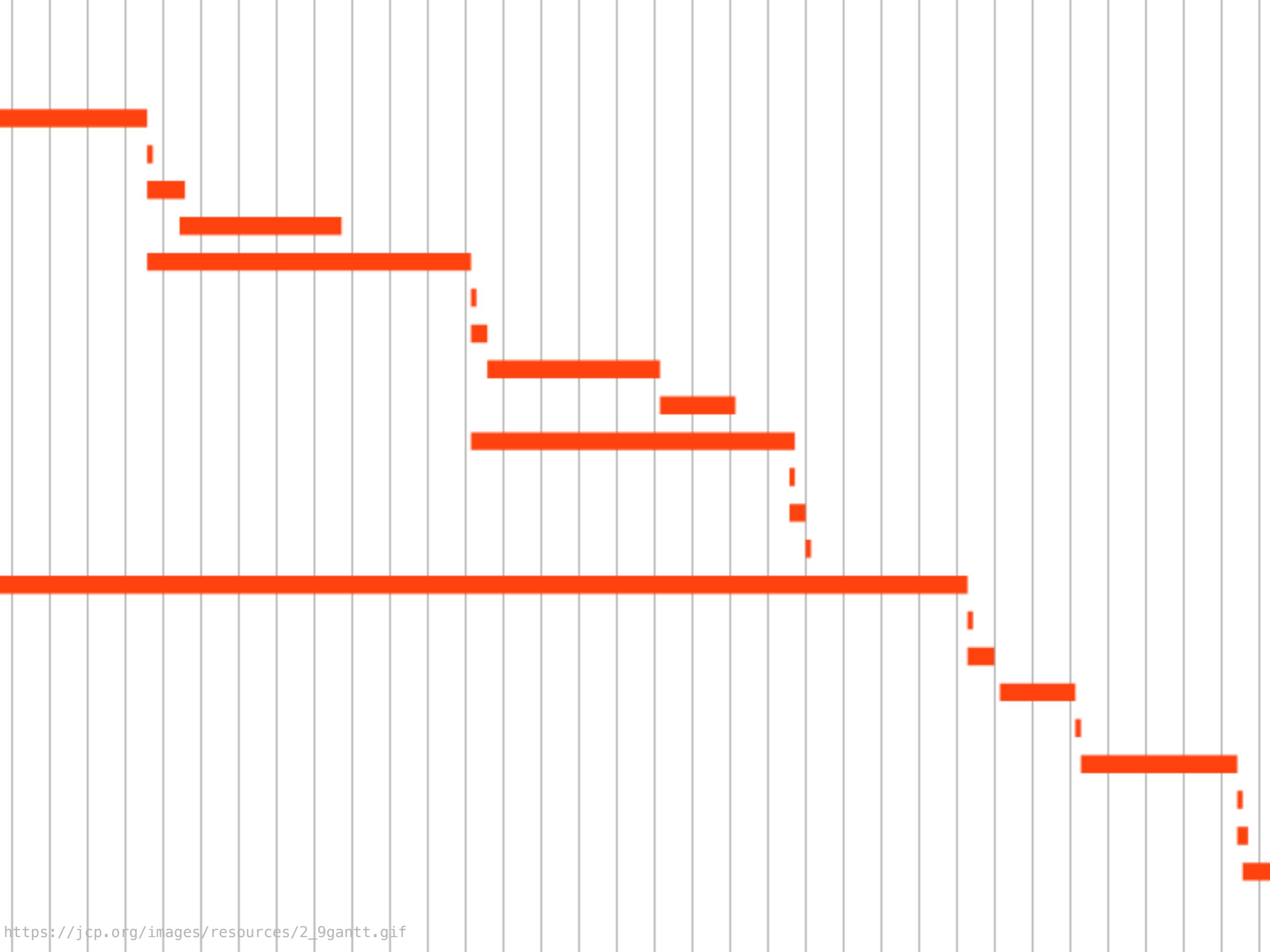
Addons

Tools

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Packaging

**Make
money!**







**Building
community
is hard**

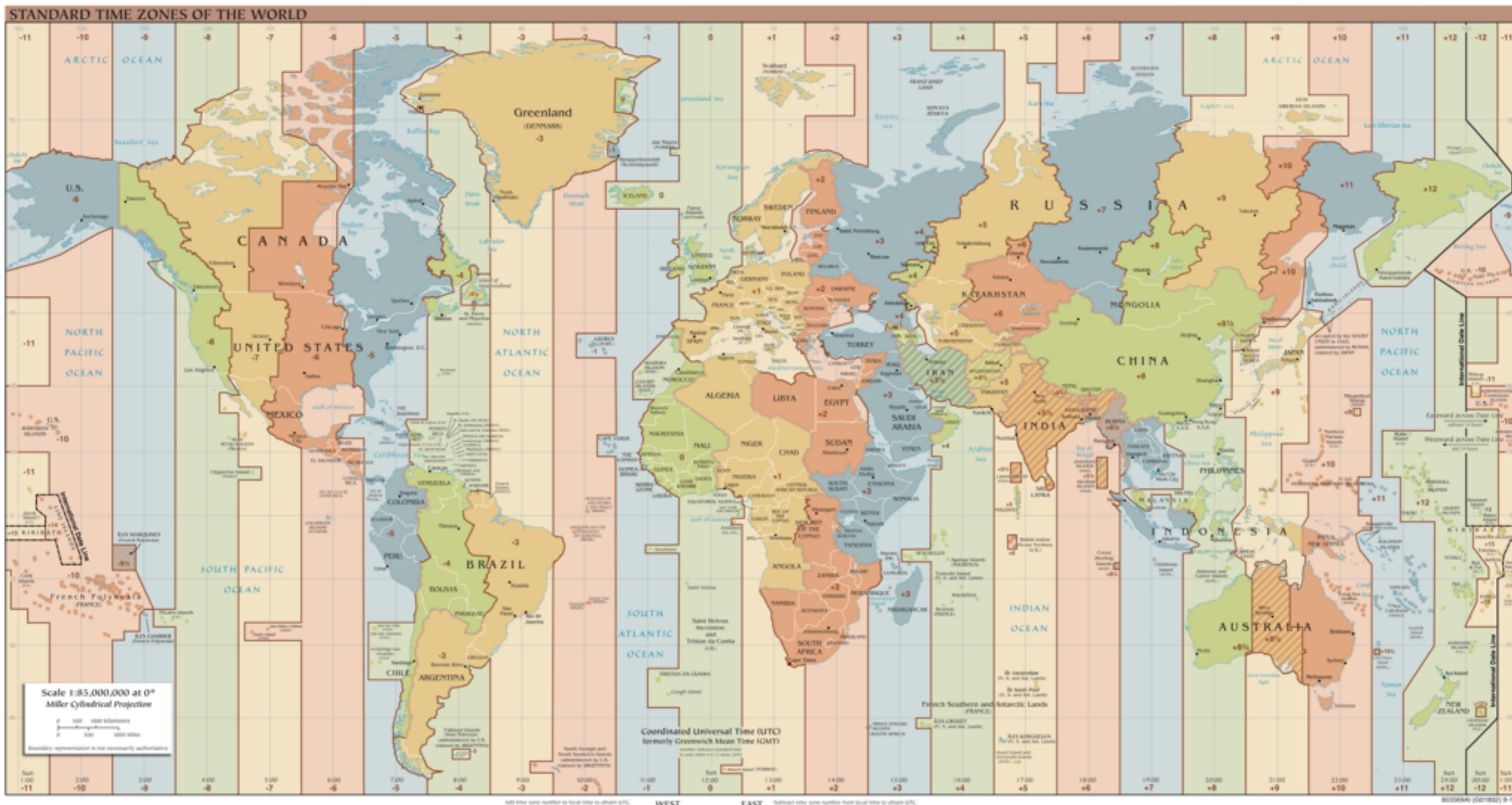
More than
code

Process

communi-
cation



STANDARD TIME ZONES OF THE WORLD



...but also
code



[Unwatch ▾](#)

364

[Star](#)

2,189

[Fork](#)

688

[Wiki](#)[Insights](#) 23 releases 153 contributors[Create new file](#)[Upload files](#)[Find file](#)[Clone or download ▾](#)Latest commit `0ef5ea6` 5 hours ago

run pgindent

20 days ago

course deployment

a month ago





DONATIONS

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make this display possible.



**Ready to
change
business
model?**

**Financial
muscle to
bootstrap
transition?**



ANOTHER
venDOR



We're hiring, email me!

**Thank you!
Questions?**

<http://greenplum.org/>

`dgustafsson@pivotal.io` • `@d_gustafsson`