

# FROM PROJECT TO PROFIT

The growing world of open source-based business

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**Heather Meeker**



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- 01** Economic Sustainability
- 02** COSS Business Models
- 03** Chinstrap Community and other Resources





01

# Economic Sustainability

01

# Economic Sustainability Models



“Sweat Equity”

Public Funding

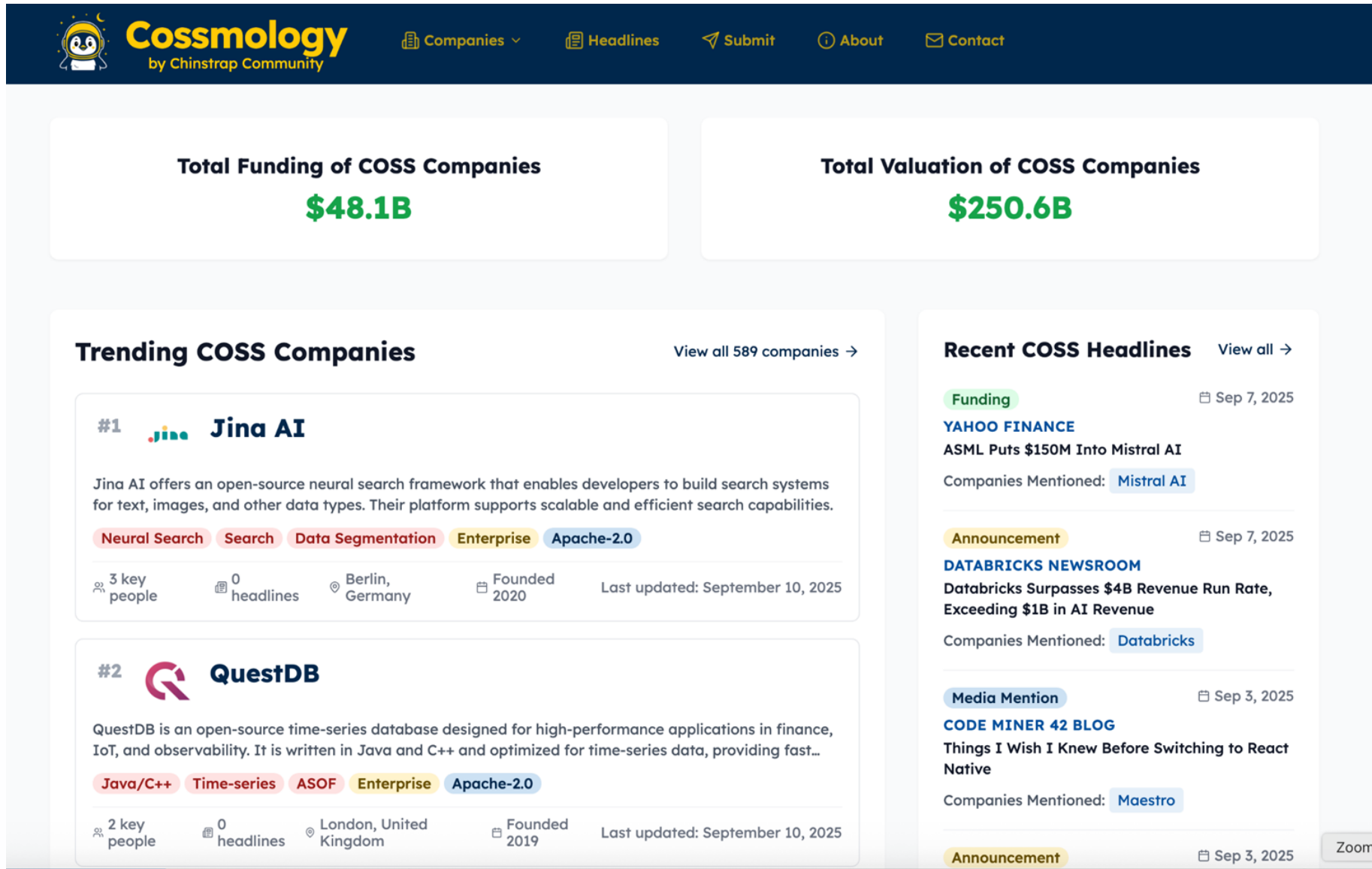


# Advantages of COSS for Business and Investors



- **Capital Efficiency**
- **Branding Bounce**
- **Low Cost of Sales**
- **High Consumer Surplus**
  - **Privacy**
  - **Business Continuity**

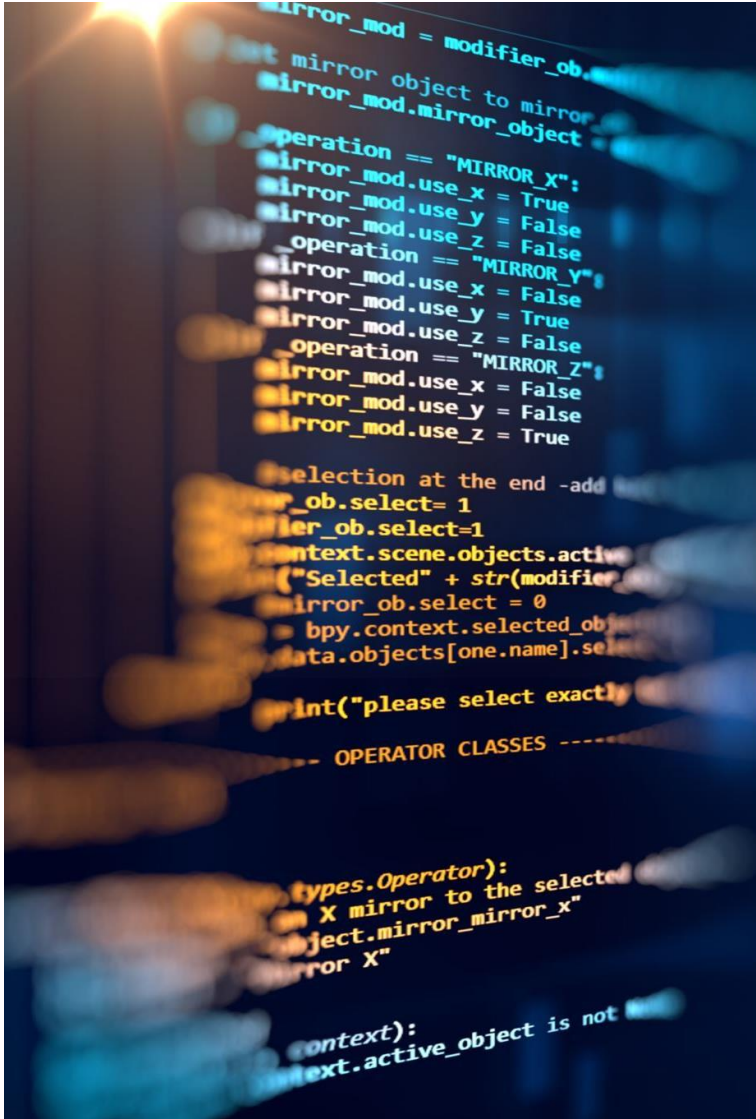
# COSS is Big Business





01

# NOW IN ALL SECTORS



Infrastructure



Middleware



Applications





02

# **Business Models**



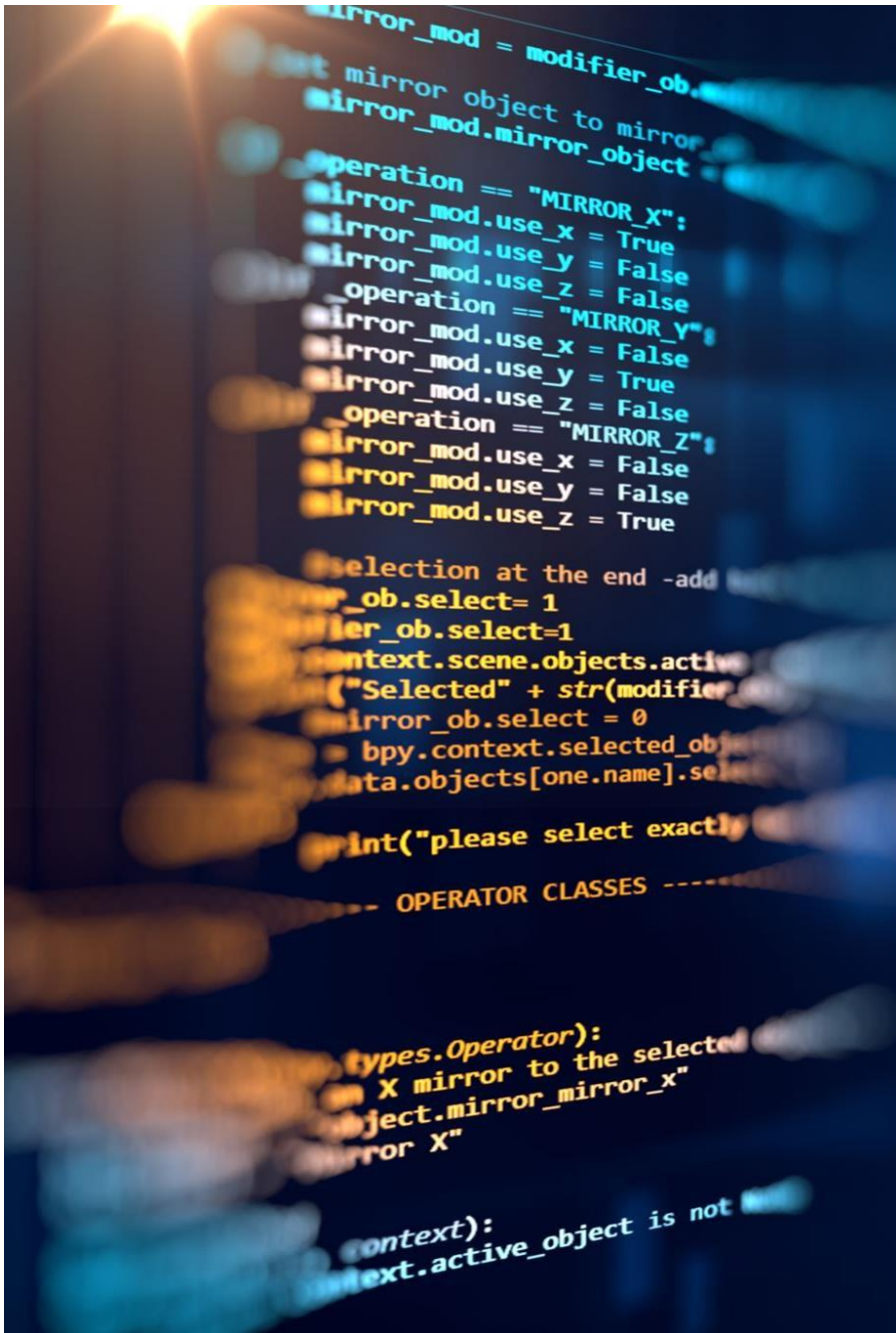
# How to Make Money Giving Software Away



02

# Would you take this car for free?





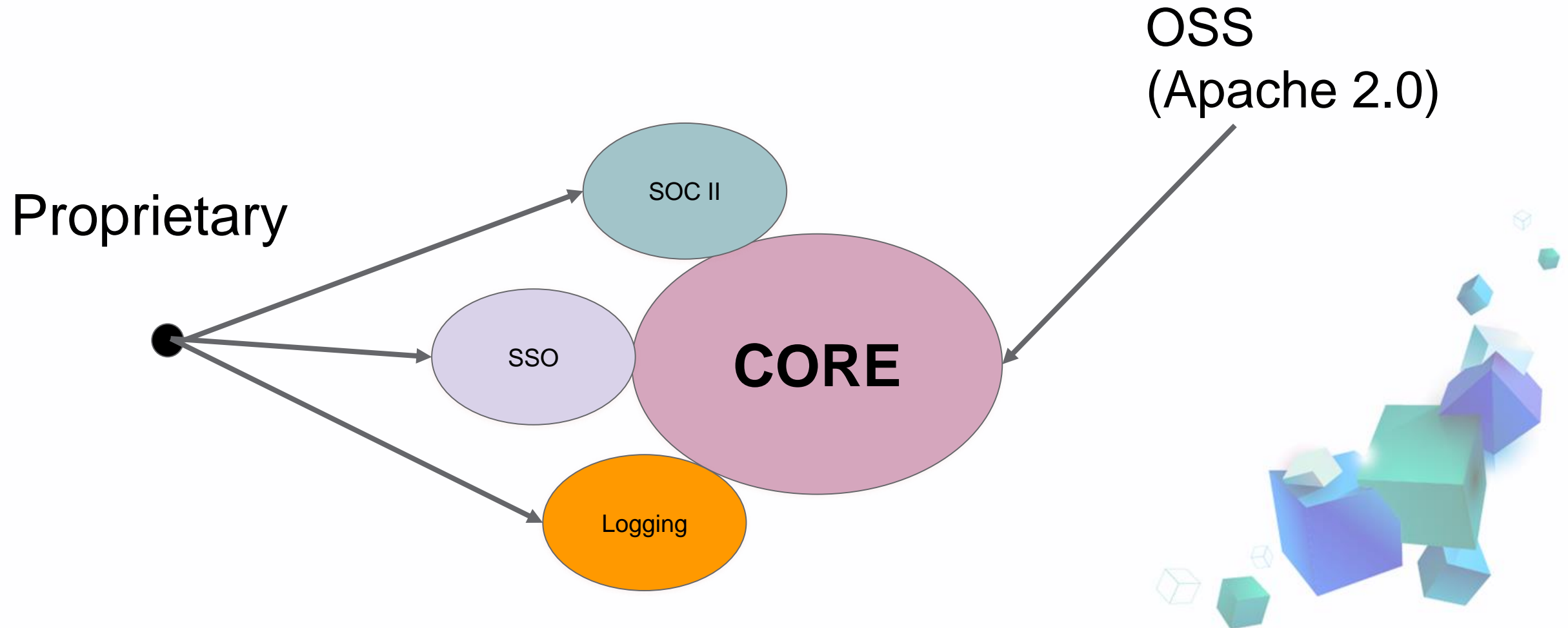
# MANY BUSINESS MODELS

- Open Core
- SaaS and SaaS hybrid
- Dual Licensing
- Other
  - -Maintenance and Support
  - -Professional Services
  - -Embargo
  - -Content





# OPEN CORE





# 03

## **Chinstrap Community and More**

# CHINSTRAP COMMUNITY

- FREE WORKSHOPS
- NEWS and ANALYSIS
- [www.chinstrap.community](http://www.chinstrap.community)
- COSSMOLOGY (database)
- ASK COSSMO (AI chatbot)

**Come join our community!**





# HEATHER'S RESOURCES

[heathermeeker.com](http://heathermeeker.com)

- MAILING LIST
- OSFB DOWNLOAD

FROM PROJECT TO PROFIT

available on amazon.com

