OSA CON 25

How Open Source Businesses Will Thrive in the Age of AI

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How does “open source” (COSS) business work?

Economic Sustainability Models

“Sweat Equity”

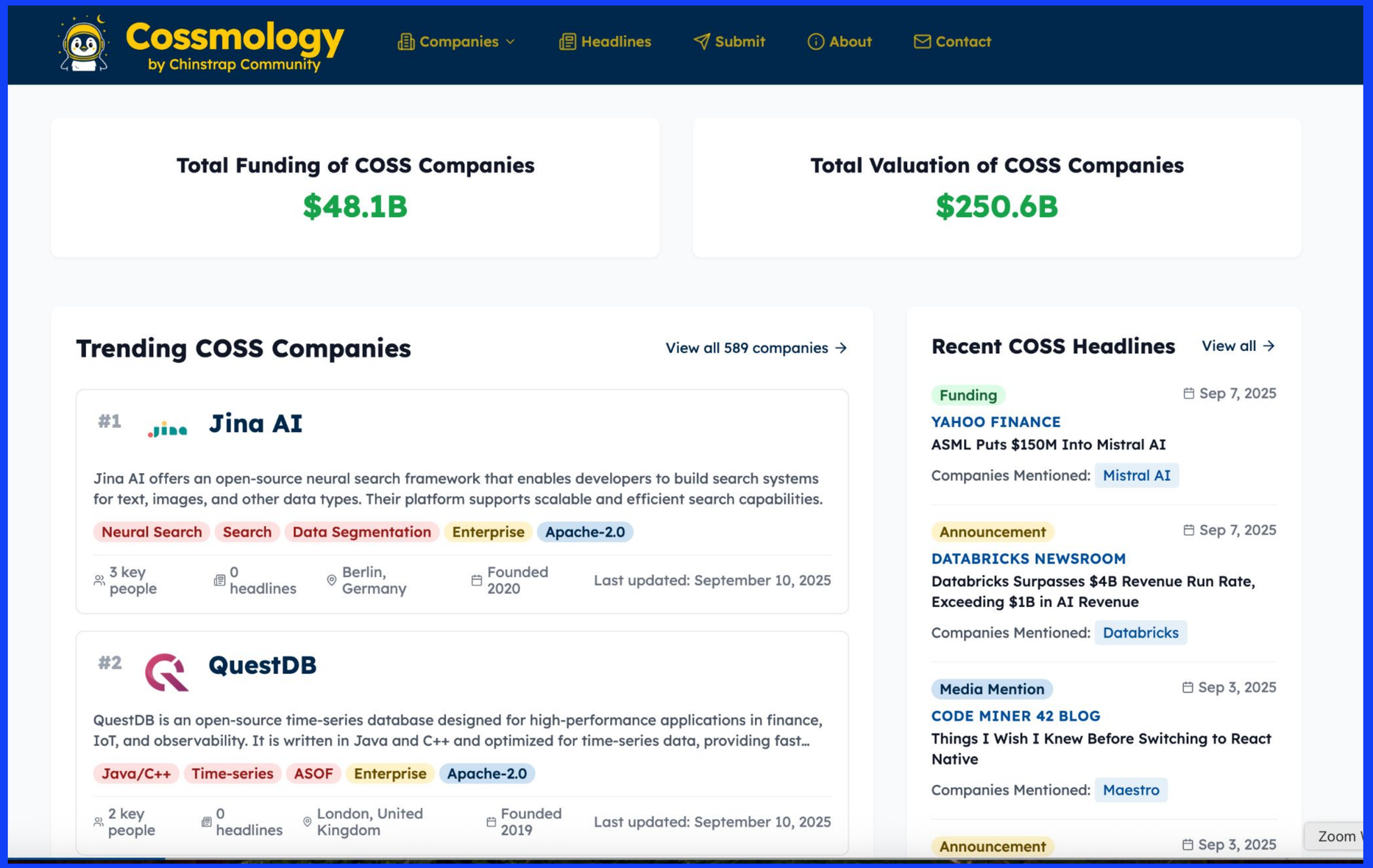
Public Funding

Advantages of COSS for Business and Investors

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

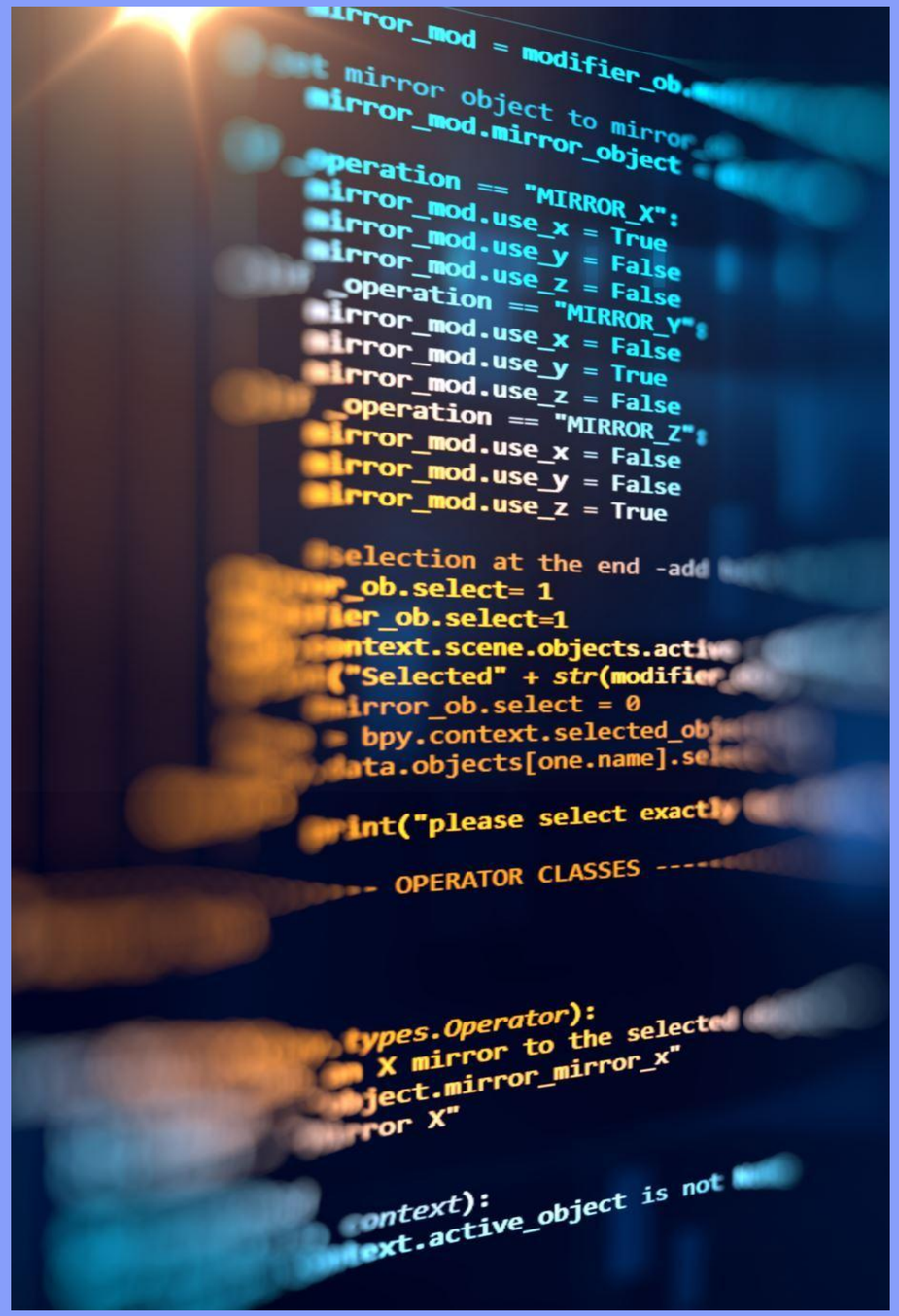
For lots more, see
www.chinstrap.community

COSS is Big Business



How do you make money with open source?

Do you want this car, for free?



MANY BUSINESS MODELS

- Open Core
- SaaS and SaaS hybrid
- Dual Licensing

- Other
  - -Maintenance and Support
  - -Professional Services
  - -Embargo
  - -Content

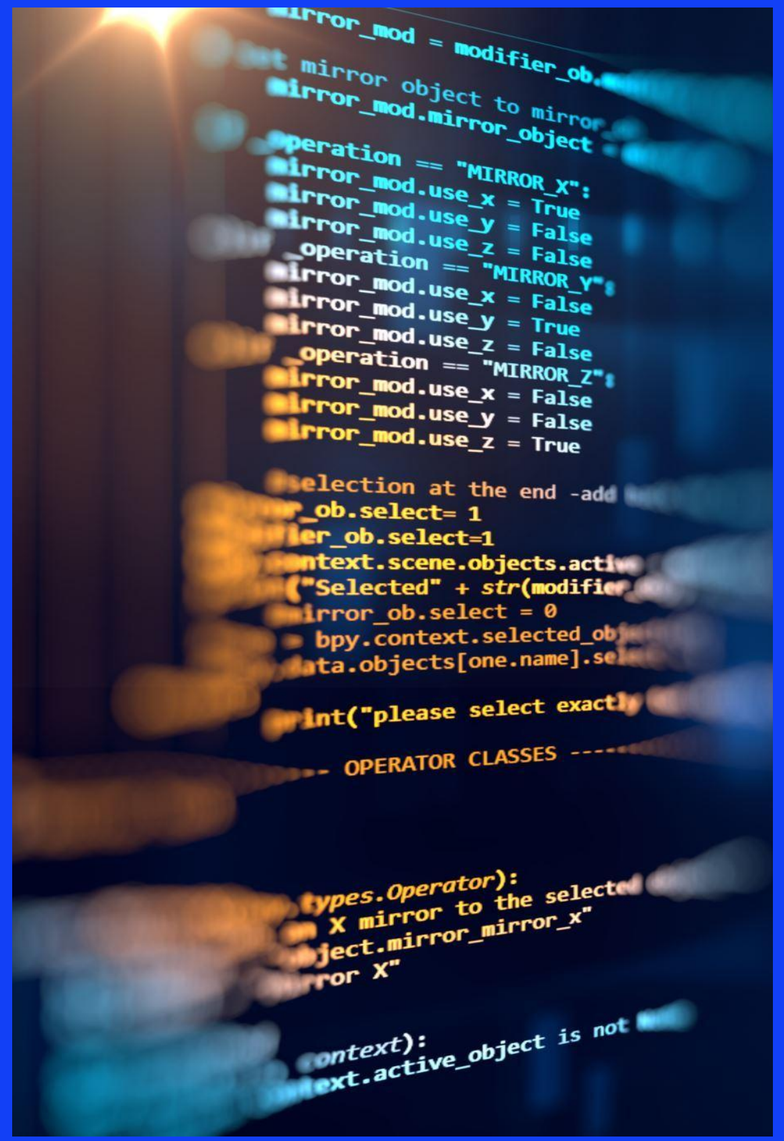
CONFLUENT

WORDPRESS

Grafana

Bluesky

NOW IN ALL SECTORS



Infrastructure

Middleware

Applications

Red Hat Enterprise Linux

redis

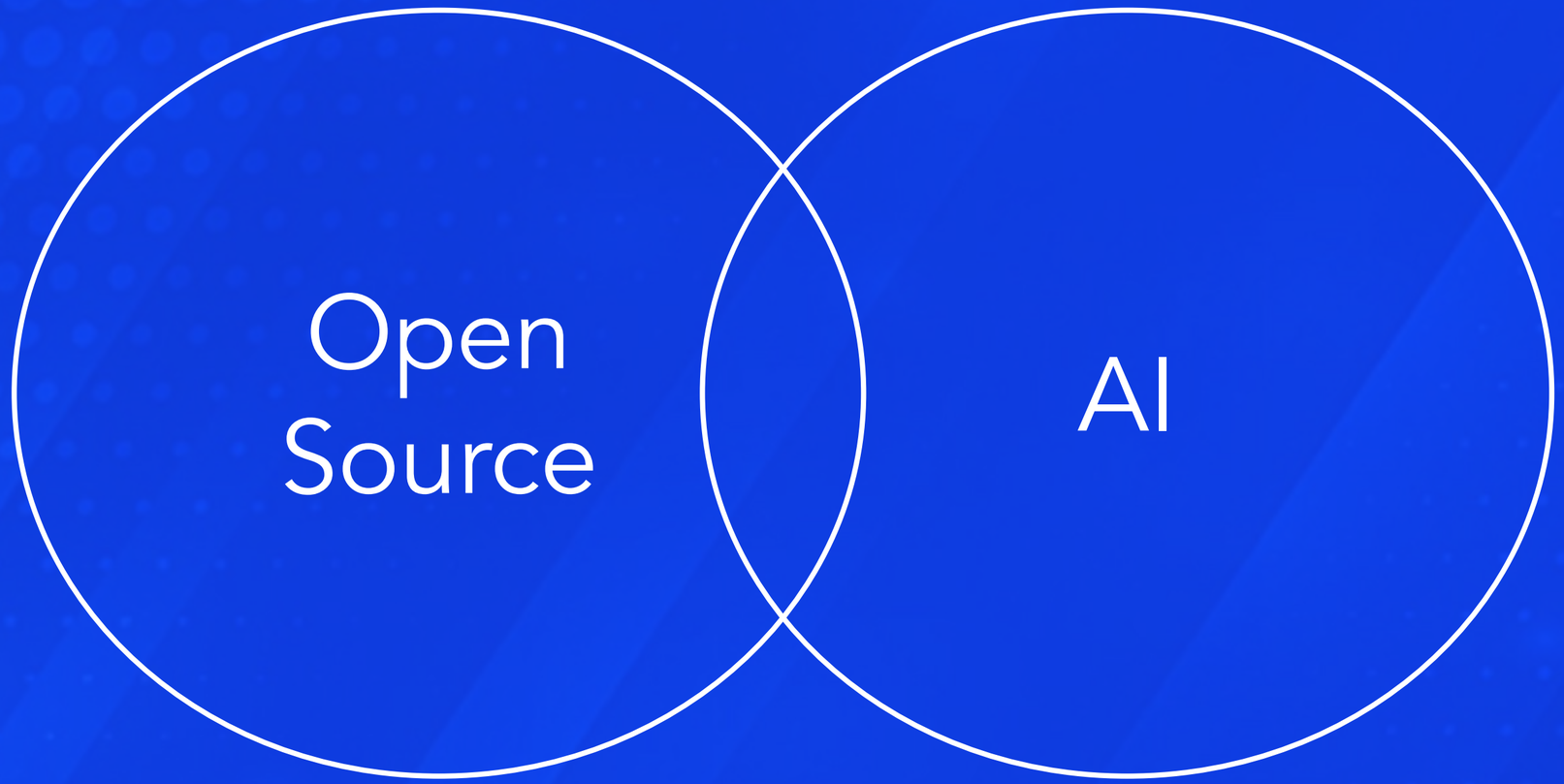
Grafana

For MUCH more, see www.chinstrap.community

How will AI affect software?

SOFTWARE

DEWALT
NEW TOOLS!
DEWALT
20V MAX
XR
8AH
POWERPACK
LITHIUM ION


Open
Source
AI

Open source software is key in AI deployment

- Non-model artifacts
- Development tools
- Concerns about AI bias, safety

ML models are only part of the AI stack

- Training and testing software
- Models
- UI
- Orchestration Tools
- Monitoring
- Input/output screening
- AutoML (Automated Machine Learning)
  - Chooses models via APIs
  - Reducing raw compute time

AI training software is overwhelmingly open source

AI will also increase open source development

- Lowering the barrier to understanding complex codebases
- Automating routine coding tasks
- Helping with documentation and code reviews
- Enabling non-experts to make meaningful contributions

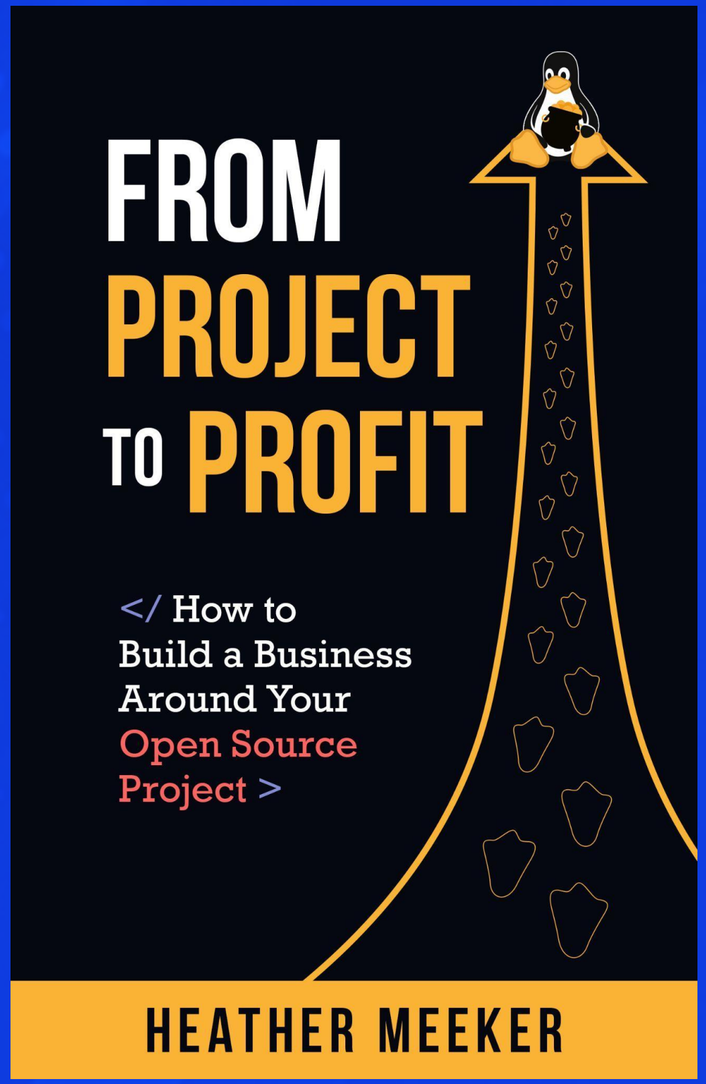
- …but is already leading to slop contributions

How do you make money with AI?

AI is quickly being commoditized

- AI is following an unusual pattern: the most cutting edge technology is most commoditized
- Open source IS commoditization
- Open source businesses are thriving despite commoditization
- AI businesses may follow the pattern of open source

Q&A



THANK YOU!

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