

OSA CON 25



How Open Source Businesses Will Thrive in the Age of AI

Heather Meeker
Co-Founder, Chinstrap Community
www.chinstrap.community

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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



Cossmology
by Chinstrap Community

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Total Funding of COSS Companies
\$48.1B

Total Valuation of COSS Companies
\$250.6B

Trending COSS Companies

[View all 589 companies →](#)

#1  **Jina AI**

Jina AI offers an open-source neural search framework that enables developers to build search systems for text, images, and other data types. Their platform supports scalable and efficient search capabilities.

Neural Search, Search, Data Segmentation, Enterprise, Apache-2.0

3 key people, 0 headlines, Berlin, Germany, Founded 2020, Last updated: September 10, 2025

#2  **QuestDB**

QuestDB is an open-source time-series database designed for high-performance applications in finance, IoT, and observability. It is written in Java and C++ and optimized for time-series data, providing fast...

Java/C++, Time-series, ASOF, Enterprise, Apache-2.0

2 key people, 0 headlines, London, United Kingdom, Founded 2019, Last updated: September 10, 2025

Recent COSS Headlines [View all →](#)

Funding Sep 7, 2025
YAHOO FINANCE
ASML Puts \$150M Into Mistral AI
Companies Mentioned: [Mistral AI](#)

Announcement Sep 7, 2025
DATABRICKS NEWSROOM
Databricks Surpasses \$4B Revenue Run Rate, Exceeding \$1B in AI Revenue
Companies Mentioned: [Databricks](#)

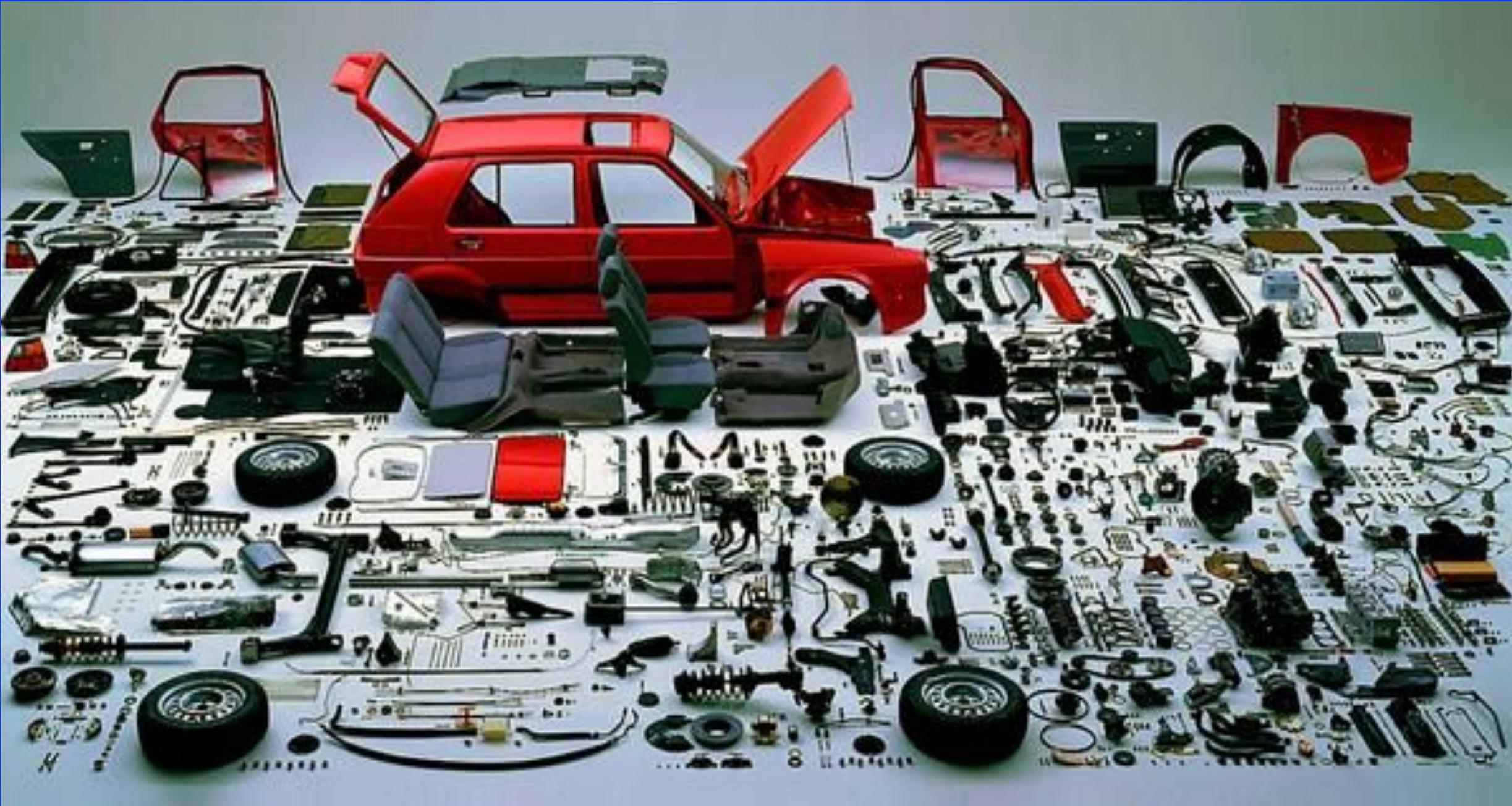
Media Mention Sep 3, 2025
CODE MINER 42 BLOG
Things I Wish I Knew Before Switching to React Native
Companies Mentioned: [Maestro](#)

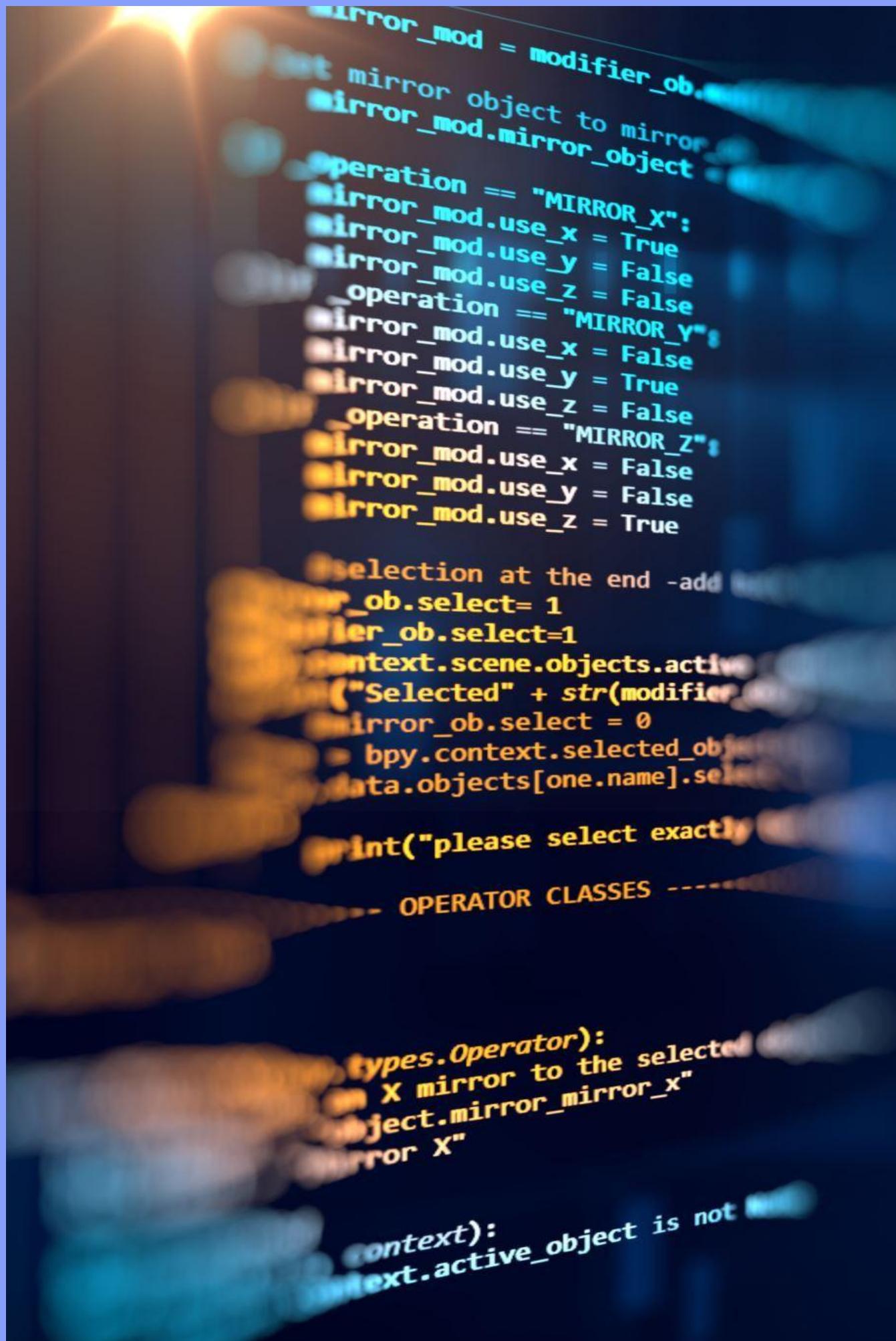
Announcement Sep 3, 2025
[Zoom V](#)



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





NOW IN ALL SECTORS

```
    mirror_mod = modifier_obj
    # mirror object to mirror
    mirror_mod.mirror_object
    operation == "MIRROR_X":
        mirror_mod.use_x = True
        mirror_mod.use_y = False
        mirror_mod.use_z = False
    operation == "MIRROR_Y":
        mirror_mod.use_x = False
        mirror_mod.use_y = True
        mirror_mod.use_z = False
    operation == "MIRROR_Z":
        mirror_mod.use_x = False
        mirror_mod.use_y = False
        mirror_mod.use_z = True

    selection at the end -add
    _ob.select= 1
    _ob.select=1
    context.scene.objects.acti
    ("Selected" + str(modifier))
    mirror_ob.select = 0
    bpy.context.selected_obje
    data.objects[one.name].sel
    print("please select exactly
    - OPERATOR CLASSES ---

types.Operator):
    X mirror to the selected
    object.mirror_mirror_x"
    or X"
context):
    ext.active_object is not
```

Infrastructure

Middleware

Applications





For MUCH more, see
www.chinstrap.community

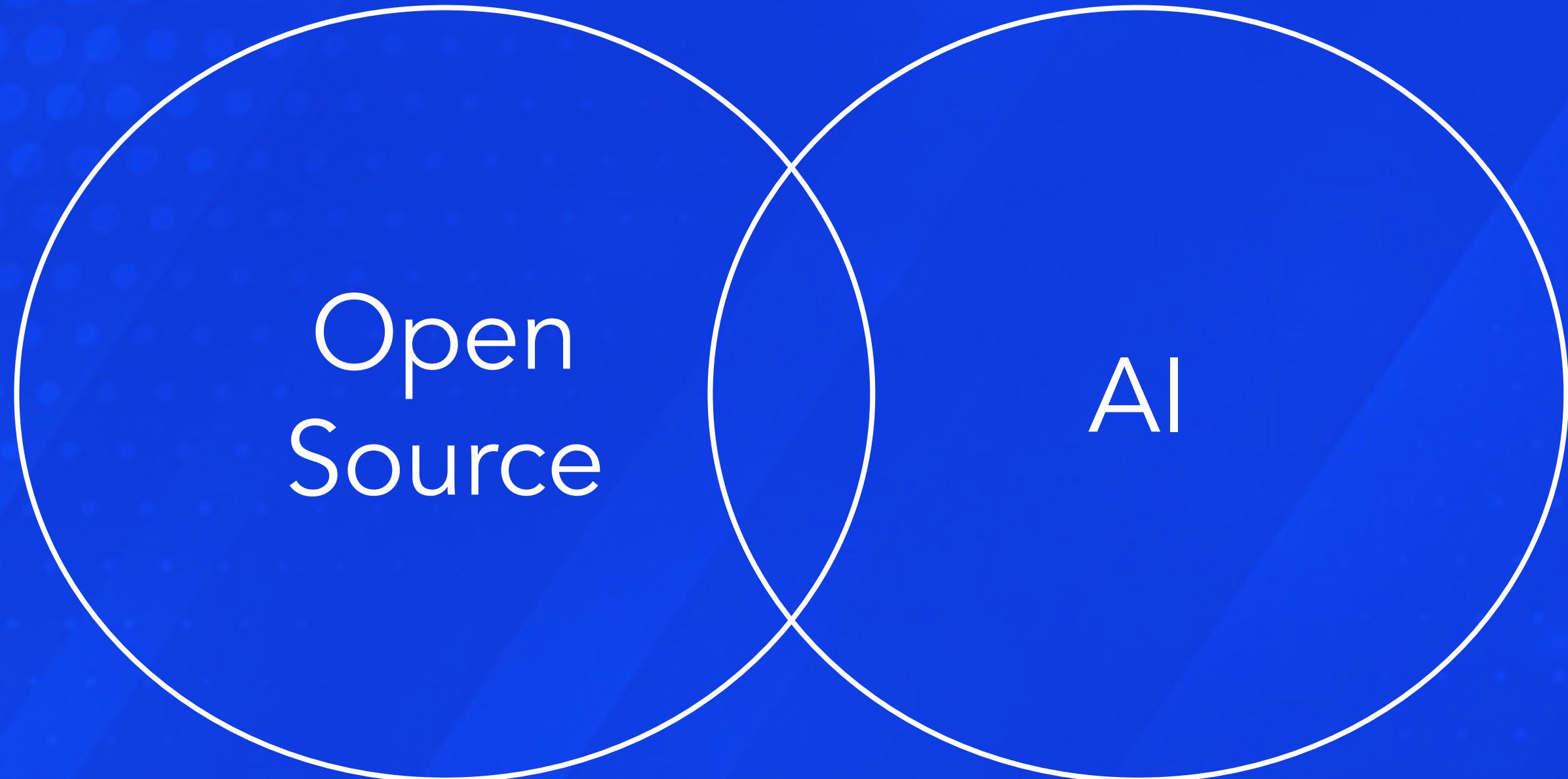


How will AI affect software?











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



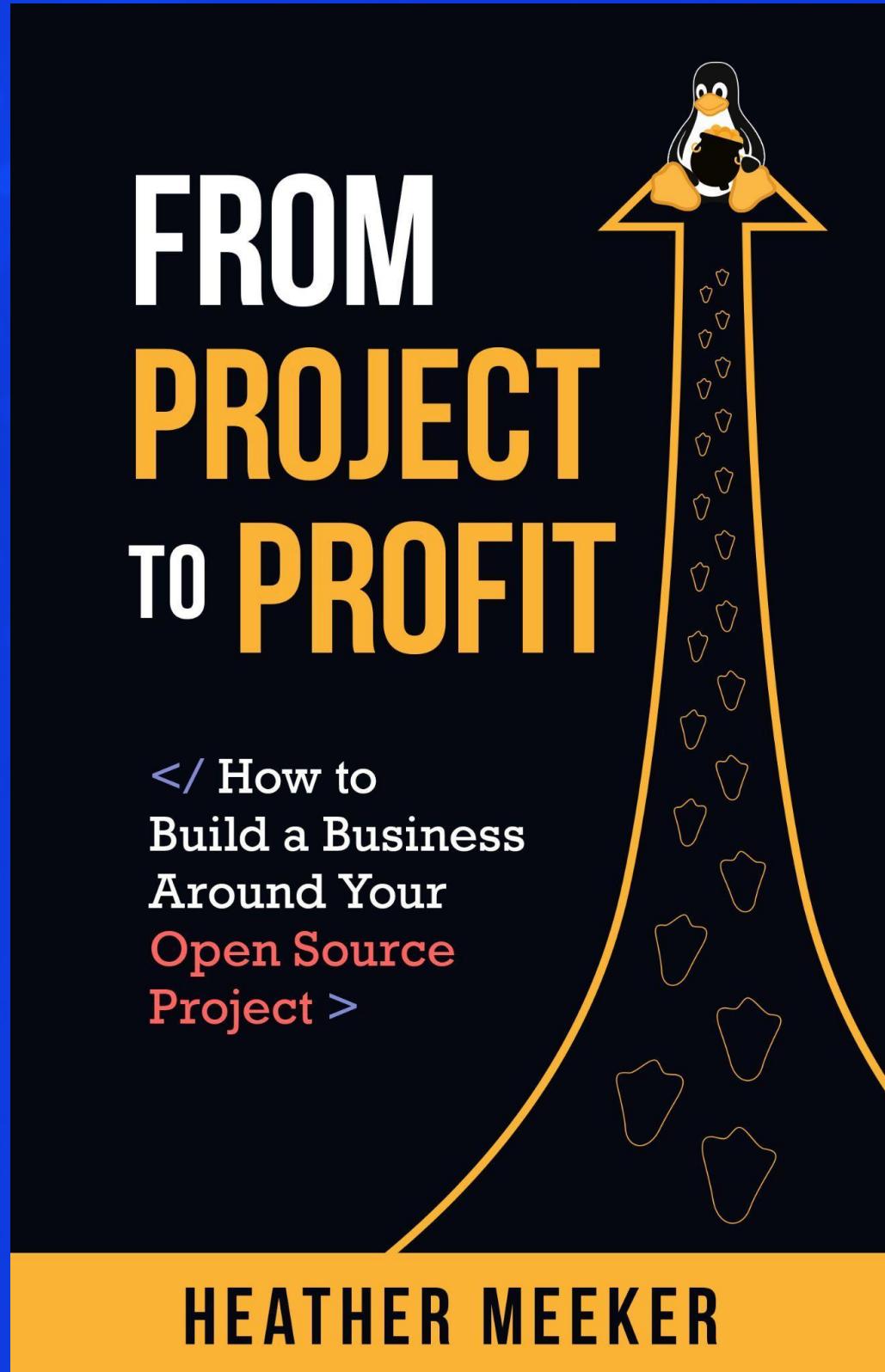
How do you make money with AI?



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!

www.chinstrap.community
www.heathermeeker.com

