

OSA CON 25



How Open Source Businesses Will Thrive in the Age of AI

Heather Meeker

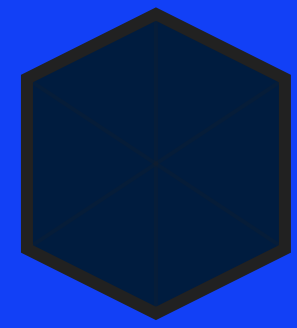
Co-Founder, Chinstrap Community

www.chinstrap.community

November 5, 2025



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



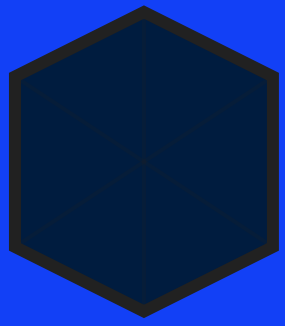
Economic Sustainability Models



“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



Companies ▾



Headlines



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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

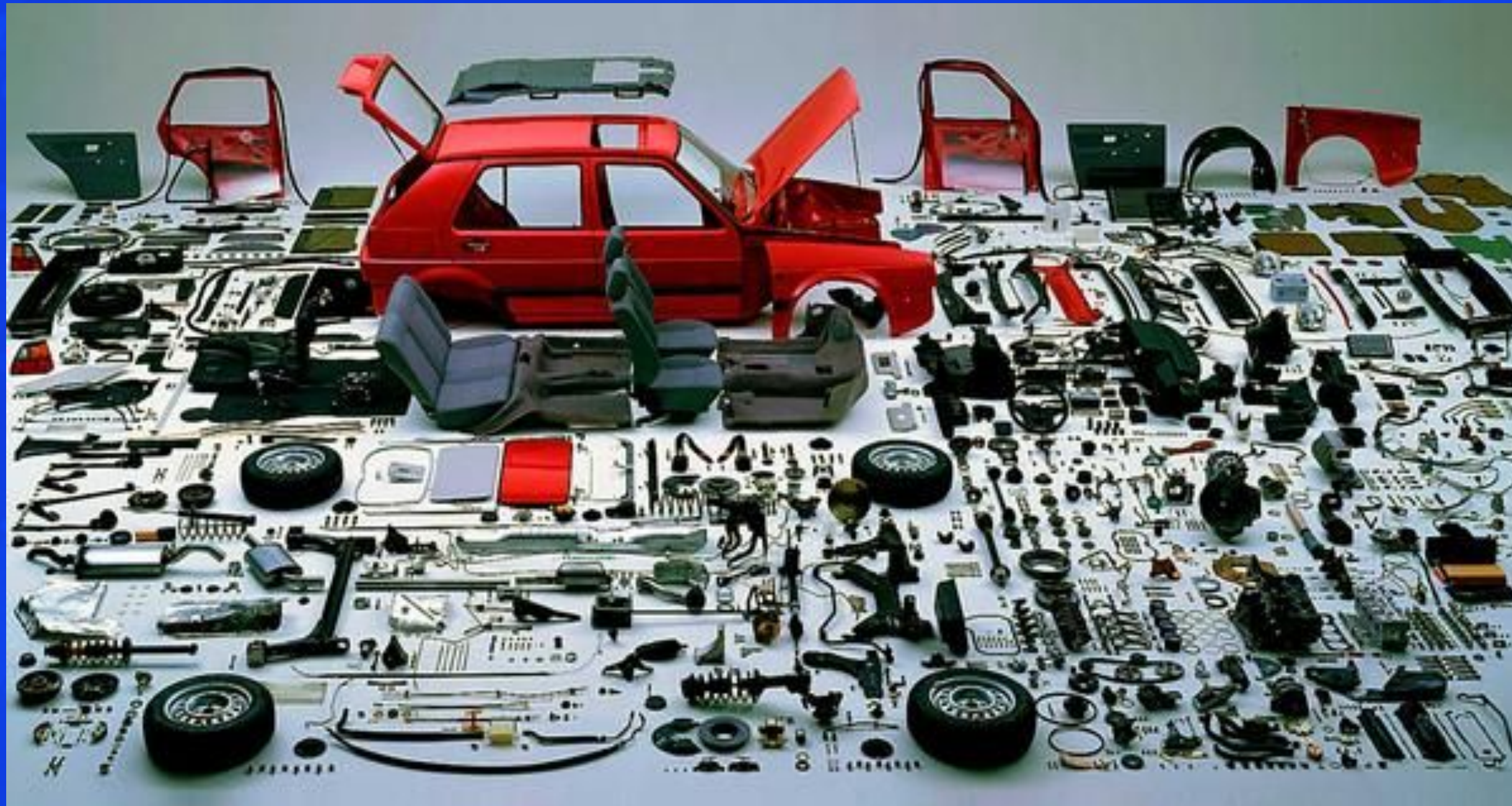
Sep 3, 2025

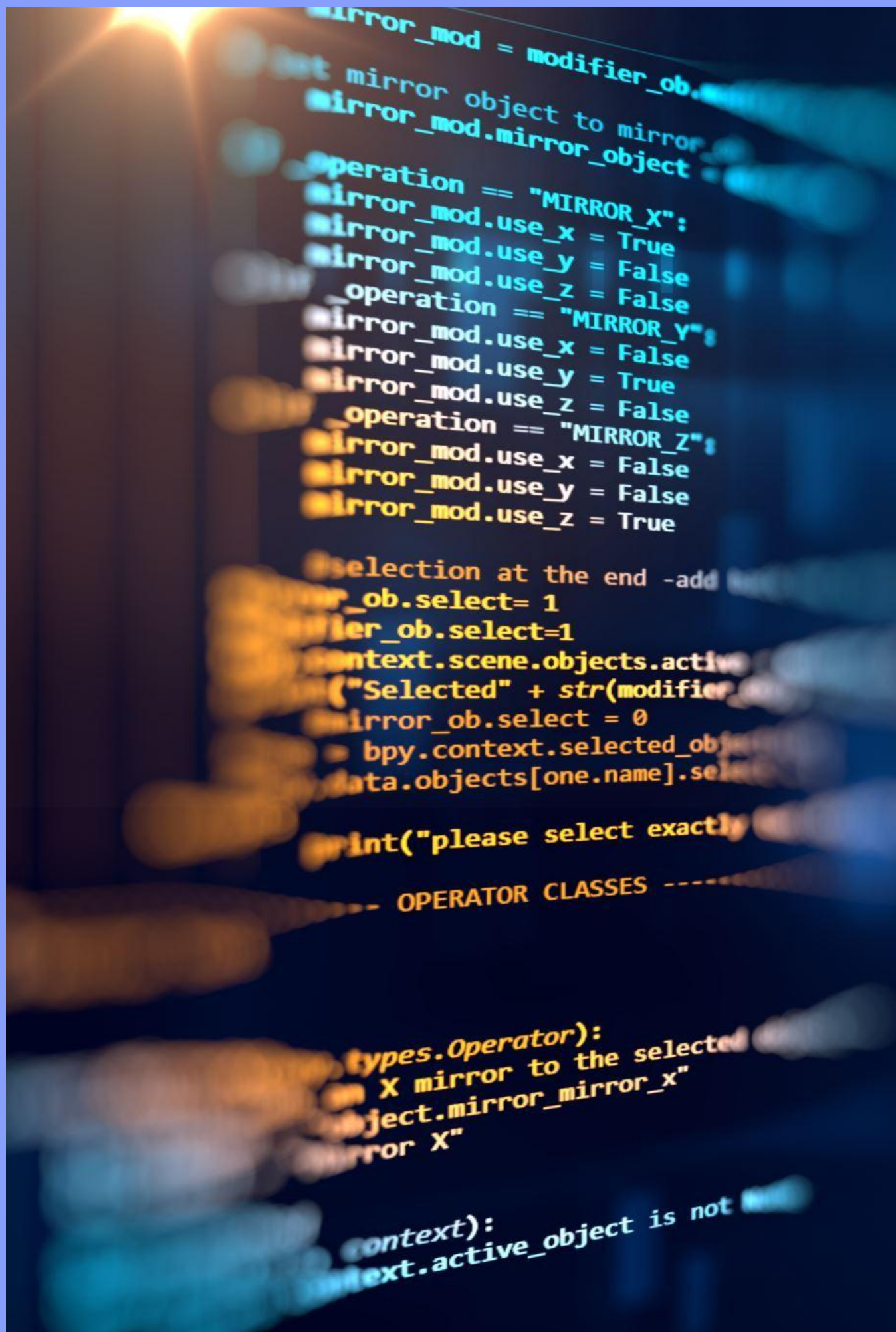
Zoom



How do you make money with open source?

Do you want this car, for free?





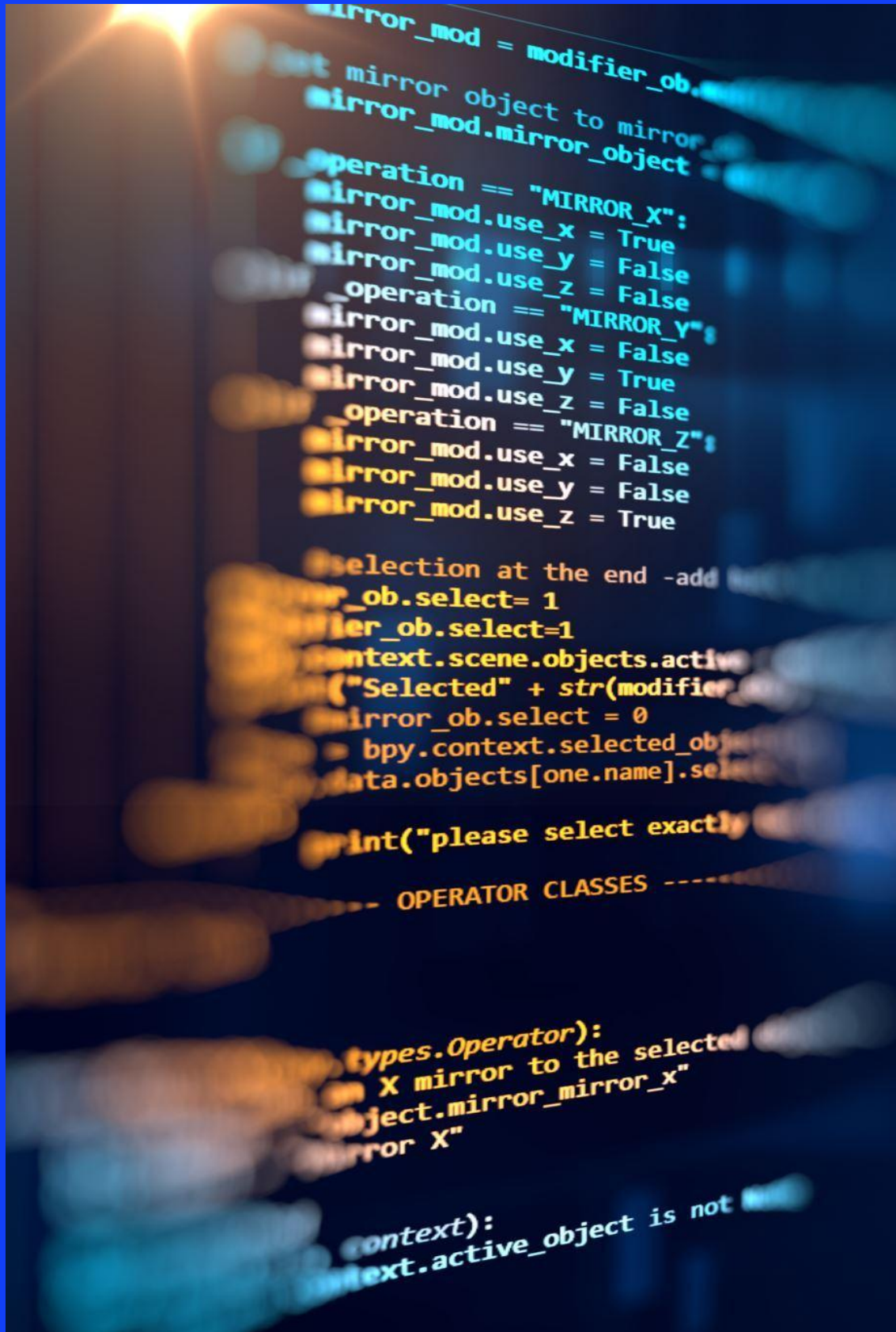
MANY BUSINESS MODELS

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





NOW IN ALL SECTORS



Infrastructure

Middleware

Applications



Red Hat
Enterprise Linux



redis



Grafana



For MUCH more, see
www.chinstrap.community

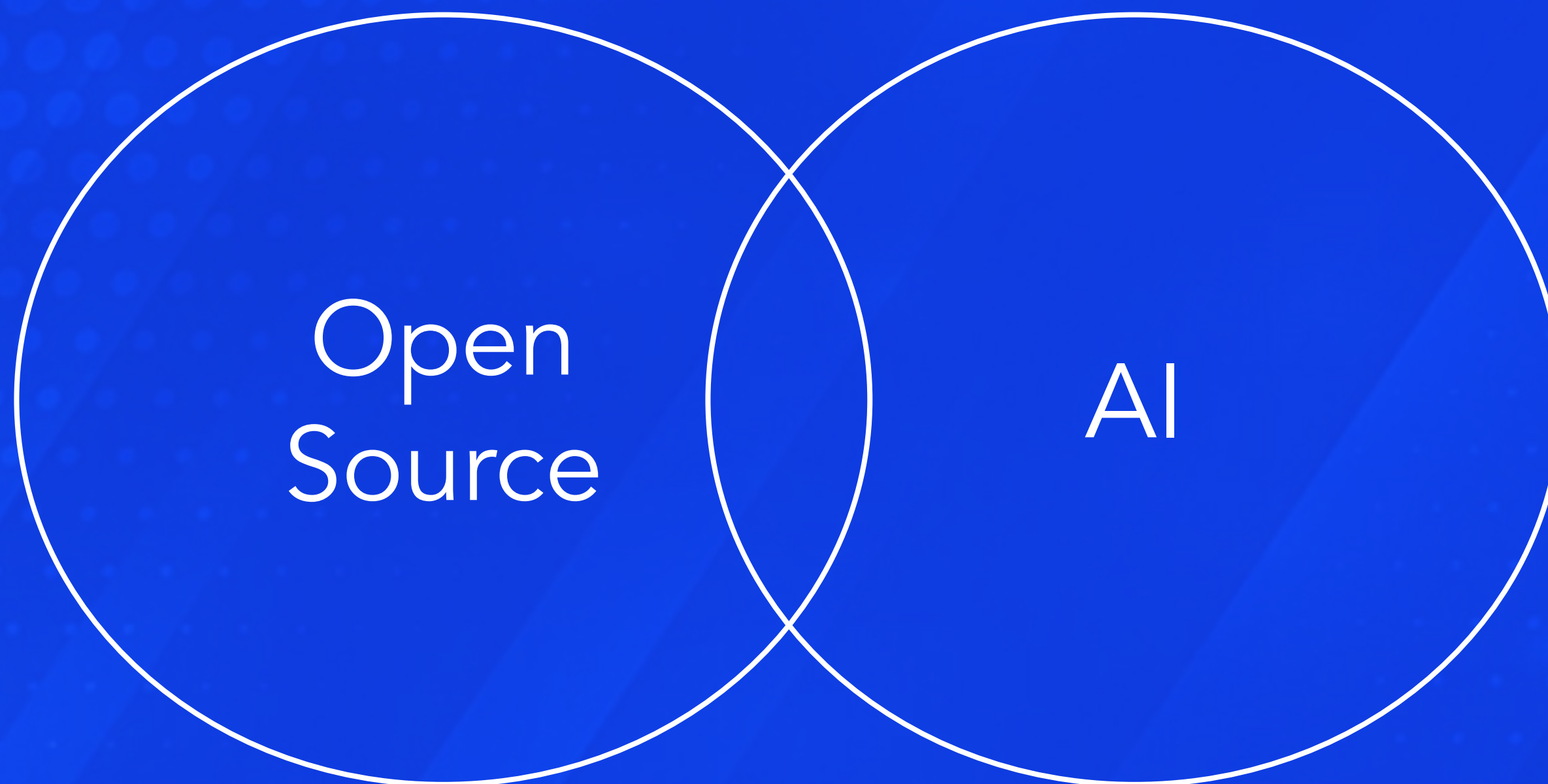


How will AI affect software?











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



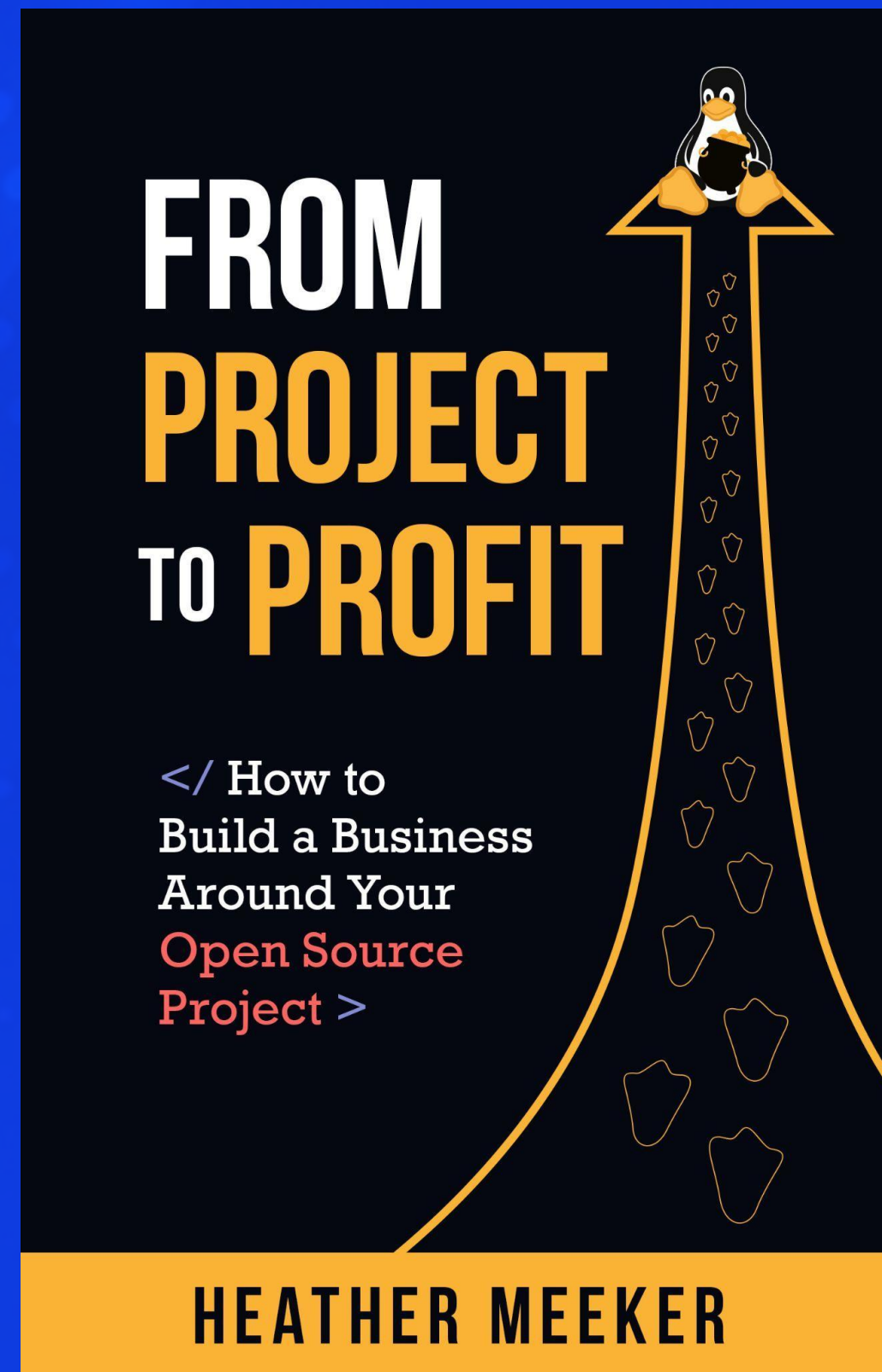
How do you make money with AI?



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!

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