

# OPEN SOURCE BUSINESS MODELS

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SPACEDOG.XYZ

## SPACEDOG.XYZ

- ▶ Independent technologist since 2014
- ▶ Building open tools for “mission driven organizations”
- ▶ Worked in different contexts
  - ▶ US, Europe
  - ▶ Libya, Uganda, Peru, Guyana
- ▶ Helped millions of people interact with their governments and make change



## WAYS TO MAKE MONEY WITH FREE CODE

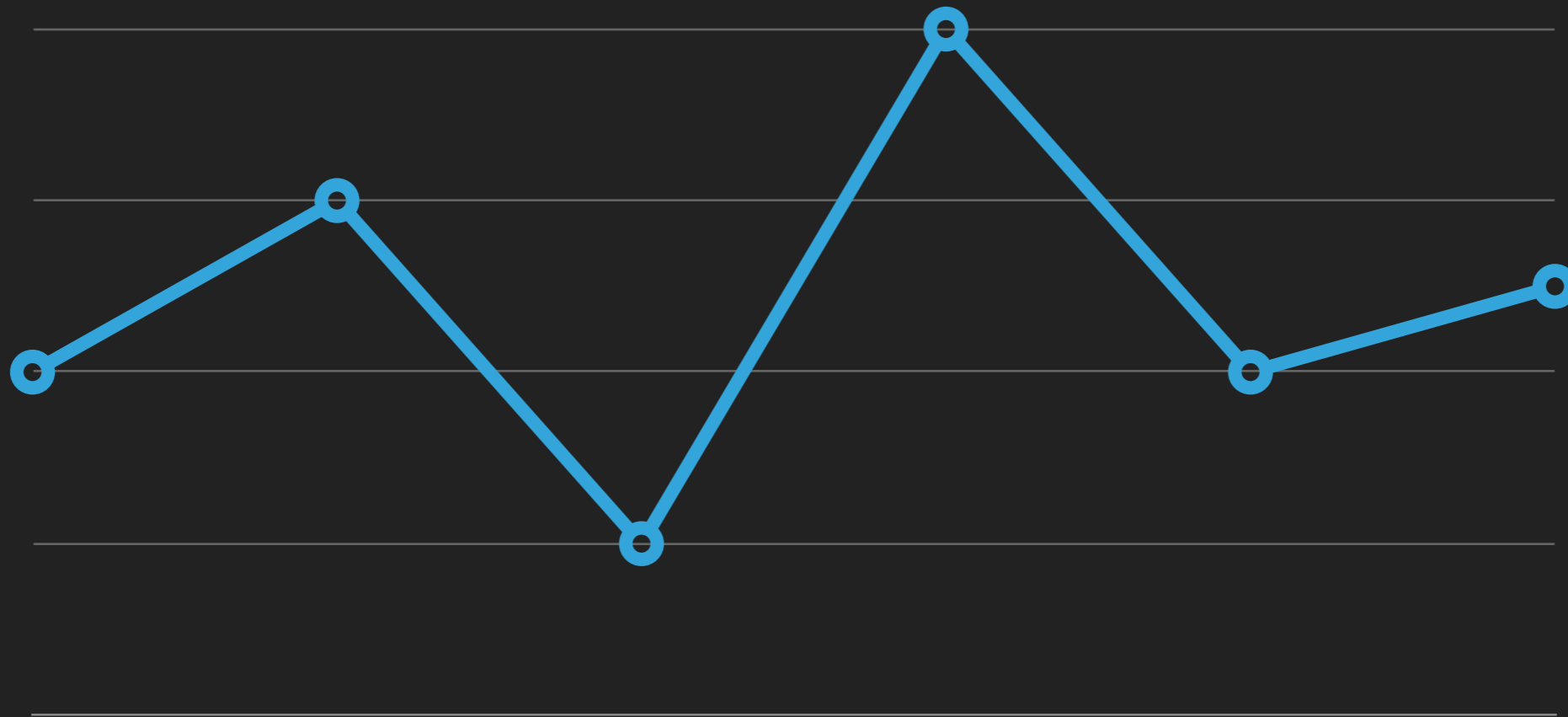
- ▶ Custom Development
- ▶ Consulting and Hosting
- ▶ External Support

## CUSTOM DEVELOPMENT

- ▶ Fee for service
- ▶ Charge for time (hour, day, week)
- ▶ Charge for features (sprint, scope)
- ▶ Charge for value
  - ▶ Difficult if value is non-monetary

## CUSTOM DEVELOPMENT

\$  $\updownarrow$  over time  
scales with effort



## CUSTOM DEVELOPMENT

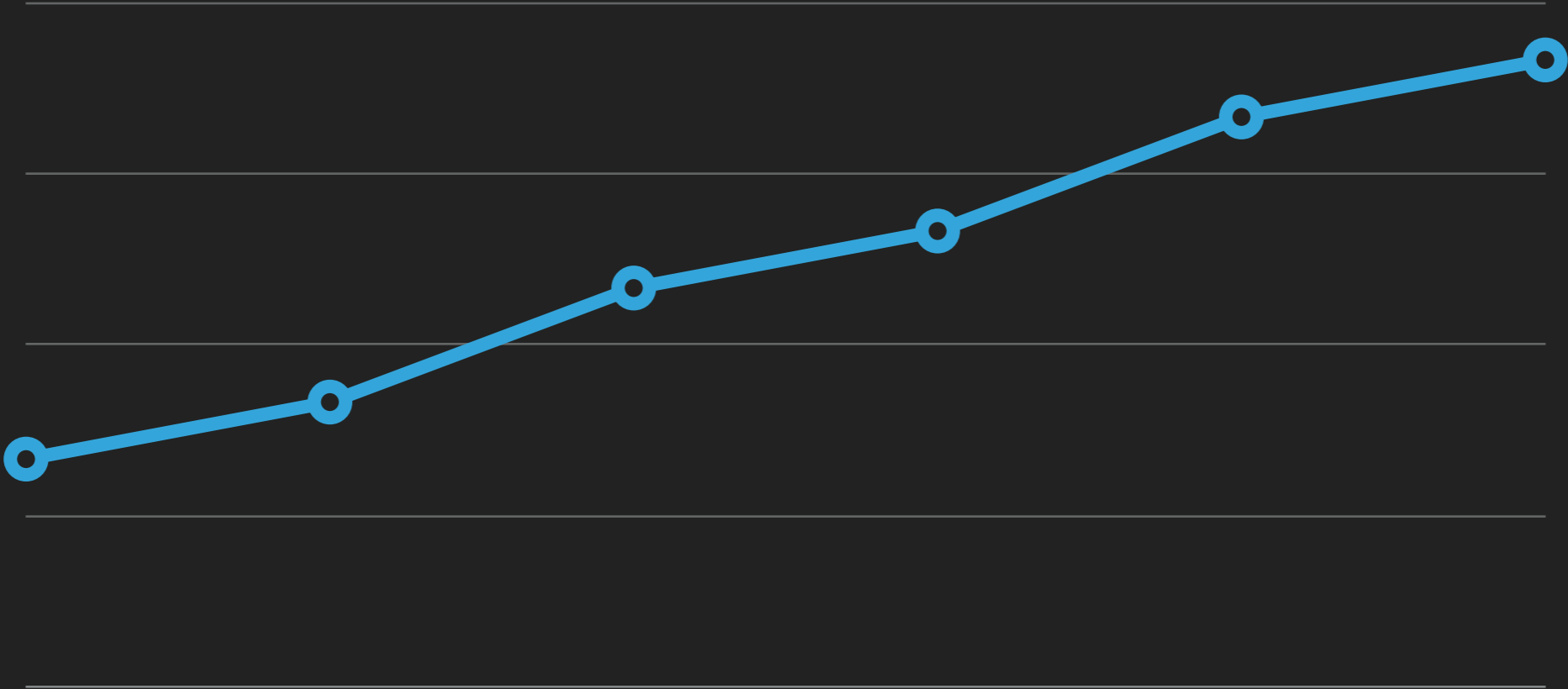
- ▶ Examples
  - ▶ Libyan Elections
  - ▶ Caktus Development

## CONSULTING AND HOSTING

- ▶ Support contract, monthly / annual
- ▶ Charge for hosting, setup
- ▶ Build new features on request
  - ▶ Respect free/libre license
  - ▶ Share with all users

# CONSULTING AND HOSTING

\$ ↑ over time  
scales with sales





## CONSULTING AND HOSTING

- ▶ Examples

  - ▶ CallPower

  - ▶ Wordpress

## EXTERNAL SUPPORT

### ▶ Old Way

▶ Family

▶ Friends

▶ Foundations

requires access

### ▶ New Way

▶ Sponsorship

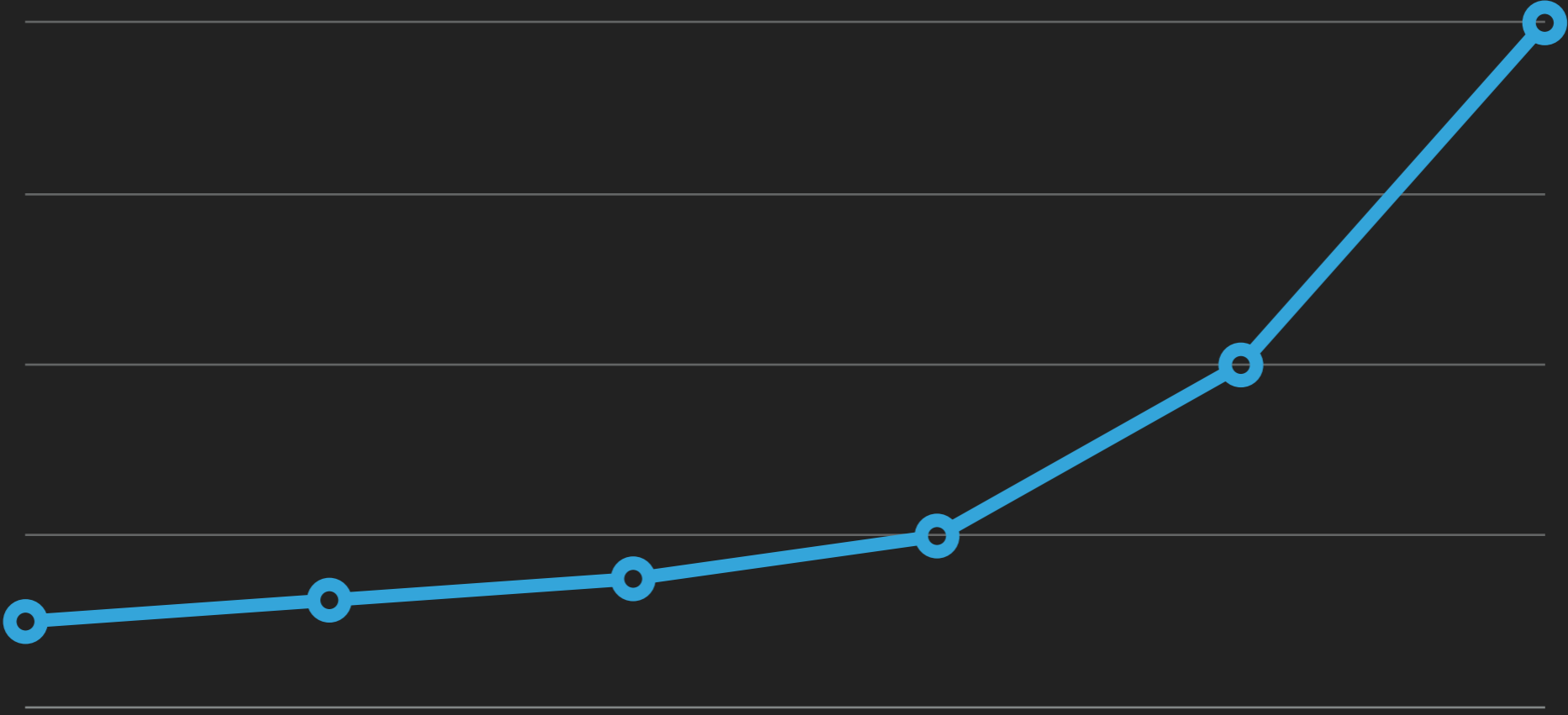
▶ Bounties

▶ Crypto currencies

requires talent

# EXTERNAL SUPPORT

\$ ↑↑↑ over time  
scales with growth



## EXTERNAL SUPPORT

### ▶ Examples

- ▶ RootIO Radio

- Digital Democracy

- ▶ Mozilla Firefox, React, Angular

- ▶ OpenCollective, node, webpack

## DO IT WITHOUT ~~CAPITALISM~~

- ▶ How does it work in Cuba now?
  - ▶ State support
  - ▶ Educational institutions
  - ▶ Worker cooperatives
  - ▶ International development

## DO IT WITHOUT ~~CAPITALISM~~

- ▶ How could it work?
  - ▶ Challenges && / || opportunities in the changing environment
  - ▶ Technology reflects values
  - ▶ Build the future we want

**QUESTIONS > ANSWERS**