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Open Source IT Solutions Customized for your Enterprise



Success Factors for National Open Source Initiatives

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Pardus

- GOAL: "national operating system"
- under the auspices of TUBITAK

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Pardus

- **GOAL:** "national operating system"
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- **team:** max. 35
- **budget:** \$ 3 M / yr



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- **team:** max. 35
- **budget:** \$ 3 M / yr
- **strategy:**
 - Widespread use
 - Sustainable organization
 - Technological innovation



Pardus Timeline

- Sept 2003: kick-off
- Feb 2005: Pardus Live CD
- Dec 2006: Pardus 2007
- mid 2007: Dept of Defence project
- 2008-2011: annual releases, +point releases
- 2010: Energy Markets Regulatory Authority project
- early 2011: Pardus Enterprise Linux 2
- Nov 2011: change in management
- 2012: unofficial phase-out



Finance

- enough of it
- when needed
- throughout the project

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Finance

- enough of it
- when needed
- throughout the project
- **Make a business plan**
- **Plan for sustainability**

Team

- quality
- quantity
- keep good care

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Team

- quality
- quantity
- keep good care
- **Work environment (incl. team)**
- **Challenges**
- **Career path**
- **Pay**

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Product

- rigor
- consistency
- continuity
- dependability
- marketability

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Product

- rigor
- consistency
- continuity
- dependability
- marketability
- **Product management**
- **Testing & QA**

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Community

- developers
- ecosystem
- users

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Community

- developers
- ecosystem
- users
- **Community management**
- **Partnership programmes**
- **Universities**

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User

- target audience/customer
- user-centric design
- awareness & marketing

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User

- target audience/customer
- user-centric design
- awareness & marketing
- **User community**
- **Product management (personas, etc)**

Policy

- demand-side incentives
- migration projects
- reuse & collaborative development policies

Policy

- demand-side incentives
- migration projects
- reuse & collaborative development policies
- **Open standards**
- **Open source**
- **Master plan ???**

Six Success Factors

- Finance
- Team
- Product
- Community
- User
- Policy

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- Jan 2013: incorporation
- 40+ years experience in UNIX/Linux/Open Source

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- 2 x RHCE, 2 x RHCVA
- RedHat Business Partner
- RHEL, RHEV, Storage, cloud...



redhat.
ADVANCED
BUSINESS PARTNER

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- Jan 2013: incorporation
- 40+ years experience in UNIX/Linux/Open Source
- 2 x RHCE, 2 x RHCVA
- RedHat Business Partner
- RHEL, RHEV, Storage, cloud...
- **Services:** Support, Professional & Other
- unique value to the customer
- market depth & breadth



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<http://blog.erkantekman.org/2011/05/21/six-success-factors-for-the-national-open-source-projects>

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