

Evolveum

Evolveum Business Model

OSS IAM Workshop

TIIME Workshop

Vienna, February 2020

The Problem

- Free and Open Source Software (FOSS)
- Great software development model
 - Cooperation, visibility, transparency ...
 - Ecosystem (devel tools, libraries)
 - But software development is expensive! And FOSS is no different.
- Great distribution model
 - Simple, cost-efficient, very flexible (updates, customization)
- What about business model?

Evolveum Solution

- Software is free (both libre and zero-cost)

Everything open source, everything is public, all updates are public

No “open core”, no “enterprise edition”, no private branches

- Services are not free

If you want a minute of our time you have to pay us

Subscriptions (support, feature development)

Subscription is always required

If you want any service from us, you need to have subscription

(except for PoC and training)

Software is free, services are not

- The model works

Maintenance is funded, Evolveum is profitable

- The model is simple

No private code

Clear distinction what is paid (services) and what is free (software)

- Needs critical mass

We had to make compromises in the past

But it works well now (8 years from project start)

Thank you for your TIME

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