

Big Trends and Small Businesses

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- **open source**
- **open source in Europe**
- **open source SMEs in Europe**

i am from Florida



there



ZOPE®

Digital Creations Closes \$12 Million in C Round Financing; Whitney & Co. Leads Strategic Investors Including Intel 64 Fund And Opticality Ventures

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NEW YORK, Nov. 13 /PRNewswire/ -- Digital Creations, a leading provider of Open Source web application services, today announced that it has closed a \$12 million C round funding. Whitney & Co., a major investor in innovative Internet, e-commerce, business-to-business and software development companies leads with other strategic investors, including Intel 64 Fund and Opticality Ventures I, LP.

"Zope (Digital Creation's signature development platform) is a leading Open Source web application server that enables teams to collaborate in the creation and management of dynamic web-based business applications such as intranets and portals," said Rob Page, co-founder and COO of Digital Creations. "The market for our technology and services solutions, has dramatically expanded over the last year. Digital Creations possesses the technology and time-to-market advantages customers demand, and is geared to deliver quickly, efficiently and cost-effectively."

"Digital Creations has executed flawlessly in their quest to deliver premier web applications solutions to an impressive roster of customers that includes the Navy, Zap Media, HomeGain, and CBS, leveraging Zope's time-to-

now live in France

here



why did I move?





got me thinking



juxtaposition

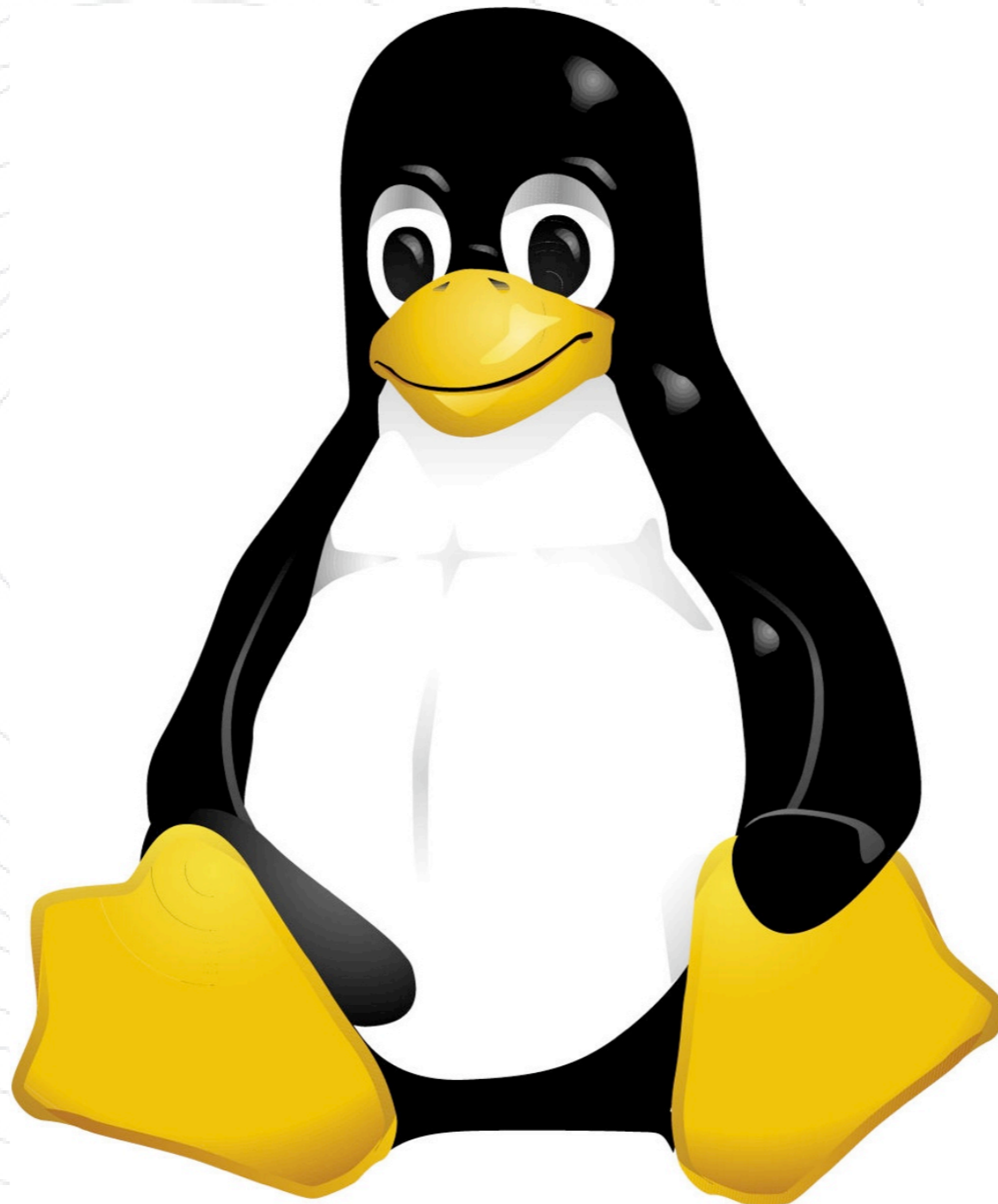
we talk about this



business sees this



“free enterprise”



Optaros/Information Week October 2005

Large co's: \$3.3M

Medium: \$1.1M

87% using





macroeconomics

EU Funding – The Framework programme

The Framework Programme for Research and Technological Development is the EU's main instrument for funding research in Europe.

The Sixth Framework Programme (FP6) was launched in 2002 and aims to achieve greater focus, structuring and integration of European research activity, to improve partnership between research organisations, academia and industry and to help deliver the concept of the 'European Research Area' (ERA).

The total budget for FP6 is **€17.5 billion** allocated over the four-year period 2002 to 2006, representing 3.4% of the EU's total budget in 2002. The budget has been allocated across four main sub-programmes: thematic, horizontal, underpinning and EURATOM.

Lisbon Agenda

In March 2000, the EU Heads of States and Governments agreed to make the EU "the most competitive and dynamic knowledge-driven economy by 2010".

EU fumbles deadline on Lisbon Agenda plans

10.10.2005 - 17:43 CET | By Andrew Rettman
EUOBSERVER / BRUSSELS - Several member states will miss the European Commission's Saturday (15 October) deadline for submitting Lisbon Agenda action plans, but Brussels believes the scheme is on track to produce results next year.

The Lisbon Agenda calls on the EU to become the world's most competitive knowledge-based economy by 2010.

Member states tried to breathe new life into the flagging process this March by calling for national ideas on how to boost economic growth and

from euobserver.com

€40B in 2006

39% by 3

Lisbon and open source?



2 in 13



70%



on one hand: only gainer





what's the good news?

FLOSS study



49%



29.9%



20%



natural allies

lisbon on 39% = bad idea



SMEs

**where does open source
start?**

big company

Mozilla

small company

MySQL
PHP
Apache
OpenOffice
Zope

other

Linux
Samba
Squid
KDE
Perl
Gnome
FreeBSD

big company

Alfresco

small company/other

eZ Publish
Mambo/Joomla
OpenCMS
TYPO3
Bricolage
Lenya
Midgard
Zope CMF
Plone
MediaWiki
Twiki
Drupal
phpBB
Roller



what motivates them?



30%

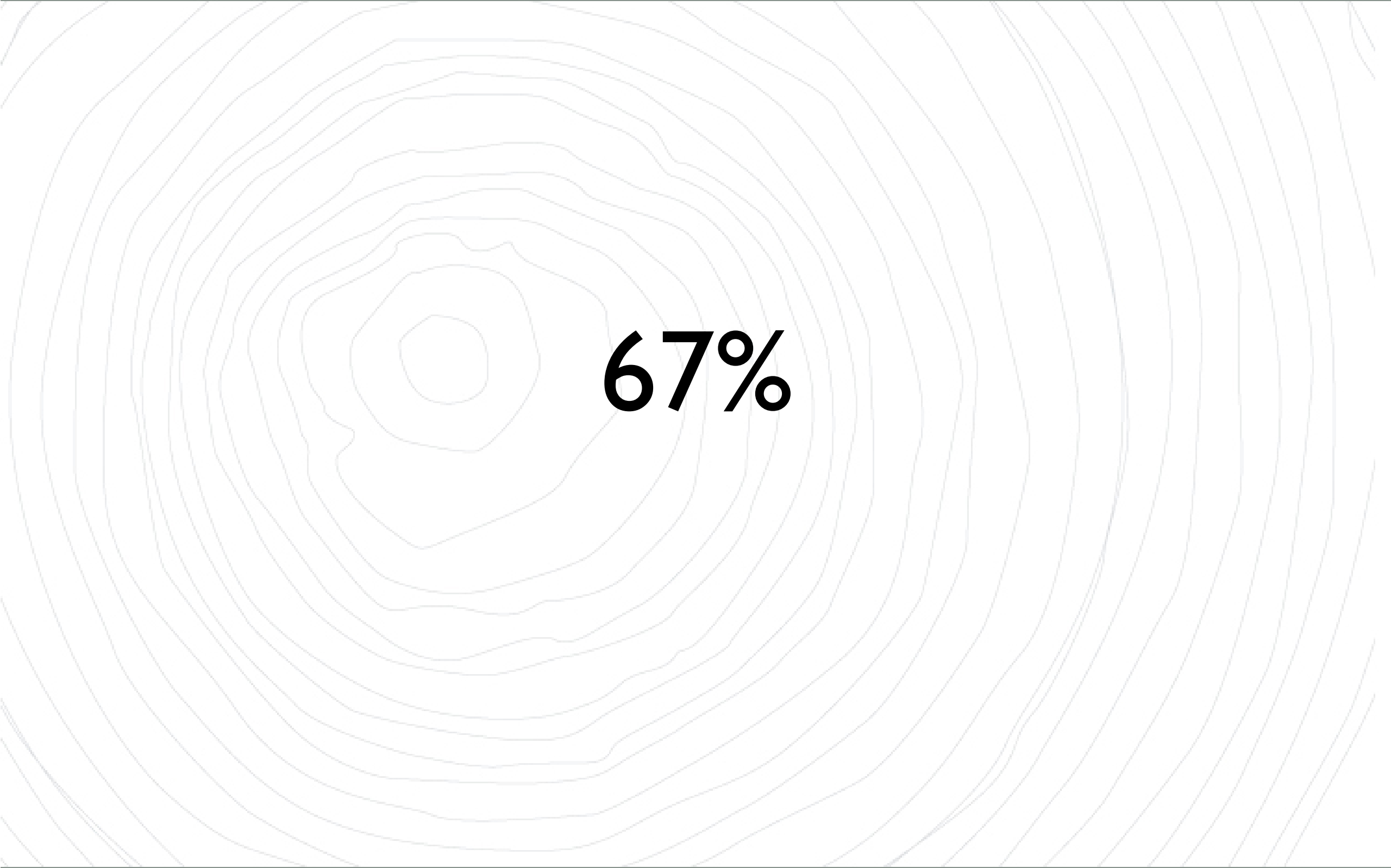


18%

the SME opportunity

Ghosh:

FLOSS allows local entrepreneurs to provide a **greater share of total value added**, thus retaining a greater share of profits within the local economy



67%

Ghosh:

If based on free software, custom solutions greatly benefit the solutions provider who **captures 100% of the total value**, not just the value added locally – no royalties/licences paid

example: Zea





Pione

	2005
Total staff	150
Total turnover	€9.2M
Avg staff	9
Avg turnover	€498k

	UK	NL
Total staff	46.5	59.5
Total €	€3.1M	€3.8
Avg staff	11.6	14.9
Avg €	€790k	€958k
€/person	€68	€64

- **Location**
- **Customer reference**
- **Chief issue for open source SMEs**



- Bristol
- Warwickshire Police Force
- Larger players entering successful OSS spaces

jamkit

- London
- Home Office Drugs Strategy
Directorate
Moorfields Eye Hospital
- Software patents



- **Liverpool, London, Brussels**
- **Software Patents**

Fry-IT

- London
- Connecting for Health, London
- Educate public sector on open source and value of SMEs

Infrae

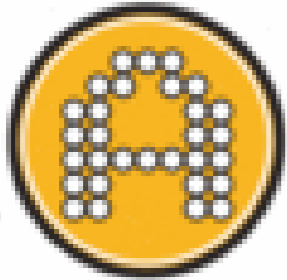
- Rotterdam
- ETH Zürich
- Silva, Kupu, Five, Ixml, others
- “OS-SMEs need to up the ante on professionalism by providing ‘agile services’.”



- Hoogvliet NL
- Philips Research
- “Manage our growth and continuously improve professionalism”



- Zoetermeer NL
- Zeelandia
- Growing in professionalism, and hiring



- Amsterdam
- Leaf International BV
- Marketing

in conclusion...

**open source is real
money**

open source is real

**open source starts
small, finishes big**

**open source is free
enterprise**