

The High Price of Open Source

Building a Business Around Matrix

About Us



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Co-Founder



Dr. Patrick Alberts  **element**

Chief Product Officer (CPO) & Managing Director

This talk focuses on commercial Open Source projects

Non-commercial

- Hobby projects
- Foundation projects
- Sponsored projects



- Linux Kernel
- Home Assistant
- Firefox

Commercial

- Projects driven by companies as main revenue stream



- Nextcloud
- Wordpress
- Livekit

Peripheral

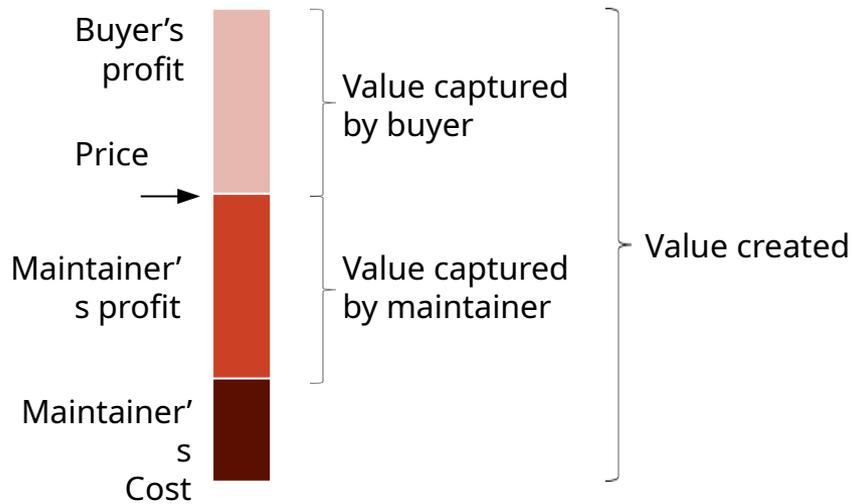
- Projects driven by companies on the side outside main revenue stream



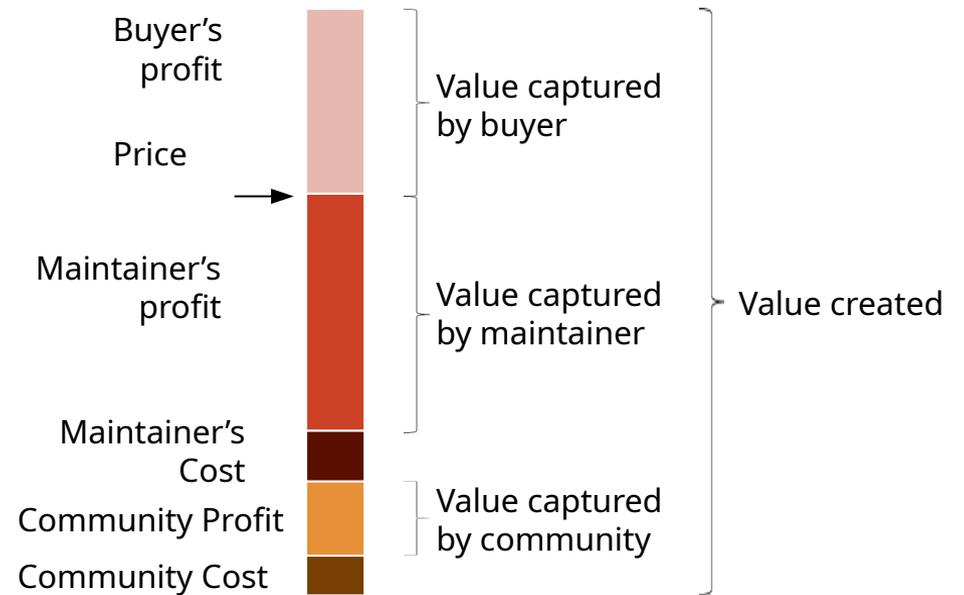
- React
- Kubernetes
- Android

Open Source is about Value Creation

Standard Value Capture

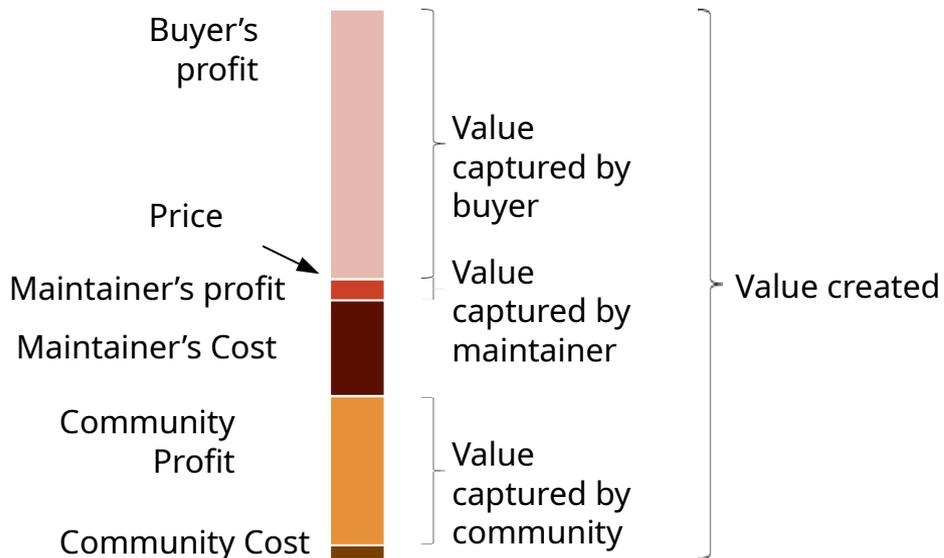


Open Source Value Capture



Out-of-Balance Open Source leads to Sandwich

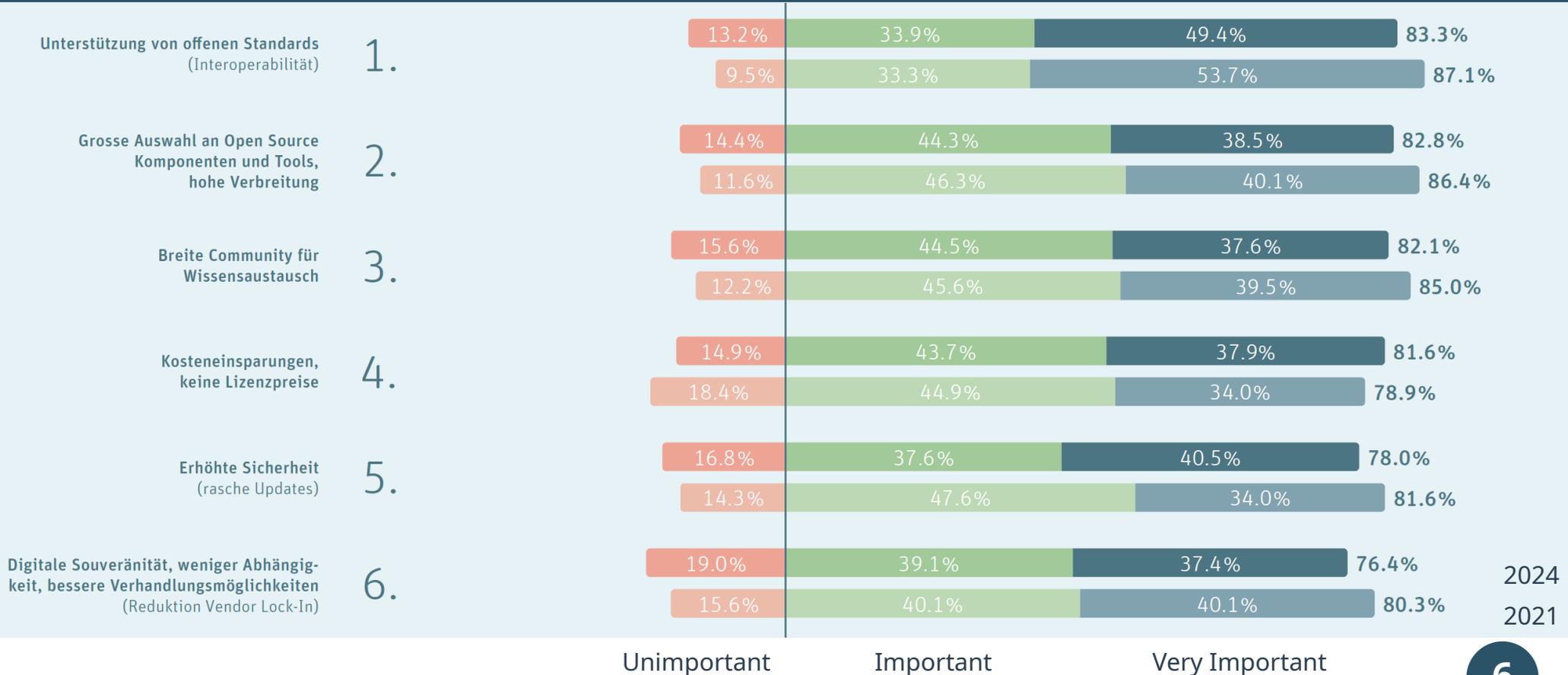
Out-of-Balance



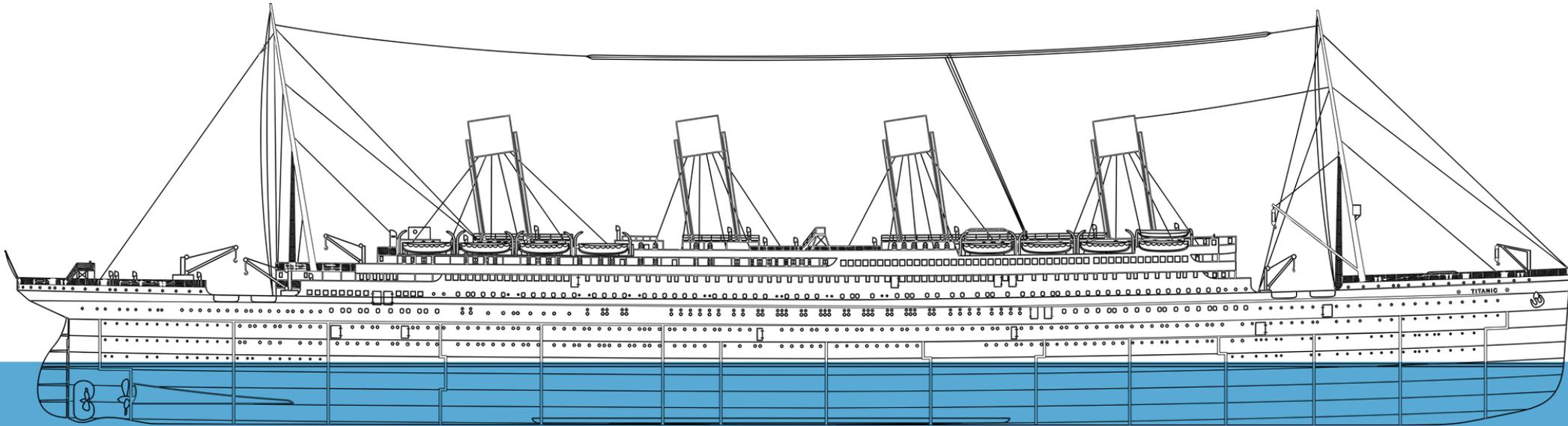
Sandwich

- Buyer gets more value at lower cost
- Community potentially profits, too
- Maintainer is squeezed in the middle
- Sometimes, the maintainer is even completely disintermediated, either by the community or by outsiders

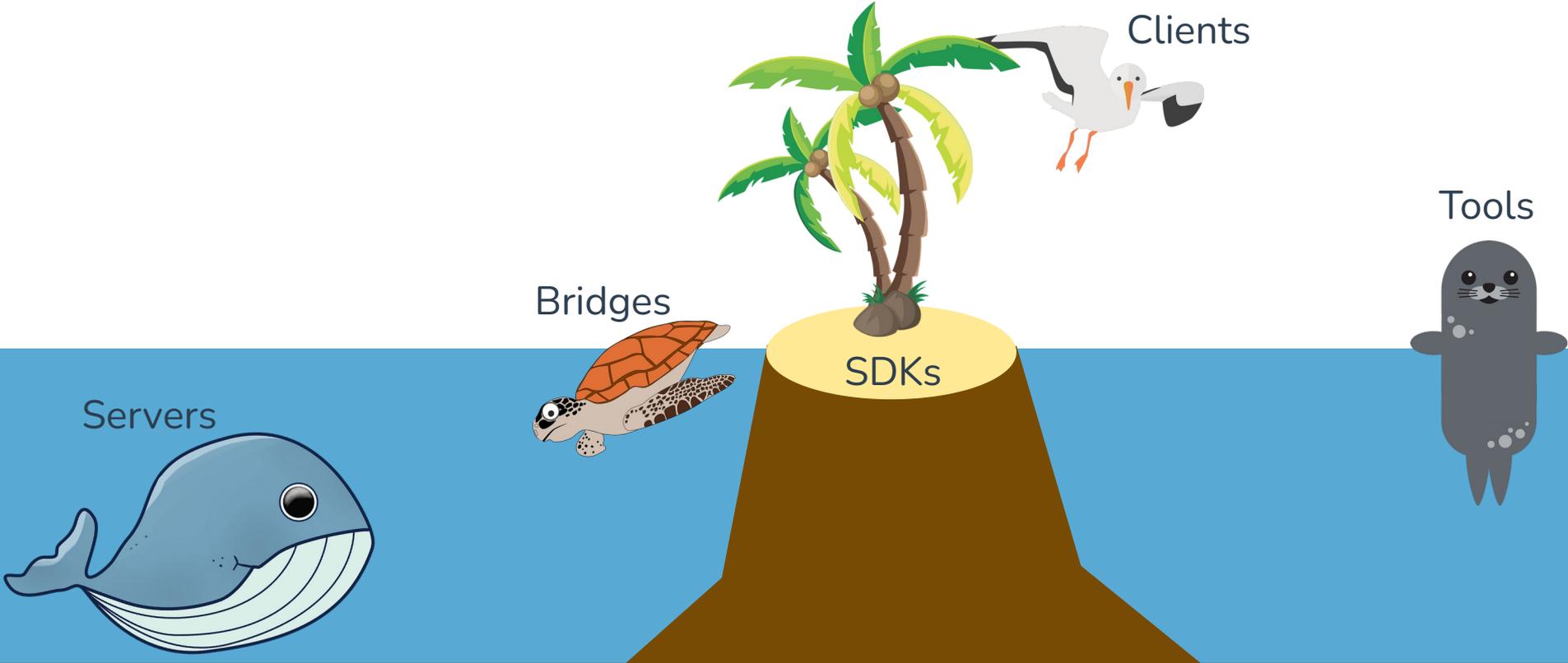
Top Reasons to use OSS – Cost Savings is #4



Open Source \neq Cost-Free



The Matrix Ecosystem



Who Builds Matrix



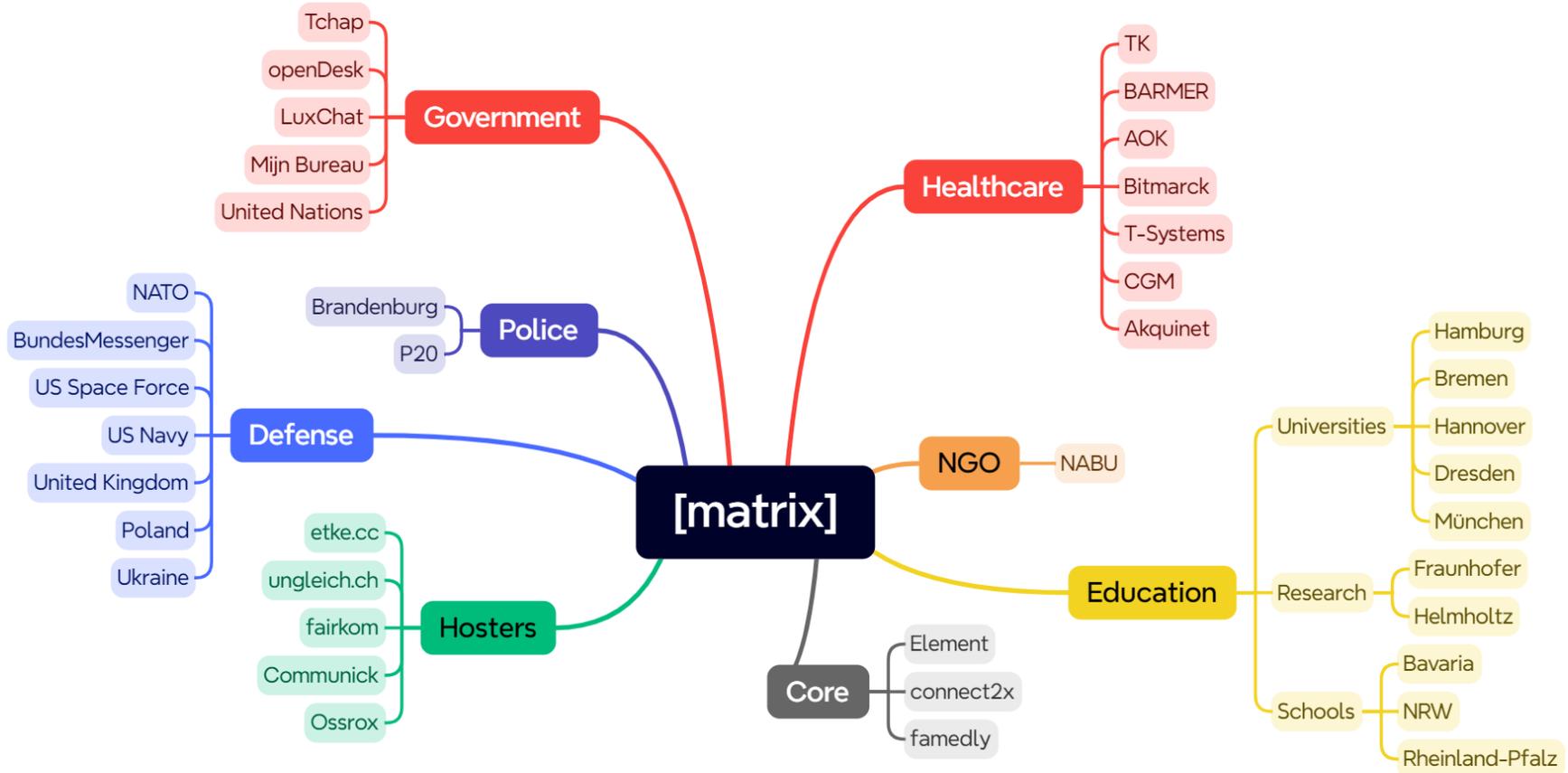
Community

- Merge Requests
- Bug Reports
- Translations

Core

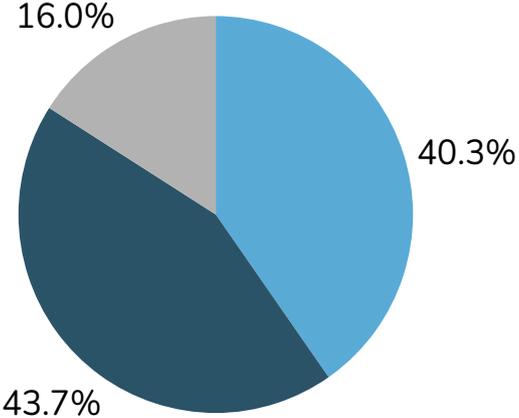
- Maintenance
- Security
- Compliance
- Architecture
- Research and development
- Community Management

Who Relies On Matrix



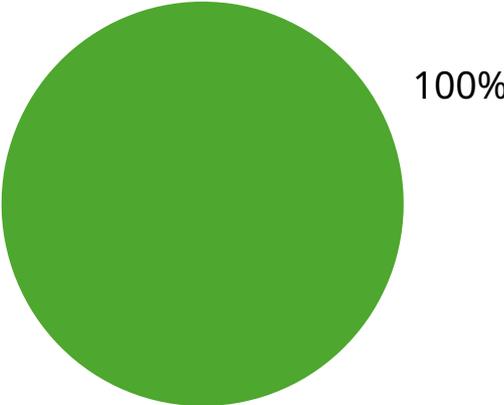
TI-Messenger

connect2x in TI-M ePA Clients



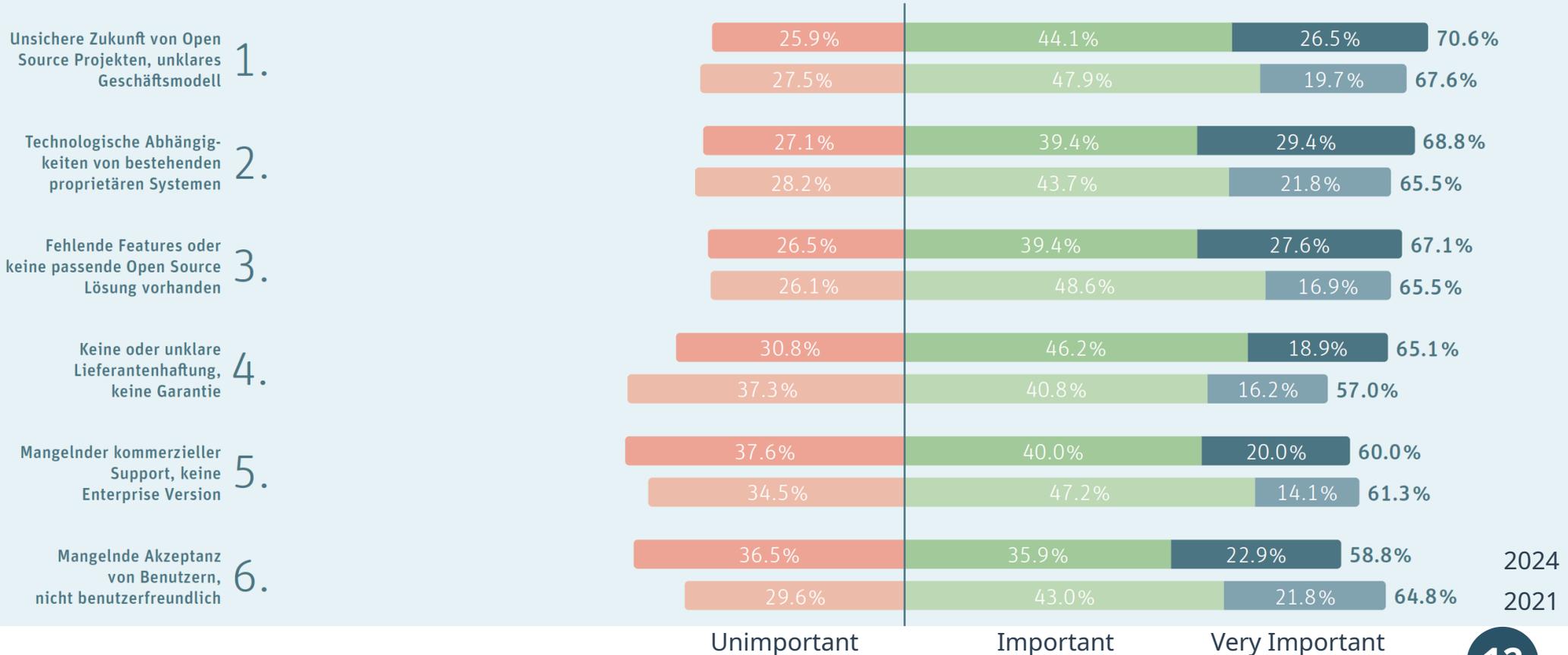
- Trixny Messenger
- Trixny
- others

Synapse in TI-M Fachdienst

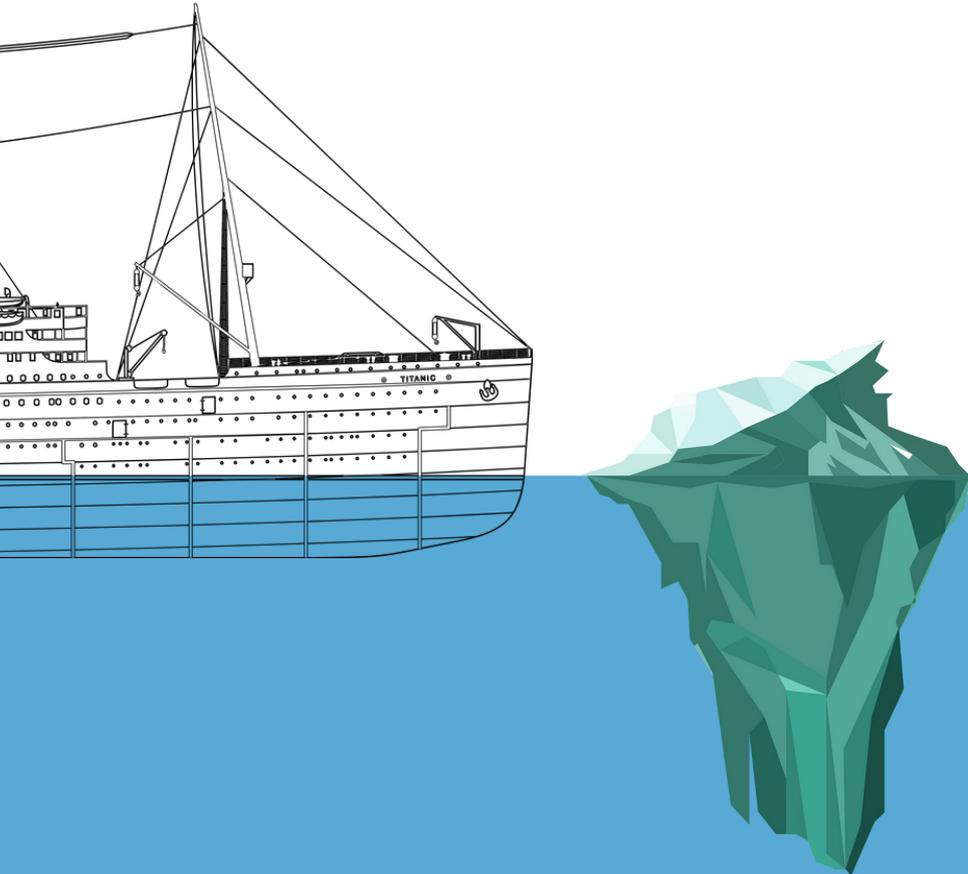


Figures as a percentage of those with public health insurance

Top Reasons to not use OSS – Shaky Future is #1



Navigate Around The Iceberg



Awareness

Raise awareness, e.g. among tendering authorities

Subscription

Pay for security, maintenance, support

Dual Licencing

Freedom for community, sustainability for business

Open Source Business Alliance is Raising Awareness



Selection Criteria for the sustainable Procurement of Open-Source Software

A position paper by the Open Source Business Alliance
Federal Association for Digital Sovereignty e.V.



Support the makers, question the takers.

Be A Good Citizen

Community

 Test, Review, Document

 Translate

 Report issues clearly

 Support newcomers

Business

 Budget for maintenance

 Upstream your changes

 Respect licenses & boundaries

 Measure contribution

Government

 Fund the commons you rely on

 Use open standards and software

 Public money, public code, public maintenance

Let's Keep Matrix Open and Alive





Open Discussion