



Taking Open Source Solutions to Market

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Agenda

- How to create a product from an open source project?
- Unfortunately there is no simple To-Do list to follow.
- We do have some useful guides lines.
 - Community.
 - Scale Up.
 - Make a product.

Community

- Try to find an existing community to ramp up.
- Support them in any way possible.
- Their feedback is invaluable (sometimes).
- Every contributor is also a user.
- Be responsive and fix bug quickly.

Scale Up

- Control the quality of code.
- Be transparent.
- Communicate.
- Support your users (mailing lists, IRC, G+, twitter).
- Project infrastructure (issue tracker, testing, CI).
- Documentation!

Make a Product (Quick Example)

- Foreman is a complete life-cycle management tool for physical and virtual servers.
- Linux Foundation: One Of The Top 10 Open Source Provisioning and Management tools 2014.
- Started as a gap filler to an existing tool, “puppet”.
- Succeeded to create an active and growing community.
- Have a large user base.
- It is now sold as the “Red Hat Satellite server” product.

Questions?