Open Core
# What is an open source business model and what isn't?
And who cares?

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Open Source — Wannabe — Closed Source

Business

Projects

Proprietary SaaS — Open Core

OSS SaaS

Dual licensing

Distribution

Support

Consulting

Engineering

Open Foundation

Open Edge

?
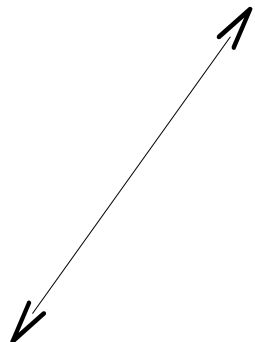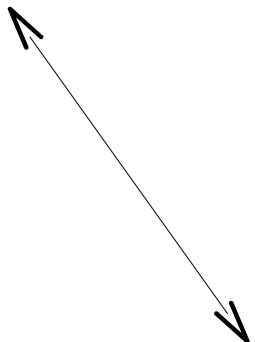
Criticism against Open Core

- It is marketed as open source, but the commercial/main product is proprietary (not OSI license)

- Dilutes the brand/meaning of Open Source (like Shared Source, etc...)

- Small to non-existent dev community

  - Btw, also true for dual licensing

- Unbalanced: you give everything, receive back copyleft

- Worse than proprietary: SW is often licensed per subscription ("rented"), you don't even get to keep the bits, never mind source!

- "The bubble is over", Open Source doesn't need to be "monetized". (Phipps)

What proponents say

- We like open source but we also need to make money.

  - Our investors need ROI

- (Upset) We are very open, here's how open we are...

- Open Source needs lock in to win (over closed source).

- This is similar to Red Hat Enterprise Linux subscriptions.

- This is perfectly legal and there is no punishment for doing it.

- The market will decide which models work and which don't.
  Also: The market is "self adjusting".