

# Sustainable Productivity

How can we crowdfund the FOSS Desktop?

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# Welcome to SunSITE!

This is the University of North Carolina at Chapel Hill's world-wide multimedia information service. It is designed to be read with programs called [NCSA Mosaic](#) (an interface to the [World-Wide Web](#)) to provide any user with access to multimedia information services - with text, sound, images, and movies! Select any highlighted or underlined words in this paragraph for extended help.

Thanks to Cisco Inc. and Sun Microsystems, SunSITE now has its own T1 connection to the Net. Enjoy the speed. :)

The UNC Computer-Science Department now has a HTTP server; check out their [Home Page](#)!

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This is our [DISCLAIMER](#). Please read it.

Also, If you have questions, comments, or problems with this document please contact [Dykki Settle](#)

We encourage you to [Search](#) this server if you are looking for something specific.

On the other hand, if you are looking for someONE in specific, you might want to:

- [Search the Faculty/Staff Directory](#),
  - [or Search the Student Directory...](#)
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## UNC-CH Office of Information Technology's Information Services



- [Sun Microsystems Information Page](#)
  - Information on Sun Archives, Newsgroups, and More!



# The FOSS Desktop Is Crucial

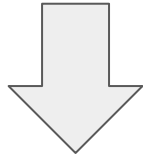
*... even if it runs on Windows or Mac!*

- Trains user expectations
- A magnet for developer choices
- A guarantor of freedom from corporate control
- A stepping-stone for further innovation

## But Who Pays?

*On the whole, corporations*

- Pay for service
- Pay for software



- Use payments to pay for development

## Cloud Impact

*If anything, cloud is driving increased open source engagement*

But not on the desktop.

- Desktop tools replaced by cloud tools
- Freemium or lock-in monetisation

Desktop is *still* important

*But mainly to individuals, not corporates*

... and individuals don't buy FOSS service contracts

Cloud, component & server FOSS has a sustainability posse

**But where is the posse for desktop FOSS?**

# TDF Sustainability Experiments

The Document Foundation is experimenting in two areas:

- De jure standards
- App stores

# 1: COSM

*“Community of ODF Specification Maintainers”*

- First crowdfunded open standards project
- Seeded by TDF at the end of 2017
- Since also funded by Microsoft, Collabora, CIB, OpenXchange, the UK Government & the European Commission
- Paid for an editor to finish ODF 1.3 using the work of the great TC contributors
- ODF 1.3 Committee Specification now official



## 2: The Document Collective

*A community benefit company to serve TDF's community*

- Primary commercial activities that complement the community's work
- Secondary effects that grow the market for TDF's software
- Self-funded after a startup phase, but always with TDF backing until there is a surplus
- Any surplus donated to TDF

# TDC: Problem Statements

- TDF finds commercial activity challenging
- This especially affects engaging our community:
  - Spending donations on development is hard
  - Addressing CoI of community members is hard
- App Stores challenge TDF on multiple levels
  - Users increasingly find direct installation is blocked
  - Operating as an AppStore vendor is contractually hard
  - App stores intermediate TDF and eliminate donations
- A full “Mozilla” strategy is undesirable

# TDC: App Stores Income

- TDC granted trademark license
  - Exclusive use of “LibreOffice” in app stores
- Commission packages from vendors
  - Initially use existing “LibreOffice Vanilla” vendors
  - Agree rolling contracts
- Place packages in Windows, Mac app stores
  - Price around €15 per Collabora A/B testing
  - Software still available for no charge at [libreoffice.org](http://libreoffice.org)
  - Purchase covers all updates of same major version

# TDC: User Feature Market

- Bugzilla plug-in will allow user to “buy this bug” (an actual cash donation)
- Only available to individuals at launch
  - May make available to companies later
- “Purchase” lists the feature on TDC Market
  - Users can “buy votes” (may give some to App Store customers with purchase)
  - Users may then vote on which features to implement
- TDC will match votes to cost and pay for implementation from AppStore income

# TDC User Feature Market Admin

- TDC PM will price each new “bug”
  - Infeasible “bug” removed from market & donations returned
- Approved implementors bid for contract
- TDC PM manages price, list of qualifying bids
- When votes match target (related to cost) AND at least one qualifying bid, contract awarded
- TDC PM manages contract

# TDC: Arm's-length

- No beneficial owner, community-serving.
- Bylaws directing the business to benefit TDF's community and mission.
- Small (3-5) self-sustaining Board bootstrapped by appointees of founding stakeholders.
- Incorporated using a regulated vehicle (CIC).
- Only “control line” a commercial trademark license

# Next Steps: Initiate Entity

- “Incorporation” decision – at Sept ‘19 meeting.
  - “Make It So” moment at LibOCon Almería
- Steering group appointed by TDF
- Negotiating packaging contracts
- Will incorporate early 2020 for mid-year operation as a UK CIC
- Commercially staffed & operated
- Working title: “The Document Collective”

Want to know more?

COSM:

<https://publicsoftware.eu/members/cosm-project/>

TDC:

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