

How to convince your manager to go Open Source

...

Christian Grail
christian.grail@sap.com

(((Use the Force)))

Why do I want to go Open Source?

I want to be a cool developer



Create something famous

- Python
- jQuery
- Angular
- Linux
- Git
- ...

Understand your Manager

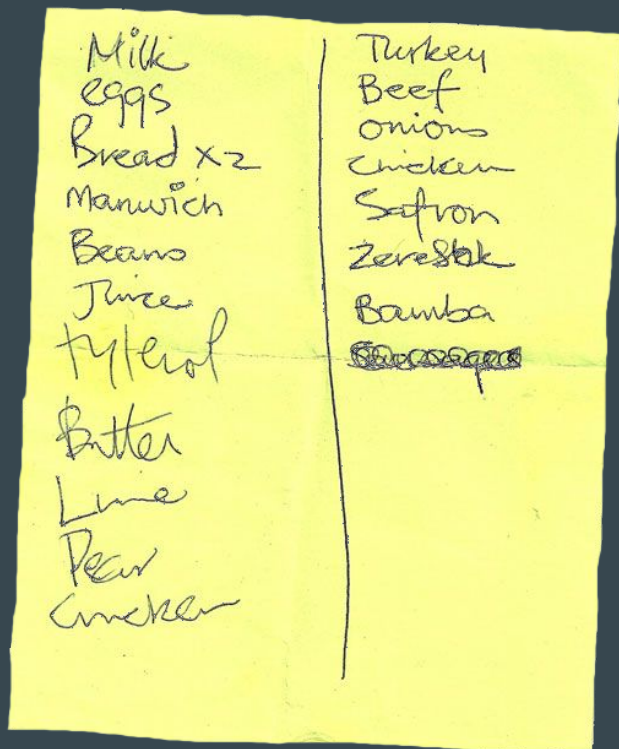
Tasks of a Manager

- Provide direction
- Manage Survival and Growth
- Efficiency
- ...



“Isn’t quality
going to suffer?”

Closed Source



[flickr.com/photos/56832361@N00/4109469155](https://www.flickr.com/photos/56832361@N00/4109469155)

Open Source



pixabay.com/de/schildermaler-holzchild-204057/

Open Source is good for Quality



**“Who is going to visit our
Conferences when everything
is publicly available?”**



twitter.com/cgrail/status/624353410893000704



**“How should we keep
vulnerabilities hidden?”**

Eclipse Security Policy

- Reporting
- Discussion
- Resolution
- Distribution
- Disclosure

<https://www.eclipse.org/security/policy.php>



pixabay.com/de/hacker-www-bin%C3%A4r-internet-code-1446193/

Is Open Source Software more secure?

- Possible external Code Review
 - good or bad? iBoot
- No security by obscurity



“How are we going to make money
if our Software is free?”

What should you Open Source?

Google

- Android
- Angular
- TensorFlow
- Chrome
- Go
- 1300+ projects

But not Google Search

Facebook

- React
- GraphQL
- Hip Hop
- Flux
- Parse
- ...

But not Facebook

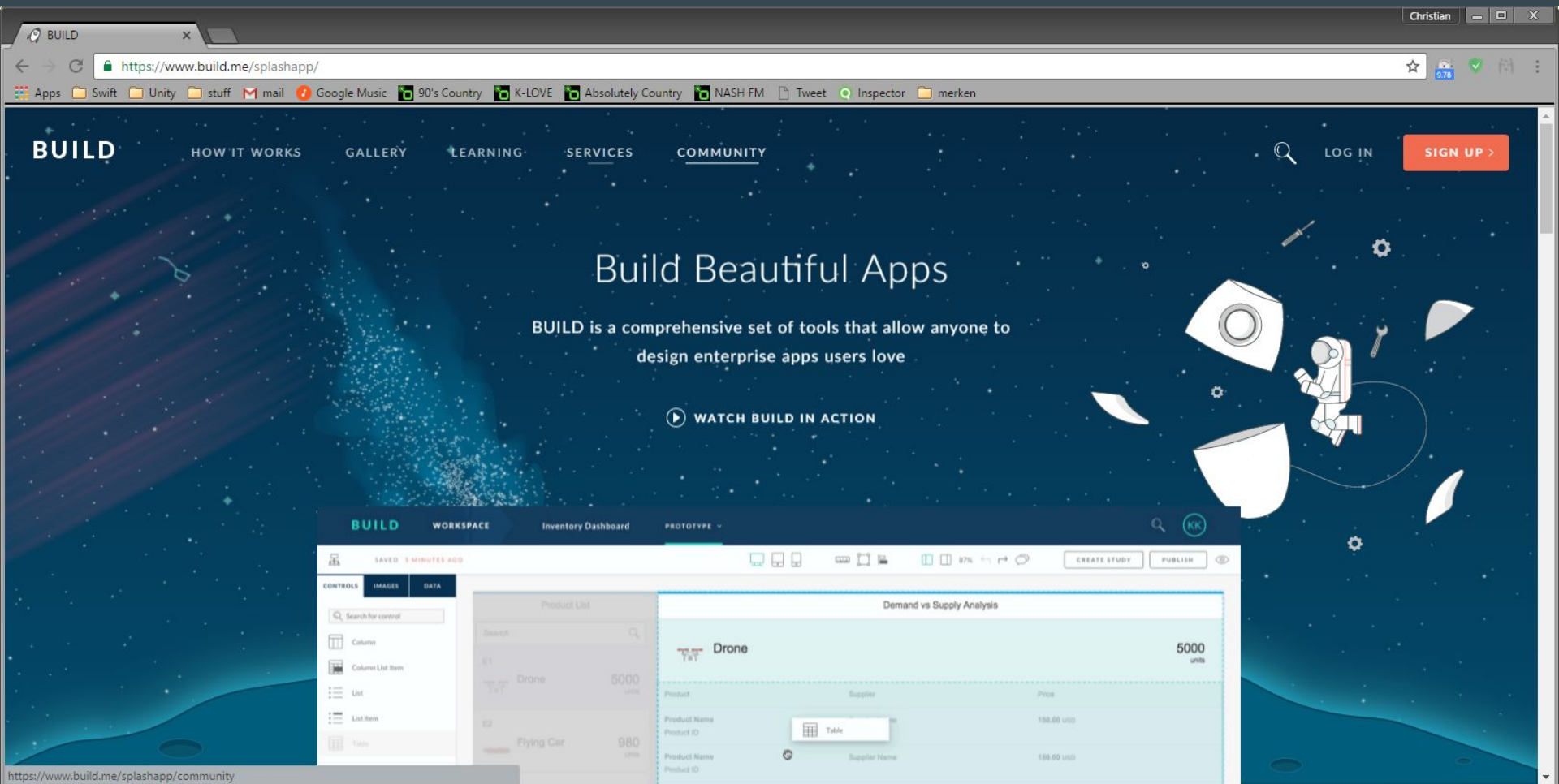
GitHub

- Atom
- Jekyll
- Hubot
- Linguist
- GitLFS
- ...

But not Github

Balance between Money and Community





https://www.build.me/splashapp/community

http://build.me



SAVED 5 MINUTES AGO



CREATE STUDY

PUBLISH



CONTROLS

IMAGES

DATA



Column



Column List Item



List



List Item



Table

USER INPUT



Calendar



Check Box



Combo Box



Date Picker



Date Time Input

PAGES



> Product List

> Parts Detail

Product List

<input type="text" value="Search"/>		
E1	Drone	5000 units
E2	Flying Car	980 units
E3	JetPack	3500 units
E4	Virtual Camera	700 units
E5	SuperSonic Headphone	3000 units
E6	Robot	2000 units
E7	Satellite	3000 units

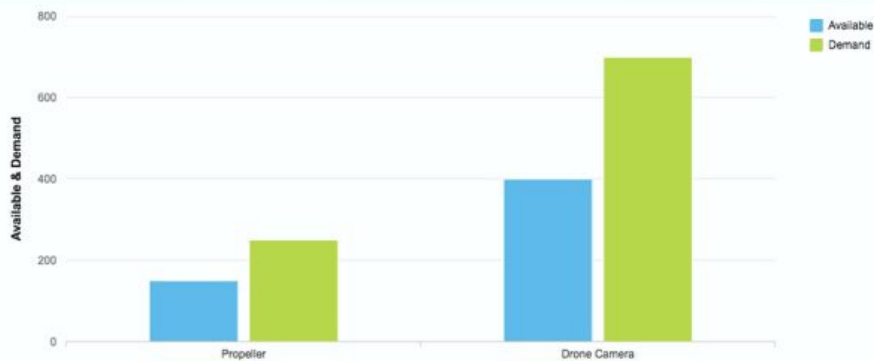
Demand vs Supply Analysis



Drone

5000
units

Available & Demand



Name



Balance between Money and Community





“Our developers don’t want to
show their code to the World”



Amazing Developers
are proud of their work



**“How should we handle all
the thousands of Contributions?”**



Learnings

Learnings

- Open Source early!

Even before you've written a single line of Code

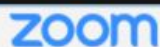
- Respond to issues/questions as if dealing with real customers
- Select the right software license

Microsoft to acquire GitHub for \$7.5 billion

June 4, 2018 | Microsoft News Center

Acquisition will empower developers, accelerate GitHub's growth and advance Microsoft services with new audiences





A 2018 Gartner Magic Quadrant for
Meeting Solutions Leader. Again.



574 views | Oct 11, 2018, 04:39am

Microsoft Just Open Sourced 60,000 Patents, Proving It Really Does Love Linux



Jason Evangelho Contributor ⓘ

[Games](#)

I cover the fascinating worlds of Linux, PC gaming & consumer hardware

- f I'm at a loss with how to properly begin this article because it suddenly feels like we're living in an alternate timeline. One where the behemoth
- 🐦 Microsoft abandons *billions* in patent royalties to prove its love for Linux, open source software and the development community. All of which are
- in sentiments Microsoft previously expressed; ones met with a mixture of tepid optimism and cynical doubt for. But yes, after triple-checking and slapping myself across the face a few times, I can confirm that this is

How to convince your manager to go Open Source?

- Contribute to other Open Source projects
- Don't start with the cash cow of your company
- Try to understand your manager

Thank you



Christian Grail

christian.grail@sap.com

<https://twitter.com/cgrail>

Slides:

<https://github.com/cgrail/opensource>