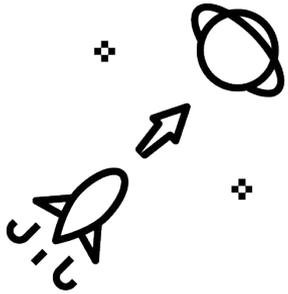


# Open Source Community and Business

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- IT Infrastructure Automation, Architecture and Training
- Puppet, Foreman/Katello, Git and GitLab, Linux HA
- tuxmea (GitHub, GitLab, Slack, Mastodon)



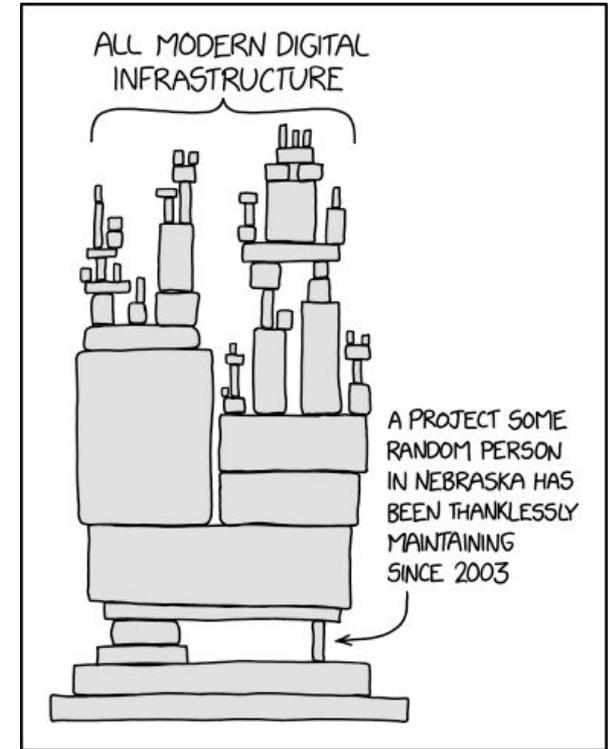
Open Source is THE essential part in IT.

Most stuff we see would not be possible with Open Source.

Open Source allows for standards.

Open Source is usually created in a multi-cultural, multi-lingual, democratic environment.

There is no one big boss or VC.



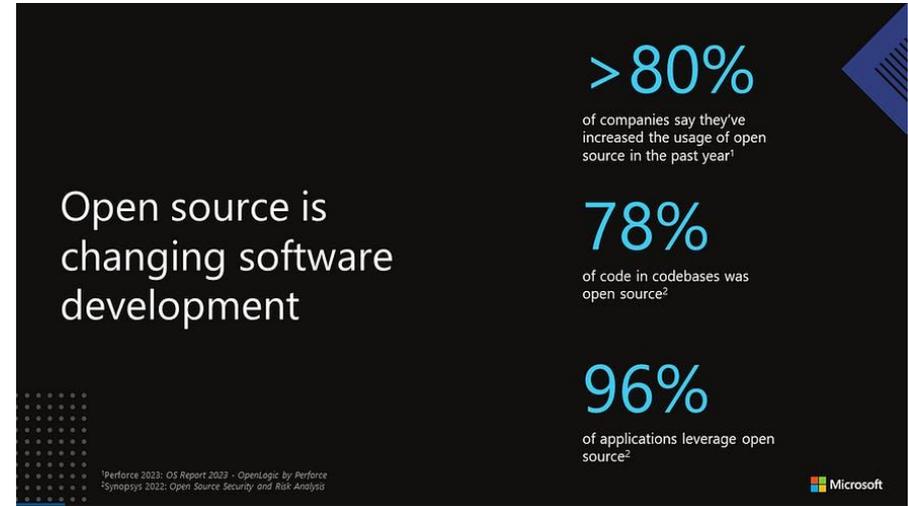
[https://www.explainxkcd.com/wiki/index.php/2347:\\_Dependency](https://www.explainxkcd.com/wiki/index.php/2347:_Dependency)

# Open Source StartUp

In the past decades many things changed in IT.

On every change people come up with ideas and implement these in Open Source.

The companies which founded a project got VC attention and became business.



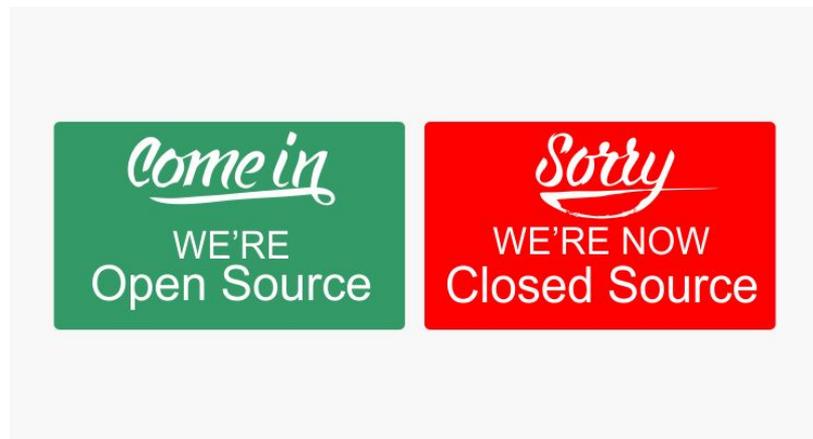
<https://www.thevccorner.com/p/why-companies-invest-in-open-source>

In the past few years many things changed in Open Source.

Business has the need to fulfil VC demands and expectations.

Business closes Open Source.

Community: Please take over!



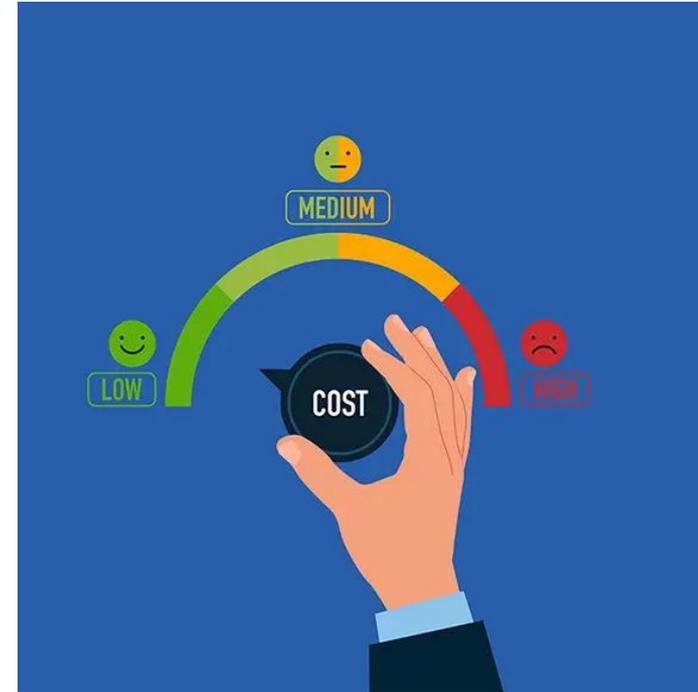
<https://www.linkedin.com/pulse/what-happens-when-open-source-changes-licensing-become-krishna-prasad-x5dmf/>

# Open Source Costs

There are costs, also for Open Source Communities:

- CI Runners
- You want someone to review your code (security, performance)
- You want make it possible for members to attend a conference, even if the \$day job will not cover costs
- You want to run Bounty program
- You want nice stickers!

Can Community become a Business?



<https://craftercms.com/blog/business/the-lower-cost-of-capital-of-open-source-software-companies>

# Open Source and Finance

Open Source is not "free beer".

Open Source needs a proper funding.

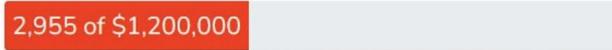
What options does community have related to financial aspects?

2024 Goal:



\$740 of \$18,000

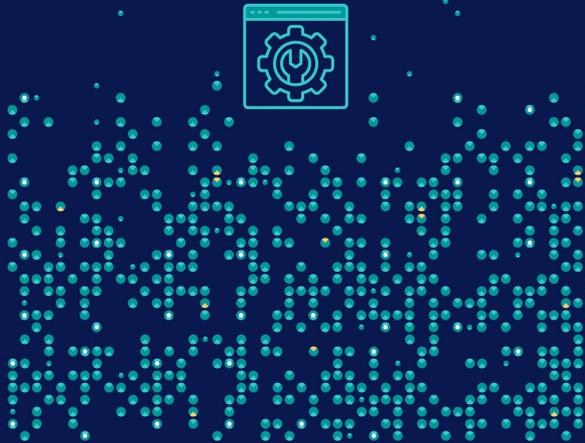
2026 Goal:



2,955 of \$1,200,000

*Thermometer last updated Jan 30, 2026 at UTC 14:01*

<https://ntp.org>



# Why Open Source Community and Business?



# Why Open Source Community and Business?

Open Source is developed in public by people who are interested and engaged.

Companies take Open Source work, change colors and sell it as a product.

Some commercial companies provide resources to contribute and develop together with the community. But not all.

Why should a community act like a business and get their value?



<https://www.linkedin.com/pulse/chapter-6-embracing-open-source-culture-collaboration-muncaster-tgeye/>

# Why Open Source Community and Business?

Open Source developers are the real subject matter experts.

You know the code, you are able to analyse log files, easily.

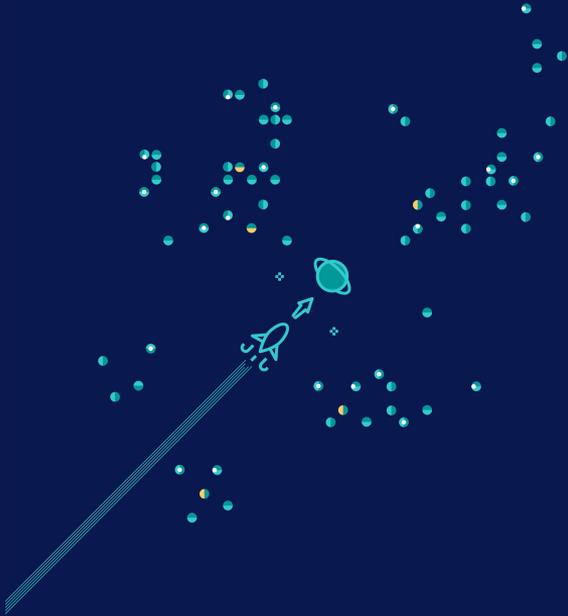
Companies benefit from fast patches, features and releases.

Let's sing:

"You git the code, you got the brains, please make lots of money" (freely adopted from Pet Shop Boys, Opportunities, 1986)



[https://www.reddit.com/r/ClaudeAI/comments/1kzgygc/having\\_just\\_s\\_helled\\_out\\_for\\_max\\_and\\_claude\\_code/](https://www.reddit.com/r/ClaudeAI/comments/1kzgygc/having_just_s_helled_out_for_max_and_claude_code/)



# Open Source Community as Business



A business needs:

- business plan
- bank account
- lawyer (or access to a lawyer)
- customers



<https://www.businessaccountingbasics.co.uk/start-a-business/>

You access your first potential customer.

What is the customer asking for?

- Finance is asking for VAT ID
- Legal is asking for additional documents:
  - extract from the commercial register
  - contract addendums covering local laws (equal pay, minimum wage,...)



<https://www.convergehub.com/blog/make-first-meeting-date-your-potential-customer-valuable>

- Security is asking for:
  - staff history (date and place of birth, residences over the past 10 years, ...)
  - information if one engages with "unfriendly" states
  - signing NDA



<https://www.convergehub.com/blog/make-first-meeting-date-your-potential-customer-valuable>

# Open Source Community as Business

Open Source Community as Business means, that you must be a business.

Business must follow local rules and laws.

Payments are eligible for tax.

Businesses must be registered at government.

Businesses need a legal responsible entity (human or other business).

# Open Source Community as Business is difficult

What kind of business do you want to be?

- non-profit organization or
- commercial organization?

  
SKYE LEARNING

## DIFFERENCES BETWEEN NONPROFIT AND FOR-PROFIT ORGANIZATIONS

FACTOR	NONPROFIT	FOR-PROFIT
Ownership →	None (the public)	Shareholders
Primary mission →	To provide services needed by society	To make a profit for shareholders
Secondary mission →	To ensure there is a surplus (revenues greater than expenses) so the nonprofit can continue its mission	To provide goods and services in a way that sustains the company
Revenue sources →	Contributions, grants, membership dues, program revenue	Sales of products or services, investment income
Workforce →	A mix of paid staff and volunteers	Paid employees
Accountability →	Accountable to the public; must file annual information returns with the federal and state governments	Accountable to its shareholders; must file annual tax returns with the federal and state governments
Tax status →	Exempt from income taxes if 501(c)(3)	Corporation (owners) subject to income taxes

<https://blog.skyelearning.com/7-differences-between-nonprofit-and-for-profit-organizations>



How to get money from companies?

- donations or
- invoices

Most finance departments don't like donations.  
They need invoices.

Some companies don't want to get listed as  
being a donor.



<https://opensource.guide/getting-paid/>

How to pass money to your Open Source developers?

- invoicing?
- how about employees of companies?
- how to pay people from different geographic region?
- "large" amounts of money transferred international must be registered at your local federal reserve



<https://about.scarf.sh/post/how-to-make-money-from-open-source-projects>

# Open Source Community as Business is very difficult

## Summary:

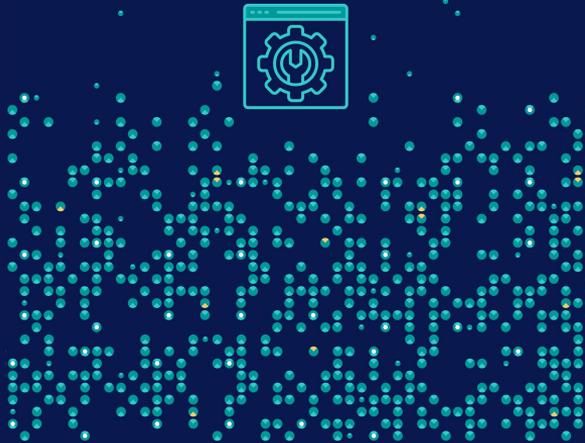
Getting money based on invoices usually means becoming a business.

Some Customers finance departments don't like donations. They need something in return (work hours).

Becoming a business is time and effort (annual financial statements, tax, ...).

And: who owns the code? The Open Source Community or the Business?

Is there another way?



# Open Source Community and Business Partners



Why create a business when there is already business involved in the Open Source Community?

Within an Open Source Community some members work at companies, which collaborate with the Community.



<https://prboutiques.com/how-to-benefit-from-building-community-partnerships/>

Having many partners in different geographic regions is nice.

Carefully choose your Trusted Community Business Partners:

- check for collaboration
- check for sponsoring
- make an agreement with your partner to provide \$\$ to the Community
- create a web page where your trusted partners get listed

## Benefits for Trusted Community Business Partners:

- visibility
- potential source for new customers

## 5 Benefits of Local Business Partnerships



<https://www.gingrapp.com/blog/partnering-with-local-businesses>

Open Source Community Business Partner examples:

Debian: <https://debian.org/consultants> (389 consultants in 53 countries)

Kubernetes: <https://kubernetes.io/partners/> (215 Kubernetes Certified Service Providers)

Vox Pupuli: <https://voxpupuli.org/openvox/support/> (7 companies in EU and US)

Foreman: <https://theforeman.org/professional-services.html> (5 companies in EU)

# Open Source Community and Sponsoring

For sponsoring there are several solutions:

- Linux Foundation - <https://www.linuxfoundation.org>
- SPI Inc. (Software in the Public Interest) - <https://www.spi-inc.org/>
- Open Collective - <https://opencollective.com/>
- GitHub Sponsoring - <https://github.com/open-source/sponsors>

Check with your Open Source Community which one to use.



# Summary



# Summary of the Community aspects

It is possible for Open Source Communities to collect money.

The Open Source Community must be free to choose on what to spend their money for

A business must not be allowed to take control on the Open Source Community.

The Open Source Community must hold all rights.



<https://medium.com/open-collective/money-and-open-source-communities-64b1c2f6aec4>

# Summary of the Community aspects

The Open Source Community can spend money on:

- covering uncovered travel expenses
- a Bounty Program (not only for security, but also for other features and fixes)

Open Source Communities should not pay for:

- GitHub - ask for sponsoring
- Docker Hub - ask to approved OSS badge (must be renewed every 12 months)



<https://github.blog/enterprise-software/collaboration/five-reasons-why-organizations-should-invest-in-open-source/>

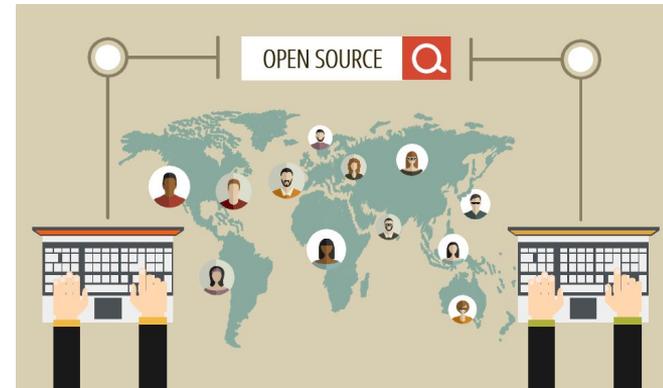
# Summary of the Trusted Partner aspects

Trusted Open Source Community Partners must collaborate. Try to act like one big company - at least towards customers.

Use shared training material. Collaborate on the content.

Open Source Communities can make use of sponsoring.

Financial aspects should be agreed upon and made public.



<https://gongos.com/thinking-post/data-scientists-converting-big-business-to-open-source/>

Open Source Communities can ask for donations prior a new Trusted Community Partner gets added

An idea from my side: increase the donation fee for late-comers. This will give a benefit for early adaptors.

An Open Source Community should insist in Partner support.

## How to Form Local Business Partnerships in 4 Steps



<https://www.gingrapp.com/blog/partnering-with-local-businesses>

Please support your



<https://www.cvhnc.org/how-to-help-someone-with-addiction/>

Thank you

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