DISRUPT YOUR INDUSTRY WITH OPEN SOURCE.

Learn about the role of open source as a fundamental pillar for corporate leaders to shape the future of their organizations and fuel their ‘digital disruption.’
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Open source is now the foundation and bedrock of nearly all software, whether running cloud infrastructure, proprietary software packages, or enterprise systems. The world is now built with and upon open source. There will be no going back.”

- **Tyler Jewell**, leading tech entrepreneur, previously CEO at WSO2 and CEO at Codenvy (acquired by Red Hat)
The Eclipse Foundation is a beneficial partner to us in the open source world. There is great value in being part of it, and the projects are truly changing the world.”

- Todd M. Moore
The business value of open source
Challenge yourself to think ‘open source first’

Are you properly using this critical lever in your toolkit?

From startups to enterprise corporations, cloud infrastructure to proprietary software, virtually every industry, business, organization, and developer is relying on open source. In fact, open source now comprises 80 to 90% of the code in a typical software application.

In addition to the technology, open source principles include transparency, resiliency, community focus, and entrepreneurism - and are among the core tenets enabling business to transform their processes and cultures. This represents a sea-change in the culture of innovation, and in how new ideas and initiatives take form and come to market. Business leaders are always

Can you afford not to get involved?

Open source is about far more than new venture creation and growth – it’s actually the heart of the digital economy for startups and established companies alike. Heavyweights like Google, Netflix, Facebook, GE, and Walmart are among the most active participants in open source. If software is the engine of business disruption, open source is the rocket fuel.
interested in how technology can save them money — and open source can enable those savings. While lowering costs is not a bad reason to take the first step towards change, there is so much more to gain. In companies big and small, participation in open source has emerged as a potent force for competitive advantage.

There is a positive correlation between active participation in open source communities and the success of digital business models in industry sectors as varied as financial services, automotive, mining, and healthcare.

It’s no exaggeration to say that embracing an open development model can fundamentally shift the culture of an organization. It can also help business leaders acquire and retain top talent as developers appreciate the flexibility of open source and their ability to innovate freely.

Despite all the benefits, there remain organizations who do not contribute to open source communities. This may have been understandable a decade ago, when most leaders weren’t sure if it was a worthwhile investment. But now that open source has moved to the center of innovation as the core approach, companies are realizing they can’t afford not to have a voice — and influence — in the open source ecosystem.

In fact, open source has become the first choice for entrepreneurial business leaders looking to scale up and grow with software.

Open Source has moved to the center of innovation as the core approach.
and digital innovation as their foundation. And with good reason, as the community rallies together to collaborate and shape open source software platforms, access additional marketing programs and support, influence strategy, access exclusive networking opportunities with leading organizations, and show customers that they are ahead of the curve — in full control of their DX strategy.

As technology swiftly evolves faster than the ocean tides, the open source community can become a navigation system steering you in the right direction. If your organization isn’t thinking ‘open first,’ you may miss the boat and float adrift at sea.

It’s time to insert positive disruption into your own business and take advantage of the transformational benefits that an open source foundation can offer.

Where is your organization headed?
Open source to fuel your digital disruption

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Business rewards of the “virtuous cycle”

The cost of innovation can be high. The time and talent it takes to move the needle in a major way can also be costly — and sometimes prohibitive. It can, and often does, hold back some businesses from opening a new door and evolving the way they want and need.

Yet there is an even bigger reward than expected on the other side. Something special happens when talented groups of people come together to ideate and innovate. There is a spark that ignites and fuels an open source collaboration, which can lead to significant outcomes not otherwise possible. This collaborative passion between top programming minds can open even more doors for everyone involved.

Many business leaders may not realize the value of the virtuous cycle that happens when their developers engage in open source.

When your talented team of developers is encouraged to embrace open source, their contributions (and by virtue, your organization’s contributions) are valued by the community. This makes it easier to get changes into the upstream code base. Your team will able to build on top of these open source stacks, and this community-driven approach allows everyone to raise the playing field together so they can leverage the best of each other’s thinking. In plain terms, that means that you’ll be able to get to a robust, intelligent solution for your business more quickly.

You’ll find that the door to open source is already ajar at your organization. Whether you know it or not, your IT staff have already been using open source to solve problems every day to keep your business running.

55% of companies are shipping commercial products based on open source. *(Source: TODO)*

100% productivity improvement seen by firms contributing to open source. *(Source: Harvard Business School)*
Generally, businesses pick up velocity when they’re part of the virtuous cycle of open source. Developers are out there, engaged, and know what’s going on. Participation means they can make and save their changes, and help guide their organization with technologies that are going to help them run their business and build their infrastructure.”

- Todd M. Moore
Open source isn’t only about building better software. It’s an engine for organized, digital disruption. Open, transparent, community-focused, and collaborative development processes, principles, and culture enable the agility and framework needed to support your business’ digital transformation initiatives.

**The collaborative ecosystem that underpins open source enables a single company to compete at the rate and scale of disruptive innovation.** Participating organizations don’t just share and perfect code, they also combine the best practices and foster industry collaborations that fuel their digital transformation. This puts them in a position to become disruptors and innovators.

Collaboration is essential to competitive advantage. Long ago, industry leaders such as Amazon, Bosch, Google and many others with deep pockets realized that delivering sustainable software innovation at scale required an economic investment that is unlikely to be shouldered by one company alone.

Businesses that have vast resources are still opting to partner with other industry players on technology that powers their business — even with their fiercest competitors. Why? Namely, it frees up resources that allow them to focus on differentiating features and delivering service offerings that fuel growth. That same spirit is what drives open source.

With open source, even rivals become the best of collaborators, pooling their resources to create enormously valuable code. At the Eclipse Foundation’s openMDM Working Group, BMW Group, Daimler AG, Volkswagen Group of America, and other automotive OEMs and supply chain partners collaborate on open technologies for the management of standardized measurement data. In the cloud space, Alibaba, Amazon, Google and Microsoft are members of the Cloud Native Computing Foundation. They have all realized the benefits of sharing the load on development of core tech, freeing their talent to focus on strategic and differentiating capabilities.
Being a disruptor generally means that you have to move very quickly. You don’t develop all of the technologies that you’re employing. You’ve got enough mastery over them to quickly be able to assemble them. You’re using automation and deployment strategies that allow you to rapidly cycle through the code. What you start with and what you end up with at the end of the string can radically change.”

- Todd M. Moore
Leverage every open source benefit
Driving your goals

As a business leader, you likely have specific goals and metrics locked in your sights. Taking advantage of open source benefits allows you to hit key targets. By pooling development efforts, participants can save on headcount expenses, lower development costs, and mitigate business risk by accelerating the market adoption of technologies and standards.

**Most of all, you gain abilities to further grow your revenue, either by applying open source technologies within your business or using it as a foundation for products and services.**

No matter what stage of business you’re in, open source products will greatly enhance the speed of distribution and adoption compared to proprietary vendor solutions. When launching a new product, service, or solution in the marketplace, the faster the better.

It adds up.

*Without open source, you may not just lose time, but you can also lose money. Proprietary vendor costs can add up more quickly — factoring in the expenses related to their marketing, sales, and product delivery — which in turn, raise the price to end customers. Those proprietary vendors also need to walk customers through software evaluations, which further adds to costs.*

*With open source, enterprise customers, in particular, understand that the software comes with freedom of access. The enterprise does their part to evaluate the software before even making contact with the vendor. This can lower the cost of sale for open source software vendors.*
Open source has the ability to open up and accelerate markets by setting de facto standards. Every company, whether they mix cement, make cell phones or manufacture high tech devices, depends on open source for the transformations that they’re going through in their own industry — because every business these days is being disrupted by technology.”

- Todd M. Moore
Open source business benefits

**BETTER DECISIONS**
Building and sustaining an open source community is a clear sign there’s a market fit for a project, along with people committed to its success and software that ultimately reflects shared values. Developers also highlight which software they deem worthy of your consideration based on how much time they spend on a project.

**FASTER INNOVATION**
Open source, through its development processes and governance practices, and its legally accessible components and libraries, is simply the best way to develop enterprise-grade software more quickly. Even if you wanted to spend more money and do it in-house, you would not be able to reach your destination as rapidly.

**SECURITY**
With mass adoption and more members making constant improvements in open source, security risks are reduced over time. This increased safety helps instill a higher level of confidence from a business perspective.

**FLEXIBILITY**
Without requiring explicit permission from the original authors or copyright holders, you are free to customize open source software to suit your unique business needs. This allows organizations to solve problems specific to their business or industry and share the solutions with the community.

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TRANSPARENCY

Everything is truly out in the open, including the governance, development, and maintenance of open source. For adopters, this increases their confidence that the quality, direction, and capabilities of the software will meet their needs and expectations. Participation allows more freedom. By contributing to projects that underlie a commercial solution, customers gain influence over future releases and participate in a more transparent development process of the commercial product.

TALENT ACQUISITION AND RETENTION

Organizations can attract new talent including software engineers. When building commercial solutions, you gain improved software quality and can incorporate the knowledge of the industry’s best minds — without the expense of having them on payroll. In turn, developers benefit from the community feedback, testing, and code contributions made to the open source projects, ensuring their skills remain relevant for the next generation of technology.

DIVERSITY

An active open source community brings diversity and inclusiveness, which comes with a shared sense of values and mutual understanding as members collaborate. This diversity is beneficial to making software better and more sustainable.

SOCIAL RESPONSIBILITY

Active participation in open source enables organizations to promote their accomplishments and demonstrate their good corporate citizenship through contributions to open source projects.

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Becoming an ent<open>eur™

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The rise of the entr<open>eur

Entrepreneurs by definition are innovators who take deliberate risks to drive business growth. Today’s successful entrepreneur is leveraging all that open source has to offer, and is disrupting industry with their open source strategy. The Eclipse Foundation calls these innovators entr<open>eurs.

Being an entr<open>eur is about letting go of old paradigms and seeing around the corner. It’s about leveraging the shared power of collaboration, meeting and working with partners — some who may be your competitors, some who may be your next best partner. The model of open source, how it’s developed, how it’s shared, and how it’s used, is conducive to modern innovation. It’s about nurturing a culture of innovation and getting to market more quickly.

Today’s entr<open>eurs already understand the value of participating in open source to develop customer-centric products and services faster, mitigate risk, hire talent, and keep the best people to gain a competitive edge. They recognize the freedom of open source, the scalability, the ability to innovate, and the ability to collaborate. They see the intrinsic value of core open source principles like transparency, community-focus, inclusion, and collaboration for building customer-centric strategies and cultures.
Entr<open>eurs are leaders in a cultural shift that is seeing significant advantages go to those who are able to move confidently under the collaboration model.

But being a successful entr<open>eur requires adopting and integrating open source “the right way”. Key decisions, many taken very early in the business cycle, can have a dramatic impact on the long-term success of the entr<open>eur. These decisions include the choice of licensing, participation in open source communities, and the choice of software distribution and packaging models.

Today’s entr<open>eurs already understand the value of participating in open source to develop customer-centric products and services faster, mitigate risk, hire talent, and keep the best people to gain a competitive edge. They recognize the freedom of open source, the scalability, the ability to innovate, and the ability to collaborate. They see the intrinsic value of core open source principles like transparency, community-focus, inclusion, and collaboration for building customer-centric strategies and cultures.
Yes, I am an entr<open>eur

Having an entr<open>eur mindset is more than just the software and technology that drives your business. It’s also about your organizational culture and the processes that connect all teams together. The bottom line for entr<open>eurs such as yourself is that you don’t have to reinvent the wheel to propel your business. You can maintain what works for your organization, then focus the right energy on differentiating your business through new products and services built using open technologies and approaches.
Every startup today uses open source. They don’t go to a venture capitalist and say, “I need half a million dollars for a content management system license.” Entrepreneurs already understand the value of open source in terms of being able to leverage it to do something new.”

- Deborah Bryant, Senior Director, Open Source and Standards, Red Hat
Being part of an open source community provides several benefits to an entr<open>eur:

**ACCELERATE INNOVATION THROUGH OPEN COLLABORATION**

Entr<open>eurs share costs and innovation, especially on projects that represent core capabilities 'below the value line.' This allows them to focus their resources on rapidly building differentiated features that customers value most.

**SAFEGUARD INVESTMENTS**

To protect their strategic investments, entr<open>eurs will participate in defining priorities for advancing the technologies they care about. They will not leave the features, quality, and sustainability of important technologies to others — or to chance.

**MITIGATE BUSINESS RISK**

Entr<open>eurs benefit from ensuring they comply with antitrust laws and export regulations while sharing intellectual property and embedding clean intellectual property into their commercial products and service offerings.

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‘Pay it forward’ – with benefits

The open source community creates an opportunity to give back and pay it forward, which is a fundamental principle of the ecosystem - and is also to your own direct benefit.

If the technology plays a role in your business, then being part of an open source foundation is an investment in the quality and sustainability of the projects you rely on. This pay-it-forward model depends on people giving back, either through upstream contributions or membership in a foundation.

The larger the community, the better the chances of sustainability of its projects. A critical requirement for any production software, and the sustainability of open source is greatly dependent on not only entrepreneurs getting involved, but corporate entities that bring financial stability to its organization and the developers who contribute their time. Giving back to the community increases your company’s reputation and good standing, with positive spinoff effects.

A community brings diversity and inclusiveness – making a piece of software better. That’s the biggest takeaway. People only form a community when they have a sense of values or shared understanding. So there’s a sense of sameness there.”

- Tyler Jewell

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Shape your future with the Eclipse Foundation
You can decide the future of open source

If you’re an entrepreneur who’s ready to take a seat at the open source table, but you are yet to be formally involved in an open source community (or may not yet have a great deal of experience in open source), it’s time to join an ecosystem that can help you propel your business.

The Eclipse Foundation is the home for entrepreneurial open source.

Valued by millions of developers across the world, the Eclipse Foundation’s vision is to be the leading community for individuals and organizations to collaborate on commercially-friendly open source software. Its unique governance model is focused on fostering industry collaborations that fuel open innovation.
Our unique approach

We are *community driven, code first, and commercial grade*.

Over the last 15 years, we have earned our developer-driven and business-friendly reputation by providing a home for open source projects proven to deliver high quality, scalable, and sustainable code that enterprises can use to build commercial products, grow revenues and drive market adoption. Business value and profits can then be reinvested in Eclipse projects and our developer community.

Key to our approach are the Eclipse Working Groups, which provide an open and vendor-neutral governance framework for individuals and organizations to engage in collaborative development for specific technology domains.
The Eclipse Foundation has a rich history of being an industry disrupter in an integrated development environment. It distinguishes itself in its long history and deep roots with large industry players. The Foundation has really been driven by engineers for engineers, but also as an honest broker of discussions with the business of these big companies that are doing very large-scale projects.”

- Deborah Bryant
Foundations get you closer to your customers.

Becoming a member of an open source foundation is good for your business — and your customers. By participating in open source, companies can let their customers have a real voice and influence the trajectory of development. The relationship becomes more organic, collaborative and bidirectional. There is a true mutual benefit.

Regardless of size or industry, businesses are embracing customer-centricity using technology for better competitive advantage. They can offer new and existing services in innovative ways while also reducing costs.

The collaborative development that is core to open source helps mature industries such as telecom and automotive adapt to the commoditization of traditional differentiators and declining margins as disruptors change the landscape. Even smaller companies and startups can level the playing field to compete with large incumbents to disrupt markets and create new ones.

In addition to greater intellectual property protection and freedom, participation in open source foundations allows you to get valuable, direct feedback regarding projects that your business depends on, more help in problem-solving, and most importantly — allows you to create a solid base and stable future for your business dependencies. Rather than being locked into a vendor, you’re organically supported and enabled by a community supported by the foundation.
Although there are unmistakable benefits of membership in an open source organization, some companies get by without joining — for now. So why don’t all businesses immediately join foundations?

Not all open source is created equal. The business decision to join a foundation is often driven by the specific project and its value to the company. A short-sighted approach will action open source in an unregulated, ungoverned environment. You may achieve a short-term result, but your ability to protect yourself as internal and external needs evolve will be lessened.

By having a standardized, industry-tested framework and a home for your project, you can ensure that you are protected for the longer term, and benefit from the agreed standards and best practices of the community. You can also play a role in influencing those standards.

Entrepreneurs benefit from investors and customers immediately recognizing the integrity of your processes, your investment in ensuring appropriate IP rights, and your adherence to industry practices by virtue of you hosting your projects with a foundation such as Eclipse Foundation.
We’re headed to a world of DevOps where we are removing the barrier between development and operations, which creates much greater participation from everyone. Open source is showing people how to transform their businesses. You can propel your whole infrastructure forward at a rapid pace if you embrace the technologies and the practices that go with joining and being a part of this organization.”

- Todd M. Moore
The strategic value of joining a foundation
The security of governance with the freedom of open innovation

*Your participation with the Eclipse Foundation helps decide the future of your open source investment. Your contributions matter and the governance processes ensure your voice will be heard.*

Even if you’re sold on the technological merits of open source, some questions and a little trepidation could remain before you join an open source organization. Most of all, where do you start if you want to use it as a backbone to accelerate your business?

As noted, a common and understandable concern from your teams may surround the risks and protection of your intellectual property — and you’re not alone. The Eclipse Foundation has Contribution License Agreements in place for all community contributors that ensures protection for both the contributors and the users. Eclipse Foundation has full-time professional staff who work diligently to ensure that the code which ships from Eclipse can be included in proprietary projects. (Learn about the Eclipse Foundation [IP Process](#).)

Some businesses worry their developers might get lured away to competitors because of exposure to industry players that are part of the open source community. The truth is that open source participation helps with retention – talented developers enjoy innovating in a collaborative open source environment. You’ll increase your organization’s cachet by offering participation in a wider open source community.

Organizations may also be concerned about the long-term aspects of maintaining the code. And overall, they’re unsure how to take advantage of true, upstream open source development. This is where community comes in. You’ll never be isolated or beholden to a single vendor. You’ll gain access to the thinking and best-practices that will keep you on forward footing.
The Eclipse Foundation is well suited for enterprise open source. Beyond community, the Eclipse Foundation mandates requirements for the software development process, which provides a stronger level of IP certainty for the code that is written or used by projects within the Foundation. This, in turn, gives enterprises that adopt Eclipse Foundation projects fewer legal risks and lower filter for internal reviews prior to formal adoption.”

- **Tyler Jewell**
The Eclipse Foundation aims to strike a balance by having a helpful blend of enough governance to make a project successful, while remaining cost-effective for your business.

This is where the Eclipse Foundation truly shines and provides you and your team extra value:

GUIDANCE FROM YOUR PEERS
Seasoned members have been in your shoes, so they can guide newcomers starting their journey into open source.

INFLUENCE THE CODE
The more a business participates, the easier it becomes to get changes into the upstream code base that will propel your business in combination with other things in the open source stack.

OPPORTUNITIES TO GIVE BACK
If you’re only just establishing operating principles for how you’re going to consume open source, the contribution aspect can be a mystery. However, once you embrace the Eclipse Foundation and its unique Working Group model, you become part of that virtuous cycle that benefits your business.

KNOWLEDGE IS POWER
Businesses pick up velocity because their developers are engaged and know what’s going on. Developers are also happier because they’re no longer pigeonholed into one project. Instead, they have a role to guide their organization through technologies that improve business operations, build infrastructure, and even create new products and services.

TECHNICAL FEEDBACK
The Eclipse Foundation benefits business by providing direct feedback on technical projects that organizations depend on in their strategic transformation. The foundation also provides access to skills that help members solve problems.

STABILITY
By getting involved in the Eclipse Foundation and the open source community at large, you’re creating a stable future for the dependencies of your business has while eliminating reliance on a single vendor. Rather, you’re relying on the community, and you’re helping that community maintain that code.

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Open source in action:  
The evolution of cloud native Java

*When an entire industry comes together, that collaboration can be extremely powerful.*

Such is the case with the evolution of Java EE — the de facto platform for enterprise systems — to support multi-cloud, containers, microservices, serverless, and other digital transformation-related capabilities.

The world’s leading innovators in Java, including Fujitsu, IBM, Microsoft, Oracle, Payara, Red Hat, SAP, Tomitribe, and many others, are collaborating at the Eclipse Foundation to advance enterprise Java technologies to support the migration of mission-critical applications to the cloud. Initiatives like Jakarta EE, Eclipse MicroProfile, Eclipse OpenJ9 and Eclipse Che offer a path for migrating Java EE legacy applications to a standard enterprise Java stack for a cloud native world.

Within the vendor-neutral environment provided by the Eclipse Foundation, a global developer community is directly influencing the platforms, runtimes, tools, and frameworks that will extend their existing Java skills to building containerized applications on Kubernetes and beyond.
The work that the Eclipse Foundation is doing to support the Java version of microservices, which so many companies have a tremendous amount of skill in already, is essential and all companies can join the virtuous circle of development.”

- Todd M. Moore
Working Groups:
Your path to enterprise-grade innovation

The Eclipse Foundation has embraced a unique Working Group governance model that distinguishes it from other open source communities. Eclipse Working Groups enable organizations to combine the best practices of open source development with a set of services required for open innovation so they can foster industry collaborations.

Community is naturally the heart of the Eclipse Foundation, which it supports through active marketing and promotion of its Working Groups and the wider ecosystem. Activities include cooperative marketing events, community conferences, online resources, bi-annual meetings for members, and other programs to promote the entire Eclipse community.

"The more you get involved, the more you’re part of driving the foundation. By participating directly in the committees and taking part in the sponsorship opportunities, you help bring all user’s requirements together into those projects. You shape them and make sure that what they produce has value, which accelerates your business and your opportunities. As a result, you’ll become an important player and others will want to work with you.”

- Todd M. Moore
Play to win — safely.

Eclipse Foundation employs a vendor-neutral governance structure with a set of bylaws, processes, and policies that guide Working Group collaborations. Every member participates based on their contributions and merit, and no single individual or organization has any special status or veto.

This governance model enables organizations to freely collaborate on new technology development. Members have been able to help improve the supply chain of software development tools in specific industries, create new platforms to increase interoperability among organizations, and increase their use of open source technology.
Today’s entrepreneurs recognize the freedoms that are forwarded through the uses of open source, the scalability, the ability to innovate, the ability to collaborate.”

- Deborah Bryant
The amount of investment needed to create the modern software innovation with open source could never have been shouldered by a company operating individually.

The Eclipse Foundation estimates that the roughly 195 million total physical source lines of code in Eclipse repositories represent a $10 billion shared technology investment by their community. Over the last 15 years, thousands of developers worldwide and member sponsors like Bosch, Broadcom, Fujitsu, Google, IBM, Microsoft, Oracle, Red Hat, SAP, and hundreds more have collaborated under the Eclipse governance model to drive shared innovation and create value for all stakeholders.

Our impact: open innovation at industrial scale

- **COMPETITION LAYER**
  - Commercial Adopters focus resources on rapidly building differentiating features

- **COLLABORATION LAYER**
  - Technology Procedures jointly define roadmap and build core capabilities

- **GOVERNANCE LAYER**
  - The Eclipse Foundation provides an open, vendor-neutral development platform to enable collaboration

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Why consider joining the Eclipse Foundation?

Organizations join the Eclipse Foundation because they want to take an active role in supporting sustainable, commercializable open source technologies that benefit all and to demonstrate the value of those open source technologies to the success of their businesses.

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<td>• <strong>Prosper</strong> by sharing open source commercialization best practices with industry peers</td>
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<td>• <strong>Promote</strong> their accomplishments and demonstrate their good corporate citizenship through contributions to open source projects</td>
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The massive shared code investment by the Eclipse community is a testament to the power of collaboration. Hundreds of organizations and thousands of developers globally have contributed to the creation of billions of dollars of software value for the ecosystem to leverage. The Eclipse Foundation is proud to support these collective efforts.”

- Mike Milinkovich, Executive Director, at the Eclipse Foundation
About Us

The Eclipse Foundation is a not-for-profit organization supported by more than 275 member organizations who value the Foundation’s unique Working Group governance model, open innovation processes, and community-building events. The Foundation provides a global community of individuals and organizations with a mature, scalable, and business-friendly environment for collaboration and innovation. It is home to Jakarta EE, the Eclipse IDE and more than 360 open source projects including runtimes, tools, and frameworks for a wide range of technology domains such as the Internet of Things, automotive, geospatial, systems engineering and many others.
Are you ready to take the next step and leverage open source for your organization?

We’re ready to go there with you, and an entire community of innovators is waiting to meet you.

To get started or to learn more, visit entropeneur.org or email us at membership@eclipse.org

We’ll be happy to answer your questions and take you through the steps to get involved, or connect you with other members and projects that may be of interest to you.

We know that once you experience the power of open source for your business, you’ll never look back.

Are you an entr<open>eur driving business transformation and growth leveraging open source? Follow us on Twitter @EclipseFdn and share your open source success story using #entropeneur.