

The Business of Open Source

Open Source Powers the Digital Economy

In the era of digitalization, all companies are becoming technology companies with open source software fueling transformation at scale.



Open source is a **core building block** of the customer-centric technology strategies of many leading firms



Adoption drivers for open source include **increased agility, accelerated time to market, and superior interoperability**



Organizations increasingly **collaborate** in open source communities to **gain a competitive edge**



Industry leaders leverage their participation in open source foundations to collaborate on **commercializable and sustainable technologies** while **managing risk**

Open Source Venture Investment

The open source software space continues to see strong acquisitions, IPOs, and private financing activity.

\$35.0B

Acquisition of Red Hat by IBM is the largest software acquisition in history

\$46.8B

Spent on acquiring open source companies in 2018

Source: medium.com

Open Source at Work

55%

of companies are **shipping commercial products based on open source**.¹

72%

of companies use open source for **non-commercial or internal reasons**.¹

55%

of companies **leverage open source in production**.²

65%

of firms are **contributing to open source projects**.²

100%

productivity improvement is seen by firms contributing to open source.³

55%

of developers **contribute to open source software**.⁴

Developer Adoption vs. Corporate Participation



75% of developers use open source in their jobs. The number one reason for being involved with the open source community was to learn and improve coding skills.⁴

Only 18% of companies are a member of an open source foundation and 75% said their company invests \$1,000 or less every year in donations to open source.⁴



1. Source: TODO Group
2. Source: opensource.com
3. Source: hbswk.hbs.edu
4. Source: digitalocean.com

The Importance that a Project is Associated with an Open Source Foundation

Not important

17%

41%

Important

Neutral

42%

Source: Eclipse Foundation Brand Survey 2018

Top 5 Benefits of Open Source Foundations for Open Source Projects

1



Quality of software

2



Sense of community

3



Vendor-neutral ownership

4



Strength of intellectual property protection

5



Suitability for commercial adoption

Source: Eclipse Foundation Brand Survey 2018

The Role of Open Source Foundations



Open source is like oxygen or water. **It's free and everywhere, but we all need someone to ensure its quality and sustainability**, so that life can flourish.



Membership in open source software foundations enables companies to ensure that the critical technologies that they – and their customers – rely on will not only **survive, but thrive, and keep up with evolving uses cases, requirements, and commercial opportunities**.



Foundation membership **allows companies to demonstrate their good corporate citizenship** through contributions to open source projects



That's the role played by the **Eclipse Foundation** in **providing the community-driven governance, processes, and infrastructure that enable open collaboration and innovation** for the benefit of all.

To learn more about entrepreneurial open source visit **entropeneur.org** or connect with us at **membership@eclipse.org**.

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