giz

Table of content and course description of the course FOSS Bridge EU - Vietnam: Joint Business through Free & Open Source Software

Title	**FOSS Bridge EU- Vietnam; Joint Business through Free & Open Source Software**
Description	The main objective of the module is to support Vietnamese SMEs and intermediaries to build capacity on open source regulations and business models. This is to be performed as a high-level training package, which leverages lessons learned from European and international open source organizations, academic research on open source ecosystems and EU funded projects on open source communities. At the end of the trainings, attendees are expected to have acquired up-to-date key notions about open source projects and communities, underlying technical and regulatory aspects, common business models and best practices for developing an open source strategy, on a user or provider side. The training material (slides as PDF and ODT files) "**Open Source Regulations, Licensing and Business Models, Open Source Development & European Best Practice as well as design of Training Activities**" covers the following topics: • Introduction to FOSS, Definition, History and Culture • Intellectual property and FOSS-licenses, copyright • FOSS Communities • FOSS Usage Models • FOSS and Business Models • FOSS and Innovation strategies, open innovation • Barriers to open source adoption • Introducing open-source best-practices criteria • Interoperable Open-Source-Based Architecture, Open Standards • FOSS Forges • Why and how to build from the source code • Open-source version control with Subversion Free/Open source software brings disruptive methods in the software development process. Over 20 years after first <<free software>> licence was issued, F/OSS has penetrated virtually all segments of the software industry. This licensing scheme leverages unique properties of software as an information good to enable large scale collaboration in communities who span the entire planet. Enterprise users learnt to appreciate the quality and flexibility brought by F/OSS. On the supply side, demand triggered the growth of an ecosystem of technology and service vendors. Through various business models, F/OSS players eventually find their place in a broader open innovation landscape.
3. Learning Objectives	FOSS -Bridge offers training and information on technological regulations to intermediary and SMEs in the field of FOSS in Vietnam. The focus lies on establishing innovative business models for potential use in Vietnam, providing crucial knowledge on regulations and requirements to access the European marketplace.The transfer of know-how is one important basis of the FOSS philosophy and is the key idea behind FOSS-Bridge.

	- Understand fundamentals of software protection and licensing - Become familiar with free/ open source culture and debunk commonplace misconceptions - Get acquainted with main free/open source licenses - Understand the place of free/open source software in the business - Understand the links between licensing and business models - Be able to set up an open innovation strategy based on free/open source software - Understanding benefits and drawbacks of open-source project involvement - Knowledge of open-source community organisation principles - Developing skills for alternative thinking of IT system requirements - Understanding the nature and functions of tools for open-source communities - Awareness of what an open-source 'Forge' may provide - Knowledge of major open-source platforms policies and procedures - Understanding possible strategies for launching a project - Awareness of the multiple facets of open project leadership - Understanding concepts and rationales behind open software architectures - Understanding of how collaborative tolls contribute to project management
Target Group	**Target groups:** Intermediaries of the Vietnamese IT-sector in the field of software development as well as small and medium-sized enterprises in the field of information and communication technology
Length of units	Pillar 1 WS1: 17 - 22. April 2008 (7 Tagen) Pillar 1 WS2: 30. June – 5. July 2008 (5 Tagen) Pillar 1 WS3: 10- 15. Nov 2008 (5 Tagen)
Table of content	**Activity 1 : Training on open source regulations and business models** Trainer: François Letellier Dates: April 17,18,21,22. 2008 - Module 1: Regulatory frameworks - Module 2 : Business Models **Block 1: 5 statements about FLOSS** • Our societies are entering the digital age • Material and immaterial goods are fundamentally different • The economy of software is somewhat different of that of tangible goods • FLOSS makes economic sense for software • Myths and truth about free / open source Software **Block 2:Intellectual property and licenses** • General regulatory framework of software protection • International and national regulations • « Intellectual property » patents, trademarks, copyright • Reminder on proprietary licenses **Block 3:FLOSS history, background, culture**

• FLOSS history, background, culture
• Who's who - opinion leaders

Block 4: Free and open-source licenses
• What's « free software »
• What's « open source software »
• What's « copyleft » and what it's not
• What's neither « free » nor « open source »
software

Block 5: Details of FLOSS Licenses
• Study FLOSS licenses in details
• Consider issues about compatibility between licenses
• Discover free documentation licenses

Block 6: FLOSS Communities
• Typical FLOSS communities
• The hacker and FLOSS culture
• Profile of the community members

Block 7: FLOSS Usage Models
• Getting aware of FLOSS usage
• FLOSS / proprietary mix
• FLOSS usage models
• How to decide on a usage model and select FLOSS

Block 8: Business Models
• What a « business model » is
• How companies build a commercial offers

Block 9: FLOSS and Business Models
• FLOSS business models
• Link between licenses and business models
• How to evolve towards a FLOSS business model

Block 10: FLOSS and Innovation
• How FLOSS may be used in an innovation
strategy
• Principles of « open innovation »
• More business models, using FLOSS
• And hints for building the case of a corporate open innovation strategy

**<u>Activity 2 : Training on open source development and European best
practices</u>**
Trainers : François Letellier & Christophe Ney
Dates: June 30 to July 5,2008

- Module 1 : Project Organization and Life Cycle
- Module 2 : Developer and User Communities
- Module 3 : Interoperability and Open Standards

- Module 4 : Collaborative Tools

Block 11: Barriers to open source adoption
• Motivations for adoption of FLOSS in the enterprise
• Barriers to adoption of FLOSS
• Ways to deal with them
• How they bring business opportunities

Block 12: Introducing open-source best-practices criteria
• Criteria for selecting FLOSS projects
• Overview of some assessment/evaluation methodologies

Block 13: Interoperable Open-Source-Based Architecture
- What are Open and close systems
- Interoperability principles
- Needs for Technical Standards
- Certification Processes
- Rôle of FLOSS in Interoperability

Block 14: Discovering the potential of F/OSS Forges
- Open-Source Forges
–What they are
–Where they come from
–What you can do with them
–Where to find them
– How to find your way on them

Block 15: Coherent and effective use of F/OSS Forges
- Open-Source Forges
– How-to create your own project on them
– How to reconfigure your project
– How projects are managed by Forge Admins
– How to make efficient use of Forge features
– To communicate
– To share results
– To organise work
– To mesure progress

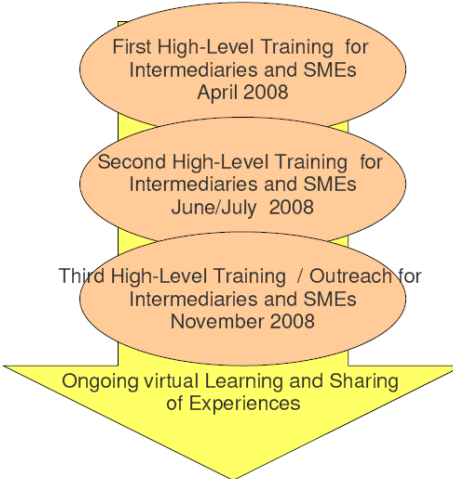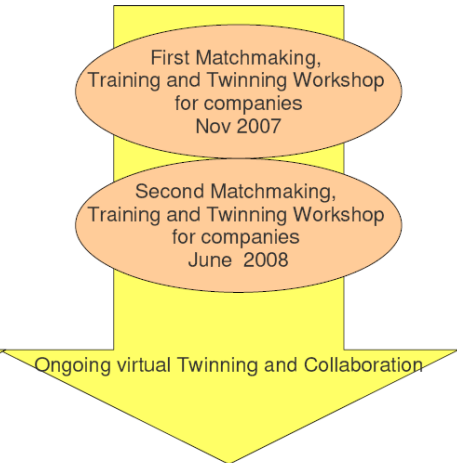**Block 16: Why and how to build from the source code**
• Why should one care about software source
code?
• What is the overal process to retreive FLOSS source code and produce
software package
• What are the specifics of Open Source Build Systems such as Make,
ANT, MAVEN, Eclipse and Continuum.

Block 17: Open-source version control with Subversion
• What the reality of open-source code
management for the developers is.
• How can one effectively manage third-party open source code
• What are the available open source tools

	• How can subversion help in this task **Block 18: Lab** • The FossToday news portal will enable users to: Read Articles posted by FossToday members Watch third-party site video content Read FOSS news news published by partner sites Subscribe to a site newsletter Register as a FossToday members Send photos by MMS for addition to portal content **Activity 3 : Outreach to a greater number of SMEs through training conducted by the intermediaries** Trainer: Christophe Ney Dates: November 10-15,2008 (tentative dates) + online continuous coaching • Module 1: Training of trainer (communication skills, creativity techniques, delivering with confidence, tools and techniques to enhance learning, transfer management, managing one's time, application of didactical guiding principles of InWEnt [participation, diversity of training formats and methods, focus on practical application of learning content, focus on participants and their needs, skills, interests and active participation, tolerance, transparency, fostering of holistic learning and systemic thinking]) • Module 2 : On the job training and coaching (Training material development) Continuous (online) coaching for trainers Support to preparation of training courses Development and translation of training material
Background	FOSS Bridge "EU- Vietnam" has been developed by it@foss*. It has been implemented by InWEnt- Capacity Building International of Germany, the French Institut National de Recherché en Informatique et en Automatique (INRIA) and the Institute of Information Technology of Vietnam (IOIT). The European Commission with its Asia Invest Program and the German Federal Ministry for Economic and Development(BMZ) with its it@foss initiative are main funders of FOSS Bridge "EU-Vietnam". *it@foss- Through its it@foss project, the German Federal Ministry of Economic Cooperation and Development has commissioned InWEnt to support the development and application of local innovative software solutions and business models based on FOSS in the ASEAN region. For more information see http://www.foss-bridge.org This training focuses on the various aspects which have an impact on the success of open source software. This shall provide participants a better understanding of open source project organization and lifecycle, the management of developer and user communities and expectations in order to enable them to start their own open source project or join existing communities. This training scheme shall present the practices of major

	open source organizations such as the Apache Software Foundation, the Eclipse Foundation, and the OW2 Consortium (formerly ObjectWeb Consortium) and shall review associated collaborative tools that support open source communities and projects development. The training programme will also discuss the question of open standards that help ensure interoperability of systems. Open sourcing a project alone is not sufficient to acquire contributions magically and build a self-sustainable developer community around a project. How to make a project known in the community? How to attract and manage contributors? How to ensure the long term viability of projects? This scheme will try to provide some answers by presenting and analysing experience from various open source projects.
Training Methods	The performance will be two-fold: 1. **Development of open content training material on open source regulations and business models**, suitable for use in workshops for an English-Speaking audience. The Training material (and workshops) will leverage the contractors expertise on open source communities, as well as publicly available outcome of research projects, namely (and without being restrictive): CosGov, CALIBRE, QualiPSo, tOSSad, OSOR, flossWorld, flossPolls, FLOSSMetrics, COSPA, ITEA COSI, UNDP IOSN. Deliverables will be issued, under the form of several sets of presentation material. This open content will be delivered in a digital format (ODF) licensed under the Creative Commons (by-nc-nd) license. 2. Delivery of **training workshops** (in Vietnam), based on the abovee mentionned training material, to an English speaking audience of IT professionals Propositional syllabuses for the training workshops are detailed below. Some collaterals from various sources (eg: licenses, press articles, case studies, etc) may be used duing the training sessions, depending on the training context and current events. They will be reproduced for educational purposes only an dnot be deemed a part of the open content training material.

<table>
<tr><td></td><td>

Key Pillars of FOSS Bridge

FossBridge
EU-Vietnam

Pillar 1   **Pillar 2**

First High-Level Training for Intermediaries and SMEs April 2008

First Matchmaking, Training and Twinning Workshop for companies Nov 2007

Second High-Level Training for Intermediaries and SMEs June/July 2008

Second Matchmaking, Training and Twinning Workshop for companies June 2008

Third High-Level Training / Outreach for Intermediaries and SMEs November 2008

Ongoing virtual Learning and Sharing of Experiences   Ongoing virtual Twinning and Collaboration

- Pillar 1 - Capacity building for intermediaries and IT-SME on technical regulation: **First** High-Level Training for Intermediaries and SMEs (April 17-22, 2008 in Hanoi)

- Pillar 1 - Capacity building for intermediaries and IT-SME on technical regulation: **Second** High-Level Training for Intermediaries and SMEs (June 30 – July 5, 2008 in Hanoi)

- Pillar 1 - Capacity building for intermediaries and IT-SME on technical regulation: **Third** High-Level Training for Intermediaries and SMEs (Nov 10 – 15, 2008 in Hanoi) & distance learning and coaching phase & **Outreach to larger amount of SME through training conducted by the intermediaries**

Es gab eine Online Coaching nach dem dritten Workshop.

Es war ein Public Event mit vielen Besuchern, dass jede Teilnehmer seinen eigenen Projekt präsentiert.

</td></tr>
<tr><td>Learning material</td><td>

The Training Material (more than 250 pages as CD, Book and online material PDF and ODT files) covers the following topics in English and Vietnamese. From this website) http://www.foss-bridge.org/trainingmaterial.html
Download below the High Level Training Material of FOSS Bridge EU-Vietnam covering key issues such as "Open Source Regulations, Licensing and Business Models, Open Source Development & European Best Practice as well as design of Training Activities".

</td></tr>
<tr><td>Trainers</td><td>

Created by Christoph Ney (christoph.ney@batisseurs.com) and Francois Letellier (fl@flet.fr) for "FOSS Bridge EU-Vietnam", a program of InWEnt, INRIA, IOIT.

During several modules of the FOSS Bridge EU-Vietnam training-of-trainer program implemented from April to November 2008, a Vietnamese "FOSS Bridge Expert Community" was built. This group together with FOSS Bridge EU-Vietnam organized the "Drive for change" event, a public

</td></tr>
</table>

conference on FOSS in Hanoi in November 2008. Today they build a pool of active FOSS promoters and advocates who can spread key knowledge on how to create a business based on FOSS and/or build up actions aiming at raising FOSS awareness in Vietnam. Contact them for FOSS related trainings or FOSS events.

You can contact the pool of experts at http://www.fossbridge.org/expertsgroup.html

About:
"FOSS Bridge EU-Vietnam - Joint Business through Free and Open Source Software" is an ASIA-Invest programme implemented by
InWEnt - Capacity Building International of Germany, Institut National de Recherche en Informatique et en Automatique (INRIA) of
France and the Institute of Information Technology of Vietnam (IOIT) with financial support by the European Commission and the
German Federal Ministry of Economic Development and Cooperation (BMZ).
For further information please visit the following websites: http://www.foss-bridge.org.

	versions of the material or the use of the work."
	Publisher/ Copyright Holder
	InWEnt gGmbH - Internationale Weiterbildung und Entwicklung gGmbH
	Capacity Building International, Germany
	Friedrich-Ebert-Allee 40, 53113 Bonn
	http:// www.it-inwent.org/
	Managing directors authorized to represent the company:
	Dr. Sebastian Paust (Chief Executive Director)
	Bernd Schleich
	Chairperson of the Supervisory Board:
	Hans-Jürgen Beerfeltz
	Registry court: Bonn District Court
	Registry number: HRB 9942
	VAT identification number: DE 813586591
	Responsible for the content
	Division 4.04 Business Development and Infrastructure
	Balthas Seibold, Senior Project Manager - ICT for development
	Andrea Rakers, Project Manager - ICT for development
	(contact person)
Language	Vietnam, The module is in English and The Training Material is English and Vietnamese.