FOSS Bridge EU-Vietnam

Joint Business through Free & Open Source Software

Mapping the growing FOSS-Bridge network

Balthas Seibold, InWEnt, Germany
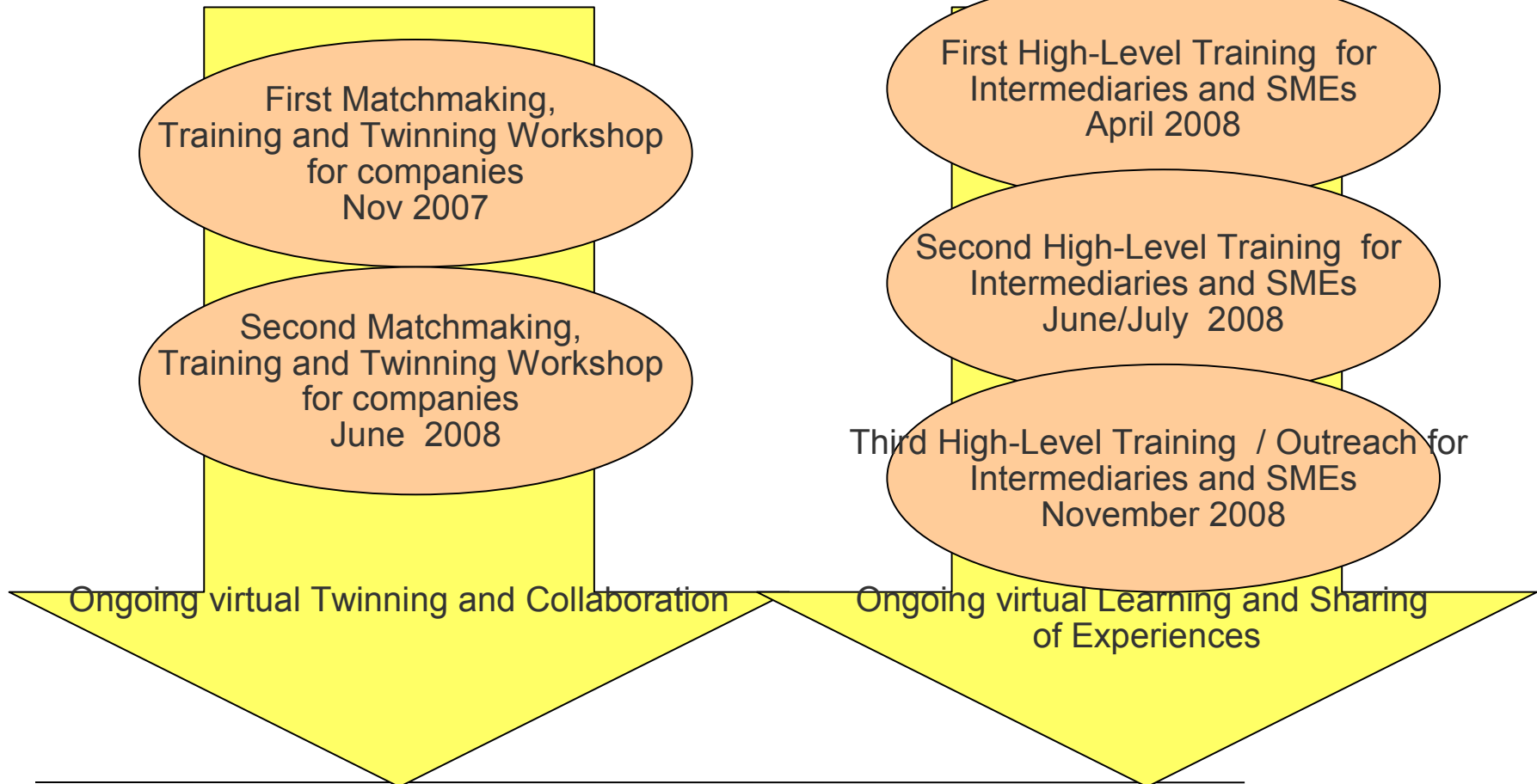Catherine Nuel, INRIA, France

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Mapping of people, networks, materials

2) Networks
--> network / twinning website of FOSS companies EU/Vietnam
--> Network of FOSS experts and trainers
--> Link to FOSS-networks

1) People:
--> >50 FOSS companies from Europe & Vietnam
--> >20 FOSS experts and trainers

3) Material:
-> High-level training material on FOSS
-->Introduction papers (experts, project)

Key pillars of FOSS-Bridge

First Matchmaking,
Training and Twinning Workshop
for companies
Nov 2007

First High-Level Training for
Intermediaries and SMEs
April 2008

Second Matchmaking,
Training and Twinning Workshop
for companies
June 2008

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

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

Ongoing virtual Twinning and Collaboration

Ongoing virtual Learning and Sharing
of Experiences

ASIA INVEST
EUROPEAID
CO-OPERATION OFFICE

ONE WORLD

IOIT

inWent
Internationale Weiterbildung
und Entwicklung gGmbH

INRIA

1) People

> **1) People:**
> --> >50 FOSS companies from Europe & Vietnam
> --> >20 FOSS experts and trainers

- **50 companies participated in twinning (ca 20 Europe, ca 30 Vietnam)**
- **Numerous projects in collaboration with European Partners**
- **75% of all European companies stated to have found valuable business contacts in Vietnam / 73% of all Vietnamese companies stated to have valuable business contacts in Europe**

- New network of 20 Vietnamese FOSS experts and trainers
- Achieved goal: Develop business partnerships between software players in Asia and Europe in order to develop mutual business growth and to foster international networking

2) Networks

2) Networks
--> network / twinning website of FOSS companies EU/Vietnam
--> Network of FOSS experts and trainers
--> Link to other FOSS-networks

- **Meet European & Vietnamese FOSS-companies interested in cooperation here and online at www.foss-bridge.org (register online/here)**

- **Meet the network of FOSS experts and trainers in Vietnam: see brochure „They made it happen" (handout and online)**

- **Join other interesting FOSS-communitis such as OW2 (middleware), IOSN (ASEAN FOSS), Linux User Groups, IT groups**

- Achieved goal: Enable intermediaries of the Vietnamese IT-sector to spread key knowledge on how to develop businesses with free and open source software

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Details about the company

Presentation file	
Representative photo	
How many employees and freelancers currently work in your organization ?	**35**
How many developers currently work in your organization ?	**30**
How many FOSS developers currently work in your organization ?	**30**
In wich FOSS projects and communities are you	**OW2 (JOnAS, Bonita, Orchestra, Joram, Jasmine, eXo Platform, EasyBeans**

ents
ents
formation
cement

ONE WORLD

Snapshot: High-level training

- **100% of participants would recommend FOSS-Bridge courses to colleagues**

- **More than 60 SMEs took already part in a follow-up outreach event**
- **More follow-up trainings will take place within the next months -> join them!**

FOSS Bridge EU Vietnam

3) Material

3) Material:
-> High-level training material
on FOSS
-->Introduction papers
(experts, project)

- **Get up-to-date high-level training material on FOSS in Vietnamese and English**

- **More than 350 slides on open source business models, regulations, best practices (CD+online)**

- **Browse a list of European FOSS Companies with profiles for twinning**

- **Get introduction papers on FOSS experts, project brief (from the website and here)**

CD Content

➲ **A. Open Source Regulations and Business Models**

· - Software Regulations and Free/Open Source Licensing (Intellectual property and licenses, regulatory frameworks, patents, trademarks, copyright)

· - Free/Open Source Business Models and Innovation Strategies (FLOSS history, background, culture, FLOSS Communities, Usage Models, FLOSS & Business Models, open innovation)

➲ **B. Open Source Development and European best practices**

· Open-source Project Organisation and Life Cycle
· Open-source Developer and User Communities
· Open-source Interoperability and Open Standards
· Open-source Collaborative Tools

➲ **C. Outreach to key stakeholders through training**

· Designing and conducting Training activities
· Training Lab "becoming an open source Guru"
· Coaching Lab "Open Source Gurus on the spot"

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See material for detailed explanation.

What FOSS-Bridge offers to you today:

Today Conference program includes:
Main sessions and parallel matchmaking activities

– *3 keynotes speeches on hot FOSS topics*
– *Panel discussion* with key FOSS Bridge participants
– Large range of *demos* on main open source projects
· Lab room *Training* on Open Office
· *Open Floor* : **this is for you!!**

⊙ **Parallel activities : see our matchmaking desk**
· Browse the profiles of European partners
· Find new partners suitable for you

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Our joint future through FOSS

- ➲ Lower access barriers to citizens and businesses (language, local service etc.)
- ➲ localized and adapted software solutions at low costs
- ➲ SME-based economic development through innovative business models
- ➲ No more software piracy -> FOSS as an alternative to using unlicensed copies of proprietary software

and ...

- ➲ Joint Business between Vietnam and Europe to generate business out of free and open source software

"Drive for Change"
Deploy your own FOSS strategy!