2. WHAT LOCAL CONDITIONS CONSOLIDATE THE STRENGTHS OF FREE SOFTWARE? WHICH ONES PRESENT OBSTACLES?

Checklist 1: Local conditions and corresponding strengths of FOSS

	LOCAL CONDITIONS	STRENGTHS OF USING FREE SOFTWARE
☐	The partner organisation has a limited budget.	Cost-wise, FOSS is often a very reasonable alternative, since no licence fees are incurred. (However, it is important to compare the in-house programming capacity and specific training required for a FOSS-based scenario against that required for a scenario in which licensed software is used.)
☐	The partner organisation does not wish to be dependent on a particular company and wants to foster competition among service providers.	FOSS can significantly reduce dependency on proprietary technology and can often be used by more companies and in more products and services.
☐	A pool of local IT companies with qualified personnel is available, or FOSS service companies from other countries have guaranteed access to the target market.	Open-source software can make it much easier for local SMEs to participate in public procurement. Also, many FOSS applications already exist that can be used directly or adapted.
☐	The partner's systems need to be secure, or the system has national security implications	The use of open-source code means that programs can be tailored to users' precise needs. As no non-disclosure agreement is in place for open-source programs, any errors found during security checks can be disclosed.

Checklist 2: Local conditions and obstacles that inhibit the use of free software

	LOCAL CONDITIONS	OSTACLES TO USING FREE SOFTWARE
☐	Dissemination of proprietary software in the target organisations.	The organisation's users and IT employees are familiar with proprietary software and are resistant to using new interfaces or systems.
☐	The contracting organisations lack the knowledge required to put together open-source software specifications and are not familiar with the relevant support services sector.	Contracting entities in the public sector often prefer to use proprietary software because the companies that make it are also likely to offer training, maintenance and follow-up support. Another problem is that the degree of maturity of open-source software solutions is often wrongly assessed.
☐	Proprietary software and/or specific hardware was heavily deployed in the previous systems.	In the short term, changing over to FOSS may generate additional costs and also create interoperability issues between the new FOSS and existing proprietary systems (e.g. interface problems).
☐	The local IT industry is more focused on proprietary options and/or specialist staff lack relevant qualifications.	Local individuals with the skills needed to use FOSS may be scarce, because in the past, IT-sector capacity-building has focused primarily on proprietary technologies.

3. NEXT STEPS WHEN DECIDING ON THE ADOPTION OF FREE AND OPEN SOURCE SOFTWARE (FOSS)

When considering the use of FOSS-based solutions, ask the following questions:

- Which open-source software or technology will your work be based on?
- Which service providers will adapt or further develop the solutions?
- Which licence is right for your solution?

Taking the above considerations into account, the appropriate software and respective licence can be selected or software requirements for a tender can be formulated.

For more information on licensing, go to:
Free Software Foundation: List of licenses: www.t1p.de/8g9k
Open-Source Initiative: Approved licenses: www.t1p.de/nuo4

Further guidance and tools:
IDABC European eGovernment Services: Guidelines for the procurement of free and open-source software in public administration: www.t1p.de/zbkg
UNCTAD Report: Promoting local IT Sector Development through Public Procurement: www.t1p.de/d1pk
Open Source Business Alliance: Guidelines on the use of the supplementary conditions of contract for ICT procurement (EVB IT) for the use and procurement of open-source software for agencies and public institutions: www.t1p.de/86jk

Federal Ministry
for Economic Cooperation
and Development

Toolkit 2.0 – Digitalisation in Development Cooperation

bmz.de

PUBLISHED BY
German Federal Ministry for
Economic Cooperation and Development (BMZ)
Department Digital Development

IDEA AND INITIATIVE
Dr Katrin Bornemann
(Department Digital Development)

EDITORIAL TEAM
GIZ Sector Project Digital Development

EDITING AND DESIGN
MediaCompany –
Agentur für Kommunikation GmbH
www.mediacompany.com

PHOTO CREDITS
Cover: Besjunior/istockphoto.com (robots);
yukipon00/fotolia.com (world map);
Inside front cover / photo of Federal Minister
for Economic Cooperation and Development
Dr Gerd Müller: Thomas Trutschel/photothek.net

PARTICIPANTS
Deutsche Gesellschaft für Internationale
Zusammenarbeit (GIZ) GmbH
Deutsche Investitions- und
Entwicklungsgesellschaft (DEG)
DW Akademie
Friedrich-Ebert-Stiftung e.V.
German Academic Exchange Service (DAAD)
German Federal Institute for Geosciences
and Natural Resources (BGR)
Goethe-Institut e.V.
KfW Development Bank
Welthungerhilfe
World Food Programme (WFP)

PRINTING
Druckerei Lokay e.K., Reinheim
Printed on FSC-certified paper

AS OF
January 2019

OFFICES
→ BMZ Bonn
Dahlmannstraße 4
53113 Bonn, Germany
Tel. +49 228 99535 0
Fax: +49 228 99535 3500
→ BMZ Berlin
Europahaus
Stresemannstraße 94
10963 Berlin, Germany
Tel. +49 30 18 535 0
Fax +49 30 18 535 2501

CONTACT
poststelle@bmz.bund.de
www.bmz.de