



GUL-UC3M

Jornadas Técnicas

Global Open Source Enterprises

My experience in Openbravo

14 de Noviembre de 2008



Agenda

Introduction to Openbravo

Dynamics of Open Source

Openbravo Community Services

My takeaways from Open Source: Do's and Don'ts

Introduction to Openbravo

The company behind Openbravo ERP and Openbravo POS



Finally a professional open source solution for small and midsize enterprises.

Openbravo is the company behind the development of the leading web-based professional open source ERP for small and midsize enterprises

- 🕒 **08-2001:** Openbravo was founded in Spain to develop a web based open source enterprise management system (ERP)
- 🕒 **2001 - '05:** Focus on building the ERP and first implementations
- 🕒 **01-2006:** VC invests \$6.5mm over 3 years; core executive team completed
- 🕒 **04-2006:** Source code made public; firm name changed to Openbravo
- 🕒 **04-2007:** Openbravo presents its first Partner Program
- 🕒 **08-2007:** Openbravo incorporates Chief Products Officer and acquires leading POS open source solution
- 🕒 **05-2008:** VCs invest \$12mm and continues international expansion
- 🕒 **07-2008:** Openbravo launches Openbravo Network its family of Professional Products

Openbravo has met its aggressive growth targets thanks to the demand generated around its enormous dissemination around the world

🕒 Dissemination achievements:

- 1,000,000 combined downloads accumulated from Apr '06 (more than 1,000 downloads per day), Top 1 most active open source project worldwide (*)
- The ERP is being localized to more than 40 countries
- More than 1,000 implementations (estimate)

🕒 Monetization achievements:

- Signed up over 80 partners present in more than 25 countries
- Grow year-over-year revenues by a factor three (from Jan '06)

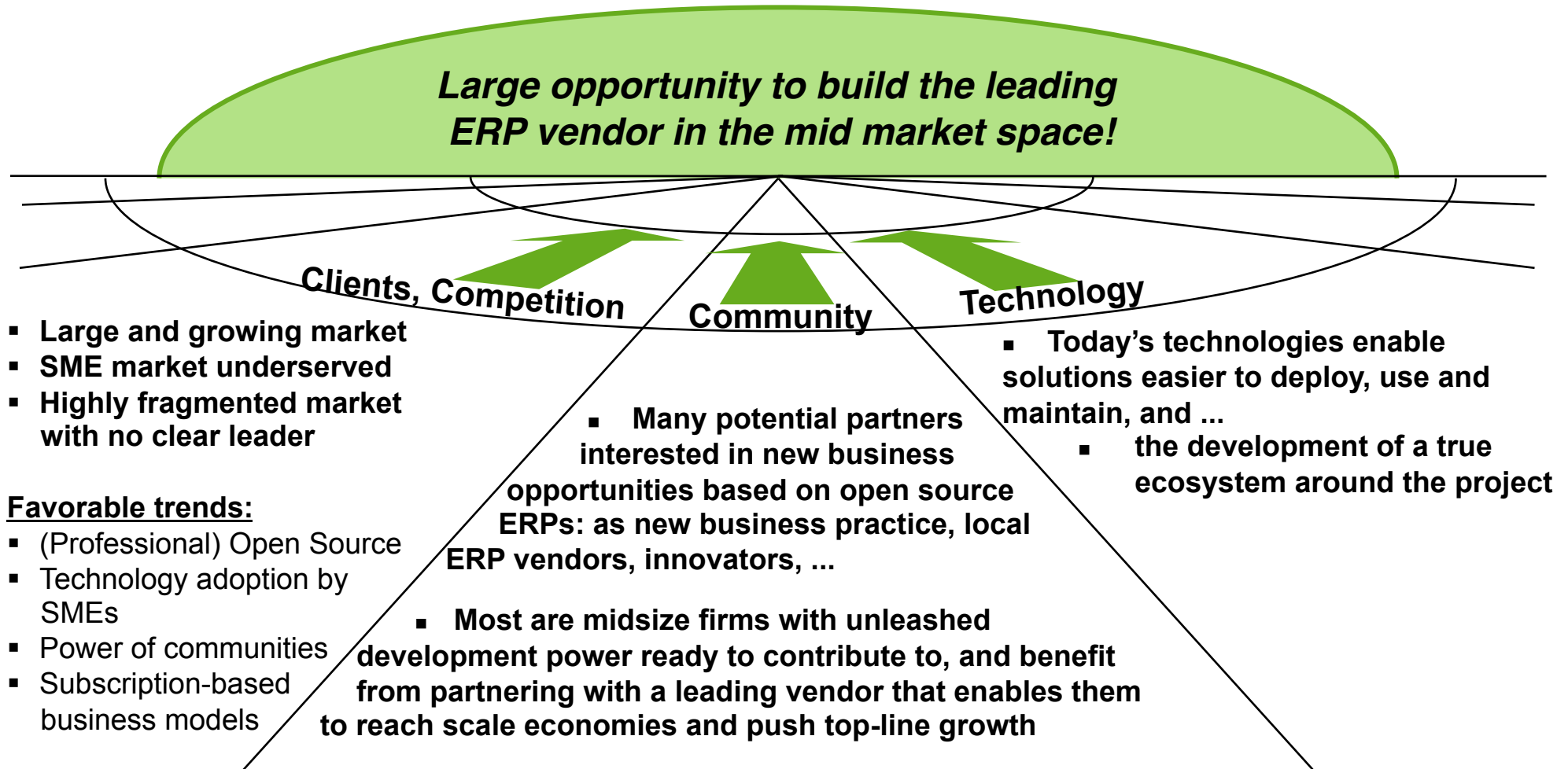
🕒 Corporate achievements:

- Team of 100 professionals recruited from leading companies
- Several product awards received

(*) Comment: activity is measured on a global scale among almost 195,000 projects in Sourceforge since Sept. 2006

Breve presentación de Openbravo

Why there is a huge opportunity?



Breve presentación de Openbravo

What is our vision?

No single vendor can build a solution that solves the business problems of all SMEs



ORACLE

Vision 1:

“Data / Information is king”

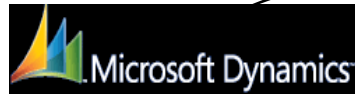
Manage all data reliably and efficiently for better decision making



Vision 2:

“Business process optimization”

Automate key business processes to help companies be competitive



Vision 3:

“Empowering people”

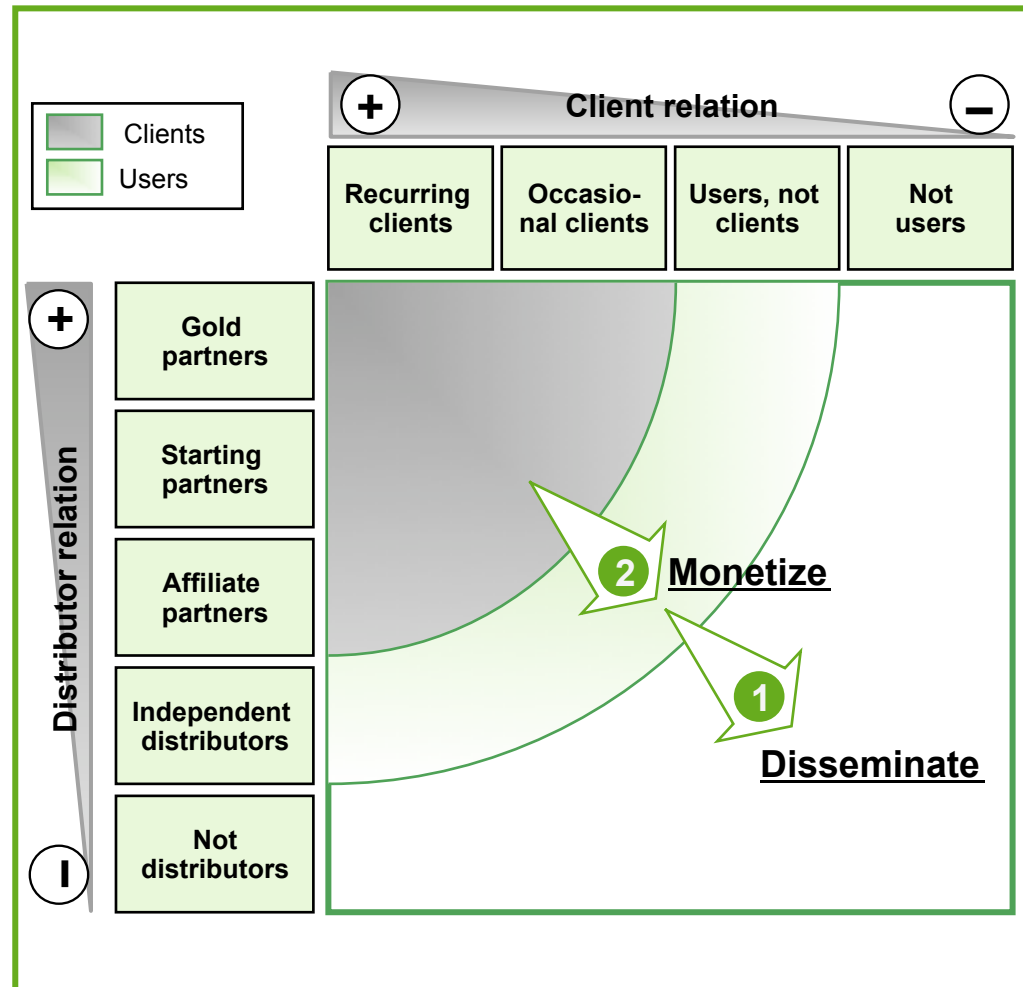
Optimize worker's value added through user centric solutions



- **“Empowering the ecosystem”**
 - Develop an ecosystem of partners and developers that deliver targeted solutions to help improve all SMEs operations in a cost-effective manner

Breve presentación de Openbravo

How are we going to scale our business?



- 1 Disseminate:** Grow user and distribution base to maximize the value and relevance of the product:
 - Facilitate product adoption (i.e. Free documentation, foster localization, ...)
 - Enable the community to extend and adapt Openbravo with their own developments
- 2 Monetize:** Attract partners and monetize a percentage of the value generated around Openbravo products
 - Offer Openbravo Network family to end clients through partners
 - Offer valuable services to partners to help them grow their business

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My takeaways from Open Source: Do's and Don'ts

Breve presentación de Openbravo

What is open source?

Main features

- **Freedom to use the program for any purpose**
- **Permission to freely redistribute copies of the software**
- **Unrestricted access to the source code to study how it works, and...**
- **... freedom to adapt and customize the program for any use**

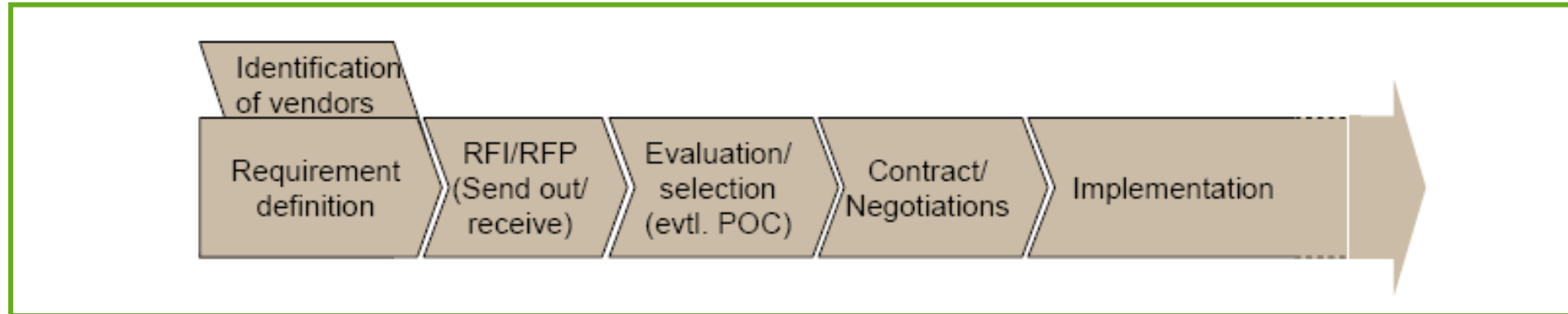


Revolutionary aspects

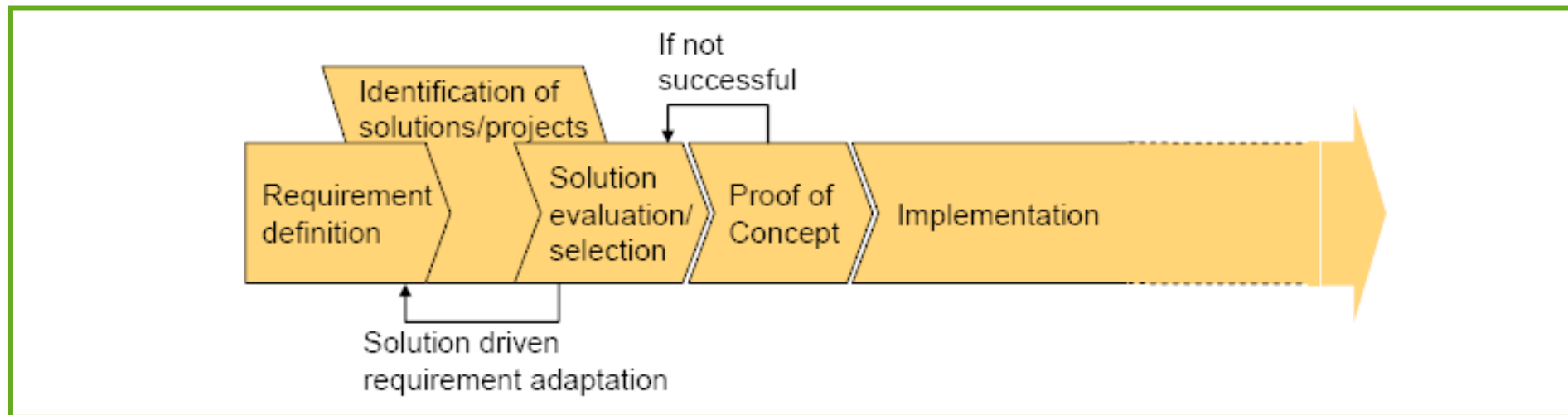
- ① **Changes the way software is distributed and sold**
 - Software is available in the internet facilitating dissemination
 - Software sales shift from a proactive approach to a reactive one
 - **... facilitates and reduces Sales & Distribution costs**
- ② **Changes the way software is developed**
 - A large community is ready to participate in very diverse development related tasks
 - **... speeding up the process and reducing Engineering costs**

The new acquisition process with Open Source software

Purchasing of Commercial Software



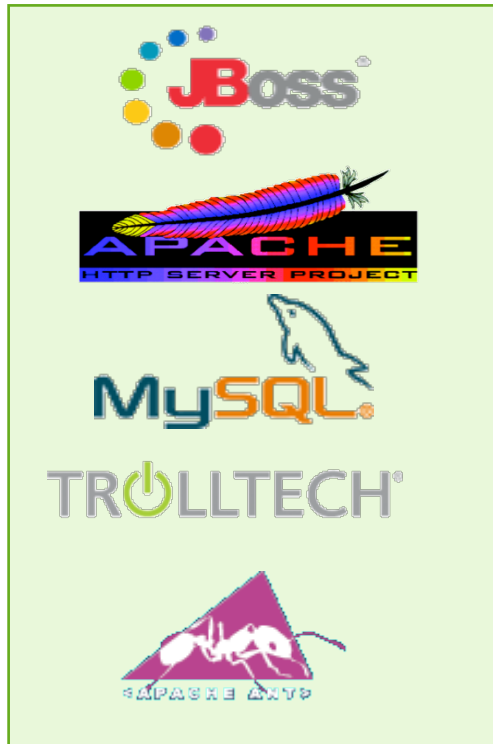
Acquisition of Open Source Software



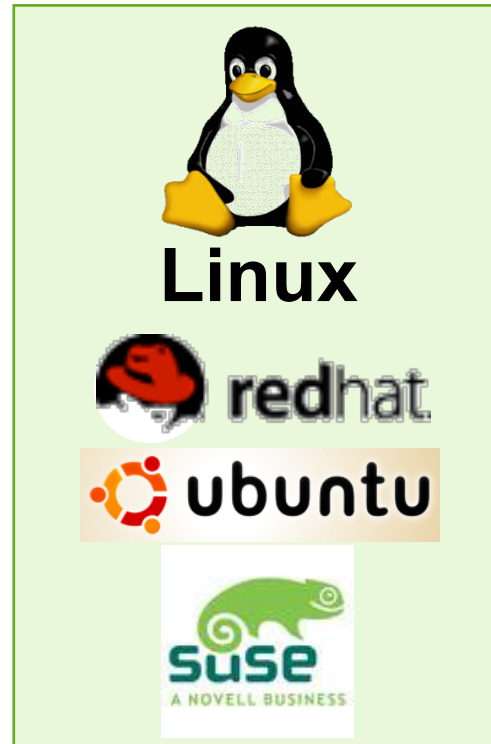
Source: Open Source Catalogue 2007. Optaros

The impact of Open Source in the different software segments

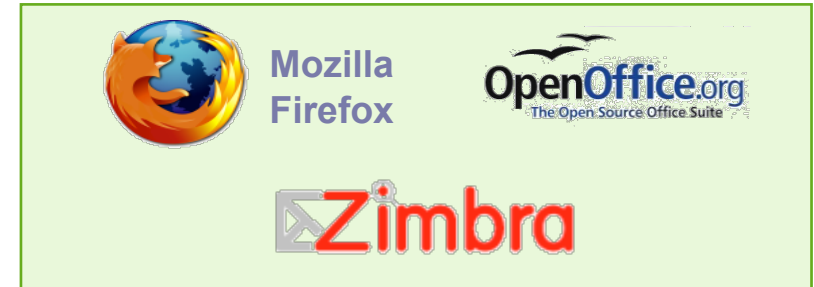
Development Tools



Operating Systems



Desktop Applications

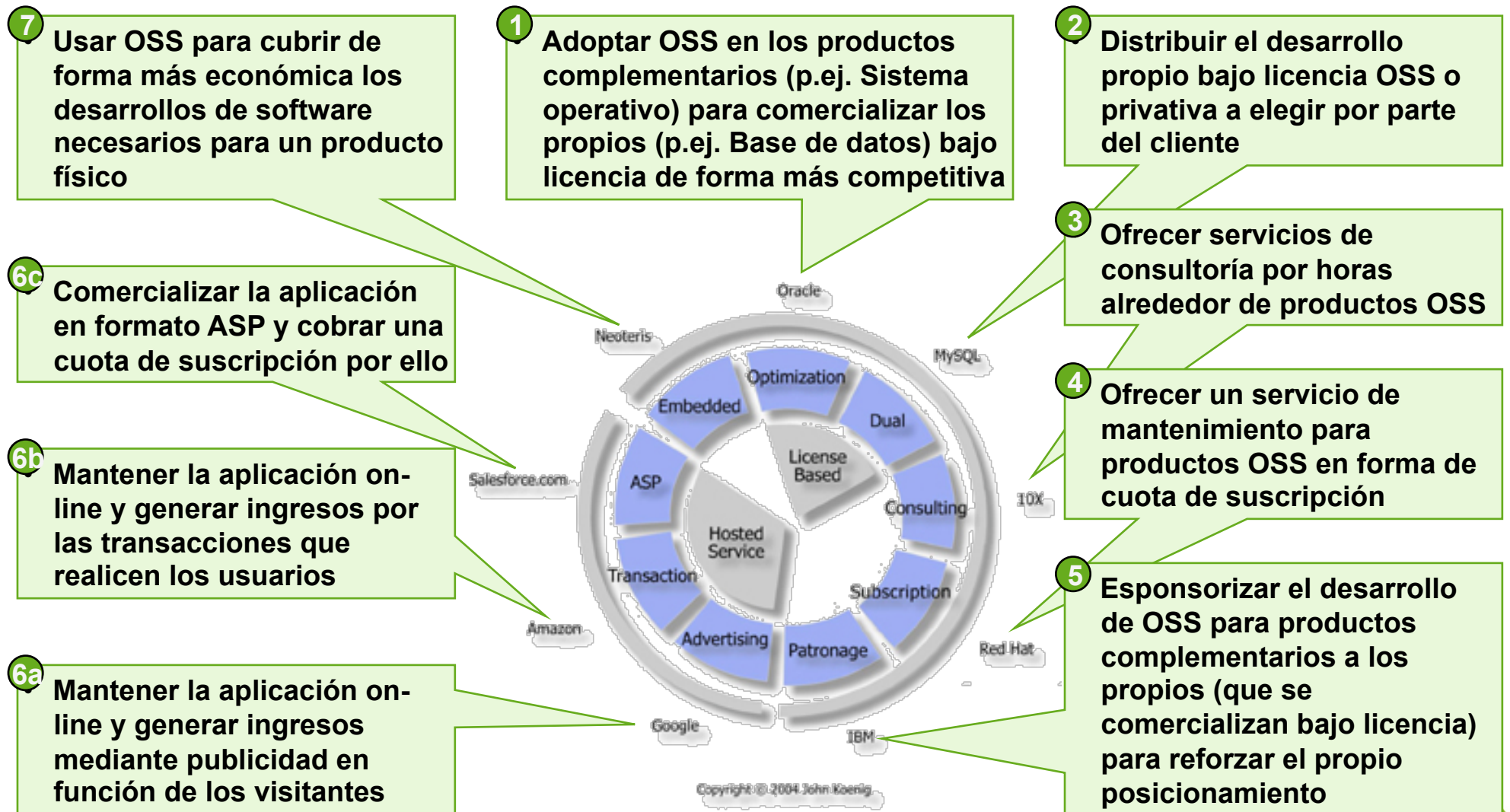


Enterprise Management Systems



***Everything that can be Open Source
will become Open Source***

Los 7 modelos de negocio en código abierto de Koenig

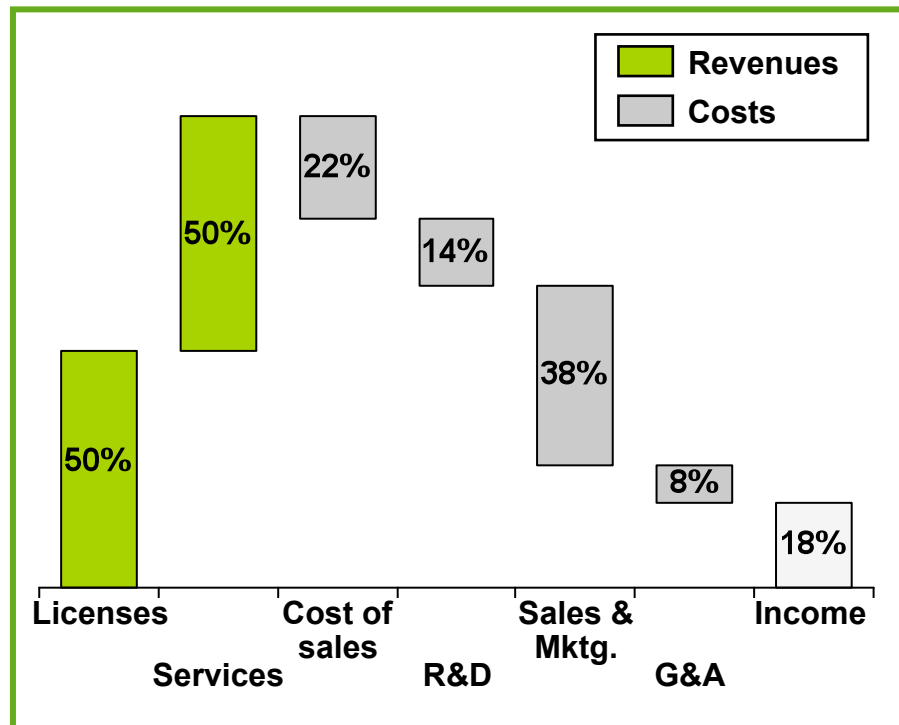


Dynamics of Open Source

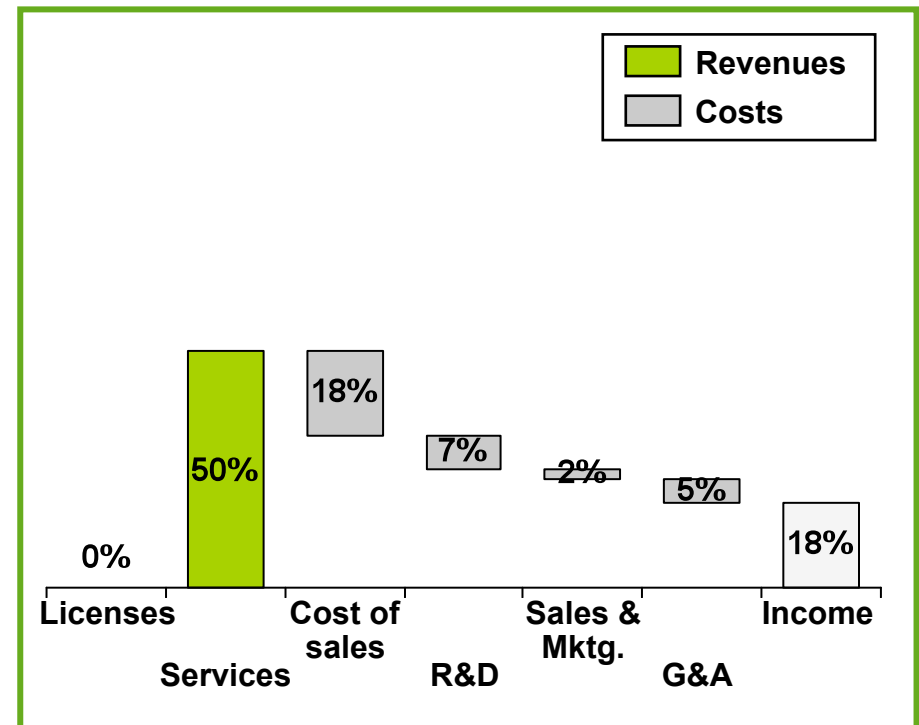
The new economics of Open Source software

Conceptual

Traditional Software Business Model



Open Source Business Model



Open Source companies can be sustainable thanks to a leaner business model.

Source: Own elaboration based on Open Source Catalogue 2007. Optaros.

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Openbravo Community Services

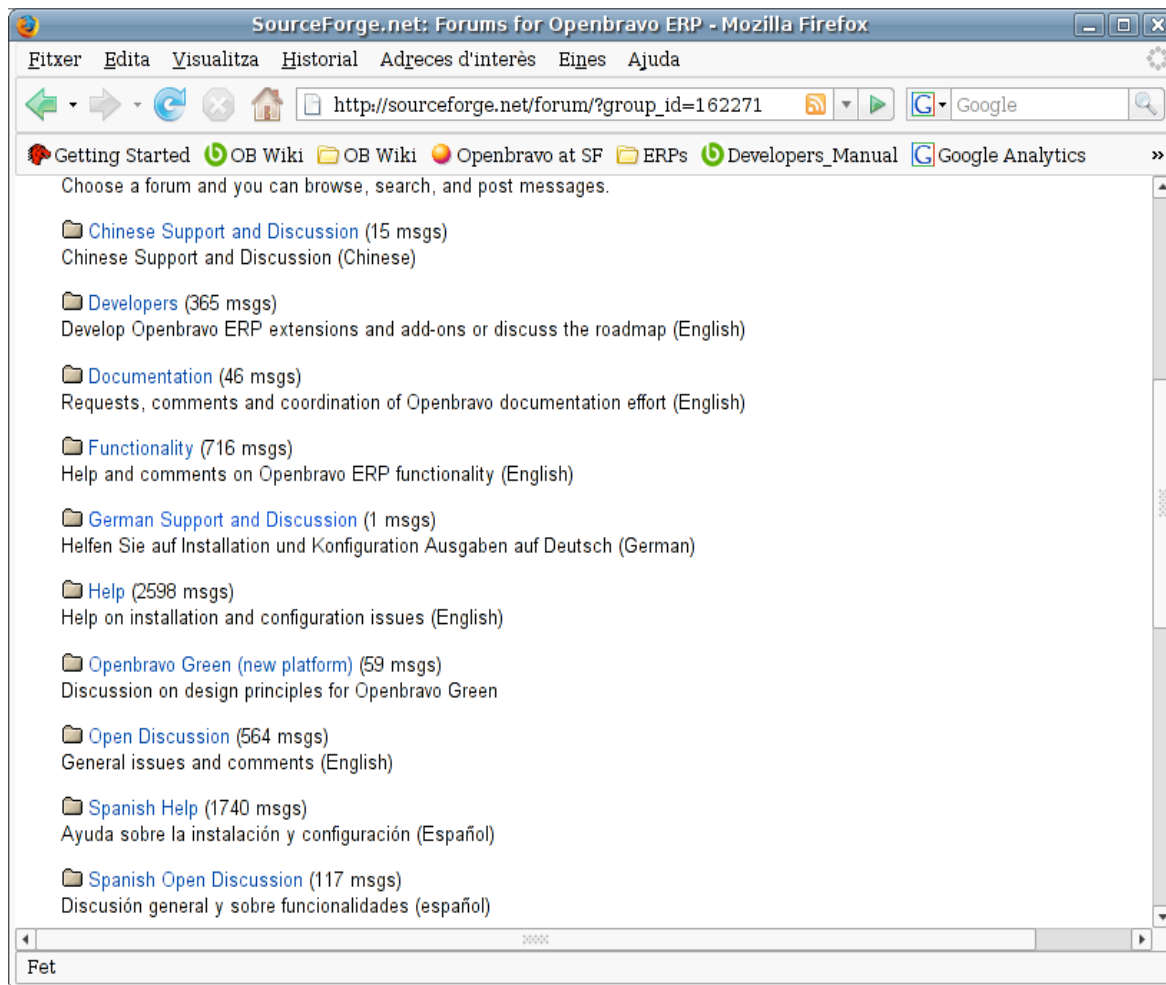
- Openbravo Forums
- Openbravo Bug Tracker System
- Source code control with Subversion
- Wiki
- Openbravo IRC channels
- How to contribute to Openbravo

My takeaways from Open Source: Do's and Don'ts

Openbravo Community Services

Forums

Main purpose



- **Discussions between the community about common interest topics**
- **Development plans, share experiences, express point of view**
- **Requests for community help**
- **Main point of meeting of Openbravo community**

Openbravo Community Services Forums

Characteristics

There are several forums, some for discussion and some for help. Some forums are also in languages other than English.

Forums are maintained by a community of volunteers

In a forum, answers and replies are not immediate

Implications

Please, make sure you post your message in the right forum

Don't expect commercial support when you ask for help. If you can contribute your experience, do not hesitate to do it. Even if an answer is not complete, it is better than nothing.

Try to write your opinions and questions clearly. If necessary, provide detailed information about your environment so that people can understand your context properly

Openbravo Community Services

Openbravo Bug Tracker System

Main purpose

0003962: Cross-site scripting vulnerability - Openbravo Issue Tracking System - Mozilla Firefox

Fitxer Editar Visualitza Historial Adreces d'interès Enllaços Ajuda

Viewing Issue Advanced Details [[Jump to Notes](#)] [<<] [>>] [[Issue History](#)] [[Print](#)]

ID	0003962				
Type	Category	Severity	Reproducibility	Date Submitted	Last Update
backport	[Openbravo ERP] C. Security	critical	have not tried	2008-06-13 10:02	2008-06-20 12:24
Reporter	pjuvara	View Status	public		
Assigned To	iperdomo				
Priority	immediate	Resolution	fixed	Fixed in Version	
Status	resolved			Fixed in SVN revision	5242
Projection	none	ETA	none	Target Version	2.35
OS	Linux 32 bit	Database	Oracle	Java version	1.6
OS Version	Ubuntu 7.10	Database version	10g	Ant version	1.5
Product Version	2.35MP4	SVN revision			
Summary	0003962: Cross-site scripting vulnerability				
Description	Details not disclosed				
Steps To Reproduce					
Proposed Solution					

- Database of known Openbravo defects and its life cycle during the development process
- It is the only bug tracker system that we have
 - All Openbravo bugs are public
- Bug reporting is an important way for our community to contribute

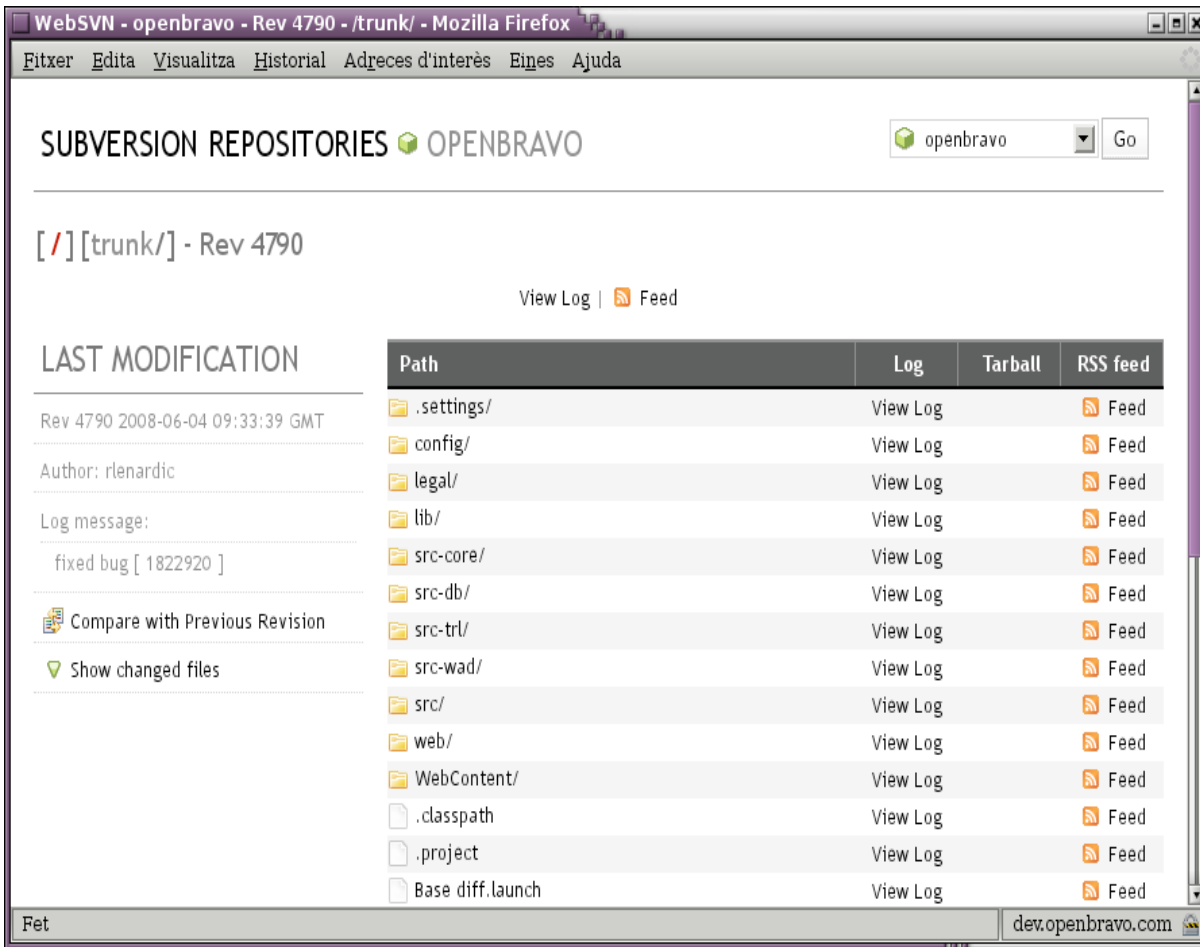
What good bug report look like

- **Is Reproducible.** Developers must reproduce it or conclusively prove that it exists. Provide step-by-step instructions for reproducing the bug.
- **Is Specific.** Try and figure out exactly what causes the problem. Do not report more than one issue in the same report.
- **Describes your environment.** Include information about the versions of your operating system and other components which Openbravo relies on for its execution.
- **Provides a good summary.** A summary like "program hangs" is a bad sample of a summary because it does not provide any indication of where or how the program fails.
- **Includes all the bug description fields.** It helps a lot when managing the bug reports that users fill the Category (type of problem) and Group (version) fields.
- **Is not anonymous.** Often developers need to contact the user to get additional information about the bug. If the bug reporter cannot be contacted, the developer may not have enough information to fix the bug.

Openbravo Community Services

Subversion

Main purpose



The screenshot shows the WebSVN interface for the openbravo repository. The browser window title is "WebSVN - openbravo - Rev 4790 - /trunk/ - Mozilla Firefox". The address bar shows "Fitzner Edita Visualitza Historial Adreces d'interès Eines Ajuda". The main content area displays "SUBVERSION REPOSITORIES OPENBRAVO" with a dropdown menu set to "openbravo" and a "Go" button. Below this, it shows the current path "[/] [trunk/] - Rev 4790" and links for "View Log" and "Feed".

LAST MODIFICATION

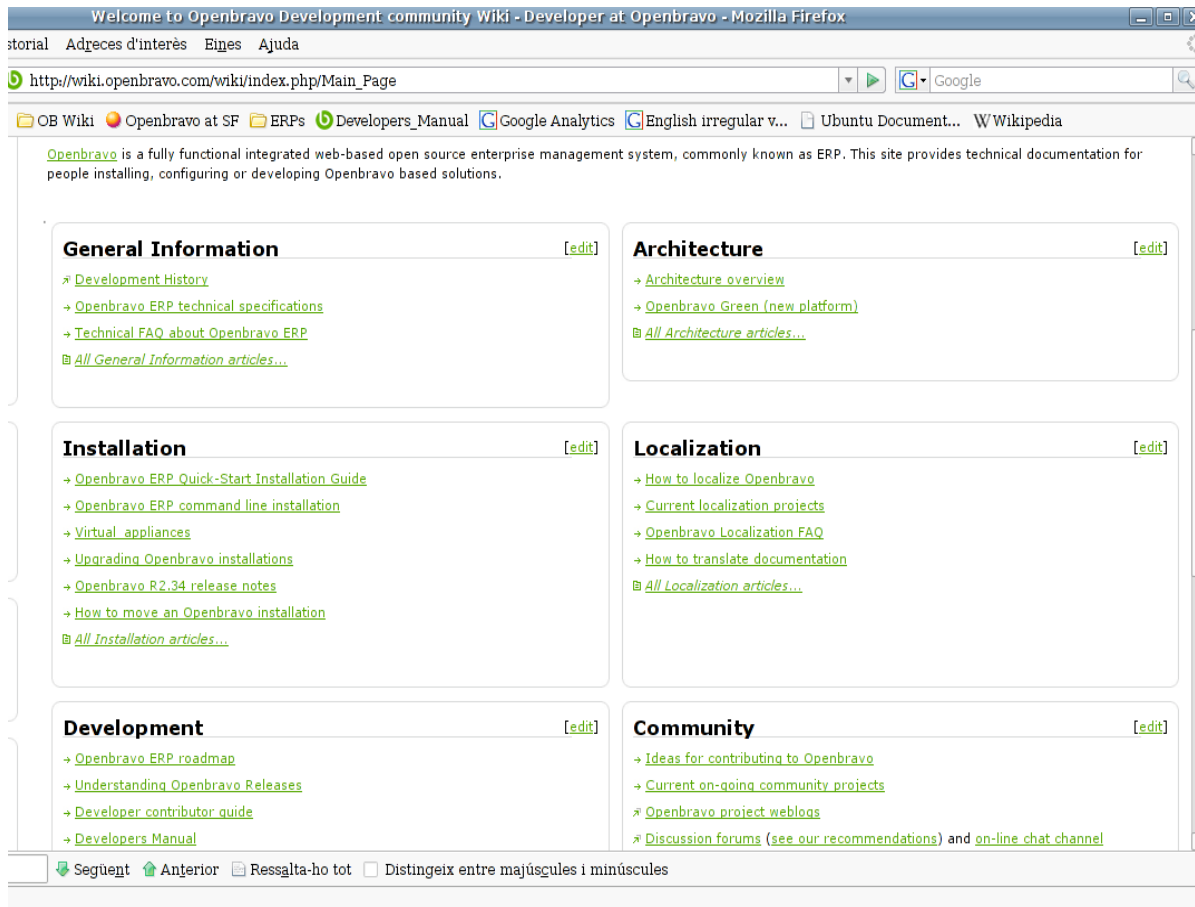
Rev 4790 2008-06-04 09:33:39 GMT
Author: rlenardic
Log message:
fixed bug [1822920]
Compare with Previous Revision
Show changed files

Path	Log	Tarball	RSS feed
.settings/	View Log		Feed
config/	View Log		Feed
legal/	View Log		Feed
lib/	View Log		Feed
src-core/	View Log		Feed
src-db/	View Log		Feed
src-trl/	View Log		Feed
src-wad/	View Log		Feed
src/	View Log		Feed
web/	View Log		Feed
WebContent/	View Log		Feed
.classpath	View Log		Feed
.project	View Log		Feed
Base diff.launch	View Log		Feed

The status bar at the bottom shows "Fet" and "dev.openbravo.com".

- **Subversion (SVN) is a source control system. Provides the means to store not only the current version of a piece of source code, but a record of all changes (and who made those changes) that have occurred to that source code.**
- **Everyone can read the code, only authorized people can changed it**
- **This the tool that vertebrates the development in an open source project**

Openbravo Community Services Wiki



Main purpose

- Where all the documentations for Openbravo is published
- Documentation is free and released under a Creative Commons license
- Description of processes
 - Contribution
 - Localization
 - Bug reporting
 - Etc...
- Helps to coordinate collaborative tasks

Wiki contents

- A web-base collaboration tool
- Content for users, developers, consultants and system administrators.
- Everyone (registered) can edit almost everything except for very sensitive documents.
- Create new documents or fix existent ones.
- Possibility to translate documents (Spanish, German, etc).

Useful URLs

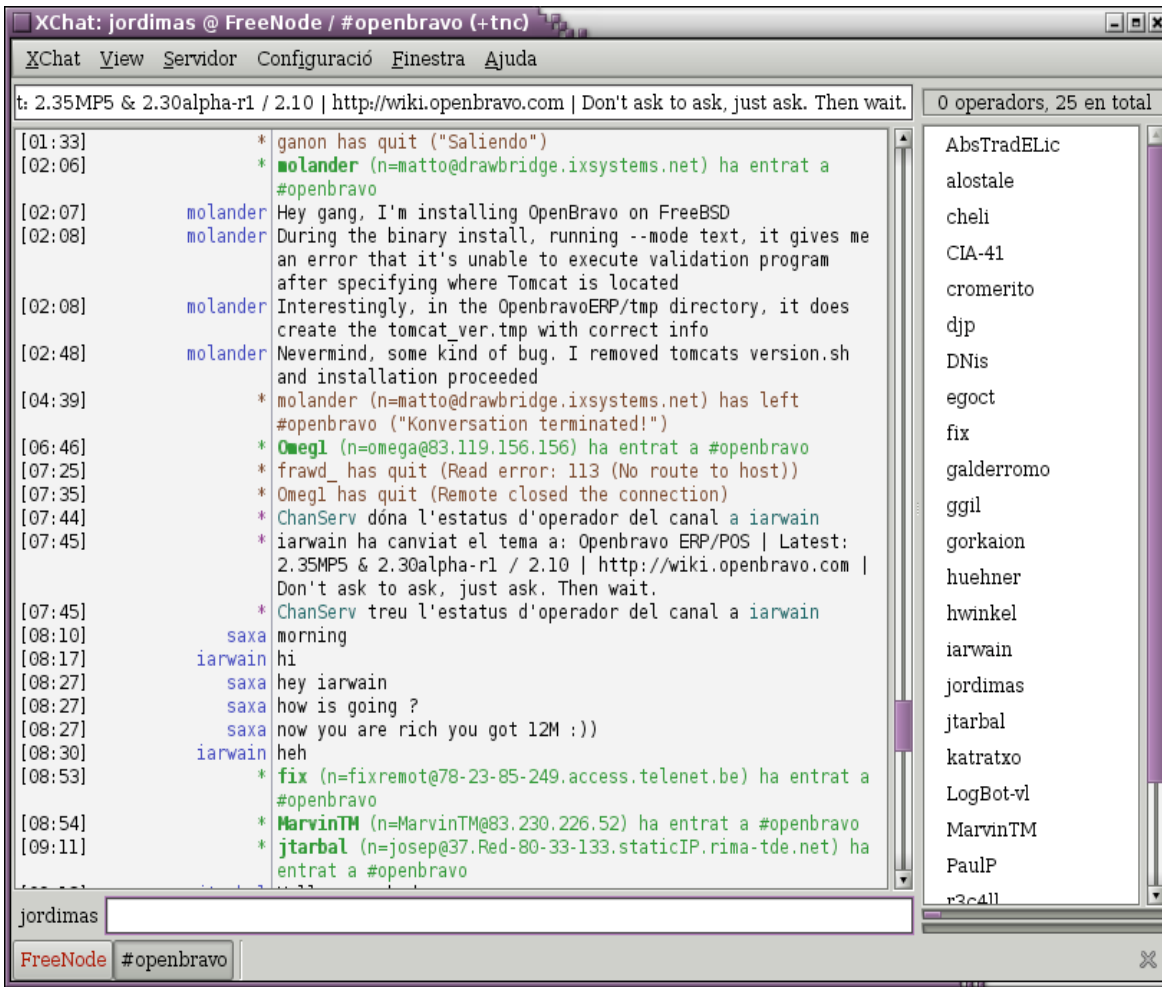
- Help: <http://wiki.openbravo.com/wiki/index.php/Help>
- Recent Changes: <http://wiki.openbravo.com/wiki/index.php/Special:Recentchanges>

Openbravo Community Services

IRC

Main purpose

- Internet Relay Chat, or IRC, is the precursor to instant messaging and chat rooms
- Two channels: #openbravo, #openbravo-es.
- Around 10/15 people
- Ideal for real-time, quick answer and coordinate efforts.
- All the details at: http://wiki.openbravo.com/wiki/index.php/IRC_Channel.



The screenshot shows an XChat window titled "XChat: jordimas @ FreeNode / #openbravo (+tnc)". The window has a menu bar with "XChat", "View", "Servidor", "Configuració", "Finestra", and "Ajuda". Below the menu bar is a status bar showing "t: 2.35MP5 & 2.30alpha-r1 / 2.10 | <http://wiki.openbravo.com> | Don't ask to ask, just ask. Then wait." and "0 operadors, 25 en total". The main chat area displays a log of messages with timestamps and usernames. The messages include: ganon has quit ("Saliendo"); molander (n=matto@drawbridge.ixsystems.net) ha entrat a #openbravo; molander: Hey gang, I'm installing OpenBravo on FreeBSD; molander: During the binary install, running --mode text, it gives me an error that it's unable to execute validation program after specifying where Tomcat is located; molander: Interestingly, in the OpenbravoERP/tmp directory, it does create the tomcat_ver.tmp with correct info; molander: Nevermind, some kind of bug. I removed tomcats version.sh and installation proceeded; molander (n=matto@drawbridge.ixsystems.net) has left #openbravo ("Konversation terminated!"); Omegl (n=omega@83.119.156.156) ha entrat a #openbravo; frawd_ has quit (Read error: 113 (No route to host)); Omegl has quit (Remote closed the connection); ChanServ dona l'estatus d'operador del canal a iarwain; iarwain ha canviat el tema a: Openbravo ERP/POS | Latest: 2.35MP5 & 2.30alpha-r1 / 2.10 | <http://wiki.openbravo.com> | Don't ask to ask, just ask. Then wait.; ChanServ treu l'estatus d'operador del canal a iarwain; saxa: morning; iarwain: hi; saxa: hey iarwain; saxa: how is going ?; saxa: now you are rich you got 12M :)); iarwain: heh; fix (n=fixremot@78-23-85-249.access.telenet.be) ha entrat a #openbravo; MarvintM (n=MarvintM@83.230.226.52) ha entrat a #openbravo; jtarbal (n=josep@37.Red-80-33-133.staticIP.rima-tde.net) ha entrat a #openbravo. The bottom of the window shows the input field with "jordimas" and the channel name "#openbravo".

```
[01:33] * ganon has quit ("Saliendo")
[02:06] * molander (n=matto@drawbridge.ixsystems.net) ha entrat a #openbravo
[02:07] molander Hey gang, I'm installing OpenBravo on FreeBSD
[02:08] molander During the binary install, running --mode text, it gives me
[02:08] molander an error that it's unable to execute validation program
[02:08] molander after specifying where Tomcat is located
[02:08] molander Interestingly, in the OpenbravoERP/tmp directory, it does
[02:48] molander create the tomcat_ver.tmp with correct info
[02:48] molander Nevermind, some kind of bug. I removed tomcats version.sh
[02:48] molander and installation proceeded
[04:39] * molander (n=matto@drawbridge.ixsystems.net) has left #openbravo ("Konversation terminated!")
[06:46] * Omegl (n=omega@83.119.156.156) ha entrat a #openbravo
[07:25] * frawd_ has quit (Read error: 113 (No route to host))
[07:35] * Omegl has quit (Remote closed the connection)
[07:44] * ChanServ dona l'estatus d'operador del canal a iarwain
[07:45] * iarwain ha canviat el tema a: Openbravo ERP/POS | Latest:
[07:45] * 2.35MP5 & 2.30alpha-r1 / 2.10 | http://wiki.openbravo.com |
[07:45] * Don't ask to ask, just ask. Then wait.
[07:45] * ChanServ treu l'estatus d'operador del canal a iarwain
[08:10] saxa morning
[08:17] iarwain hi
[08:27] saxa hey iarwain
[08:27] saxa how is going ?
[08:27] saxa now you are rich you got 12M :)
[08:30] iarwain heh
[08:53] * fix (n=fixremot@78-23-85-249.access.telenet.be) ha entrat a #openbravo
[08:54] * MarvintM (n=MarvintM@83.230.226.52) ha entrat a #openbravo
[09:11] * jtarbal (n=josep@37.Red-80-33-133.staticIP.rima-tde.net) ha entrat a #openbravo
```

Contribution guidelines

- Get some ideas at http://wiki.openbravo.com/wiki/index.php/Contributor%27s_Guide
- Help others to install and implement Openbravo (Forums, IRC)
- Localize Openbravo to your region or language
- Report (and fix if you wish) any bugs, issues with the software (Tracker, Forums)
- Share your ideas or request on functionality (Tracker, Forums)
- Help to create and improve documentation (Wiki)
- Document Openbravo success cases
- Develop plugins to connect with third parties systems
- Develop new functionalities or modules.
- Code snippets

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My take aways from open source

Do's and Don'ts

- **Be transparent and communicate a lot**
- **Lower the barriers for collaboration**
- **Don't complain**
 - If people don't behave as you expected
- **Be prepared to receive criticisms**
- **Product is king**
- **Be patient**



Thank you!

www.openbravo.com