

Financing Open Source by small companies

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23.1 million

Source: <https://www.statista.com/topics/8231/smes-in-europe/>

Dictionary check

- Turnover = income = gross revenue
 - All sales in a period of time
- Profit
 - Earnings after expenses

My point of view - Syslinbit

- Independent economic activities under one roof, helping people to start their activity
 - In embedded and open source
 - Currently everyone is a consultant
 - CAE - a very special company type under the French law
- 1% of income of each consultant donated to open source projects
 - Each person decides on their own
 - Started when it was a one person show

1k EUR for 100k EUR of
income

Donations: what a company needs

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- Donations to individuals - complex
- Cryptocurrencies - ask your accountant

Typical existing plans in open source organizations

- Sponsoring yearly
 - 1k EUR to 25k EUR
- Event sponsoring
 - 500 EUR to 10k EUR

What a small company wants to give

- Alternatives
 - 1000 euros to one or two projects
 - OR 100 euros to a bigger number of projects
- Opinions differ
 - Open source developers have their views, preferences...

Our way

- Directly giving to organizations
 - Requires establishing the payment details first
 - Building a database of accounts/contacts

Alternatives

- Aggregators, examples:
 - GitHub sponsors
 - Open Source Collective
 - LF crowdfunding etc
- Done from a big company perspective:
 - Wolfgang Gehring - Drive Your Business With Open Source Sponsorship at Open Source Summit Europe 2022 <https://www.youtube.com/watch?v=rtYPSvwLczo>

Is it hard?

- Financially - not really
 - Compare other recurring expenses
- Organization
 - Make it easy to decide to which project you donate
 - Collect and document payment procedures

Why do that?

- Addition to development in the open
- Fund maintainers, infrastructure...
 - All “hard to sell” topics
- Limit dependency of funding from big companies

Questions?
Comments?

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