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

- Invoice!
  - Risk of not getting one if you pay first
- Can go with purchase order - invoice - payment
  - More burden on both sides
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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](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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