

Open Source Sense – ROI from Open Source OSS Strategy and Management Consulting



Open source software plays a critical role in most information technology today. Companies that enjoy the greatest benefits from open source are those with both a clear strategy – articulating business and technology objectives – and a management program designed to address risk and improve overall productivity.

The Open Source Sense team brings decades of industry experience to help organizations understand and realize the benefits of using, developing, contributing, and commercializing open source software.

Open Source Strategy

Strategies to Help You Achieve Your Business and Technology Objectives

The Open Source Sense strategy practice can help your organization devise custom approaches to leveraging open source technologies and methods to achieve business and technology goals. Our consulting team has engaged with hundreds of organizations, providing comprehensive strategies for industry-leading technology suppliers and enterprise IT organizations.



Open Source Management

Professional Open Source Management and Governance



The goal of open source management is to realize maximum benefit from open source software while dependably managing its legal and operational risks. Our consultants with the experience of working with hundreds of companies are uniquely qualified to assist your organization in developing and implementing an effective open source software management program, ensuring that your business realizes its objectives while efficiently addressing the operational, technical, and legal challenges.

Open Source Strategy

Open Source Sense is uniquely qualified to help you develop and implement an open source strategy that allows your business to realize maximum benefit from open source software.



◆ License and IP Strategy

Analysis of technology and IP portfolios, including both open source and proprietary software, to harmonize licensing choices and compliance requirements with system architecture and commercial goals

◆ Product and Technology Strategy

Application of open source industry best practices to creating innovative products and services built with, on, and for OSS, and creating business models for monetizing and scaling revenues from OSS-based offerings.

◆ Community, Ecosystem, and Channel Strategy

Launching and nurturing open source communities and ecosystems with strategy, and interaction models to derive maximum benefit from community and commercial participants, effectively managing community interests, and developing, supporting, and monetizing OSS technologies

◆ Go-to-Market Strategy

Developing unique value propositions to the right target markets through segmentation, product and services portfolio definition, price and revenue modeling, and tuning of promotional vehicles to reach developers and users.

◆ Legacy Migration Strategy

Analysis of legacy/proprietary software and creation of strategies and financial models for replacing select applications, tools, and stacks with open source alternatives with integration and support.

◆ Due Diligence Support

Our experts provide the responsiveness, speed, and discretion required to reduce business risk, meet deadlines, and keep merger and acquisition (M&A) deals moving. We help you understand open source license audit results and plan to meet short- and long-term compliance challenges.

Professional Open Source Management

We offer these services individually or combined to provide a complete open source management program.



◆ Open Source Management Strategy Development

An Open Source Management Strategy is based on the business objectives of the organization and drives those objectives into the decisions in each of the program dimensions.

◆ Open Source Policy and Process Development

Effective policy embodies the rules for using and managing OSS within an organization. We provide training and leadership to stakeholders to deliver a policy employing best practices to fit your unique needs. Standard processes enable you to reap the full benefits of OSS. Through stakeholder workshops, we deliver a set of efficient processes based on best practices and your organization's existing framework.

◆ Open Source Program Implementation

Implementing an OSS management program in a large organization incorporates planning, organizational development, tools selection, deployment and training. We can help minimize pitfalls and create and launch a cross-disciplinary program.

◆ Open Source Governance Optimization

For companies with an open source management program in place, we assess current practices and provide actionable recommendations to save time and reduce overhead, to address operational and legal risk, and to derive maximum advantage from OSS governance programs.

◆ Establishing an Open Source Program Office

We assist organizations with growing commitments to open source in launching an "Open Source Program Office" (OSPO) to take on key responsibilities in working with communities, complementing and augmenting existing relationships established by individual developers, managers and legal staff, and in operationalizing internal OSS support roles, compliance, and other related activities across the s/w development life-cycle.