



open source business models

case: us

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what we do

help SMEs
to adopt and benefit
from open source



product lines

CMS (Joomla, Drupal, Wordpress)

CRM (vtiger CRM)

Project Management (dotProject)



contributions

- maintain vtiger greek localisation
 - attempted to create a community
 - live cd
- dotproject translation
- joomla/wp add ons



service lines

Support

Training

Consulting



why?

personal stance
meets
business needs



competitors?

- not many
- want to see more
- one is a weirdo, many is a market



profitable?

- it's a strategy, not a windfall
- makes a living



lessons learned

- adopt a project consistently
- eat your own dog food
- its excellence that sells, not ideology