Zarafa from closed to open

Milo Oostergo (m.oostergo@zarafa.com)
Schedule

• Introduction

• Goal

• Community effect

• Conclusion
Company introduction

Packaged Linux Software

Started with groupware

Launched op CeBIT International partners

Take over german market leader Office Brazilie Open Source

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>(3)</td>
</tr>
<tr>
<td>2005</td>
<td>(6)</td>
</tr>
<tr>
<td>2006</td>
<td>(10)</td>
</tr>
<tr>
<td>2007</td>
<td>(20)</td>
</tr>
<tr>
<td>2008</td>
<td>(40)</td>
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</tbody>
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Company facts

- No external investment
- Turnover growth >10% per month
- Office in Delft (NL), Hannover, Stuttgart(DE), Belo Horizonte (Br)

(x) = Number of employees
Zarafa Collaboration Platform

- Complete opensource replacement for MS Exchange
- AJAX based Webaccess with Outlook “Look & Feel”
- Outlook sharing: mail, calendar, contacts, tasks
- Integration with Linux (mail) Server
Supported clients

- AJAX based WebAccess
- Generic clients, like Thunderbird and Evolution via IMAP and Caldav
- All Activesync compatible devices: iPhone, Android, Symbian, Windows Mobile
- Blackberry devices via Blackberry Enterprise Server
- Outlook 2000-2010 (closed source component)
More Zarafa features

• Advanced collaboration features:
  – Rules / Quota
  – Freebusy / resource booking
  – Out of Office / signatures

• Other
  – Hosted / multi-tenant version
  – Active Directory and LDAP integration
  – Brick level backup with single email restore
Thousands of customers worldwide

Public sector:

Education:

Healthcare:
Z-Push the first step to opensource
Goals of making Zarafa opensource

• Ecosystem growth
  – Feedback
  – Code

• Balance: Zarafa uses open source and want to give back

• Strong push from government to go for more opensource solutions
In the digital evolution email is a commodity

• Everybody emails

• Always works

• What is new? What is required to do your job better?

• Added value ICT:
  – Work efficiently
  – New ways of working

the next step to the open enterprise

Mail nr 1 communication
Email is often abused in internal communication
Organisations want hybrid ecosystems
Choosing an opensource business model
Zarafa Collaboration Platform
(including open source 3 rd party components)

- SpamAssassin
- MySQL
- OpenLDAP
- Zarafa Server
- Z-Push
- Sendmail
- Procmail
- PHP
- Postfix
- ClamAV
- Zarafa WebAccess
- Qmail
- Linux
- Exim
- mapi4linux
- Apache

Paid
Enterprise Features
Support
Updates & Upgrades

Open Source
(free)
Selecting an opensource license
Timeline

- **Opensource launch**: 2008
- **Major IMAP improvement feedback**: 2009
- **Adoption in Fedora**: 2010
- **Opened bugtracker**: 2011
- **Launched new Python integration API**: 2011
- **Release of new Community site**: 2011
Opensource release in 2008

Zarafa groupware now available with AGPL3 licence

Zarafa is to release the full core of their Linux groupware product under a dual Affero GPL 3 commercial licence. The European software licence policy. Designed as a competitor to Exchange, it contains open source components such as MySQL. This combines this open source software with their own proprietary software.

Last October, Zarafa tried to placate their critics by announcing the release of a free version of their product. This, however, was met with a cold response from the Linux community.

Online

Risk Free Trial!
Free Digital Issue!
Adoption in major Linux distributions
Opened bugtracker

Timeline

05/13/11: Yesterday

14:56 Ticket #7609 (open shared folder does not resolve correctly when name is typed) created by john
in outlook, file -> open shared folder, type in a username and click ok ...

14:50 Ticket #7608 (Moving stubbed message makes it impossible to destub) created by remon
In 6.40.8-26994 unit3 User Ruby Tested in WA and OL2003 !Works in ...

14:22 Ticket #7537 (WA: Cancelling two occurrences breaks the enddate in the attendees ...) closed by suyi
invalid: not able to reproduce on 6.40.8-26994

10:53 Ticket #5897 (test ticket) closed by john
expired

05/12/11:

17:20 Ticket #7579 (Initial sync OL offline slows down after fast start) reopened by remon
What did it bring us?
Examples of community contributions
Coupling between attachments in Zarafa and Alfresco DMS
Archiving of emails to opensource CRM
Adopted and packaged by many Linux distributions
**Z-push: the opensource ActiveSync server standard**

- Mobility for ActiveSync devices adopted by our competitors

- Accenture team developed setup for 100,000+ users
New packaging layout
What's next
Launch of community hub

Welcome to the new Zarafa Community Hub!

This page will in the future form the core of all the Zarafa Community movements and will allow its members to share created extensions and plugins to the Zarafa Collaboration Platform as well as news and how-tos in the form of individual user blogs.

Currently the Zarafa Community Hub represents its own user database, to ensure compatibility with future integrations plans with our forum, please use the same username as in our forum for your registration.

Welcome to the new Zarafa Community Hub

May 2, 2011 by Felix Bartels | Comments (0)

We were working hard over the last few weeks to give the Zarafa community a new home and place for individual member contributions and publications.

For further improvements we are seeking for your feedback. What further functions do you wish for?
New WebApp for easier building widgets and integrations
Examples of upcoming community integrations

- Chat & presence module
- Webodf viewer
- Email templating module
More opensource products

- Zarafa Archiving solution
- Z-Admin webbased administration interface
- ..
Conclusion

Opensource will help your business growing

- *Larger brandname*
- *More feedback on code and releases*
- *New integrations & plugins made by community*
- *New translations available*

This all results have resulted in more customers, better software and higher revenue
Open, Compatible & Enterprise
Thanks a lot for joining this talk!

Contact me on:

Email: milo@zarafa.com
Twitter: moostergo
IRC: zMilo on freenode #zarafa

Want to know more technical stuff about Zarafa and it's architecture?
Join my tutorial session at 14.30h
How to catalyze

• Systems (see last slide)

• Software flexibility needed to be adopted
  – Packaging
  – Zarafa Webapp plugin system
> 100 active developers create Zarafa plugins
Additional customer perspectives on email & integration (3)
Coupling between attachments in Zarafa and Alfresco DMS
CRM coupling
Zarafa Product Vision

Compatibility

Open Integration

Flexible
Architecture & Storage

Server scalability
Active mail
Archived mail
From start to growth

- ZCP Open source
- Imap
- Open bugtracker
- Community site
- Adopted by major community distributions

2008 2007 2008 2010
Zarafa Product Vision

Compatibility

Open Integration

Flexible Architecture & Storage
- SSD
- Archiving
- virtualisation and cloud
- Advanced Security

Server scalability
Active mail
Archived mail
Summary
Summary

• Traditionally, costs have become the most important reason to migrate to open source
QUESTIONS?

Contact details

- http://www.zarafa.com
- demo.zarafa.com
- www.zarafa.com/download/evaluation.html
- info@zarafa.com
Who thinks cost advantage is key benefit of open source?

-A- YES

-B- NO