

SME's role in Government IT

Sam Tuke

@samtuke @LofCollabora

<http://libreoffice-from-collabora.com/>

Collabora

- Collabora Ltd.
 - Leading Open Source Consultancy
 - 9 years of experience. 80+ People.
- Collabora Productivity Ltd.
 - Dedicated to Enterprise LibreOffice
 - Provides expertise to Novell, AMD
 - Architects of Microsoft OpenXML filters
 - Collabora CloudSuite, Android client

SMEs Role

Innovation challenges Giants

- Innovation is our business
- Unique strength
- Collect ideas & expertise
- Find and fit specific government problems
- Add stability, service, and confidence



LibreOffice

from **COLLABORA**

LibreOffice

File Tools Help

Open File

Templates

Create:

Writer Document

Calc Spreadsheet

Impress Presentation

Draw Drawing

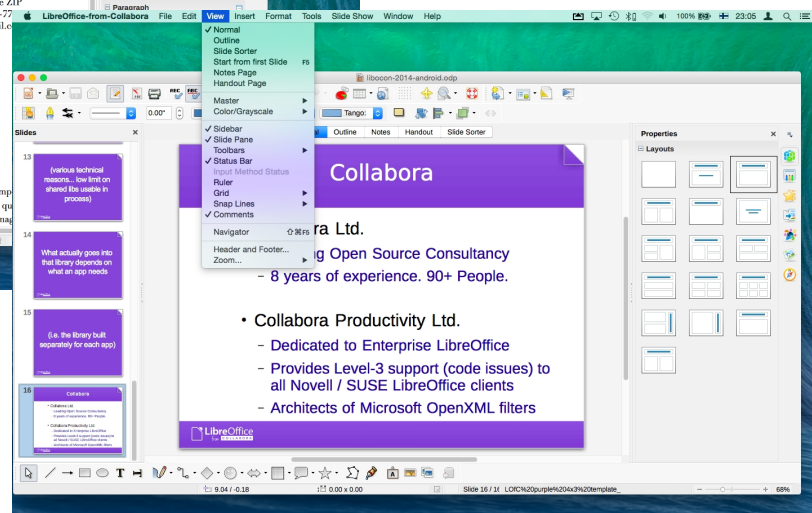
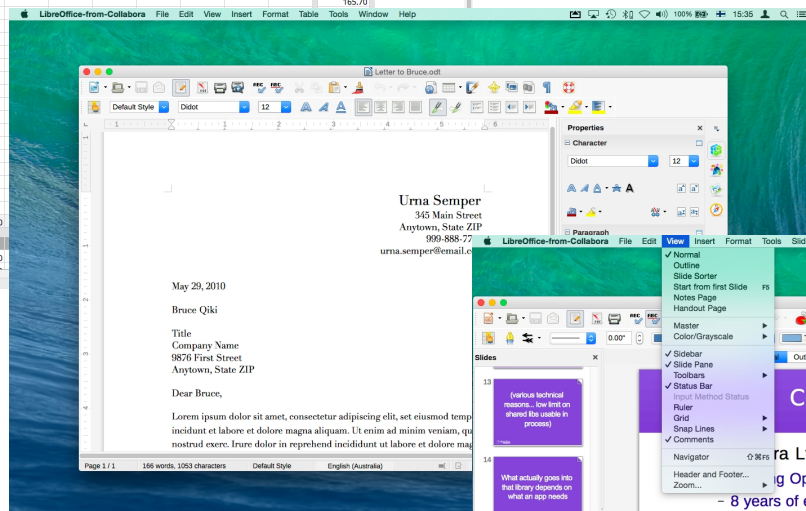
Math Formula

Base Database

Help

Extensions

	January	February	March	April	May	June	July	August	September	October	November	December	Total for Year
1 Income													
2 Paycheck 1	1,500.00	1,425.00	1,560.00										4,485.00
3 Paycheck 2	900.00	812.00	910.00										2,622.00
4 Interest	3.00	2.80	3.10										8.90
5 Other Income	55.00	.00	.00										55.00
6 Total Income	\$2,458.00	\$2,239.80	\$2,473.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,170.90
7													
8													
9 Expenses													
10 Rent/Mortgage	625.00	625.00	625.00										1,875.00
11 Electric	55.00	52.13	58.57										165.70
12 Natural Gas	43.65	38.12	41.62										123.39
13 Water	29.15	31.87	33.10										94.12
14 Sewer	.00	.00	.00										.00
15 Waste Disposal	.00	.00	.00										.00
16 Car Payment	40.00	40.00	40.00										120.00
17 Car Repairs	.00	.00	.00										.00
18 Car Insurance	155.00	155.00	155.00										465.00
19 Gas	70.00	70.00	70.00										210.00
20 Phone	28.00	28.00	28.00										84.00
21 Cell Phone	.00	.00	.00										.00
22 Internet	25.00	25.00	25.00										75.00
23 Clothes	.00	165.00	.00										165.00
24 Entertainment	150.00	198.00	122.40										470.40
25 School Expenses	.00	.00	.00										.00
26 Bank Charges	22.00	22.00	22.00										66.00
27 Misc.	.00	.00	.00										.00
28 Total Expenses	\$1,242.80	\$1,450.12	\$1,220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,912.92
29													
30 Net Income													
31 Total Income	2,458.00	2,239.80	2,473.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,170.90
32													
33 Personal Budget													



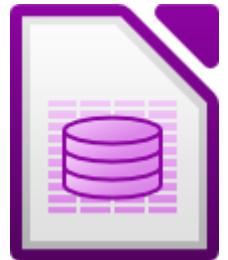
LibreOffice-from-Collabora



- Fully featured Office suite
- Second-to-none file support



- Open Source & Open first
- Writer, Calc, Impress, Draw, Base



- Windows, Mac, Linux, Android, Web
- Mac App Store, Google Play, GCloud



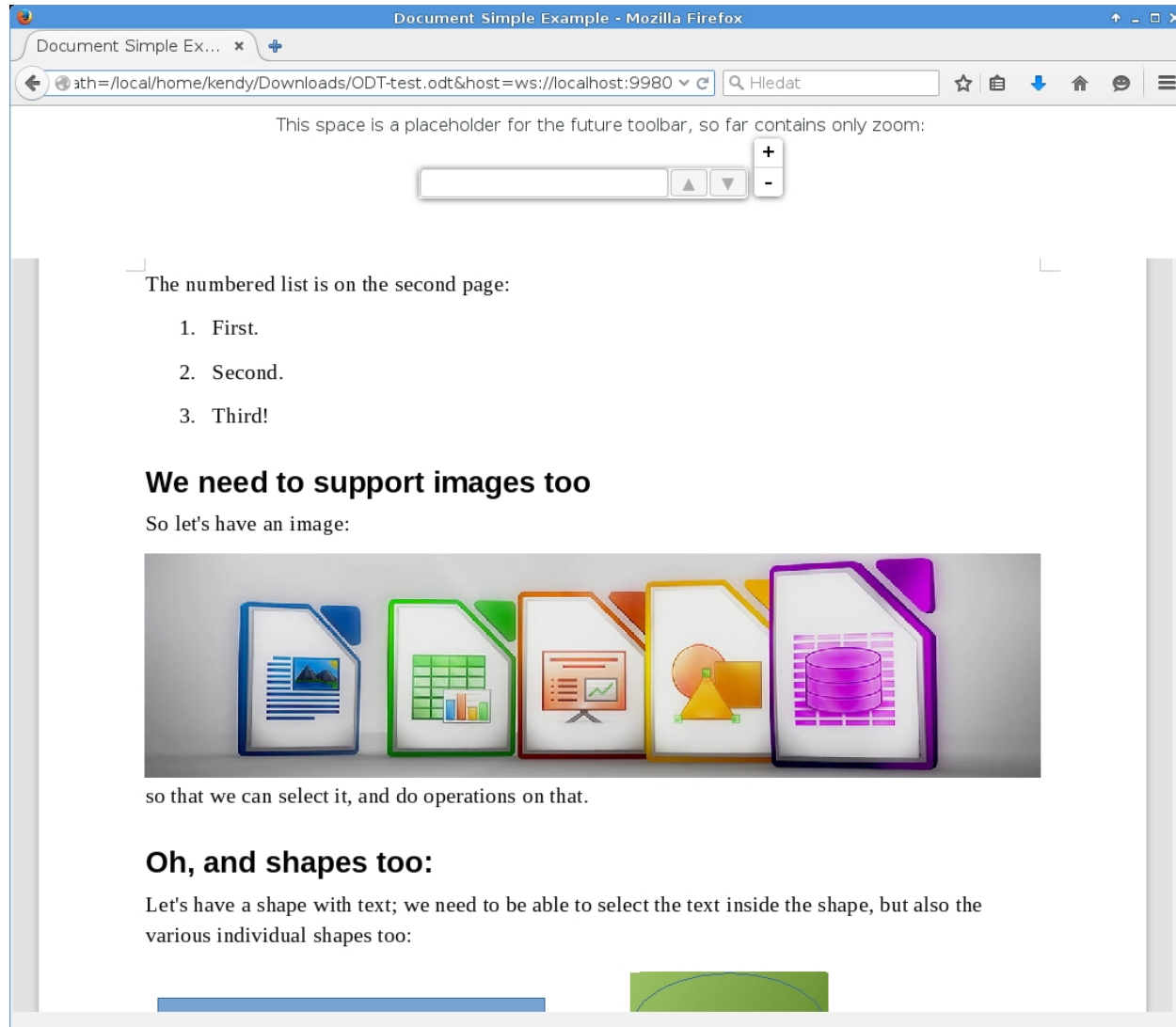
Collabora & IceWarp

- **Web-based** document editing
- **Industry changing:** Open Source, **full fidelity**
- **Code shared with Android / mobile platforms:** Improvements on mobile improve CloudSuite, and vice-versa

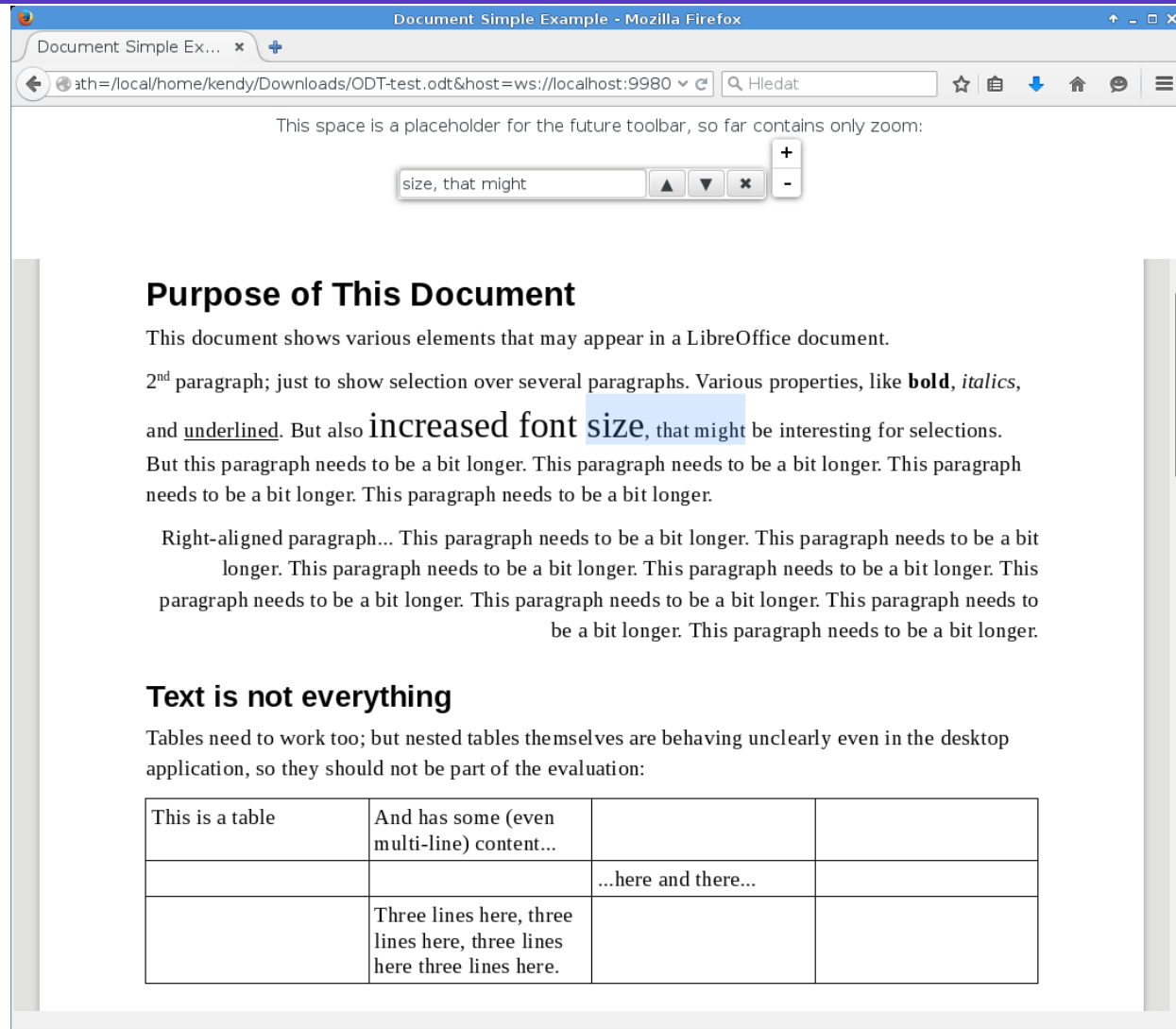
CloudSuite Features

- Support for 100+ formats
- Viewer functionality
 - **View and traverse the documents**
- Editing: **In progress**
 - **Select, add, remove content**
- Collaborative editing: **Planned**
 - **Real time, multiple cursors**

CloudSuite: Viewer



Search in the Viewer



This space is a placeholder for the future toolbar, so far contains only zoom:

size, that might

Purpose of This Document

This document shows various elements that may appear in a LibreOffice document.

2nd paragraph; just to show selection over several paragraphs. Various properties, like **bold**, *italics*, and underlined. But also **increased font size**, that might be interesting for selections.

But this paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer.

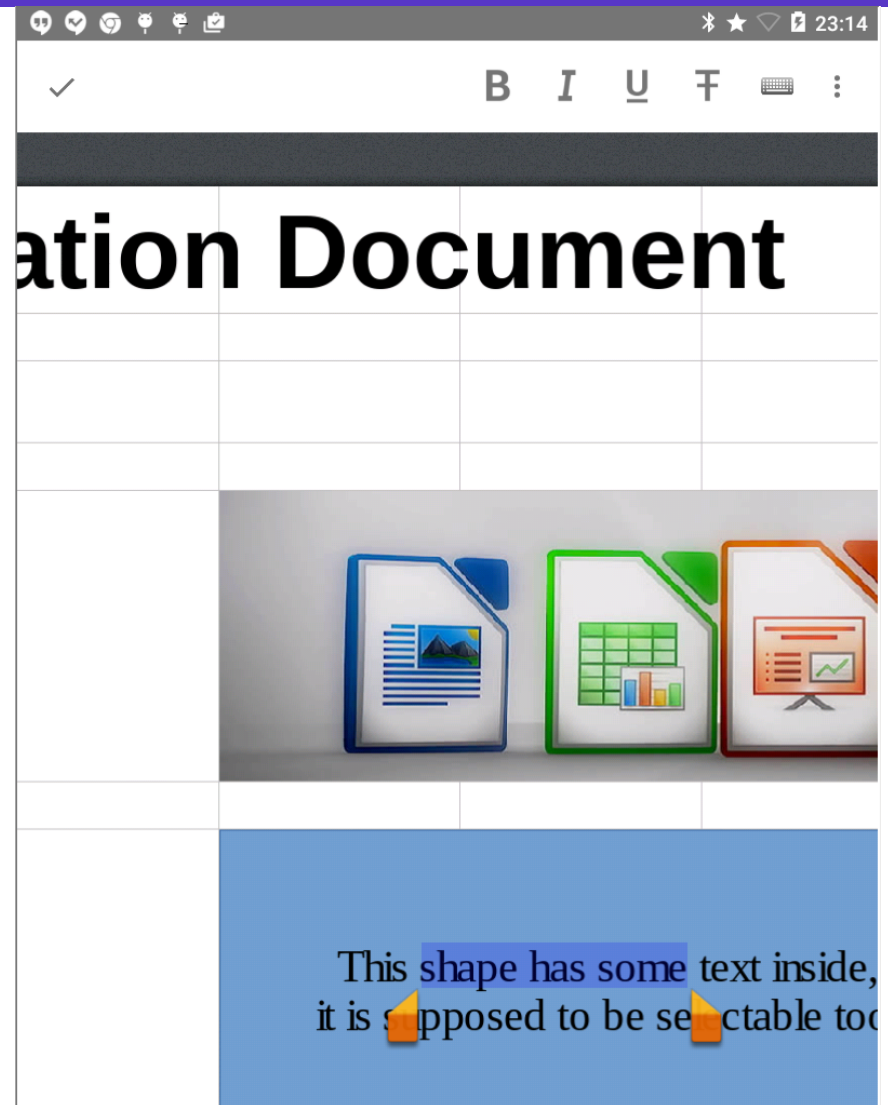
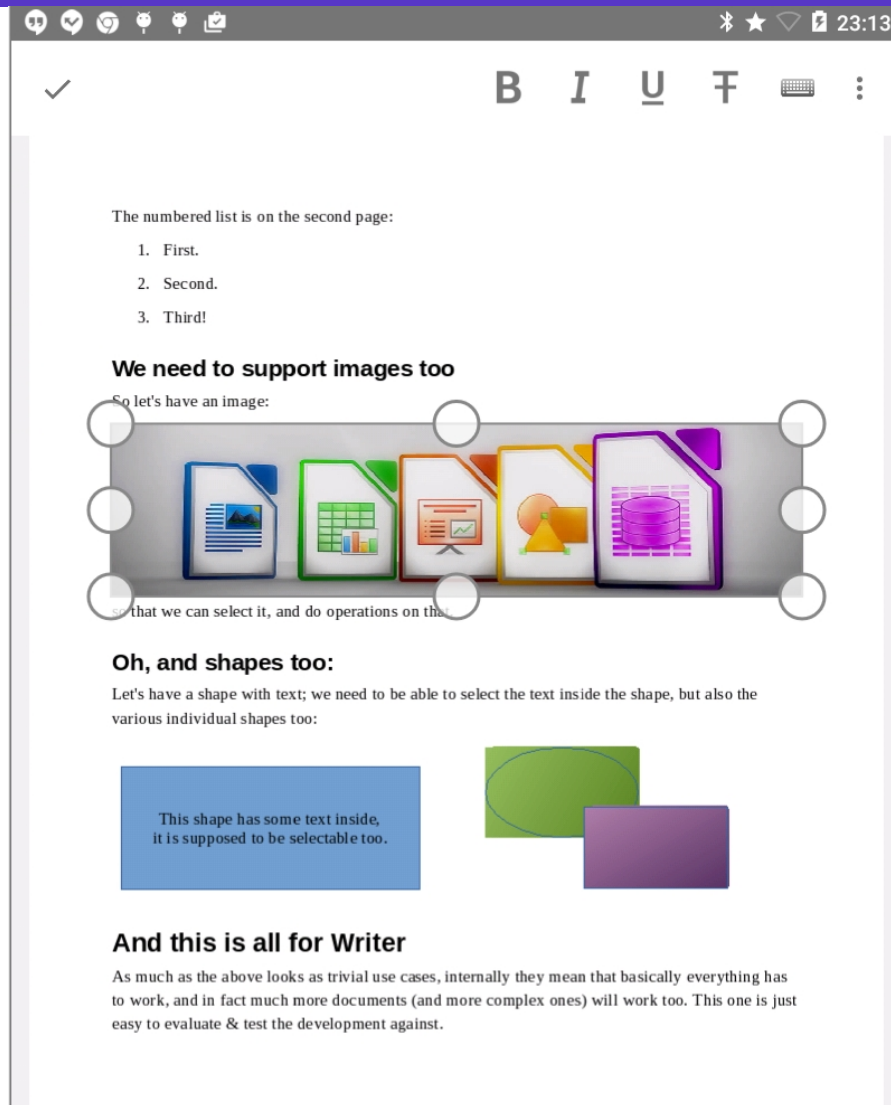
Right-aligned paragraph... This paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer. This paragraph needs to be a bit longer.

Text is not everything

Tables need to work too; but nested tables themselves are behaving unclearly even in the desktop application, so they should not be part of the evaluation:

This is a table	And has some (even multi-line) content...		
		...here and there...	
	Three lines here, three lines here, three lines here three lines here.		

Android Editing



Challenges for SMEs

Access to contracts

- Long term support contracts
- Behemoth incumbents
- Tied up for years
- Dependence on SIs, slow procedures, no guarantees
- Hard to bypass them
- Buyers rarely seek out new solutions
- Huge investment to know “when to what, who, when”
- Register, Inquirer, ComputerWeekly, JoinUp good sources
- TED Network helps for EU (<http://ted.europa.eu>)

Challenges for SMEs

Lacking visibility

- Hard to provide all necessary services at once (migration, training, customisation)
- Open Source business community is disconnected
- Secrecy of Govt and SIs: no case studies, momentum
- Cost of entry to conferences (Public sector show 6-8k)
- Cost of publication in pub sect mags (Mod Gov 6k / page)
- Use SM digital strategy against Govt.
- Promote each other's services

Challenges for SMEs

“Cloud first” is hard

- SME's have to host solutions
- Buyers still decide before using GCloud
- Can make software stack portable
 - Worthing Council: 1,200 to Google Apps for Work
- Max contract for GCloud is 2 years
- Common buying platform good, even for bad choices
- Encourages cooperation to provide mixed services

Over to you!

- You're the experts
- Share the problems' burden
- An opportunity to discuss