LibreOffice from COLLABORA

SME's role in Government IT

Sam Tuke

@samtuke @LofCollabora

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

Collabora

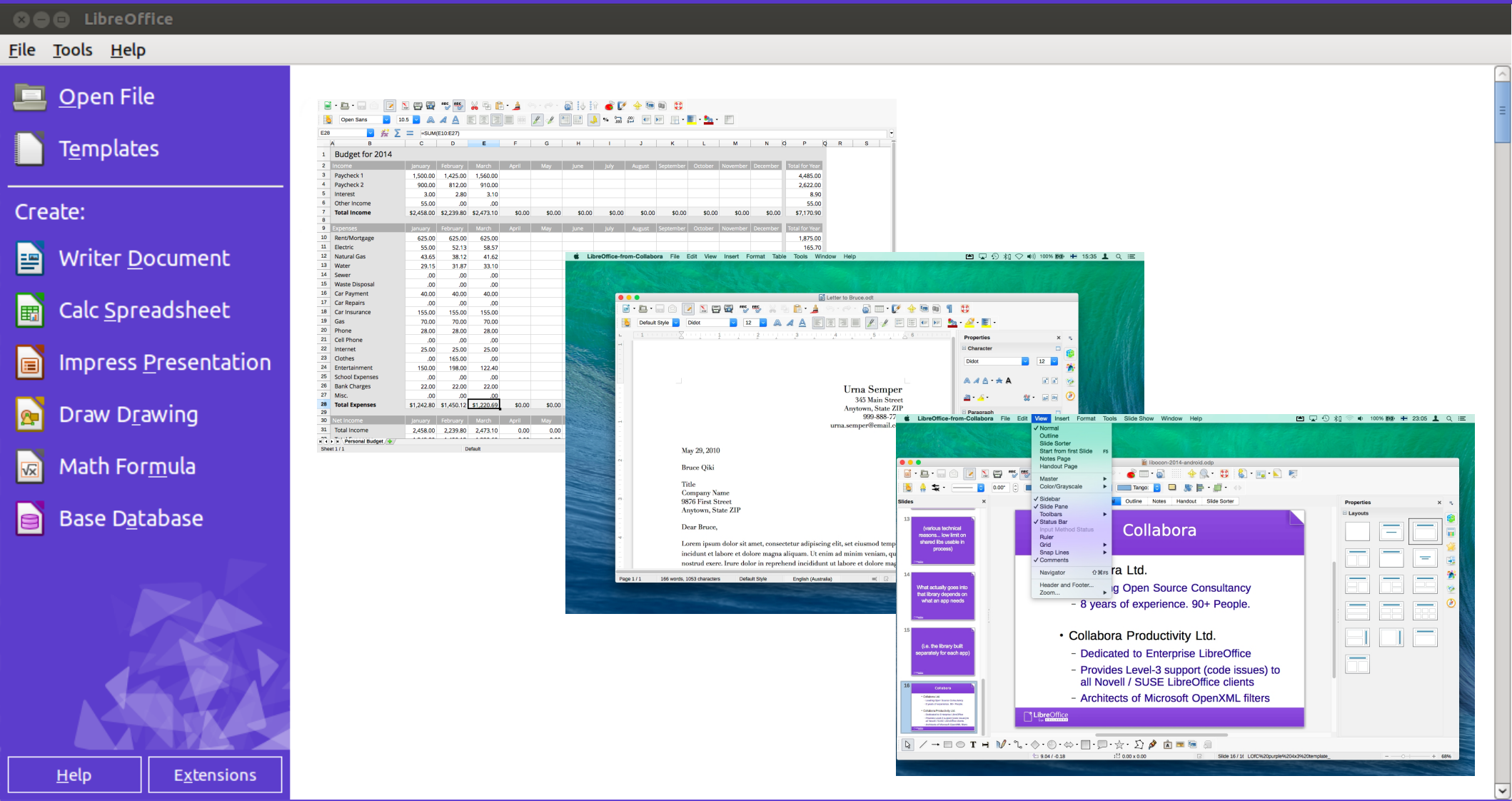
- Collabora Ltd.
  - Leading Open Source Consultancy
  - 9 years of experience. 80+ People.
- Collabora Productivity Ltd.
  - Dedicated to Enterprise LibreOffice
  - Provides expertise to Novell, AMD
  - Architects of Microsoft OpenXML filters
  - Collabora CloudSuite, Android client

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 from COLLABORA

samtuke@collabora.com +44 1223 362 967

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

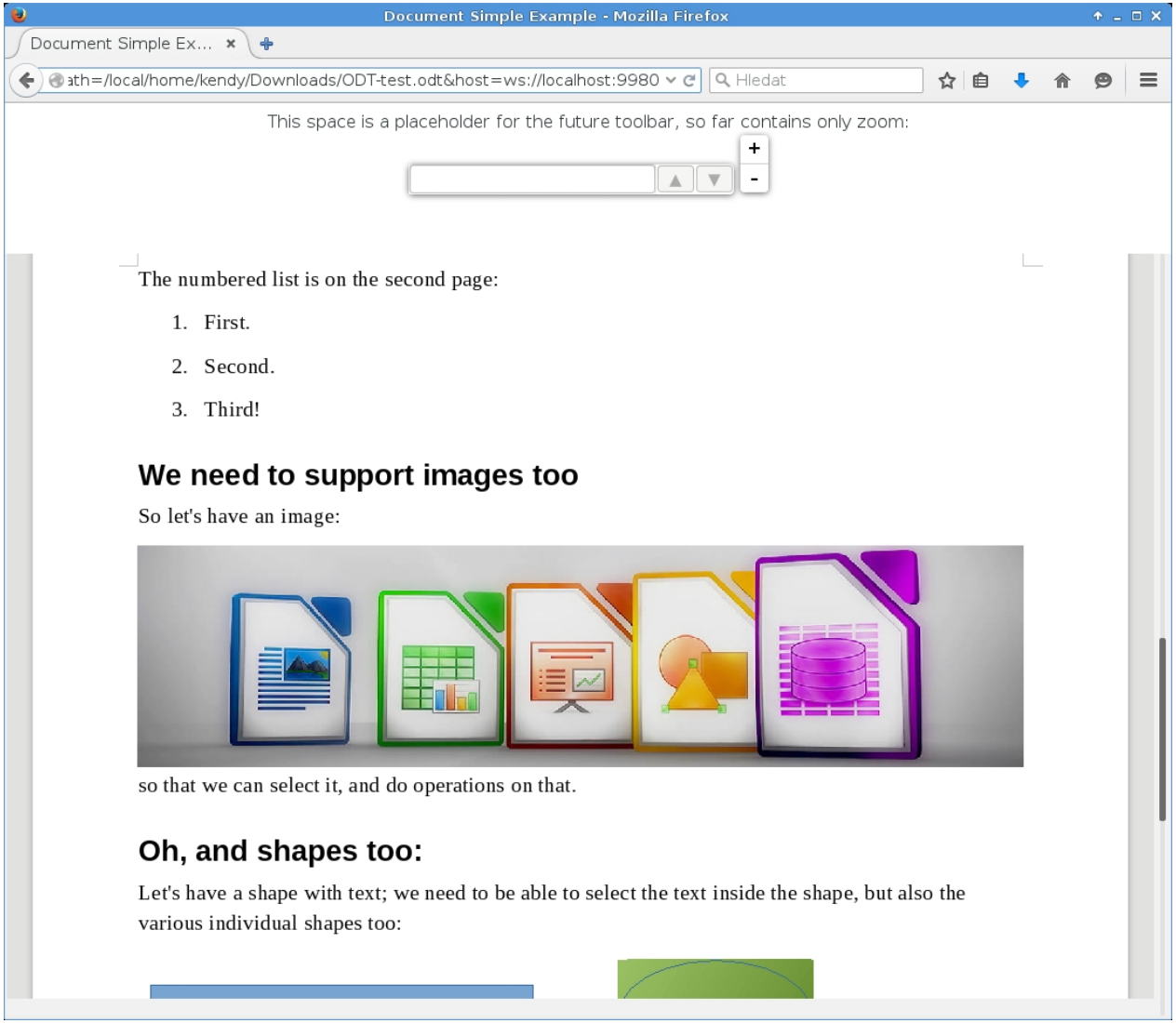
Collabora & IceWarp

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

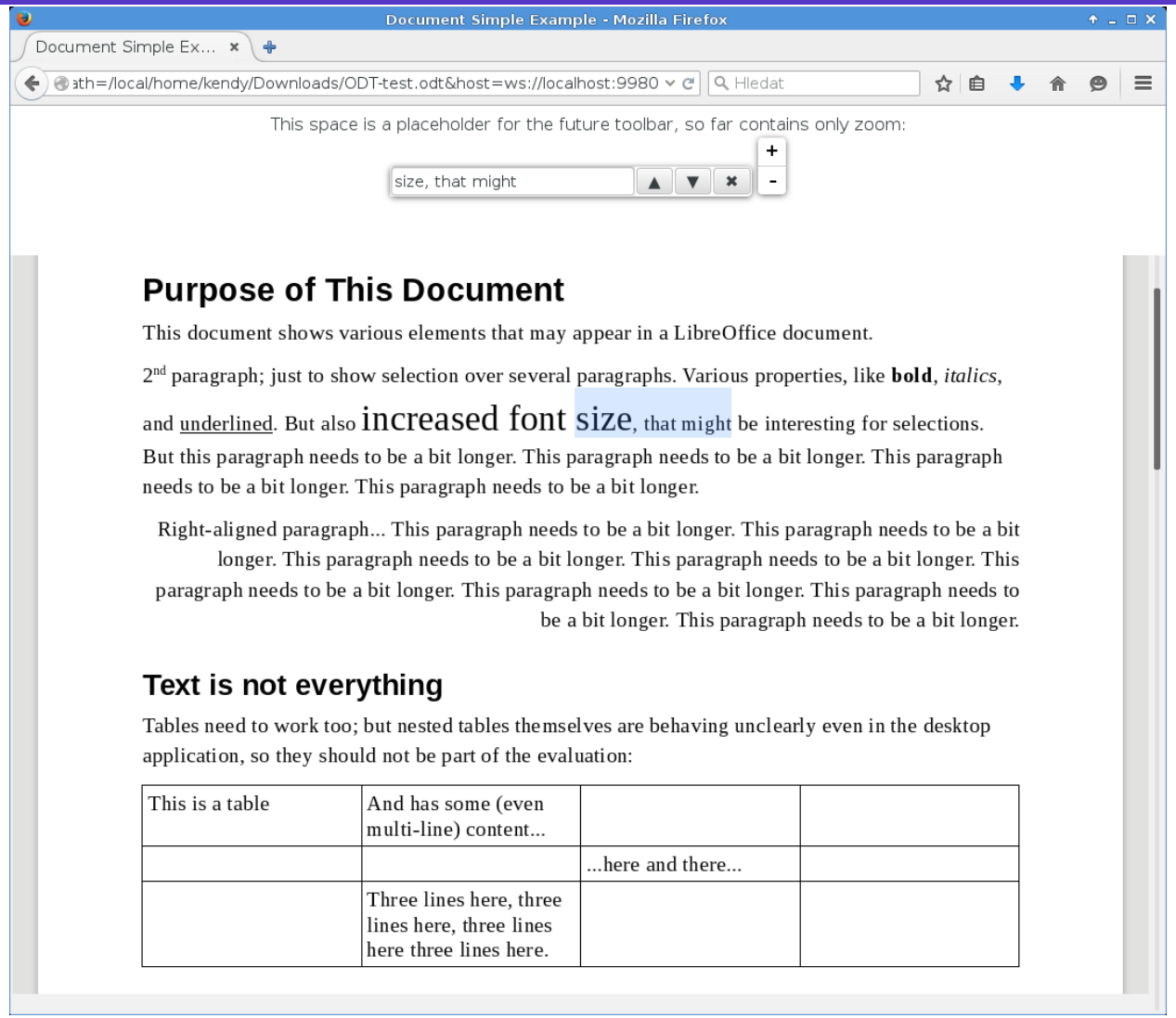
CloudSuite Features

- 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**

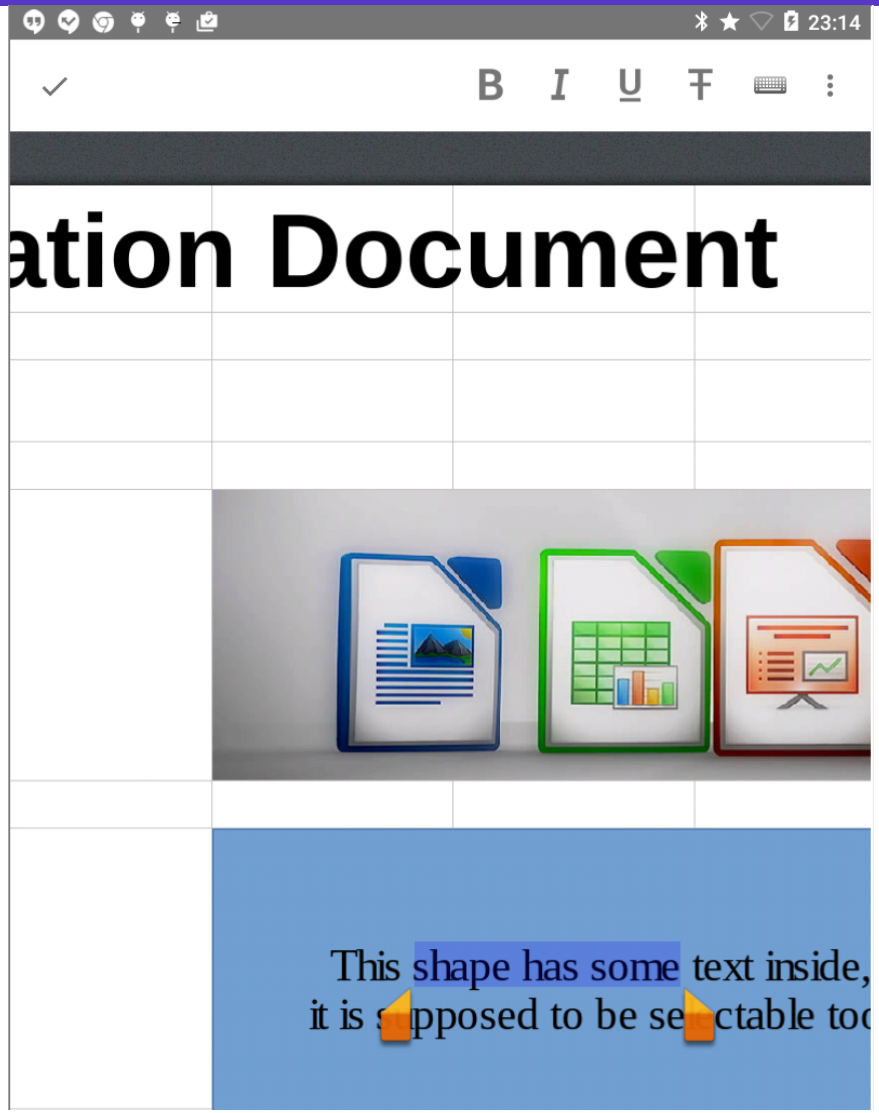
CloudSuite: Viewer



Search in the Viewer



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