LibreOffice and Collabora

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“Stand at the crossroads and look; ask for the ancient paths, ask where the good way is, and walk in it, and you will find rest for your souls...” - Jeremiah 6:16
Automotive

Semiconductor

Digital TV

OEM

Digital Signage

Medical Devices

Collabora Productivity
Mission:

Make Open Source the de-facto standard in the industry

The easy to understand goal of the shareholders
In practice?

- We build our own business around Open Source software
  - LibreOffice for: Project tracking, Finance, Marketing, Sales, Engineering …
- What Assets do we own?
  - All our code changes are contributed up-stream
  - **Brand**, loyalty, staff, etc.
- Otherwise: we have to be a viable business:
  - Here to serve the customer & our partners:
    - *Every* Euro we spend: hiring developers, **sponsoring conferences**, evangelising & marketing LibreOffice
  - Comes from **satisfying** a **customer**
Consulting Samples

a few from the last year:

( how we helped our customers to contribute )
Quantum Computing

- World’s first quantum computing company
- Quantum computing systems and software
  - Built around “qubits” rather than “bits”
  - Revolutionary technology leaders creating a new industry.

“Collabora understood our problem immediately, and implemented a great, Open Source solution for us to improve customer training” - Denny Dahl, Principle Research Scientist at D-Wave Systems Inc.

“Quantum computing with VBA” - Tamas Bunth – this afternoon.
Pivot Chart

Long requested feature
Fixed cost project
Implemented, with community feedback
Shipping in LibreOffice 5.4
Delivered early.

“Pivot Charts” - Tomaz Vajngerl – Thursday morning.

“LibreOffice Migration in Nantes one year after” - Eric Ficheux – Friday morning.
TSCP: Document Classification

- Deeper work on paragraph classification.

“Per-Paragraph Signatures in Writer” - Thursday – Ashod Nakashian

“Classification and signing in LibreOffice” - Friday - Fekke Bakker & Cor Nous
Threading Calc ...

Making Calc calculation thread-capable

- Core re-factoring, and ongoing re-work ...

Awesome new hardware

- Affordable threading
- 16 threads the new normal
- Also amazing LibreOffice compile machines

re-calculating 100k formulae on 1m doubles

“Making Calc calculate in Parallel”
- Tor Lillqvist – Friday morning
Products: PC
Collabora Office ...
Collabora Office:

- Why not use LibreOffice for free in the enterprise?
  - I badly need this new feature / fix!
    → a custom built version anyway.
- three to five years of security & maintenance
- includes cumulative customer fixes
- Easy to deploy on Windows:
  - MSP patches & ADMX lock-down templates
- **Unlimited** low-priority bug / ticket filing
  - Interaction with developers
  - Important product direction input.
Collabora Office

- Product Management / Roadmap Input
  - Help us to steer the work we do.

Tokens – one per Eur 1k
  - Apply them to your tickets on creation.
  - Discretionary Product work driven by tickets with the highest count

- Collabora Office: Costs ...
  - Volume price per seat: 1000 seats:
    - €0.96 / user / month
      - €1.42 / user / month at 50 seats.
SLA on Code Fixes:

- **Level 3 bug-fixing**
  - User defined severity / priority
  - **SLA** for bug-fixing – starting work in 1-2 days ...
    - With rate limiting ...
  - Problem Temporary Fix (PTF) builds.

- **Fixed price** Entitlements:
  - Easy to budget for
  - **€11,000 for 1x high, 3 medium bugs.**
  - **€30,000 for 3x high, 6 medium bugs.**
  - We fix any bug – for a flat cost.
    - *open only to end-customers, for whom we are their sole LibreOffice supplier.*
Italian Banking example:

- One of the top three Italian banks
- **20,000** seats of *Collabora Office*
  - Deployed in all their branch offices
    - Visionary cost savings.
  - MSP patches for updates, LTS
  - Group Policy / ADMX lock-down (in Italian)
- Ongoing product work for them.
- With our partner: STORTI
  - SOLUZIONI OPEN SOURCE
UK Hospital:

- Collabora [Gov]Office migration
  - 8500 seats, Eur ~1 million cost avoidance
    - After Level 3 code fix SLA / support ...
  - Wins: Autotext, Sharepoint Lists, Mail Merge, Embedded documents ...

“It has been a pleasure working with Collabora to fix our migration issues” - Darren Henderson - ICT Operations Manager at South Eastern Health and Social Care Trust

“LibreOffice in a UK Hospital” - Me – Friday morning
“Sharepoint a year of progress” - Mike Kaganski – Friday afternoon
“Mail merge Writer data source” - Andras Timar – Thursday afternoon
“Improved interoperability of Writer’s features” - Szymon Klos
Product Quality: Unit Tests ...

- Stopping regressions escaping into customer's deployments
- Auto-testing where no-one has auto-tested before.

“Unit testing in online” - Michael Meeks - Thursday afternoon
Products: Collabora Online ...
Why online?

- On-premise – control of your data
- On-premise – control of your CPU & network

Bonus features

- A reduced feature-set sphere – can win.
- Document Formats – somewhat less relevant:
- Server / Certification / Revenue model …

Where C’bra is investing:

- Minus Eur 500k so far & 99% of commits …
Collabora Online: the enterprise-ready LibreOffice-based Online Office Suite that allows you to stay in control of your own documents. Full control of your office files.

LibreOffice is the world's most popular Open Source Office suite with over 120 million users. Collabora, a leading contributor to the project, and developer of the enterprise-ready, Long Term Supported edition of LibreOffice, Collabora Office, has now brought LibreOffice to the Cloud with Collabora Online.

With Collabora Online you now have access to a powerful, enterprise-ready and 100% Open Source Online Office Suite functionality, with excellent support for all popular office file formats and...
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**SERP Rank**

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<th>01/01/16</th>
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*Our top product ranks number 1*

**Non-Paid Search Traffic**

- John
- Jane
- Emily

- **Search**
- **Conversions**
- **Signups**

- **Guitar Straps**
- **Bass Guitar Pick**
- **Gibson Acoustic**
- **Marshall Amp**
- **Les Paul Guitar**
What it looks like: Impress
• The best way to get our development towards LibreOffice 6.0 to test / for home-use.
• grab the latest Docker image and/or packages
  • http://collaboraoffice.com/code
  • **1.5 million+ Docker pulls**
• ~Useless alone: needs to be combined with a simple ownCloud / Nextcloud / Pydio …
  • with valid SSL certificates etc. …
Huge progress in the last year:

- Collaborative Editing, responsive design, CPU & B/W wins & **so much more**
- in LibreOffice 5.4

“LibreOffice Online - new features since the last year” - Jan “kendy” Holesovsky - Thursday first session
Collabora Online 2.1.x ...

- Internal re-design: simplifying threading (5.4)
- Spell checking (6.0)
- seccomp-bpf: pre-emptive kernel API sub-setting (6.0)
- Calc
  - 500k rows re-work (5.4)
  - Active cell reference (6.0)

“How to stop blocking and learn to love non-blocking sockets” - Ashod Nakashian – Friday after lunch.

“Approaching the 1M columns / rows limit in Calc Online”
- Marco Ceccetti – Friday morning.
Next: Deeper Rich Editing (6.0)

“Tunneling dialogs to LibreOffice Online” - Pranav Kant – Thursday afternoon.
What you get ...

- Customer Portal access
- Access to Collabora Online binaries & update channels.
- Full Technical Docs
  - Setup, deployment, manual
  - Support training details
"We deployed Nextcloud with Collabora some months ago. We are very happy with the user-acceptance of the sync & share function and hope to expand on Collabora usage as part of our plans to make Nextcloud a core component of our digital-workspace initiative. -- Bartel Pieterse

"In terms of functionality most of the users are impressed by the possibilities of Collabora within our Nextcloud setup."
"Collabora Online/LibreOffice together with NextCloud has provided us with a powerful enterprise on-premise solution which has **seamlessly integrated** with our existing infrastructure. We are **impressed** with Collabora Online/LibreOffice's **preservation of layout and formatting** across all documents. This has been a key component in staff utilizing Collabora Online. In addition the ability to create native docx, pptx, xlsx files is an **impressive feature** of Collabora Online within Nextcloud. We anticipate the added feature of a spell checker which is scheduled to be included in the next minor release will be of added value."

-- Australian Council of Trade Unions
Reaching Customers: Partners

- **75 Partners** – serving joint customers.
- They provide Training, Migration, L1 / L2 support, in your native language
  - **Committed to distributing Collabora Online integrated with their products**

+14 countries this year

Commercial support in 55 countries
Four Years of Collabora Productivity
Commits by Affiliation

*From Aug 2016 to Sept. 2017*

Hopeful that this will continue to improve diversity-wise:
That we will do more, but it will be a smaller proportion.
The people behind the numbers:

- Commits from 20 @collaborans in the last 12 months

  a privilege to fund such great guys work with you all:

  Noel Grandin  Ashod Nakashian  Miklos Vajna  Pranav Kant
  Tor Lillqvist  Michael Meeks  Jan Holesovsky  Andras Timar
  Henry Castro  Tamás Zolnai  Mike Kaganski  Kohei Yoshida
  Tomaž Vajngerl  Marco Cecchetti  Szymon Kłos  Tamas Bunth
  Dennis Francis  Aron Budea  László Németh  Olivier Hallot

- Four years of Collabora
  - 24,300+ commits – 33% of the last year
  - 16+ commits 7 days per week – sustained.
Other misc. ways we serve you

- Fund the time of 2x TDF board members, and 1 Membership Committee member.
- Advisory Board membership / funding.
- OASIS TC membership / contribution
- Google Summer of Code Mentoring
  - Five of Nine successful projects had a C’bra mentor this year.
- QA: 1900+ bugs touched this year
- Hiring: Marketing, Interns ...
Conclusions

- Our mission applied - is to: **Make LibreOffice Rock**
- All paid for by our Customers & Partners
  - Many thanks to our great customers & Partners, particularly those who provided case-studies / quotes in time ...
  - **If you're a Collabora Customer & Partner – you're changing the Office world for the better**
- All executed by our staff
  - Thanks to the awesome team.
- All executed alongside the community
  - Without you, it couldn't be done & it wouldn't be fun.
- Our **Brand** is one of our only assets: please credit us when you talk Online
- Our **pleasure** to be able to sponsor the LibreOffice conference

Oh, that my words were recorded, that they were written on a scroll, that they were inscribed with an iron tool on lead, or engraved in rock for ever! I know that my Redeemer lives, and that in the end he will stand upon the earth. And though this body has been destroyed yet in my flesh I will see God, I myself will see him, with my own eyes - I and not another. How my heart yearns within me. - Job 19: 23-27