Collabora Productivity

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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
Collabora Productivity

● >100 staff, Cambridge & Montreal
● Leading Open Source Consultancy

Collabora Productivity

● ~30 staff - 6 years old (last week)
● Focused fully on office productivity

What does that mean?

● We re-invest your support into FLOSS software, including LibreOffice and into our partners.
● This is the goal of our shareholders

Shared mission / raison d'être:

● Make Open Source rock.

The driving force behind putting LibreOffice in the #Cloud.

TINMF

Almeria 2019-09  .  2
Examples:
Collabora example: Monado / OpenXR – play later ...

Monado
- Founders & driving force behind FLOSS VR / XR
  - When the world goes this way
  - Vital to have an open-source runtime, stack, drivers & community.

Fun & Games for hackers on Linux
- Get involved
  - https://gitlab.freedesktop.org/monado
  - https://monado.freedesktop.org/
Collabora Productivity
100% focused on Office
Collabora Productivity: examples

One of the top three Italian banks with 20,000 seats deployed in all their branch offices. Visionary cost savings.

Partner: Ryzen Threadripper


Partner: Studio Storti

140 partners and growing ...
Strong preference: sell through partners!

Customer has a **single** support partner.

- Who are L1/L2 support & deployment experts in Collabora products – **in your language**: 55 countries
- We provide Service Level Agreement & place to file tickets

Helping people start their own LibreOffice business

- Can you speak your native language? And a little English?
- Do you know about LibreOffice? → **it could be you**!
- **We need you:** Put together a full-service: your training, your migration ...

Encouraging others to invest alongside us & the community...
Partner example: Alfresco Collabora Online Connector

Collaborative editing for Alfresco (a Sharepoint competitor / ECM) via WOPI-like API & new monitor connector.

(With acknowledgment of Magenta’s hard work as well)
Collabora Office examples
(Auto) Redaction

Thanks to: Muhammet Kara
SmartArt – working to finish & making it editable

A very long saga ...

- Finally approaching usefulness ... & interoperability.

More details:

Grzegorz Araminowicz’s talk ... for credits

Thanks too to SUSE
Interop: bottom to top / left to right

Writer layout feature: thanks to Miklos ...
Interoperable text based form controls

Thanks to *Tamas Zolnai*

cf. Andras’s talk.

Text form field: **some content**

Checkbox form field: ✗

Dropdown form field: **One**

Date picker content control: 09/11/19
Calc: towards >1024 columns

Thanks to: Noel Grandin
Significant performance work

Removing sillies, Threading ZIP compression

Thanks to:

- Noel Grandin
- Lubos Lunak
- Mike Kaganski
Collabora Office Mobile
Native iOS version for tablets - with Adfinis

Co-Developed with Adfinis

• A great partner!

So far in TestFlight

Thanks to:

Tor Lillqvist
Tomaž Vajngerl
Native iOS version for tablets ... with Adfinis

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Quite a story:

Buy Collabora Online, get a free iPad version thrown in free!
Online based Android app ...

Thanks to Tor Lillqvist, Jan Holesovsky, Kaishu Sahu (GSOC), Florin Ciornei, Gülşah Köse
Collabora Online contributions
Blockchain / Vereign Integration

In co-operation with Vereign a Swiss open source company building a blockchain based self-sovereign identity and personal data store.

Thanks to Tomaž Vajngerl
Touch / table resizing handles – in Writer and Calc

Implemented resizing of table cells, particularly targeting the mobile devices (Tomaž Vajngerl)
Sidebar in Writer, Calc and Impress

We need to support images too

so that we can select it, and do operations on that.

so let's have an image:

Oh, and shapes too:

let's have an image:

so that we can select it, and do operations on that.

so that we can select it, and do operations on that.

so that we can select it, and do operations on that.

so that we can select it, and do operations on that.

This shape has some text inside, it is supposed to be selectable too.
Online / Widget theming implementation ...

Custom look & feel

- Custom SVG branding of individual widgets
- Building on native widget framework.
- ~easy to re-use for other platforms (volunteer?)

Thanks to: Tomaz Vajngel
Significant Mobile & UX improvements
The pieces you can’t see

Integration improvements

- Masses of new extensible API to embed Online into your application

Performance

- Loading time, dialog rendering time
- Improved PDF rendering
- Unipoll – code simplification.
- Profiling infrastructure

UX / infra changes

- Many new dialogs converted to async
- Multi-window focus re-work.

Copy / paste

- Complete re-write, powerful new model.

Security & Anonymization

- Anonymized logging
- 3rd party penetration testing

And much much more ...
Products
What can people buy:

Collabora Office

- Long term (3-5 years) stable, supported versions of LibreOffice
- Includes cumulative customer fixes - Redaction eg.
- Easier to deploy on Windows: MSP, ADMX lockdown templates
- **Unlimited** low-priority bug/ticket filing
- Inexpensive - for 1000 seats - €0.96 / user / month

Custom Development

- **Service Level Agreement** on bug-fixes
  - Have an engineer starting ~now!

All products:

- **Unlimited** low-priority bug/ticket filing

Product Management & roadmap

- Sit down with us & prioritize ...
Collabora Online – the features you know

Service Level Agreement – keeping your documents on-line

Custom Integration – APIs, and work ...
- Partners commit to install & integrate with the code

Branding & Scarcity
- Brand – one of Collabora’s few concrete assets
  - All our code is open
- You guys know it – but vital to us to be known to the huge LibreOffice user-base.
- Tastefully stating the truth: helps fund development & grow all commercial versions.  
  Ecosystem talk later ...

Online commits
By affiliation (last 2 years)

Collabora

2427
94%

This is an unsupported version of LibreOffice Online. To avoid the impression that it is suitable for deployment in enterprises, this message appears when more than 10 documents or 20 connections are in use concurrently.

MORE INFORMATION AND SUPPORT

CODE: easy to get & use"
What customers & partners get ...

Customer Portal access

- Access to Collabora Online binaries & update & snapshot channels.
- Full Technical Docs
  - Setup, deployment, manual
  - Support training details

Direct access to Engineers & Product Mgmt

collaboraonline.com
Six years of Collabora Productivity
Commits by Affiliation – last year

Collabora: 5986 commits (40%)
Red Hat: 3120 commits
Volunteers: 4417 commits

15,137 Code commits
July 2018 – July 19

We need to improve our ecosystem diversity-wise. Let’s ensure that people can build businesses around it.

Also, celebrate, encourage, and credit all contributors.

TDF: -0% of our revenue. 7% last year.
Other ways we serve & contribute ...

### Governance
- 3x Board/deputy members
- 1 Membership Committee
- Serve on the ESC

### More work – funding time
- Nine GSOC mentors this year
- Patch review of gerrit commits
- Ongoing mentoring & improvement
- Snapshots maintained for LibreOffice Online

### Funding with cash
- Conference Sponsorship
- Marketing publication sponsorship
- Cash from Apple App-store sales – 15%
- COSM sponsorship – for ODF
- Flying attendees to:
  - conferences, to train & present
  - hackfests to train
- Buying community meals at conferences
Thanks to our team(s) who have worked so hard:

**Code Committers last 12 months (24)**

Noel Grandin, Tor Lillqvist, **Miklos Vajna**, Mike Kaganski, Tomaž Vajngerl, **Jan Holesovsky**, Henry Castro, Ashod Nakashian, **Andras Timar**, Luboš Luňák, Tamás Zolnai, Szymon Kłos, Muhammet Kara, Justin Luth, Tamas Bunth, Dennis Francis, Gülşah Köse, Grzegorz Araminowicz, Aron Budea, Mert Tumer, Florin Ciornei, Marco Cecchetti, Iván Sánchez Ortega

**Management / Marketing / Support**

- Eloy Crespo → **Sales**
- Cor Nouws, Pedro Sanchez, → **Marketing**
  Swapnil Bhartiya, Jona Azizaj
- Yunusemre Semturk, Olivier Hallot
- Tracie Fabb, Julie Wilder, Hannah/Jassie/Jessie ...

**In bold (left)**

- managed to manage a team as well (!)

**Please do encourage them: ~20+ here ...**
Conclusions

- Our mission applied:
  - working with you to make LibreOffice rock.
- All paid for by our Customers & Partners
  - can’t do anything without them,
- All executed by our staff
  - I do a bad job here – talks … !
- All executed alongside the community
  - Without you, it couldn’t be done & it wouldn’t be fun.
- Branding one of our only assets:
  - please credit us when you talk Online
- A pleasure to be able to sponsor the LibreOffice conference.
- Hiring – Marketing, Sales, JS ?!

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