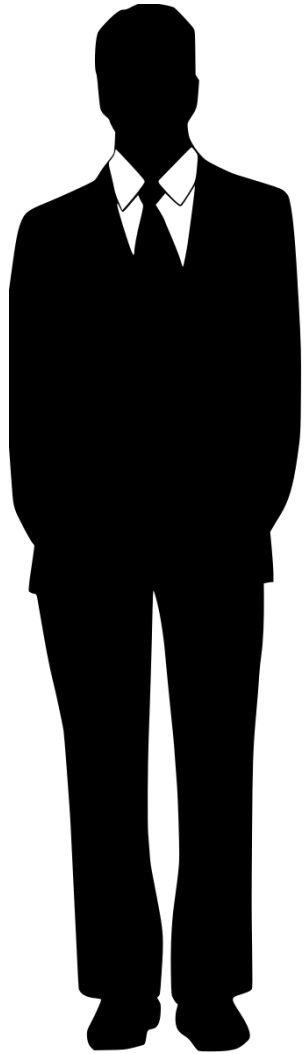


**NO! Open Source Software
„NoOSS“**



smart, reliable, boring

**PRO! Open Source Software
„ProOSS“**



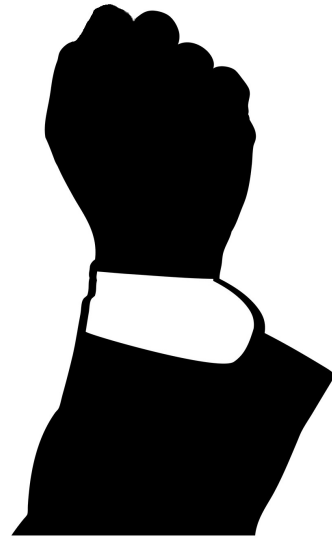
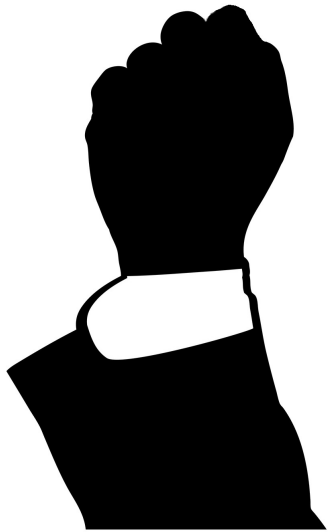
brilliant, crazy, chaotic

- Have ProOSS in your company mentioned that there might exist OSS solution for your problem?
- Are you aware of upcoming freaky ProOSS projects in your division?
- Or is there already a crazy ProOSS running in your company?

Mind the dubious influence!

10 foolproof steps
to successful avoid OSS in your company

Robert Jaehne und Dr. Frank Siebert

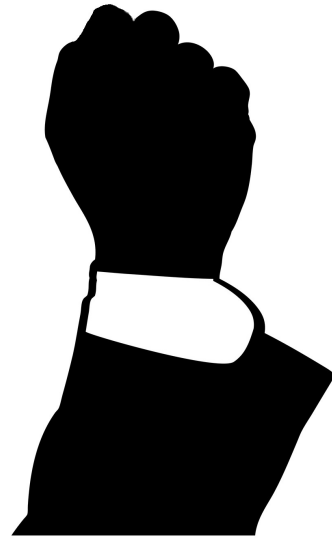


NoOSS stay with top down!

<sir_ayay_sir>

- Set up the project strictly hierarchical
- You are the central communication hub! Divide et impera!
- Seed information by word of mouth
- Always save little pieces of information
- Leading by advanced information

</sir_ayay_sir>



But ProOSS might argue ...

<learn_from_the_best>

- Hierarchically project structures are inefficient
- Communication have changed
- Broadcasting is easy
- OSS development mostly works globally distributed

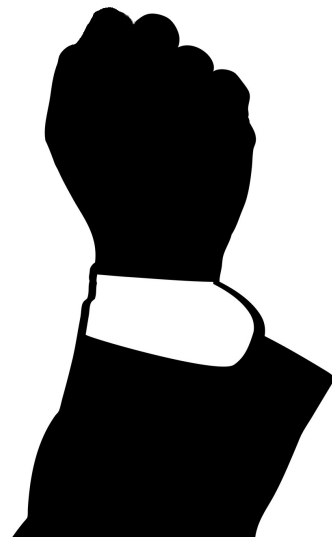
</learn_from_the_best>

NoOSS mind the call for tenders

<legal_tricks>

- Contractors company size does matter!
- The annual earnings of your contractor are important!
- Our highly specific requirements should already be part of the product!
- Soft fact: Only a costly product is a real Product!

</legal_tricks>



But with ProOSS it might be that ...

<counterstrike>

- Avoid „product“, focus on „function“
- Encourage bidding teams
- Ask for definite implementation of your most demanded features
- Focus on independence and sustainability e.g. code insights

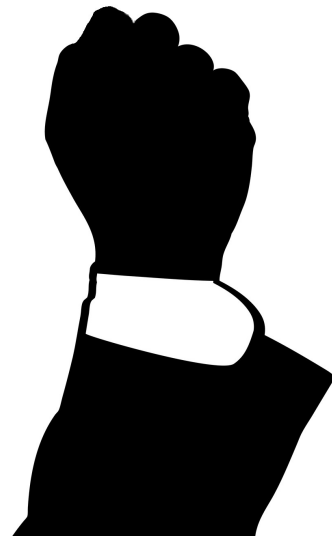
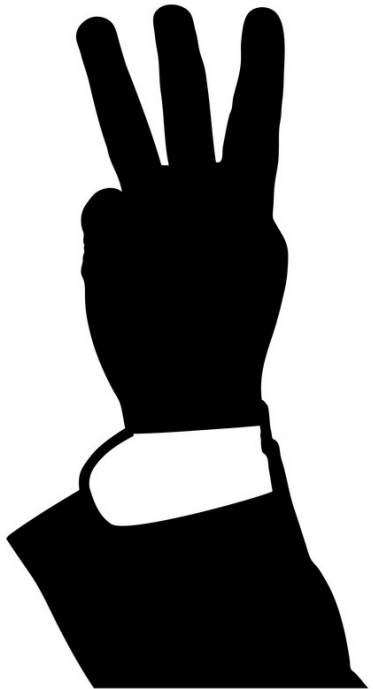
</counterstrike>

NoOSS do requirement overkill

<friendly_fire>

- Start requirement requests
- Use excessive demands
- Include future needs
- Consider more complex requirements
- Make the complex the most important!

</friendly_fire>



But ProOSS might say ...

<keep_cool>

- Focus on the scope!
- Workflow instead of functional requirements
- Functional requirements instead of product functions
- **NO! BIG! BANG!**
- “The Needs of the Many Outweigh the Needs of the Few”

Spock, son of Sarek

</keep_cool!>

NoOSS demand „standard compatibility“

<boredom>

- Always demand support for the most common appropriate standard
- Forget about differences between an open and a closed standard
- Declare pseudo- standards
- Our trusted department of FOOBAR officially recommends „standard“ [X]

</boredom>



But ProOSS will go like ...

</bazinga>

- „Standard“ means openness and freedom!
- The development toolchain is based on open source standards
- Plattform independence is key in a mobile, web Apple/Google/Microsoft world – it's easier achieved with open standards
- OSS standardisations are comprehensible AND reproducible

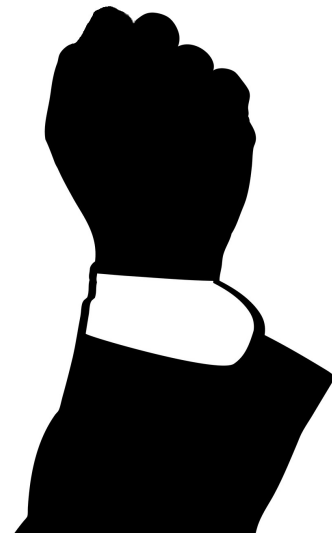
</bazinga>

NoOSS invent new methodology

<bullshit>

- Connect invention of OSS with new methodology
- Rules instead of responsibility
- Documentation instead of progress
- Reduction of uncontrolled motivation

</bullshit>



Unfortunately ProOSS are right with...

<cute>

- No methodology without adaptation!
- Use team self control to adopt a method
- Define a method as a standard after it has been proven to be useful, not in advance
- Non-deterministic systems (without fixed set of methods) have the ability for self healing
- Documentation is not part of the solution, but part of the problem!

</cute>

NoOSS hire certified microsoft partners!

</asking_for_trouble>

- IT == business: everyone wants your money
- Time == Money: you need your problem solved ASAP
- What's easier than hire some guys which tell you, everything is easy and installed by a few clicks?

</asking_for_trouble>



But ProOSS might mention some disadvantages like ...

<resistance>

- What is important? Speed or sustainability?
- Can you trust anybody whose recommendations have direct impact on the salary?
- Documented bugs can be fixed, what about undocumented bugs? Are there non in bought software? Will you pay for fixing?
- Does security and confidentiality matter for you?

</resistance>

NoOSS blame it on the connectivity!

<masterstroke>

- Keep central infrastructure components (directory service, colaboration plattforms, databases) proprietary
- Connect the program in focus with others (SAP, Autodesc, ..)
- Demand special file formats (Office, PM, ..)

</masterstroke>



But ProOSS know that ...

<here_we_go>

- Use free connectors to infrastructure components!
- Review all demanded interactions
- Use free standards for interoperability

</here_we_go>

NoOSS plan the team death

<drumfire>

- Defensive management
- Physical separation
- Fragmentation of time
- Reduction of quality
- Senseless milestones

</drumfire>



The ProOSS defence is ...

<digging_trenches>

- Trust the team!
- Self organization works best
- Concentrate on 2 things a day!
- Reduce scope, not quality
- Review deadlines critically

</digging_trenches>

NoOSS stop all efforts at the end of the project

<freeze>

- Avoid including OSS in your IT-strategy
- You live ITIL: IT-Strategy, design and transition where on your project roadmap
- Stop team support after the project ist done

</freeze>



ProOSS survive!

<biological_growth>

- There is self organization!
- Guerilla information infrastructure
- OSS-Team members as nuclei in a company
- build support from people in the line organisation

</biological_growth>

NoOSS come up with ORGANISATIONAL ANALYSIS

<nuclear_bomb>

- Generate problems
- Create political awareness
- Hire **External Experts**
- Examination of the organization and its processes
- Identify OSS as cause of costs and inefficiency

<



NoOSS and ProOSS nuclear winter games

<be_part_of_the_game>

- External = expensive!
- Experts = for what?
- Redesign of organizational structures and processes = loss of efficiency (at least short/middle term)
- Lots of huge problems = no one talks about OSS anymore
- Loss of control, reaction instead of action = unresistable demand for „Plug'n Play“!

</be_part_of_the_game>

**The chains of habit weight too less
to be felt until they weight too heavy to
be broken – and then we function in
our disfunction!**

Warren Buffet

A black silhouette of a person, likely a CEO, with their arms raised in a gesture of triumph or surrender. A thick black chain is draped around their neck, secured with a large padlock. The person is wearing a white shirt cuff and a dark suit jacket. The background is white.

CEO