

## Operating Report 2007

### General information about COSS

The Finnish Centre for Open Source Solutions, COSS, is a national business development organisation for the application of open source technology and operating models. COSS promotes the controlled application of open source technology solutions in different business areas and produces services to improve the business operations of its members. COSS offers its services to companies specialising in products and services based on open source technology, as well as to users of open source solutions: enterprises, corporations and public sector organisations.

The objective of COSS is to improve the competitiveness of Finnish software-intensive businesses, to create new growth business and to advance the development of an information society through both open source technology and its producers.

The year 2007 was the fourth operating year of COSS. COSS was founded in early 2004 as the key project of the Centre of Expertise Programme, and was subject to annual special funding, which guaranteed its basic funding for the first two years. Following the initiation of its operations, COSS has functioned as a development programme, managed by the state-owned Technology Centre Hermia Ltd, which is supported by the membership fees of its corporate members, business development projects financed both privately and publicly, and by chargeable specialist services and events.

The year 2007 was a year of operational growth and stabilisation for COSS. The number of members continued to increase steadily, along with open source business development, reaching 130 members at the end of the year. During the course of the year, COSS established its position as both the development organisation of its field in Finland, and an internationally valued cooperation partner.

COSS monitors member satisfaction by way of an annual survey. Member satisfaction has remained at a high level, even though any detailed comparison data is not available due to a change in measurement techniques. These research results will form the basis for the planning of next year's activities.

COSS operates as an independent development programme, under the management policies of the Technology Centre Hermia. The activities of COSS are directed by a management team consisting of its sponsor members. In 2007, the management team consisted of the following members:

- Kim Aaltonen, Novell Oy, Chairman
- Toni Sormunen, Nokia Oyj
- Jyrki Koskinen, IBM
- Mika Kukkonen, Nokia Siemens Networks
- Päivi Hietanen, Tieturi
- Timo Väliharju, Mediamaisteri Oy
- Pasi Nieminen, Nomovok Oy
- Tomi Leskinen, Movial Oy
- Tomi Kankaanpää, Flander Oy
- Henri Ranki, Cubical Solutions Oy
- Keith Bonnici, Tekes
- Juhani Puska, WasaLab Oy
- Pauli Kuosmanen, Plenware Oy
- Petri Maanonen, RedHat
- Olli Mannisto, HP
- Lauri Höllander, Satama Interactive

Below is a summary of activities in 2007

## Communications and visibility services

As in the previous year, communications by COSS were based on Internet services, publications, electronic marketing and “Avopaikka” business news. The aim has been to promote Finnish open source business operations, to improve the corporate image of members, and to strengthen the COSS community.

During 2007, 10 newsletters and tens of advertisements for events were despatched, together with 15 handouts, which were also published in the media. Additionally, COSS published 2 commentaries in relation to standardisation.

The volume of users of the COSS Internet service is increasing continuously. The COSS website underwent a significant refurbishment in 2007 with a view to developing its programme and corporate search facilities. This new service was set up in the Liferay portal and was adopted for use in September 2007. In 2008, the service will be activated and its contents developed further.

“Avopaikka” - open source business news was published and distributed at the beginning of October as a supplement to “Kauppalehti”, one of the leading business daily news in Finland. Approximately ten COSS member companies and organisations participated in the production of the supplement.

## Verso Open Source Business Programme

The Verso Open Source Business Programme was a development programme implemented and run for an entire year in order to improve the knowledge of Finnish companies about open source business opportunities, markets and juridical issues. The programme consisted of six days of seminars and private consultations. The seminar also incorporated two informal discussion and networking events.

The seminar included some 40 presentations and was attended by representatives from more than 40 Finnish companies. In addition to Finnish specialists, presentations were given by top international speakers, such as Matt Asay (Alfresco), Mårten Mickos (MySQL) and Bob Sutor (IBM).

The programme was realised by COSS jointly with Finpro, Roschier Law Office and Hermia Business Development. The development programme was funded by Tekes Verso Technology Programme.

## Business trips

During 2007, COSS arranged two business trips for its members. The first, to Silicon Valley, took place in May in conjunction with the Open Source Business Conference. 7 people took part and, in addition to attending the conference, were introduced to the open source activities of Google and Sun Microsystems, amongst others. The second trip was made in September to the Open Source in Mobile conference held in Madrid, which is one of the leading events in the mobile sector. 4 people took part in the trip.

## Summer Code

In the Summer Code campaign, arranged for the second time, COSS and its cooperation partners (IBM, Novell, Nokia Multimedia, Nokia Siemens Networks, Google and Technology Centre Hermia) offered a summer vacation placement to six college students. From nine finalists, the successful Summer Code students selected on 27 March at the Helsinki University of Technology, were Atte Karkimo, Janne Kalliomäki, Ville-Pekka Vainio, Toni Rikkola, Niko Kiirala and Ville Lindholm.

The Summer Code students worked through the summer months on their chosen open source project. Atte Karkimo developed the full screen of an AmaroK audio player; Janne Kalliomäki created a graphic user interface for backup software used by Linux; Ville-Pekka Vainio created a program which converts the data of man/info manual pages to a format compatible with MoinMoin-wiki; Toni Rikkola's software verified JBoss rules and assisted in their writing; Niko Kiirala produced filters for the vector graphics program, Inkscape, and Ville Lindholm further developed an Exaile audio player.

All but one of the projects were completed according to plan. Following the projects, some of the developers were employed by the project organisations.

## Operet Development Project

The training and development project Operet, which was initiated in 2006 under the funding of the European Social Fund, progressed according to plan, providing a torrent of training in the early part of the year. The largest project involved a training package for Embedded Linux Technologies. As a follow-up for Operet, a new skills development project is being planned, which is expected to be launched in early 2008.

In 2007, the Operet project carried out the following training:

17.1	Linux use
18–19.1	Linux basics
18–19.1	Linux maintenance
23.1–23.8	Software project manager training
21.2	Openmoko training
5–7.2	Linux system programming
20.2–22.2	Linux system programming
6–8.3	Linux system programming
12–13.3	GTK+ user interface programming
12–28.3	COSS Sales Camp 2
20.3	Debian packaging training
27–28.3	XML training
28–30.3	Kernel driver programming
27–29.3	Alfresco training
11.4	Software business seminar
11–13.4	GTK+ user interface programming
18.4	ERP training
25.4	SugarCRM training
8–10.5	Linux system programming
30.5–1.6	Kernel driver programming
31.5	Open source research seminar
6–8.6	eZ publishing system training
15.8	"Avaa ja säästä" [Open and Save] seminar, Helsinki
10–12.9	Maemo training, Tampere
17–20.9	Conference trip to OsiM Conference, Spain
11.9.07–10.4.08	Software project manager training
2.10	Blogs and wikis in corporate use -training
25.10	Open source juridical day

26.10	Linux basics
7–9.11	Linux system programming
12.11	Joomla Day – Joomla publishing system training

## Openmind Conference

This year, Openmind 2007 was organised on 2–3 October, as part of the digital media conference, MindTrek. Openmind gathered together almost 200 people in Tampere, in the communal surroundings of Hotel Rosendahl.

Tuesday, 2 October, focussed on technology in three sessions; Open Source in Mobile, The Art and Magic of Creating Open Source Communities and Adoption of Open Source and Standards in Public Sector. The day ended with a networking event "Openmind Club".

Wednesday 3 October was dedicated to the theme of Business and Innovation.

This year's keynote speakers included Zak Greant, Foo Associates; Jim Zemlin, Linux Foundation; Carlos E. Montero-Luque, Novell; Nils Faerber, LiPS; and Amy Jiang, Canonical.

## Other Seminars and Events

In 2007, COSS arranged and also participated as speakers in tens of events, directed at different target groups.

24.01.2007	Open Source Oulu, Oulu
06.02.2007	Verso Open Source Business Programme: Open Source infrastructure and business development, Helsinki
06.02.2007	Open Tuesday: Open Innovation v. Open Source Code... and what's happening in China? Helsinki
06.03.2007	Open Tuesday: When is the GPL v3 actually coming, and what does it mean? Helsinki
08.03.2007	Launch of Open Tuesday Software Bank (OTSB), Tampere
13.03.2007	Verso Open Source Business Programme: Open source in integrated systems and software solutions, Helsinki
20.03.2007	Open Enterprise Seminar 2, Helsinki
21.03.2007	Wikipedia: a celebratory seminar of 100 000 articles, Helsinki
28.03.2007	Web 2.0 – new earnings logic of the Internet, Helsinki
11.04.2007	Software Business seminar, Jyväskylä
16.04.2007	Open Source sea cruise, Viking Line, departing from Turku
18.04.2007	Enterprise resource planning solutions for small and medium sized businesses – from an ERP idea to a functional tool, Tampere
18.04.2007	Alfresco presentation, Helsinki
19.04.2007	Verso Open Source Business Programme: Open source operating models and business skills of a growth enterprise, Helsinki
21.04.2007	Ubuntu 7.04 "Feisty Fawn" version release, Helsinki
23.04.2007	Early Penguin Open Source Seminar, Espoo
25.04.2007	SugarDay 2007, Helsinki
27.04.2007	Software Outsourcing in China, Helsinki
10.05.2007	OpenLab spring seminar 2007: how local small and medium sized businesses can utilise Open Source programmes, Kuopio
10.05.2007	Adempiere meeting
11.05.2007	ExpoWiki release, Helsinki
19.05.2007	Linux presentation day, Jyväskylä
19.05.2007	Open source programmes day 2007, Turku
20–25.5.2007	Business trip to San Francisco and Silicon Valley
29.05.2007	OCOSS Seminar, Vaasa

31.05.2007	HP Linux Forum, Helsinki
31.05.2007	Open Source Undercover research seminar, Tampere
01.06.2007	Midgard developer meeting, Espoo
06.06.2007	Norway-Finland ICT seminar, Helsinki
15.08.2007	"Avaa ja säästä" [Open and Save] seminar, Helsinki
04.09.2007	Verso Open Source Business Programme: International business of an open source enterprise, Helsinki
07.09.2007	Business Opportunities in Germany, Tampere
19.09.2007	Verso Open Source Business Programme: Financing of an Open Source growth enterprise, Helsinki
20.09.2007	OpenPlaza for small and medium sized businesses, Viking Line from Turku
01.10.2007	Free/Open Source researcher meeting, Tampere
03.10.2007	Verso Open Source Business Programme: Closing seminar, Tampere
06.11.2007	Adopting network solutions: Open source code licensing and operating models, University of Tampere Institute for Extension Studies, Tampere
28.11.2007	SISU 2010 theme seminar: New IT solutions for small and medium sized businesses, Tampere
18.12.2007	COSS members' meeting, Helsinki

## **OpenNordic**

OpenNordic is a Scandinavian virtual Open Source centre, which supports the development of Open Source business in Norway, Sweden, Finland, Denmark and Iceland. COSS is the Finnish arm of the network and provides the network with Internet services.

The objective of OpenNordic is to further the use of open source software solutions in the Nordic countries, and to network the developers and suppliers of such solutions within Scandinavia. The functionality of OpenNordic is based on the activity and cooperation of national operatives in their respective countries.

OpenNordic is currently run as a project financed by the Nordic Centre for Innovation. The project organises meetings between operatives and specialist seminars, and distributes information about the best Open Source utilisation practices.

## **Information Technology Standardisation**

COSS has actively participated in standardisation work, under the leadership of SFS. The most significant emphasis was given to the standardisation process of OOXML (ISO/IES DIS29500), the progress of which has been monitored and discussed since the beginning of the year. In January, we prepared a petition, which suggested that OOXML is not an adequate standard proposal for a fast standardisation process. At that time, Finland was not a member of the technical committee handling the matter, and we were unable to send a definitive statement of objection, but the statement advanced by COSS was critical of the proposal, however, and has been interpreted as such on an international level.

On 15.8.2007, COSS arranged the seminar "Avaa ja säästä" (Open and Save), which attracted more than 30 participants from the spheres of politics and the public sector. In addition, COSS inspired its members to participate in a Finnish opinion formation meeting in August and, as a result, Finland despatched 13 requests for correction to the technical committee of ISO. Subsequently, we have participated in the monitoring and discussion of standardisation processes at several meetings. Manu Setälä of COSS, as one of five

representatives from Finland, will attend the technical meeting of OOXML in Geneva in February 2008.

### **Information Technology Acquisitions in the Public Sector**

In the wake of the parliamentary elections, COSS, together with IBM, arranged discussion meetings for the parliamentary groups of the biggest political parties on the subject of the openness of IT systems. For the government programme, COSS supplied the discussion parties with material concerning open standards and open source codes.

The standard terms and conditions for information technology purchases within the public sector were revised during the course of 2007. COSS participated in the drafting of the new terms and conditions of contract by way of providing consultations to the re-drafting group on open source design, and by issuing a report concerning the draft contracts. As a result, the design in respect of open source programming is neutral and will enable open source acquisitions. The work was carried out by Petri Räsänen and Ville Oksanen.

Manu Setälä of COSS took part in an assignment by the Public Administration Recommendations Committee to determine methods to define the required specifications for IT systems. From the viewpoint of COSS, its most important yield from this project was the removal of any obvious open source code restrictions from the guidelines, and the establishment of a good relationship with the Kunta-IT key personnel.

COSS participated in the Kaura project, financed by the Luova Tampere programme. The project was arranged by Solita Oy. The project created both a technical and administrative model for the requirements to open city application interfaces and for the overall architectural solutions of the applications.

COSS ran the Muuli project, also financed by Luova Tampere. The project "Muutto Unixista Linuxiin" ("Migration from Unix to Linux") mapped out the transferability of some one hundred city applications from their current programme environment to an open source code environment. The results of the Muuli project were published in Kunta-IT wiki, and wiki is now complemented by Kunta-IT. <http://wiki.kuntait.fi/muuli/>

COSS approached KuntaIT and Public Administration Recommendations with an initiative to design a guide for the buyers of open source products. Negotiations were successfully completed and the project will be put into practice with the sponsorship of KuntaIT in the course of 2008.

### **Research**

COSS is involved in research in the field by creating and maintaining a network of specialist research and teaching institutions, participating in project preparations, securing financial backing for research projects and theses, and also through wide-ranging cooperation with Tekes and the Centre of Expertise Programme. In addition, COSS takes part in the dissemination of the results of national and international research projects.

In October, COSS organised an open source researcher meeting, which was attended by approximately 30 researchers from various universities and colleges. FILOSI Forum, which was established to advance joint research activities, held one meeting during the year.

COSS participated the OSSI project, sponsored by Tekes, by securing financing and supporting the distribution of project results by, for example, announcements and by arranging the "Open Source Undercover" closing

seminar on 31.5. The conclusions of the OSSI project were published in November. COSS is involved on similar terms with two other projects, ServOSS and Parteco, also sponsored by Tekes.

In the EU-sponsored Perdrop project, COSS was involved in the distribution of open source infrastructure, which implements the Digital Business Ecosystem concept.

In addition to researcher networking and Tekes projects, COSS took part in arranging and directing a dissertation on the selection of integrated operating systems. The operating system of integrated hardware is a significant, long-term decision for many companies, and the objective of the graduate work was to assist in making that choice. Through an analysis of literature, the work discusses the different options available, creates a comparison table, and develops selection criteria. Technology graduate Kalle Jokiniemi completed the work in December 2007.

COSS also sponsored and managed the final project for a study course by Miia Ranta at a university of applied sciences, which concerned the adoption of a Linux desktop system.

In 2007, Tampere University of Technology applied for a grant for an open source professor's degree in the area of software technology. COSS assisted in planning the application and arranged for the necessary corporate backing.