

Annex IV: ICT Profiles



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1. Objective of the task

The objective of the task 1.2 – ICT Profiles is to identify the ICT suppliers in the participating countries: Turkey; Italy; Slovenia; Norway; Ukraine; Estonia; Spain; Sweden; UK, Malta; Bulgaria; Germany; Austria; Ireland; Belgium.

It was decided that this will be done through deriving the profiles of the key ICT suppliers in the target countries. The profiles are to be derived based on certain criteria which are described below. The collected information is stored in a database which is freely available for browsing, but restricted for data upload.

In order to accomplish the stated objective, the work on this task was divided in three major subtasks:

- Definition of the criteria and the fields to be included in the data base.
- Data base programming
- Recording the data in the data base. Each partner was responsible for recording the ICT suppliers of their region/country.

The task coordinator was appointed to be BIS – Internet Society Bulgaria.

2. Database structure

Before defining the structure of the database, all the partners agreed on certain criteria for collecting the profiles of the FOSS ICT suppliers in their countries. The criteria was first proposed by BIS, then commented with the rest of the workpackage partners and finally approved. The same scheme of work was repeated with the definition of the database structure.

The selected criteria and basic principles for deriving the profiles of the F/OSS ICT suppliers were:

- The criteria should be clear and applicable for all target countries.
- The data collected in the database should give information about:
 - companies in the target countries that develop or support or popularize or sell open source software, no matter whether it is free of charge or not – the important thing should be availability of source code (exception could be done for media and resellers, however, source code also could be available)
 - products of the listed companies. Detailed description of each product.
 - experience of the companies in participation in different programmes, such as the EU Fps.
- The basic criterion to input an ICT company into the database can be a division on types of organizations:
 - Company that develops OSS applications
 - Company that supports/customizes OSS applications
 - Organization that popularizes OSS – dedicated media/web portal/tv program, NGO, etc.
 - Organization that sells/resells OSS products

Or the company/organization combines some of the above.

Remark: The qualification “Company” should be considered conditional – it can be an organization (gov, non gov), movement (with a dedicated website, providing oss software), university, company, etc.

After the criteria was accepted by all workpackage partners, the subtask leader – BIS – proposed the database fields. The proposed fields aimed to define the scope of the information that is going to be collected. The proposed fields also formed the basics of the Database structure.

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- products of the listed companies. Detailed description of each product.
- experience of the companies in participation in different programmes, such as, for example, the EU FP.

The database structure was designed around the following three main sections:

- General part. This part is used to collect some general organization data e.g. contact data, type of activity, etc.
- Organization's profile. This part is used to derive the profile of the institution that is filling in the information. Information about the company's F/OSS related activities is collected e.g. - type of the F/OSS activities, number and type of staff (permanently employed or freelancers), male/female ratio, cooperation with educational institutions, provision of trainings, certification, etc.
- Projects and products. This part aims at collecting information about the projects each FOSS ICT supplier is working on and the products that are being developed. The data about the products includes also information about the licensing types, revenues, Information about the licenses, source code availability, etc.

All the information is stored in a database and is easily browsable.

After defining the database fields it was designed the database and the online forms for filling in the data.

Filling data in the database.

It was decided that there should be several options to fill in the database:

- 1)** A tOSSad project partner collects the data, then logs in to the system with the database and enters the information.
- 2)** A company or organization from a target country is contacted through tOSSad project partners and is asked to fill in the information.
- 3)** Mixed approach is used and whenever possible the organizations and ICT suppliers are entering data by themselves. In case this is not possible, the corresponding tOSSad partners fill in data

It is necessary to provide username and password in order to fill in data in the database.

Browsing data in the database

The data can be browsed in a few manners. In the default preview, all the information is showed in the form of a list of organizations with a preview of each organisation's projects. The users have the possibility to view detailed information about the organization after choosing the option "View" besides the name of the company.

However, more options are provided if the user is identified with username and password in the system. The users who do not have these credentials can freely register to the website and will receive automatically the status of "observers" of the collected data. They will have the option to view the information but will not be able to change it. However, they could enter some data about their own company if they wish.

In case the user logs into the system, the information is displayed as a catalogue which can be browsed in different manners:

- alphabetically
- by project data
- by organizational data
- by any of the database fields

A filter can be chosen for easier navigation and the results are displayed in a user friendly manner which includes the display of all matching results, sorted in alphabetical or other order which could be again defined by the user.

When the results are displayed, the user has the options to do a sub-search and to precise more the results or the criteria of the data.

The final result from the database development and the collection of profiles is a "yellow pages" like catalogue which contains the detailed profiles and data about projects and any F/OSS related activity of a wide number of companies/institutions/universities, etc. from all project target countries.

3. Interim results

Below are some interim results and collected information currently:

- 71 organizations from 13 countries are currently presented in the database. The organizations are not limited to the project partners' countries only.
- From these organisations:
 - 13 develop OSS applications
 - 20 are organizations that popularize OSS – dedicated media/web portal/tv program, NGO,
 - 6 are organizations that research F/OSS
 - 8 are organizations that sell/resell OSS products
 - 24 are organizations that support/customize OSS applications

These results can lead to interesting conclusions like for example that usually, companies are using the product developed by the F/OSS communities and then are doing mainly customizations or promotion of F/OSS. That is why there is relatively low number of organizations doing F/OSS development in comparison to the ones that are doing other activities with F/OSS.

- Part of the organizations are certified and one organization – Open Source Experts – is developing its own certificate for their members.
- 31 organizations (almost 50%) are providing trainings on F/OSS in their countries.
- 10 organizations are existing only virtually – i.e. they do not have registered office but are functioning and doing certain F/OSS initiatives

Projects:

- 21 projects are registered in the database. The project registration continues and has to be finished by the middle of April 2006.
- The target groups of these projects are quite different: desktop users, developers, customer support, end users, network organizations, SMEs, enterprises, governmental offices, etc.
- All of the projects are started/developed in the last six years.
- Among the major clients of the products developed are stated Mandriva, Fast Search and Transfer, Florida State, Amnesty International, United Nations, Massachusetts institute of technology (MIT), US NAVY, NGOs and some city administrations.

Annex IV

The work on the ICT F/OSS suppliers is still in progress, therefore the stated above results represented a very general overview of the data and profiles collected.

The present location of the database is: <http://xlab.si/tossad/ict>