

Lesson from Open Source Business

Speaker:

Lothar Becker

Kevin Lin

Ahmad Haris

Moderator:

Franklin Weng

Agenda

- Business introduction – Lothar Becker
- Business introduction – Kevin Lin
- Business introduction – Ahmad Haris
- Summary
- Questions from moderator
- Open Question and Answers
- Conclusion

Business introduction – .riess applications

Lothar Becker

.riess applications FY2025/2026

Herzlich **A warm Welcome.**

Introduction and Profile

Lothar K. Becker

Managing Director & Owner



Lothar K. Becker, .riess applications



- Diplom-Informatiker mit Wirtschaftswissenschaften
- Geschäftsführer & Eigentümer, Management Consultant
- ehem. Stiftungs-Vors. The Document Foundation (LibreOffice)
- Co-Vorsitzender LibreOffice-Zertifizierung TDF
- Vorstand Open Source Business Alliance (OSBA)
- ... seit 2004, vormals
- Dozent an der W V I B-Akademie Freiburg
- Geschäftsführung IT Service Comp. (100 MA), KA
- Leiter Standorte FFM, MUC, (NYC, Paris, Internat.)
- Key Account Manager Banken
- Leiter CCenter Investment Banking Back Office
- Consulting Laufbahn Junior bis Principle IT-Entw.

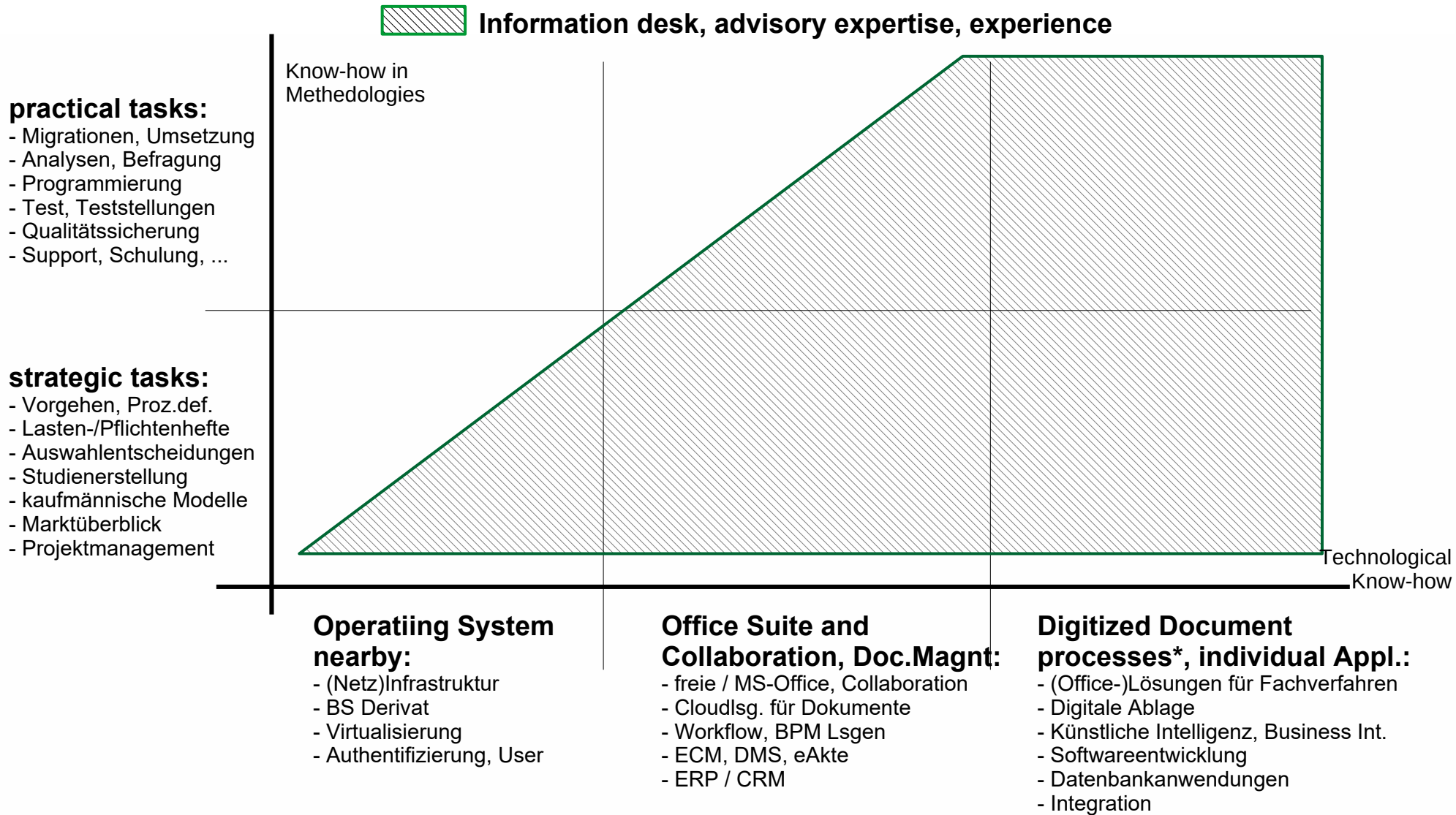
The Mission Statement

... what we have always been, what we are, and what we will always be!



**The consulting and development
partner for digitizing
document-based processes
with open source on the desktop!**

Know-how profile .riess-app



* Markt der Lösungen von digitalen Fachverfahren ist sehr zersplittert, national, volatil → kein Anspruch auf Vollständigkeit



Customers Public Sector – just a collection ;-)

- Stadt Freiburg
- Stadtwerke Reutlingen
- Landeshauptstadt München
- Bayerisches Landesamt für Maß und Gewicht
- Bayerisches Landesamt für Statistik und Datenverarb.
- Bayerisches Landesamt für Steuern
- Bayerisches Staatsinstitut für Schulqualität u. Bildungsforschung (ISB)
- Open Source Competence Center, Bayern
- Land Berlin, Modellbezirk Tempelhof-Schöneberg
- Generalstaatsanwaltschaft, Berlin
- Senatsverwaltung für Finanzen, Berlin
- Deutsche Bundesbank
- Bundesdruckerei
- Bundesgesundheitsministerium, DMDI
- State of Florida, United States of Amerika
- Stadt Konstanz
- Stadt Leipzig
- Stadt Worms
- (österr.) Bundesministerium der Finanzen, Wien
- Erzbistum München
- Bistum Aachen
- IHK Berlin ...

Konditionen für Dienstleistungen (h)

Allgemeine Stundensätze* Dienstleistungsvertrag, Abrechnung nach Zeitaufstellung:

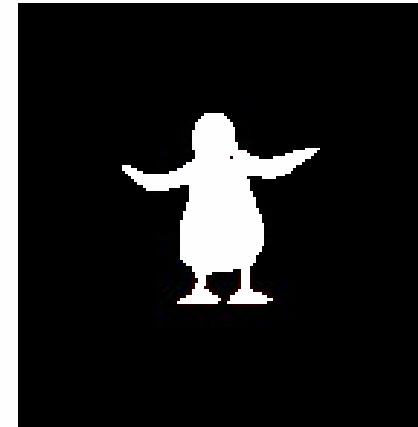
- Kat. 1: Office-Customizing/Vorlagenerstellung
(reines Layouting, Formulare) xxx €
- Kat. 2: Makro/Datenbank/Integration -
Schulung, Support Programmierung
(VBA, VB.net, LibOBasic, C/C++, Python, SQL...) xxx €
- Kat. 3: Beratung, Analyse, Konzept, Machbarkeits-
studien Projektmanagement, Coaching xxx €

* nach Umfang/Budget VHB, zzgl. MwSt., ggf. zzgl. Spesen bei Arbeiten vor Ort

Thank you! ... for later questions:

Lothar K. Becker

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Web: www.riess-app.de

LinkedIn: [.../lothar-becker-b90b0321](https://www.linkedin.com/in/lothar-becker-b90b0321)

Business introduction – OSS Integral Institute

Kevin Lin

OSSII x LibreOffice x OpenSource

Kevin Lin

Kevin Lin

Leads open-source projects at OSSII, connecting government, businesses, and the open-source community.

Socials:

<https://www.facebook.com/groups/157262657764077>



About OSSII

About OSSII (OSS Integral Institute)

Established in 2003, We use open-source solutions to provide value-added business information services for enterprises.

Web:

<https://www.ossii.com.tw>



Our expertise

- LibreOffice product development and systems integration
- Nextcloud customization and deployment
- Open-source enterprise IT consulting



Open Source Office Productivity Solution

- **OxOffice Desktop**

- Feature customization (extensions, bug fixes, new development)
- Security patching
- Reporting function integration

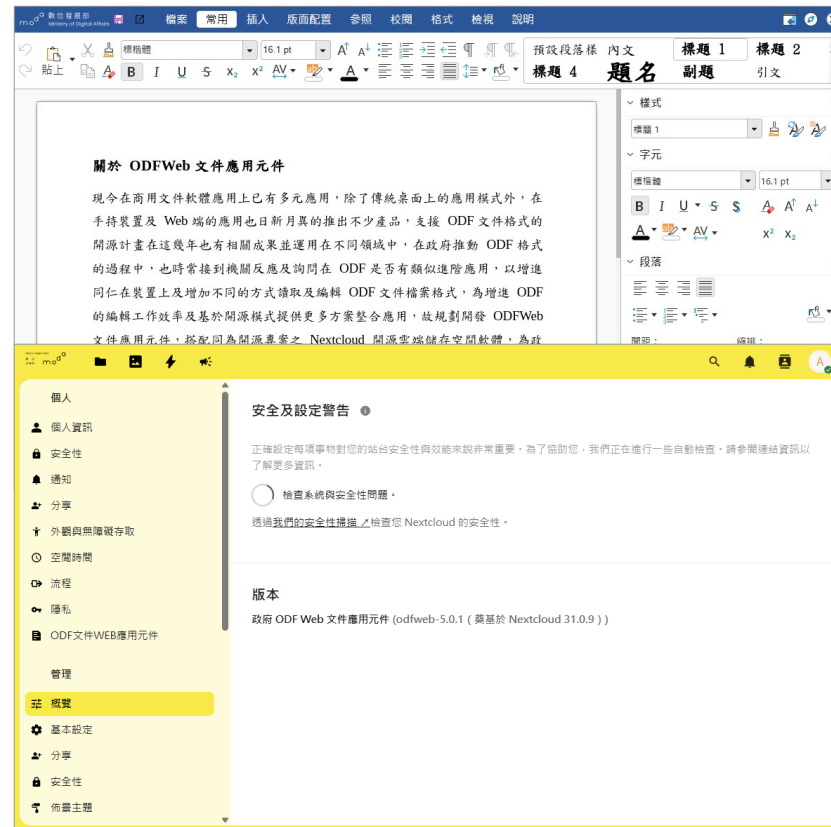
- **The value of the desktop version**

- Let users freely try open source and see what problems it can actually solve.
- Bridge the gap between the development team and real enterprise needs.
- Show enterprises that open source comes with a service team.



Open Source Office Productivity Solution

- **OxOffice Online**
 - documents not landing
 - personalized watermarking
 - Business application integration
- **ODFWEB Storage(Nextcloud)**
 - Customization(Full-text search, etc..)
 - Data migration from NAS/FTP
 - Advanced access control design



導入 / 合作案例

 數位發展部
Ministry of Digital Affairs

政府推廣 ODF 及工具開發
[政府開放文件格式 \(ODF\) 說明](#)

 宜蘭縣政府
Yilan County Government

導入數位部 ODF 雲端編輯工具
[數位部 ODF 雲端編輯工具](#)

 臺南市政府
TAINAN CITY GOVERNMENT

導入數位部 ODF 雲端編輯工具
[數位部 ODF 雲端編輯工具](#)

 中華民國僑務委員會
Overseas Community Affairs Council, Republic of China (Taiwan)

Nextcloud 整合及顧問諮詢
OxOffice Online 導入

 行政院資訊處

導入數位部 ODF 雲端編輯工具
[數位部 ODF 雲端編輯工具](#)

 光電元件大廠

OxOffice 導入及教育訓練


網擎資訊軟體股份有限公司

OxOffice Online 產品整合
[SecuShare Pro 產品資訊](#)

 asusCLOUD

OxOffice Online 產品整合
[ASUS OmniStor Office 產品資訊](#)

 寶成國際集團
POU CHEN GROUP

OxOffice Online 導入

 SOFTWARE LIBERTY ASSOCIATION TAIWAN
中華民國軟體自由協會

 SUNLIN 上鈞資訊服務

 節省工具箱
JASON TOOLS

OSSII and LibreOffice

Major contributions in the LibreOffice

- Development and promotion of Taiwan's government ODF policies
- Integrating LibreOffice into various commercial and open-source applications
- Open-sourcing everything that can be open-sourced



核心業務

數位策略 ▾

韌性建設 ▾

資源管理 ▾

數位政府 ▴

- 具體作為
- 業務服務
- 執行計畫
- 部門單位

數位國際 ▾

資料創新 ▾

數位產業署 ▾

ODF文件應用工具



為引導公務機關從文件製作、保存均以開放文件格式(ODF)處理，且使政府ODF文件能跨機關流通，本部基於開放文件軟體，發展適合公務機關使用之「ODF文件應用工具」，提供以下功能及服務：

- 編輯標準ODF文件。
- 支援商用文件格式轉檔為 ODF 文件。
- 提供公務文件範本集。
- 支援CNS11643中文標準交換碼全字庫。
- 提供 Q & A 問題回報程式，建立客服流程及諮詢服務，並將相關問題與回應提供其他使用者查詢。

ODF文件應用工具採開放原始碼機制，並遵循Mozilla Public License v 2.0授權規範，將相關開發成果回饋國際社群、提供國內資訊服務業者運用，各界運用時亦請遵循授權規範，營造友善文件流通環境。

Windows版下載資訊：

提供Windows作業系統32位元及64位元2種安裝版本(欲查詢作業系統版本者，可滑鼠左鍵點選開始，並輸入msinfo選擇系統資訊，系統類型數值如為x64則為64位元，x86則為32位元；或參考以下[連結](#) )。

- 4.0.1版本(32位元)安裝檔  (MD5校驗碼 ，校驗碼用於驗證檔案完整性)
- 4.0.1版本(64位元)安裝檔  (MD5校驗碼 )

重點政策

核心業務

公告訊息

資訊服務

關於moda





MODAODF

11 followers

Taiwan

<https://odf.moda.gov.tw/>

Overview

Repositories

41

Projects

Packages

People

Popular repositories

MODA_ODF_Application_Tools

Public archive

數位發展部 ODF 文件應用工具

☆ 4

MODA_Office

Public

數位發展部 ODF 文件應用工具 + modaosfsys

● C++ ☆ 4

odfweb

Public

ODF 文件 Web 應用元件網路儲存空間軟體

● PHP ☆ 2

ODFHelp

Public

ODF 文件應用工具小幫手擴充套件

● Python ☆ 2

modaodfweb

Public

ODF 文件 Web 應用元件套件

● JavaScript ☆ 1

cpmlibre

Public

中文標點符號工具列

● PowerShell ☆ 1

People

This organization has no public members. You must be a member to see who's a part of this organization.

Top languages

● PHP ● Python ● PowerShell

● JavaScript ● Shell

Repositories

Find a repository...

Type

Language

Sort

odfweb-compose-deployment-apache

Public

在 LibreOffice/ODF 文件應用工具新增分散對齊按鈕的擴充套件

● Makefile ☆ 0 0 0 0 Updated on Nov 4

View all repositories



Conclusion

Open-source Service Provider as a Bridge

BRIDGE

Commercial Open-source software solutions

Community Open-source software projects

Open-Source Service provider
(Value-add services)

Operation & maintenance
Development
Integration
Training

Enterprise users

Government users

IT vendors & integrators

Individual users

Our Vision for leveraging open-source technologies

- Opening up the traditionally closed software ecosystem to encourage collaboration and innovation
- Building stronger information capabilities by relying less on major vendors while still supporting a healthy business environment
- Ensuring digital sovereignty by preventing vendor lock-in



open source
initiative[®]

Thank you !



LibreOffice
Asia Conf.2025

Business introduction – STIA & Nenggala

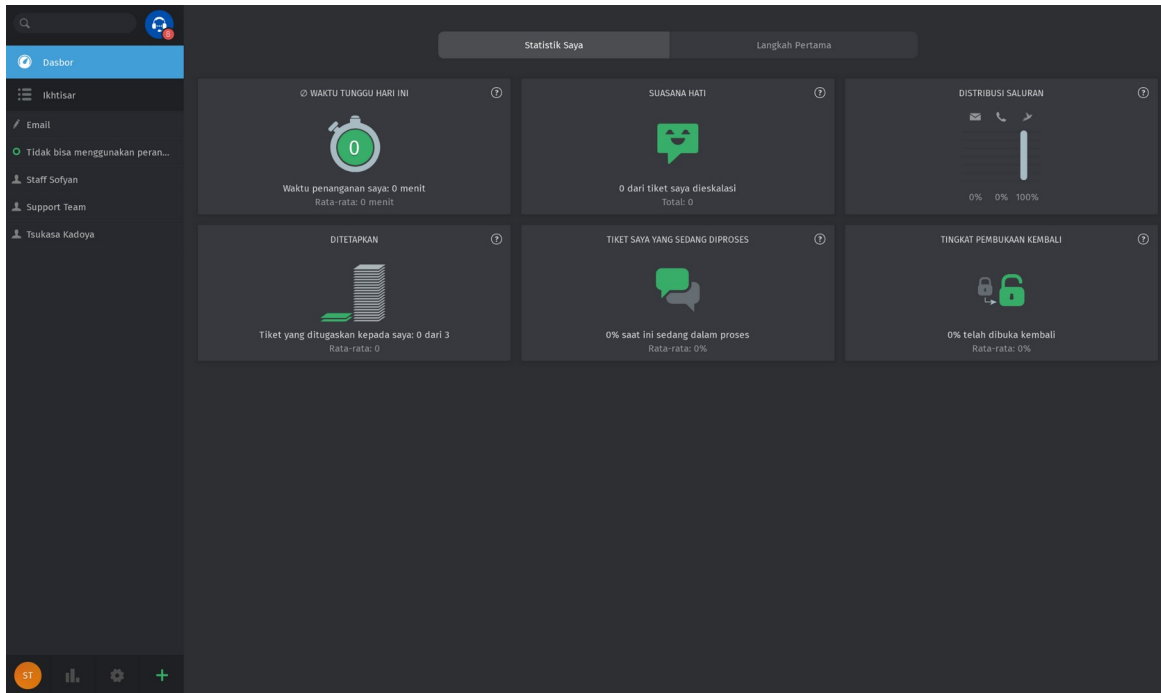
Ahmad Haris

Production



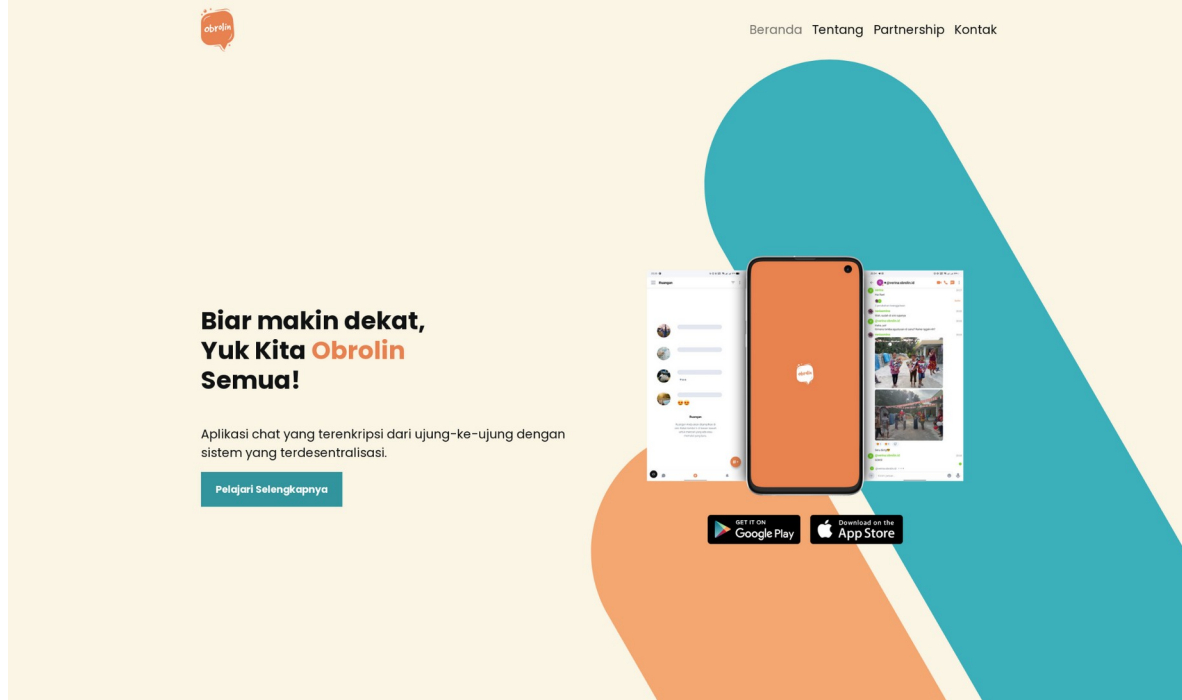
Criminal Record Database Based on Biometric

LibreOffice Used in Backend Service to Handle Document Process



AskFix - Helpdesk system management

based on Zammad



**Biar makin dekat,
Yuk Kita **Obrolin**
Semua!**

Aplikasi chat yang terenkripsi dari ujung-ke-ujung dengan sistem yang terdesentralisasi.

[Pelajari Selengkapnya](#)

GET IT ON
Google Play

Download on the
App Store

**Secure Chat Based
on Matrix Protocol**

Taskman
Project management



Log in to Taskman

E-mail or username

Password

Log in →



**NENGALA KREATIF
INDONESIA**

Task Team Management

based on Planka

Staging



Welcome to SymbiotOS

Privacy and security, crafted for your mobile device,
usable by everyone.

Let's set up your device in a few steps.



English (United States)



Accessibility

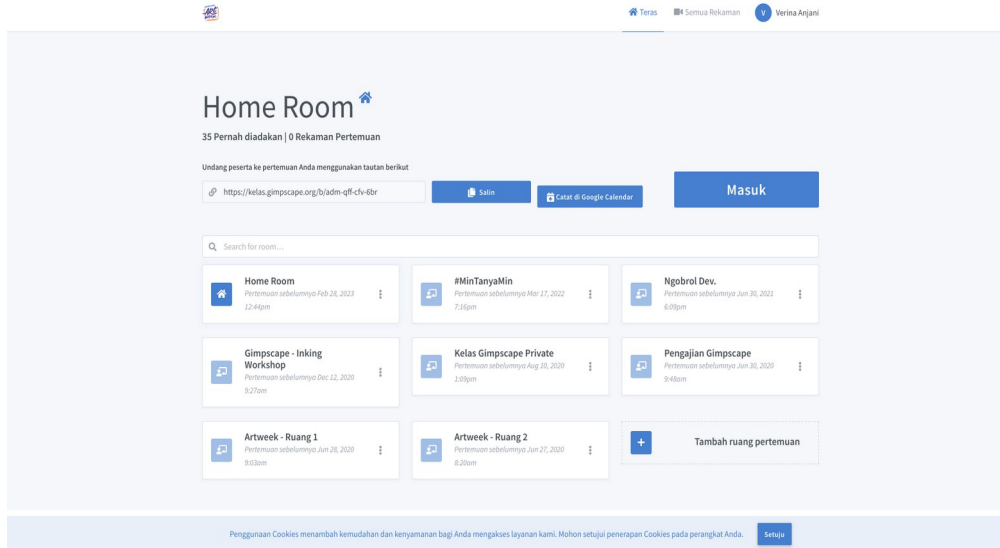
Emergency call

Next

About SymbiotOS

Hardened GrapheneOS

Idea / PoC



The screenshot shows the 'Home Room' interface of the BBB application. At the top, there's a navigation bar with a home icon, 'Teras', 'Semua Rekaman', and a user profile for 'Verina Anjani'. The main heading is 'Home Room' with a house icon, followed by the text '35 Pernah diadakan | 0 Rekaman Pertemuan'. Below this, a message states 'Undang peserta ke pertemuan Anda menggunakan tautan berikut'. There are three buttons: a link input field with the URL 'https://kelas.gimpscape.org/b/adm-qfH-clv-6br', a 'Salin' (Copy) button, a 'Catat di Google Calendar' button, and a 'Masuk' (Login) button. A search bar labeled 'Search for room...' is present. The main area displays a grid of room cards: 'Home Room' (Feb 26, 2023, 12:44pm), '#MinTanyaMin' (Mar 17, 2023, 7:36pm), 'Ngobrol Dev.' (Jun 30, 2021, 6:58pm), 'Gimpscape - Inking Workshop' (Dec 12, 2020, 9:27am), 'Kelas Gimpscape Private' (Aug 20, 2020, 1:09pm), 'Pengajian Gimpscape' (Jun 30, 2020, 9:48am), 'Artweek - Ruang 1' (Jun 26, 2020, 9:03am), and 'Artweek - Ruang 2' (Jun 27, 2020, 8:20am). A '+ Tambah ruang pertemuan' button is at the bottom right. A footer bar contains a cookie notice and a 'Setuju' (Agree) button.

Kelas - Online Classroom

based on BBB

x

Umum

Pengumuman

Ekspor Sertifikat (Basic)

Materi - 1

Ekspor dengan Varian Ko...

Materi - 2

Mail Merge dengan Menggunakan Inkscape

kursus Setelan Peserta Nilai Laporan Selengkapnya

Umum

Ciutkan semua



FORUM
Pengumuman

Ekspor Sertifikat (Basic)



BERKAS
Materi - 1

Tandai selesai

Ekspor dengan Varian Komponen

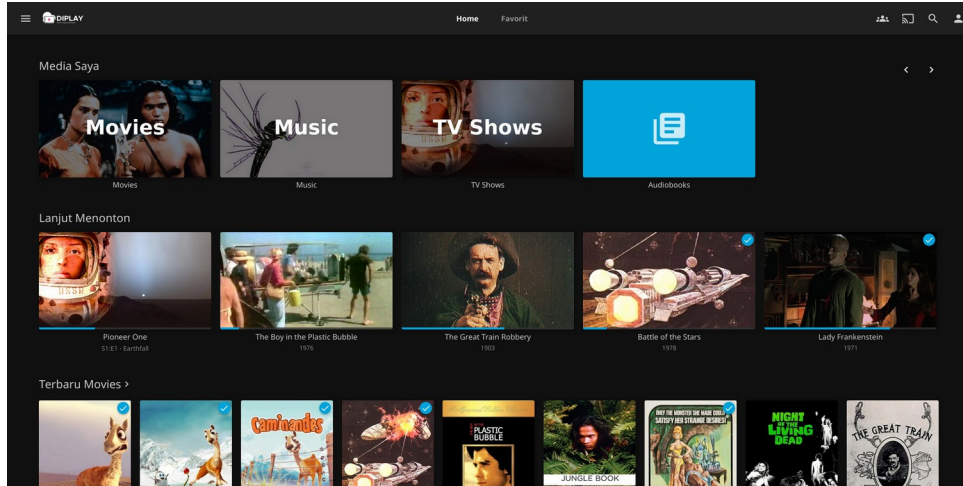


BERKAS
Materi - 2

Tandai selesai

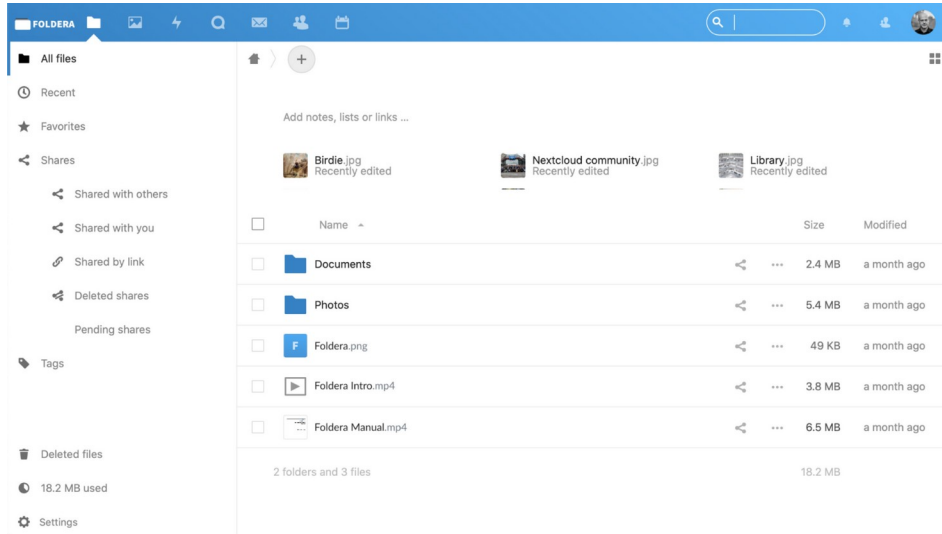
Coursify - Online Course

based on Moodle



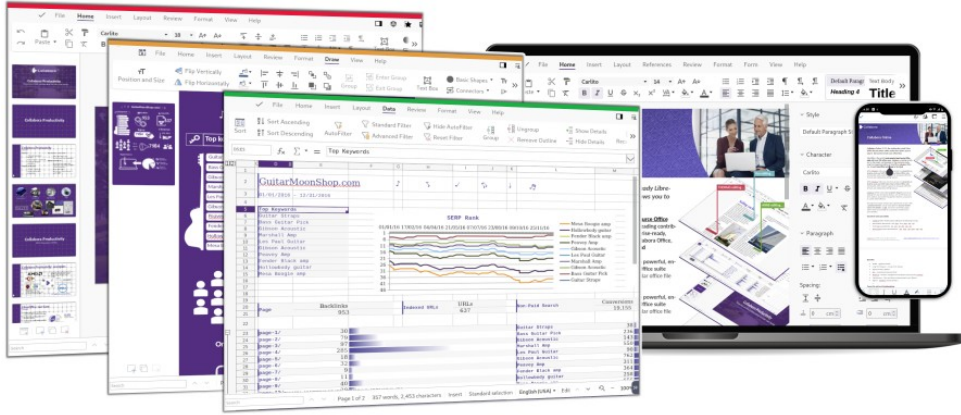
DiPlay - Multimedia Streaming

based on Jellyfin



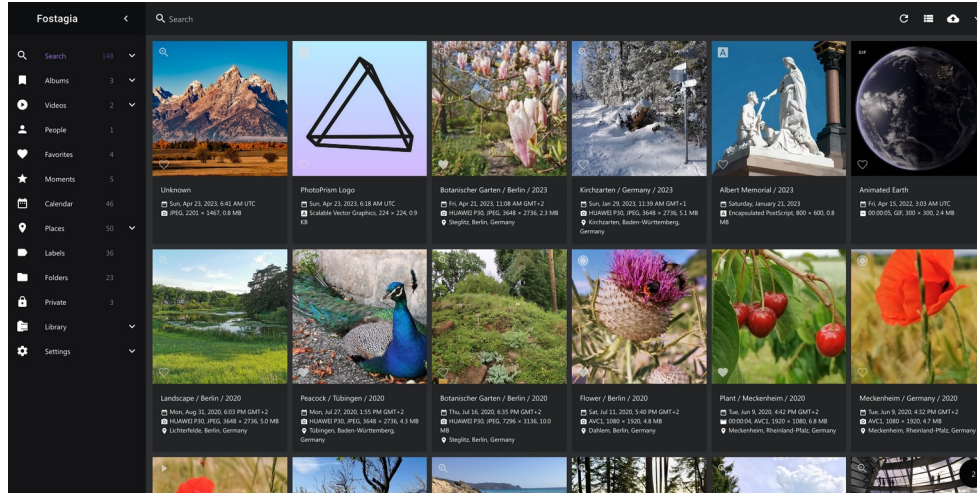
Foldera

based on Nextcloud



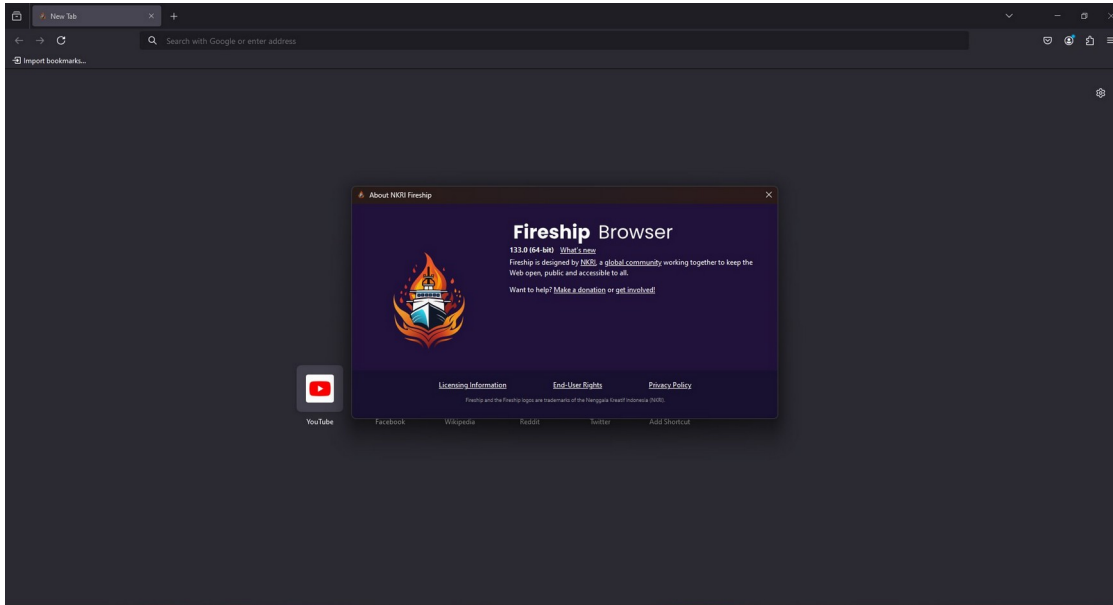
Officloud

Based on Collabora, then OXOOL



Fostagia - Online Photo Management

based on Prism



Fireship - Secure Browser with Embedded Custom TLS

based on Firefox

Summary

Summary -- Style

- Kevin (OSSII): starting from OpenOffice.org, focused on LibreOffice/Nextcloud. ✓ products ✓ development ✓ customization
- Lothar (riess-app): First business service partner for StarOffice/OpenOffice.org. **Now service only**, ✗ product/license business ✗ development
- Haris: Use open source technology to serve different business models. Two company: **STIA based on projects, Nenggala focused more on products**. Both ✓ development ✓ customization.

Summary - Common

- Starting from involving into FOSS projects, and developed certain ability (development, community leadership, and/or business abilities)
- **No easy scale up for a growth of the company**, cooperate with other partners, "fight as a group"
- helping government migration and adopting open source solutions

Question Time

Question 1 for all

What do you think about the differences
between "**open source business**" and
"**business using open source technology**"?
Which do you prefer?

Question 2 for all

What do you think about "**developing products**" and "**focusing on projects**"?
What's your strategy?

Question 3 for all

You all help government migration (migrating to open source or open document format, or anything like that). What's the biggest challenge for helping government?

Question 4 for all

What's the most valuable lesson you learn from running business (either for open source or using open source) for so long?

Question from audience?

Conclusion

Conclusion

- Like other business, never easy for earning big money. Need partners to "fight as a group"
- Have good business model first, and think about open source as tools or as your business central concept
- For government migration: Be ready when the opportunity comes

Thank you!



LibreOffice
Asia Conf.2025