

Meeting OW2 Board meeting – 16 December 2009 – Minutes Summary

Date 16 DECEMBER 2009, Telephone meeting
Location

1. Chairman's Welcome Remarks

2. Quorum

Out of 14 Strategic Members, 9 are in good standing; to be balanced by 9 Corporate Members representatives plus 1 Individual Member representative for a total of 19 Board members. Therefore 10 members constitute the quorum. Plus we have 3 temporary board members from the Open Solutions Alliance.

With 19 (17 at the start of the meeting) board members participating in this meeting, the quorum is achieved.

Attending (and initials if ever used in the rest of the minutes):

1. BUAA Jun HAN (JH)
2. BULL SAS Jean-Pierre LAISNE (JPL)
3. CVIC SE. LI Shu Qiang (LSQ)
4. Engineering Gabriele RUFFATTI (GR)
5. France Telecom Valère ROBIN (VR)
6. INRIA Pierre PARADINAS (PP)
7. ISCAS WEI Jun (WJ)
8. NUDT YIN Gang (YG)
9. PKU ZHOU Minghui (ZM)
10. EBM WebSourcing Gaël BLONDELLE (GB)
11. EdifiXio Thierry HUMBERT (TH)
12. Fraunhofer FOKUS Gerd SCHUERMANN (GS)
13. O-Engine Hongbo XU (HX)
14. SERLI Jérôme PETIT (JP)
15. SOGETI Laurent GUERIN (LG)
16. TALEND Cédric CARBONE (CC)
17. XPertNet Ludovic DUBOST (LD)
18. JasperSoft Mike MOODY (MM)
19. OpenBravo Josep MITJA (JM)
20. Individual Members François Letellier (FL)

Member of the board without voting right: CEO, Cédric Thomas (CT)

Attending at the invitation of the board: China LC Coordinator Cherry Bian (CB),

(Minutes by CT)

3. & 4. Agenda Review and Agenda Approval

- Agenda reviewed and approved
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5. Introduction of New Directors

- Mike Moody, Senior VP, Jaspersoft, OSA founder and board member
 - Josep Mitja, CEO, OpenBravo, OSA founder and board member
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6. Minutes of the previous meeting

- Highlight on "Board attendance rules"; doc has been circulated and amended by board members: suggested operative rules to be enforced as from next board meeting.
 - Highlight on "Technology vision": discussion launched within TC:
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- TC active on two main topics: "Competing projects" (Competition is good) and "Technology vision" (OSGi-based architecture, and cross-project reuse)
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7. & 8. OW2 DevPlan discussion: New fee structure approval, Strategic priorities and Budget.

- Extensive review of presentation submitted to the board plus presentation of three revenue scenarios
- Need to really understand what is the OW2 value proposal, how is OW2 attractive (can be very attractive for Government organizations for example)? OW2 value prop seems to address different interests, a little fuzzy for me. Plan calls for the recruitment of 20 new members per year: our message must be compelling, very sharp. The sharper the message the easiest the growth.
- OW2 value prop is to help members gain legitimacy and credibility on the market so a CIO would choose a vendor endorsed by OW2 (a member) rather than a "self-declared" open source vendor.
- At conference in Tunisia, the past two days, the main question was how can Tunisia organize its own OW2? OW2 is perceived to be good at making people work together, at promoting open source communities.
- Organizing community activities, and global foot print are very good assets. What are members problems? Image and reducing costs. Small companies are probably also looking for guidance, or looking for an umbrella organization meaning "I'm a serious company". Systems Integrators, Universities have their own needs.
- We already have a clear segmentation and an identification of ROI: to be circulated to board list.
- Board participant to give their opinion on four issues: a) current attitude toward membership renewal, b) opinion on proposed new fee level, c) opinion on proposed new PPP ratios and d) opinion regarding other sources of revenue such as donations

ACTION: Circulate Segmentation analysis; Set-up workgroup on alternative revenue source; Daft budget scenario resulting from board discussion.

9. OW2 financial situation and outlook for Q1 2010

- Currently €70K in bank we are still chasing payments including two Strategic Members. Technically the transition to end of Q1 is covered. If these payments fail we are in trouble and we will need quick payments from members in 2010.

ACTION: To prepare detailed status for transitioning and /or for closing if short of cash.

10. OW2-OSA TOG progress report and questions to the board

- Technically not a merger, so there is no need for due diligence as to assets and liabilities being integrated into OW2. Budget impact included into the budget scenarios, a total of 5-6 members joining immediately. TOG recommends EcoSystem Council to be renamed MarCom council in order to highlight its focus and the expertise it brings. Competition issue: TOG recommend sTC clarifies project selection criteria: TC is working on it and stated that "competition is good". TOG request a clarification as to the participation rules in Initiatives.
 - Q: Will the North American Local Chapter be lead by a Strategic Member
 - A: it is the plan, we are not changing the bylaws, we are working on it with potential candidates.
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11. Open letter to the European Commission

- It was heard that a draft about the European Interoperability Framework (IEF) was redefining openness in a way that would threaten open source and I took the initiative to write an Open Letter. Other such open letters were published (April, Systematic, etc.). The latest news is that the EU intends to keep this document as a draft and not release it officially.
- This is a good initiative, even if some members cannot officially support it...

12. Planning of 2010 election of the Board of Directors

- It is part of the Merge Memo that we will have elections in Q1 2010; but we need time to organize it..
- Depends on Strategic Members renewal decisions, that number sets the number of Corporate Members seats.
- A possible timeline:
 - January: Membership renewal
 - February: Election process start
 - Mid-march: Election results (*rather end-March, after checking – ct*)

14. Other business

- No other business

13. Next meetings of the Board

- Agenda:
 - Budget for transitioning into Q1 2010 or closing OW2
 - Next steps
- January 7th:

14. Chairperson's Concluding comments

- Interesting board, good information exchange. Please use mailing list to communicate any concern or suggestion

14. Adjournment

- Meeting was adjourned at 12:40pm CET