

Open source does not mean free of charge or how to build company with OSS product

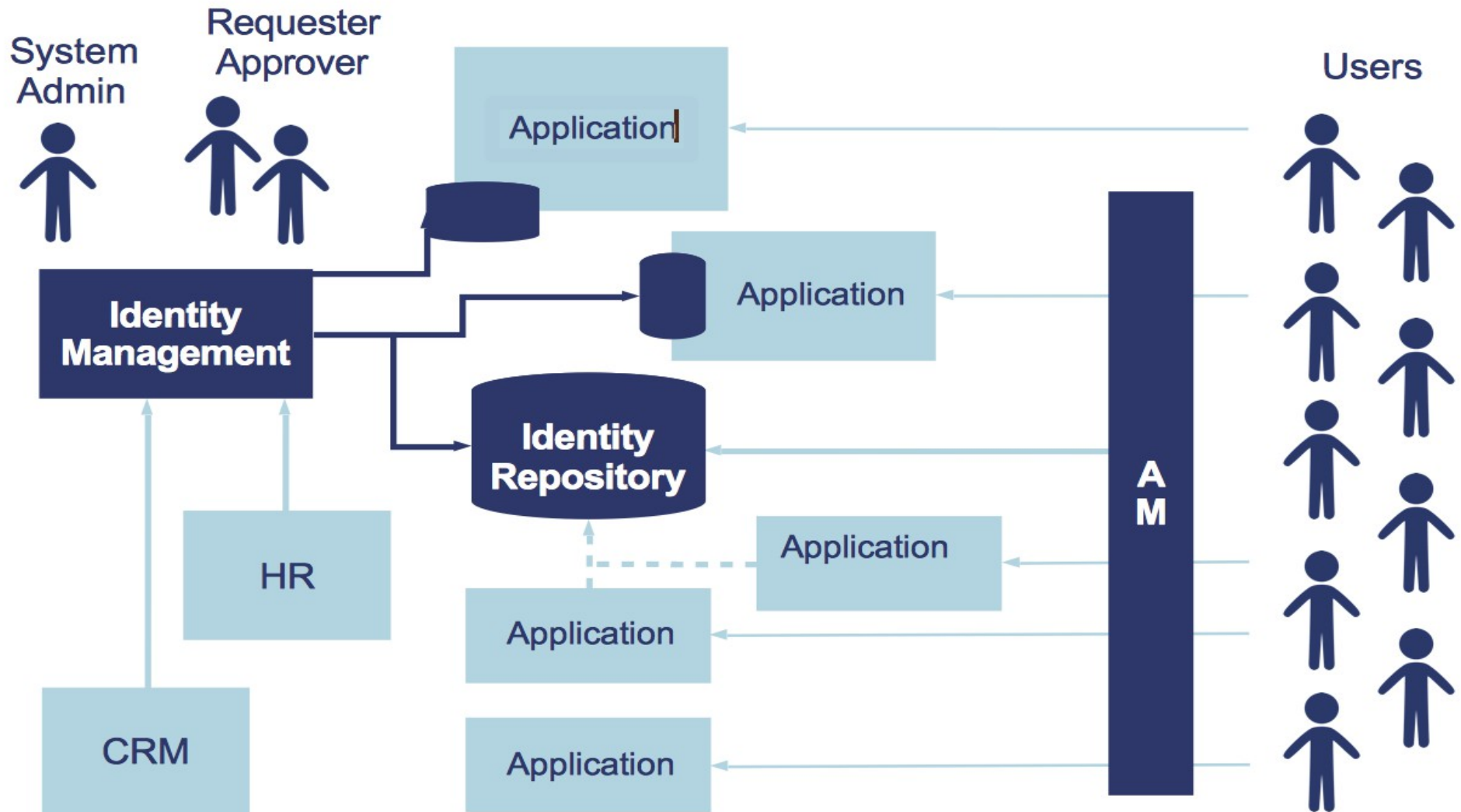
Martina Benčková

OSS weekend in Košice, October 2018

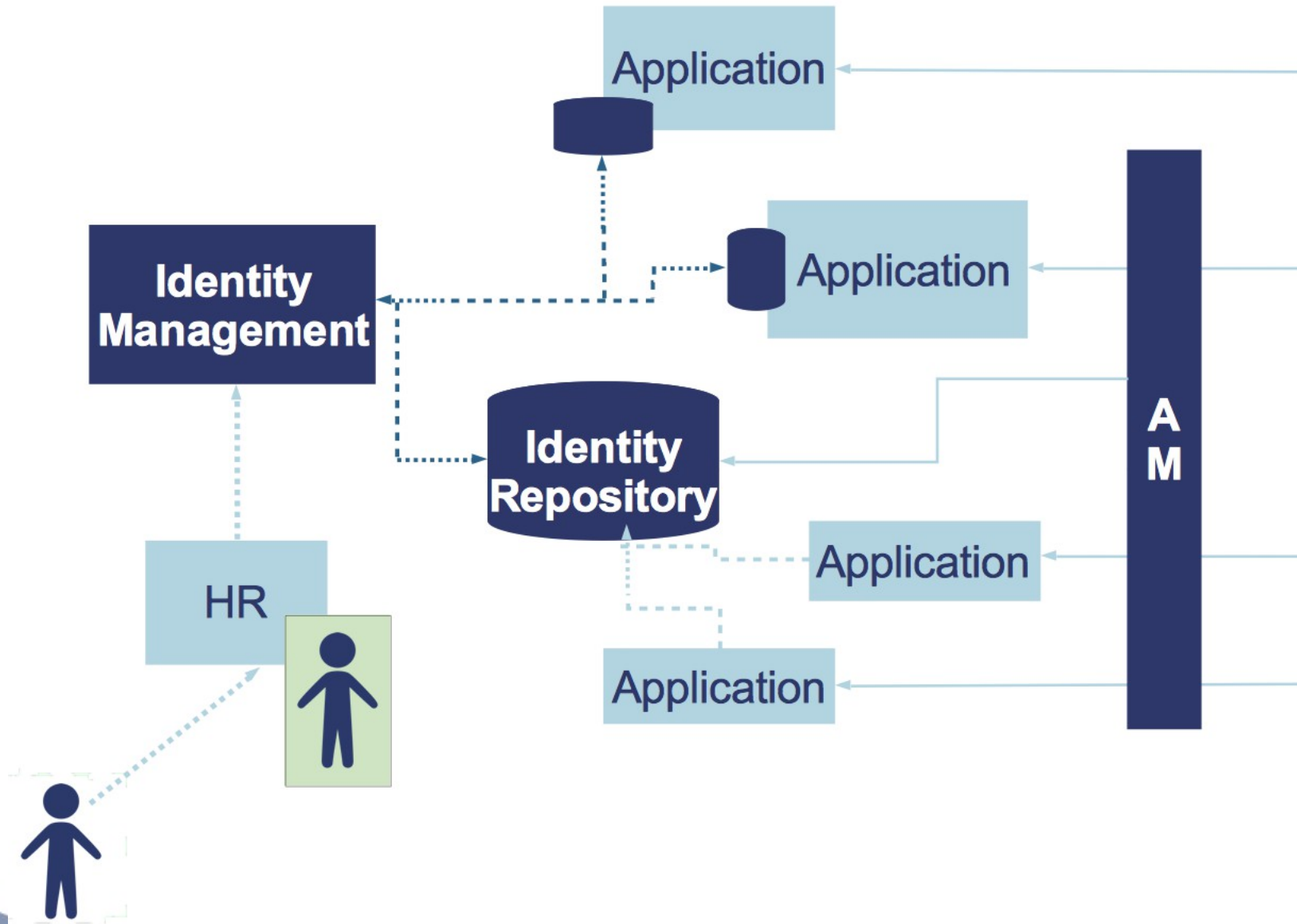
midPoint product

- midPoint is a second generation stable open system
- Identity & organization management and governance platform
- Started 2010-2011 (7+ years, 26 releases)
- Approximately 1.000.000 lines of clear code (Java)
- World-wide recognition

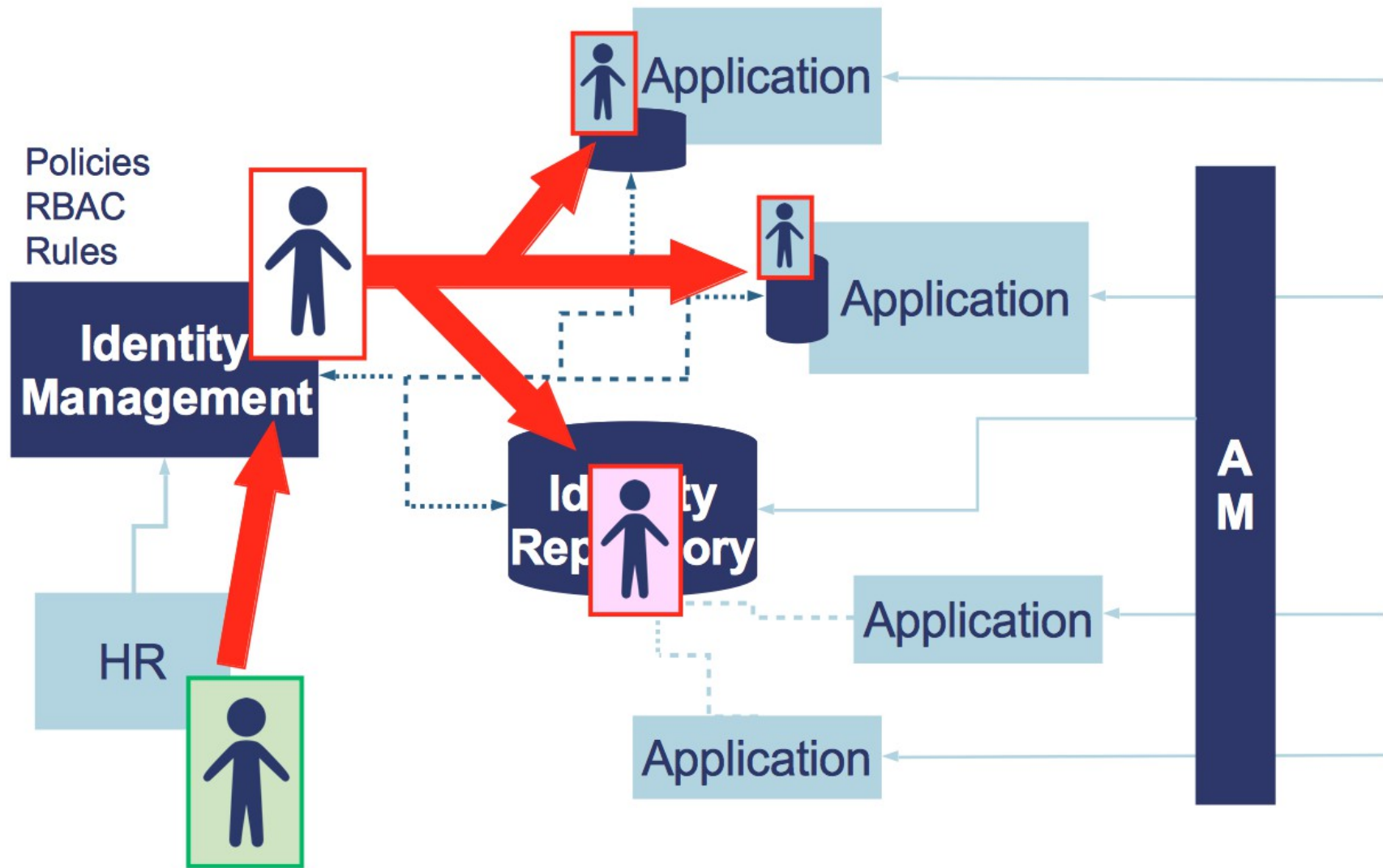
Identity and Access Management



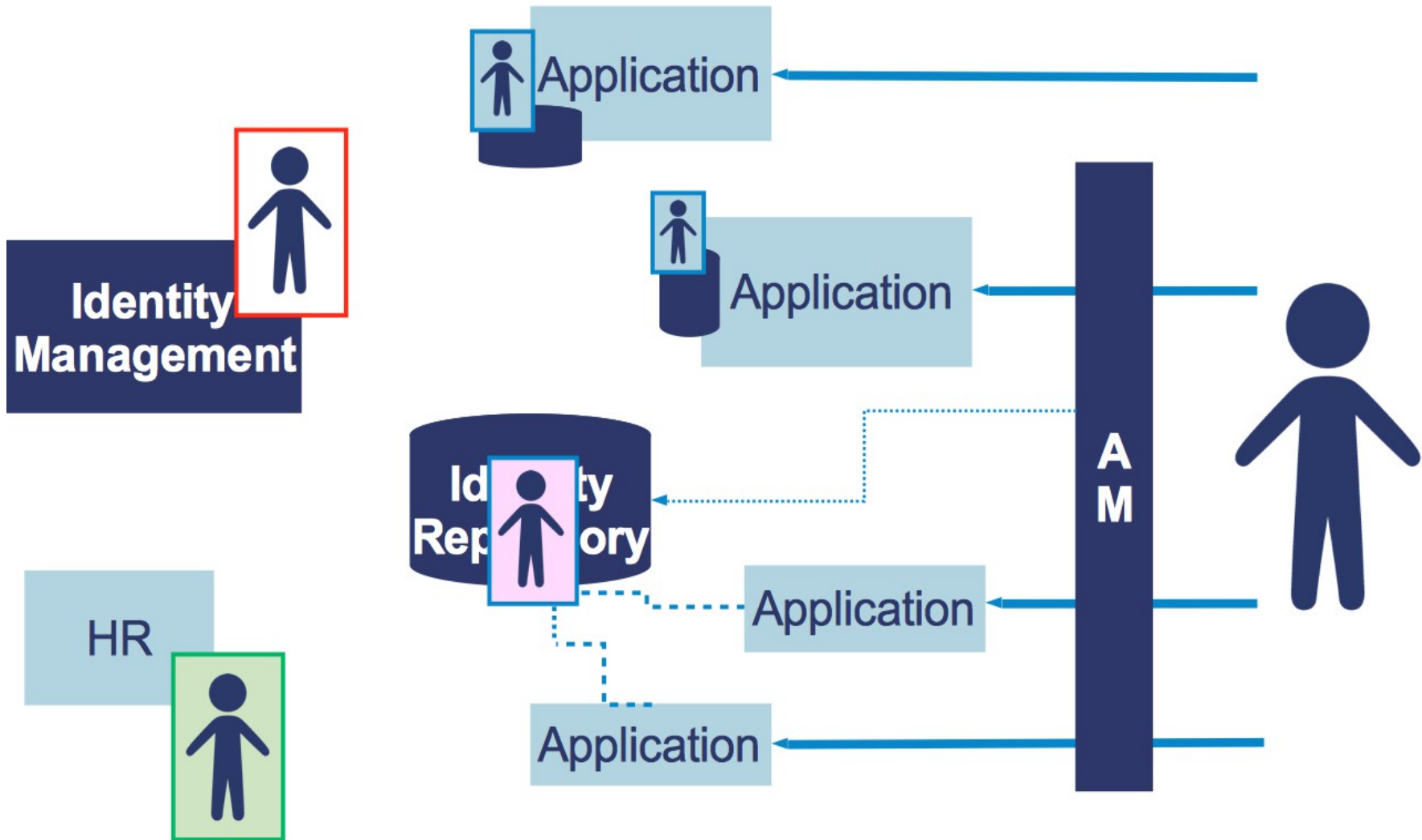
How Idm Works?



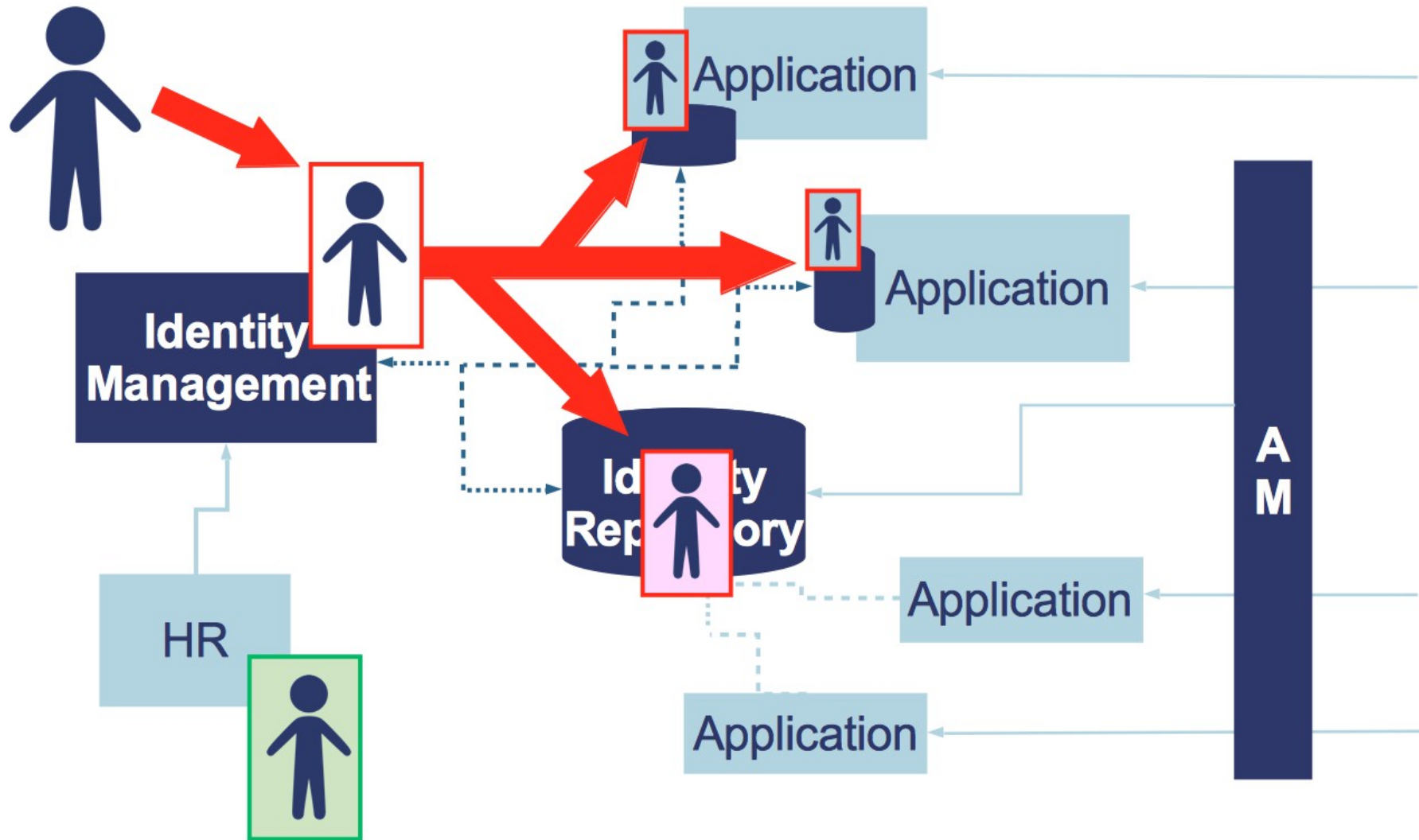
Automatic user provisioning



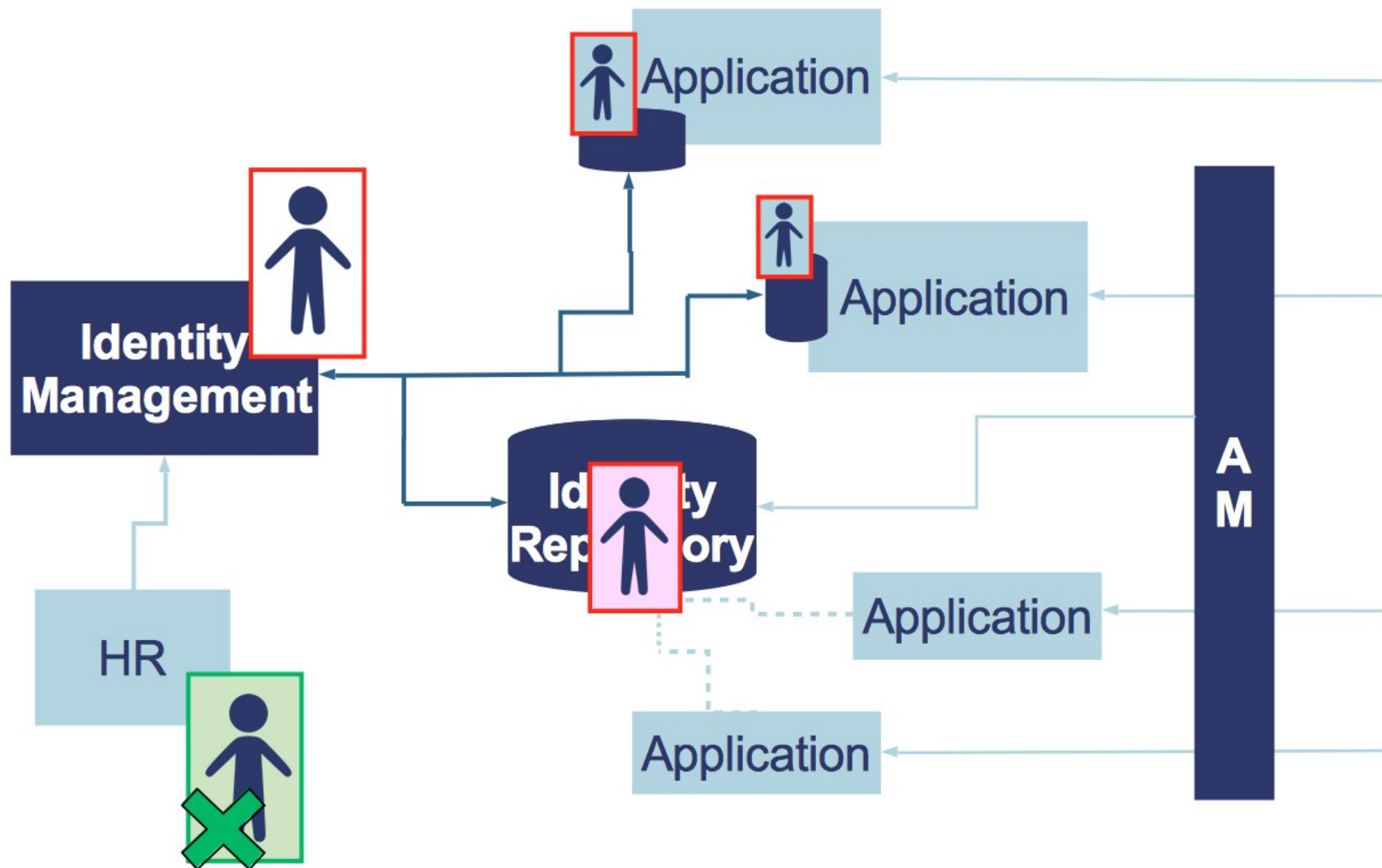
Business as Usual



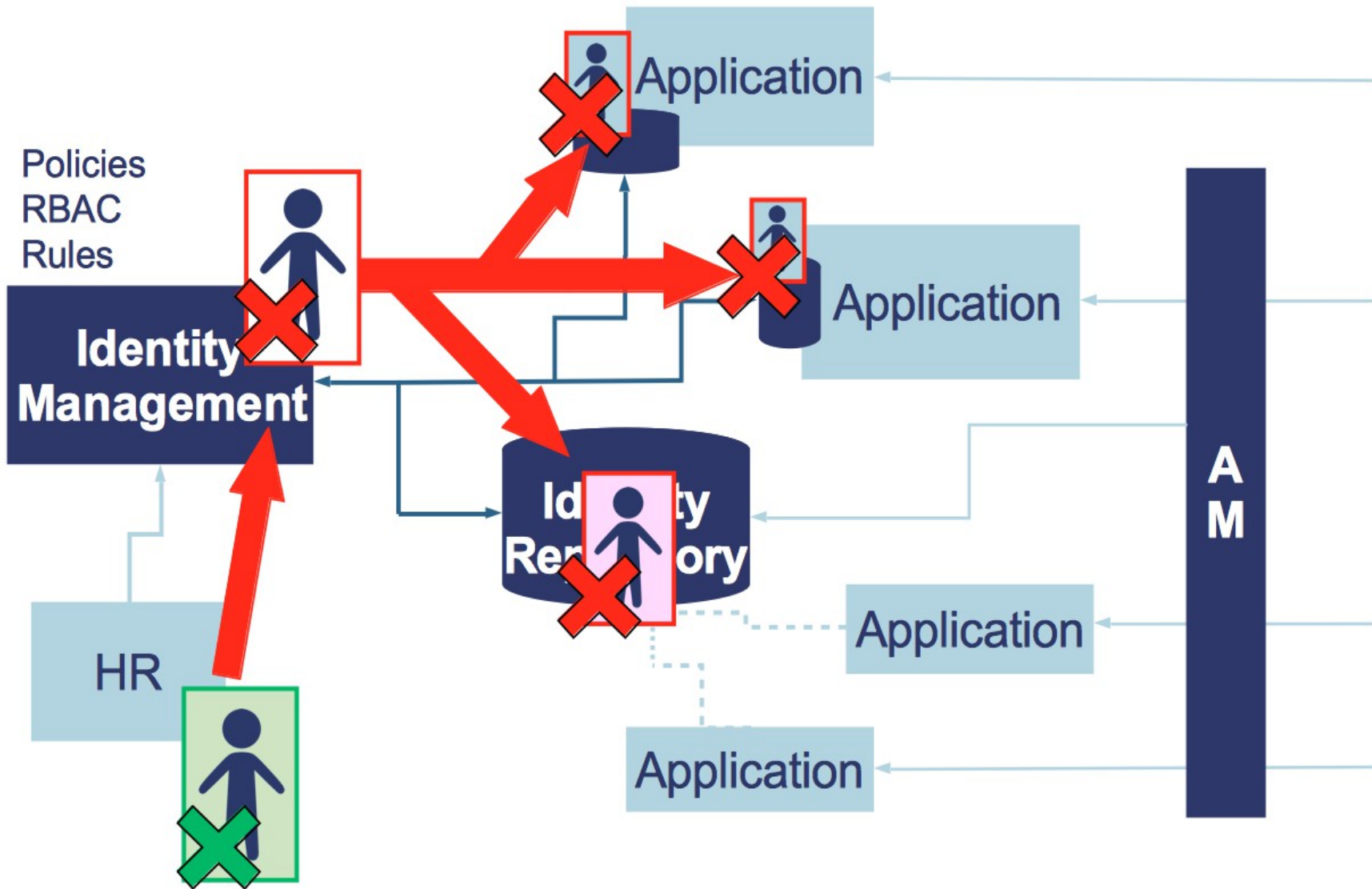
Password reset (self service)



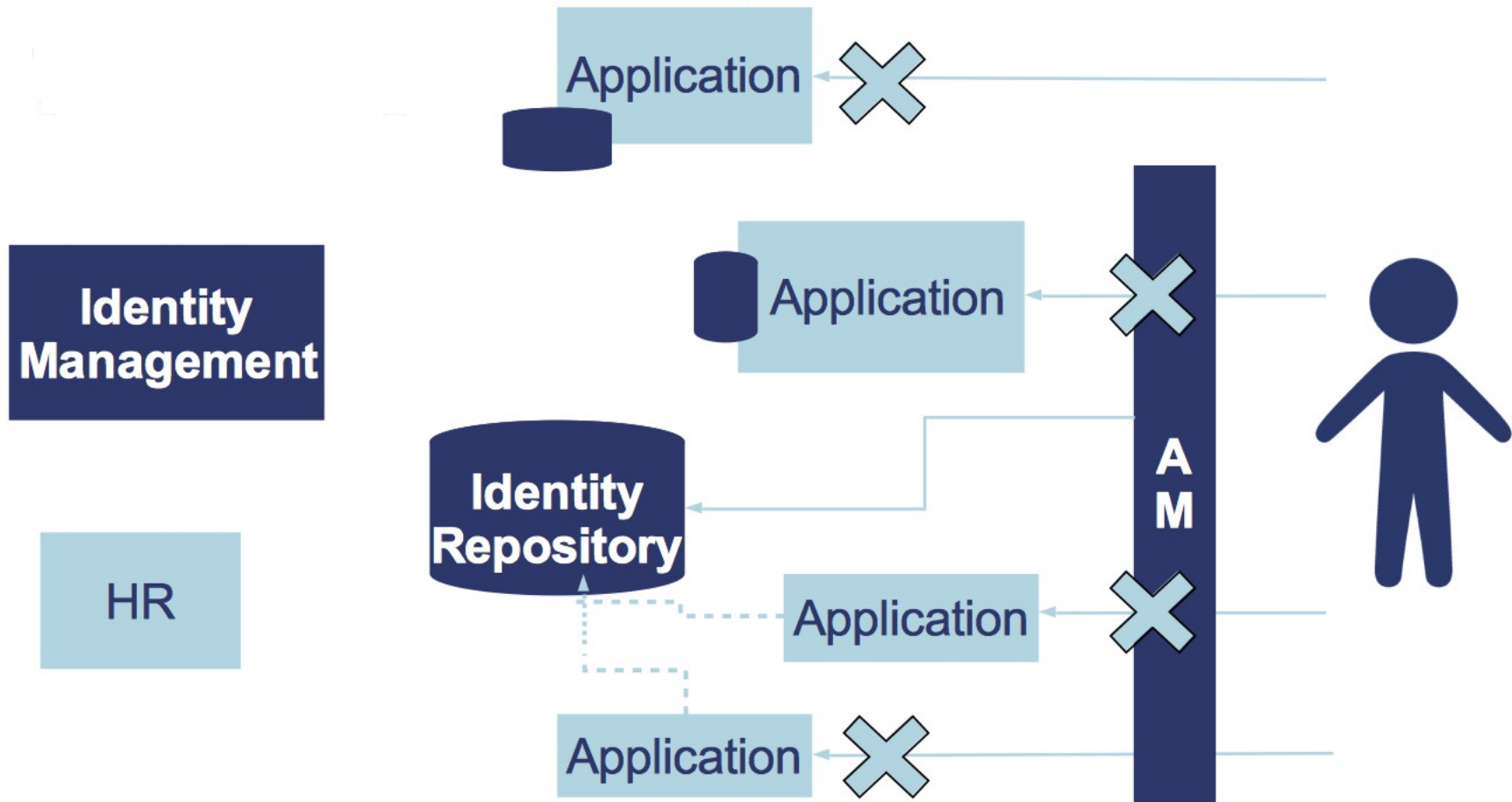
Employee leaves company



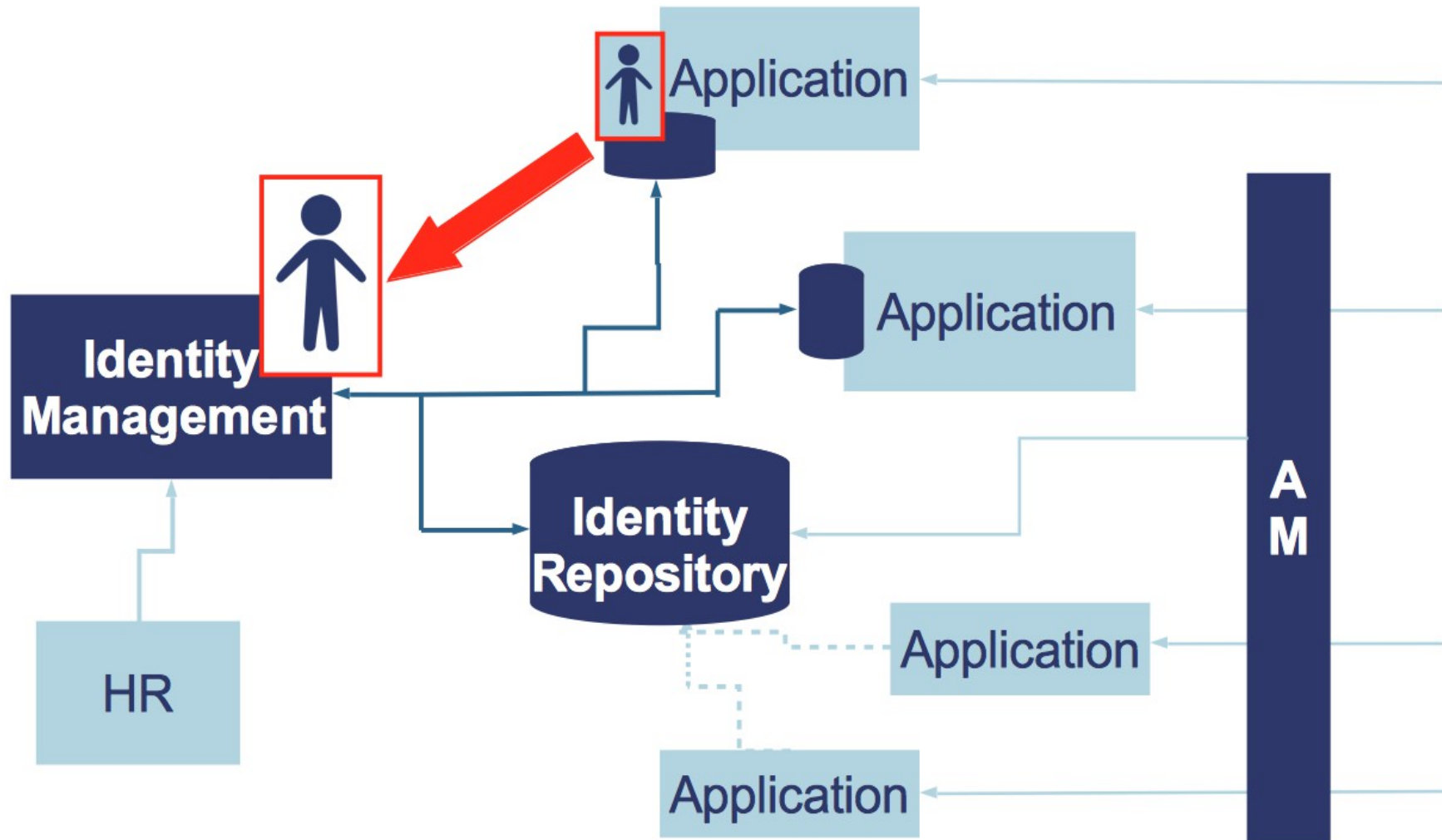
Automatic user deprovisioning



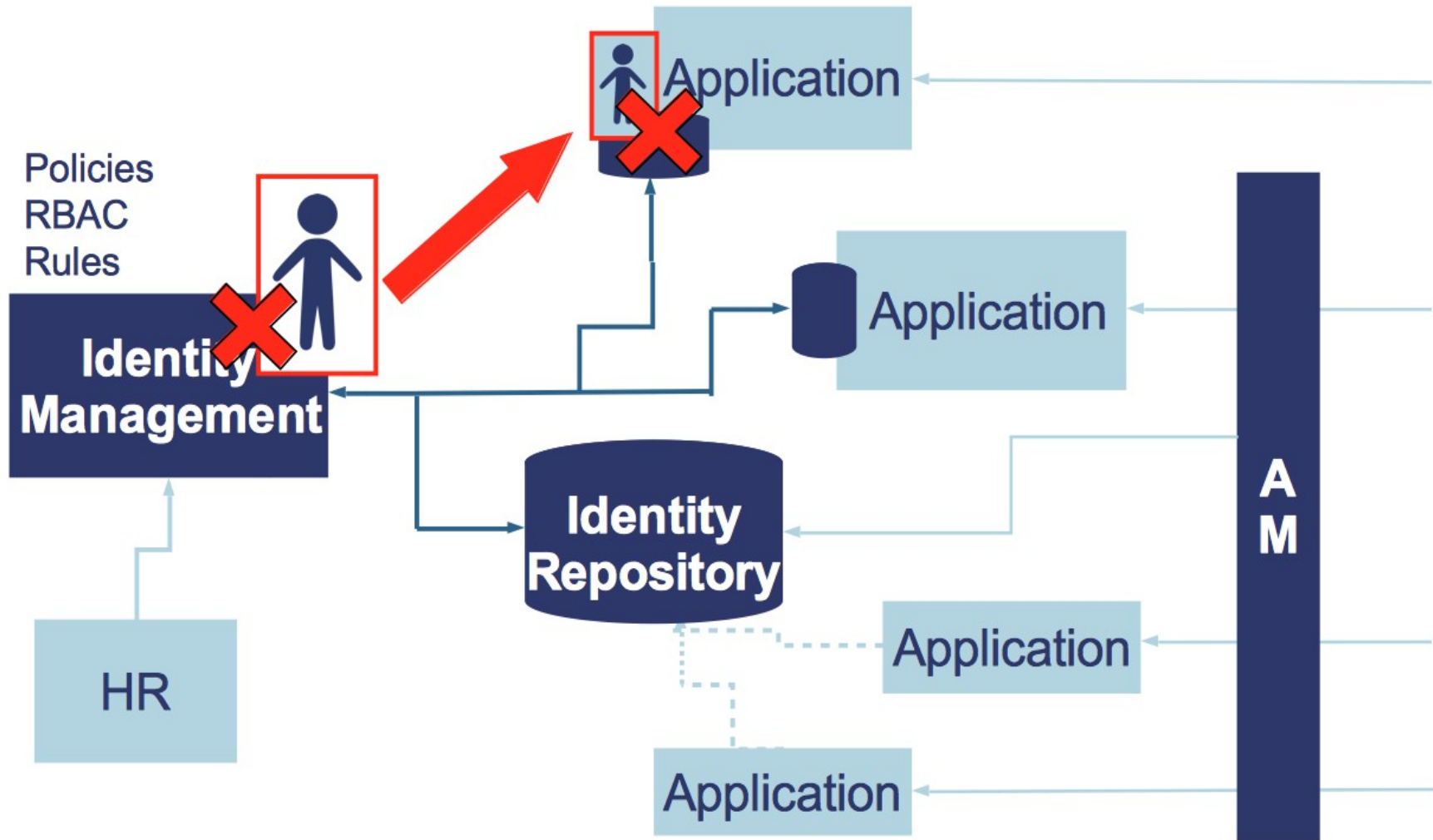
Business as usual



Bidirectional synchronization



Policy enforcement



What IdM does?

- Provisioning
- Synchronization
- Self service
- PWD management
- Credentials distribution
- RBAC
- Organizational structure
- Entitlement management
- Identifier management
- Data mapping
- SoD
- Workflow
- Notifications
- Auditing
- Reporting
- Governance

Why OSS is a rescue?

- community
 - scalability
 - migration
-
- less money, more efficiency, customization

Beginnings

- Bumpy and struggling journey from 2010-2011
- No investors
- Team of friends, growing knowledge base friend to friend
- Java and OSS devoted nuts
- Great knowledge and experience
- Swimming with great sharks without a business plan

Endurance

- Hard work = no money
- Participation on OpenIdM
- Secondary project for paying bills
- Economy „-“ nearly reached 0

Hard work brings sweet fruits

2015 - 2016

- Onboarding first 2 bigs clients
- Tiny profit

- Great shark speculated, devoted techie team scored

Success

2017

- Most comprehensive open source IdM system
- Great engineering team, great technology
- Recognized by industry analysts
- World-wide effect

- Finally a profit

Teenage great shark

2018

- Onboarded few unicorns
- Business model with subscriptions, services and training courses
- Looking for similar nuts to satisfy all clients
- Story to be continued...

Recommendations

- World is your market
- Burn money slowly, right moment is strategic
- Do not look for clients, let clients look for you
- Technology matters
- Good idea and architecture are crucial
- Do not follow buzzwords, today modern tomorrow old fashion EOL

If you think we could do something
better,
please, share your ideas

If you have any questions,
please, feel free to ask