



Collabora Productivity

LibreOffice and Collabora

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*“Stand at the crossroads and look; ask for the
ancient paths, ask where the good way is,
and walk in it, and you will find rest for your
souls...” - Jeremiah 6:16*



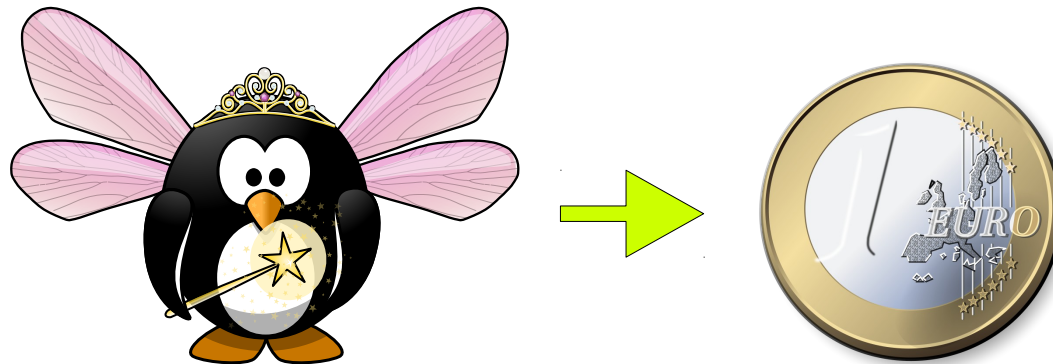
Mission:

*Make Open Source the de-
facto standard in the
industry*

*The easy to understand goal
of the shareholders*

How can we do that ?

- We have to fund it somehow:
- TINMF: There Is No Money Fairy (*for us*)



Some employees / customers never grasp this.

- Important: reality has a habit of biting ...
- **Every** Euro we spend: hiring developers, **sponsoring conferences**, evangelising & marketing LibreOffice
 - Comes from **satisfying a customer**

Customer is King

- We dedicate ~30% of our team to new customers
 - 4.5 full time bodies.
- We add Marketing spend on top of that:
 - Trying to reach people with a message of supported FLOSS goodness ...
- Spend hours: conference-calls, E-mail, in-person
 - Pitching the benefits, savings and opportunities around LibreOffice to dozens of potential new **Customers**
 - Listening to **Customer** problems, and explaining how they can be fixed.

What we do for our Customers ...



Turn money into stuff ...



Support

Peace of mind ...



Features



Performance



Bug Fixing

Consulting Examples

(from the last year)



Performance:



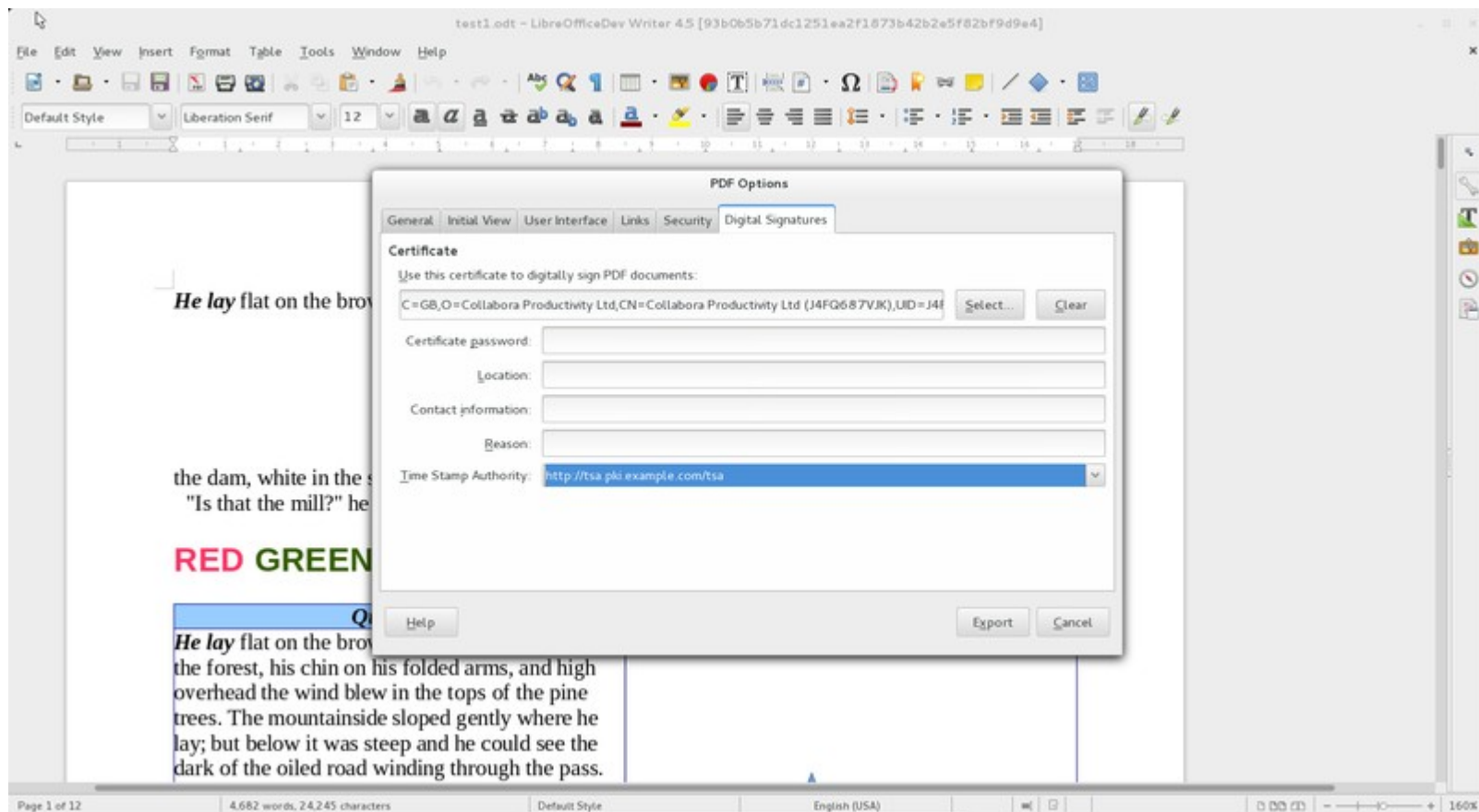
- Profiling, analysis & hard work.
- FastSerializer – XML export
 - don't do millions of syscalls: add buffering
 - 12.6bn → 2.7bn pcycles : 30+% for XLSX
- Threaded ZIP export ...
 - Avoid discard after Image re-compression: majority of writer ODT / XLSX export time.
 - Fix perennial image data loss at the same time.
- JPEG-turbo – 2x → 5x faster image reading
- Threaded image scaling.



PDF Signing / Timestamp



Willhelm Tux → Crowd-funded goodness



Calc Performance:



- Accelerating common sheet operations
- Chart updating:
 - Why build charts on load ? Wait until that's needed.
- Range based dependency broadcasting:
 - big memory & performance wins.
- OpenCL subset – on by default



Using your silicon effectively: CPU vs. GPU:

**THE FUTURE BELONGS TO THE APU:
BETTER GRAPHICS, EFFICIENCY AND COMPUTE**



“SANDY BRIDGE”

“IVY BRIDGE”

“HASWELL”

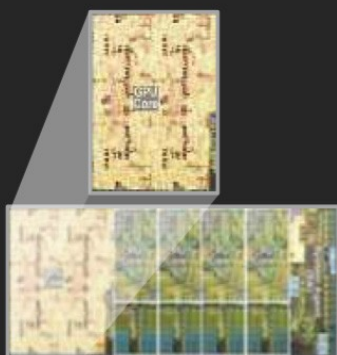
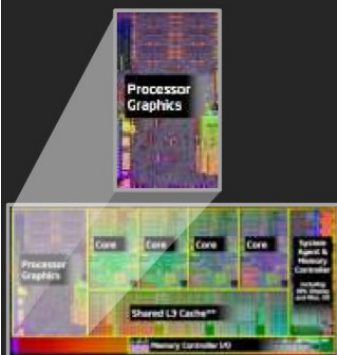
**2014 AMD A-SERIES/
CODENAMED “KAVERI”**

17% GPU*

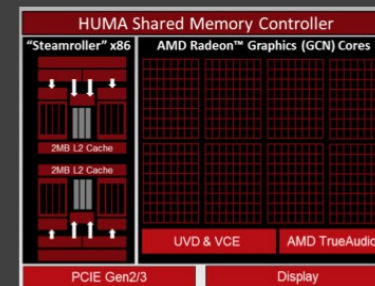
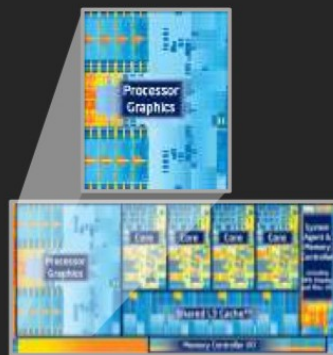
27% GPU*

31% GPU*

47% GPU



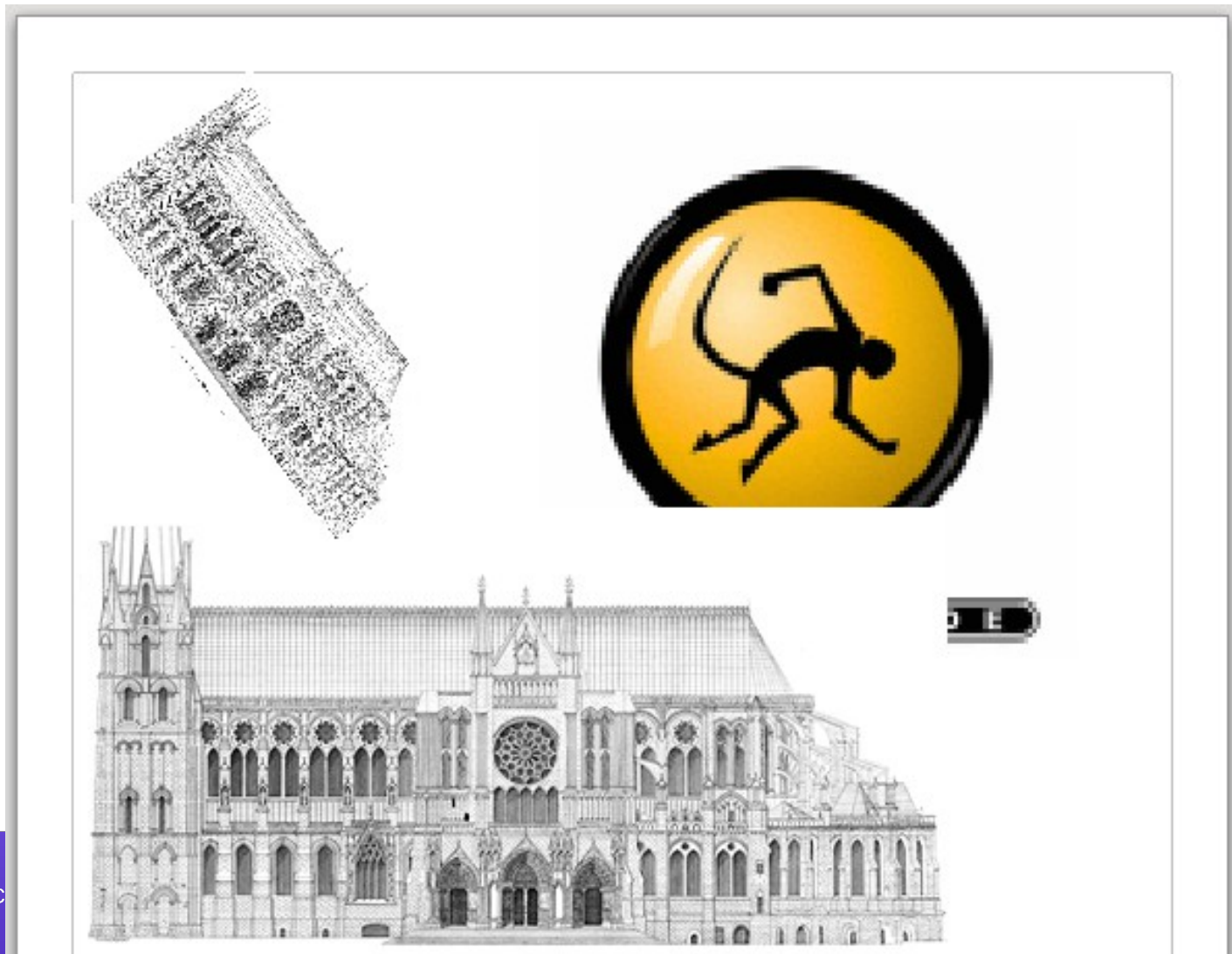
(Estimated)



VCL / OpenGL Rendering ...



- Before: old-style GDI



VCL / OpenGL Rendering ...



- After: significant re-work of rendering



Higher Quality

25% faster at 1st cut

Cross-platform acceleration possible:
Android, iOS, Linux,
Mac, Windows ...

Enabled by default for
some Windows in
5.0.2 for further
testing.

Mail-Merge perf.

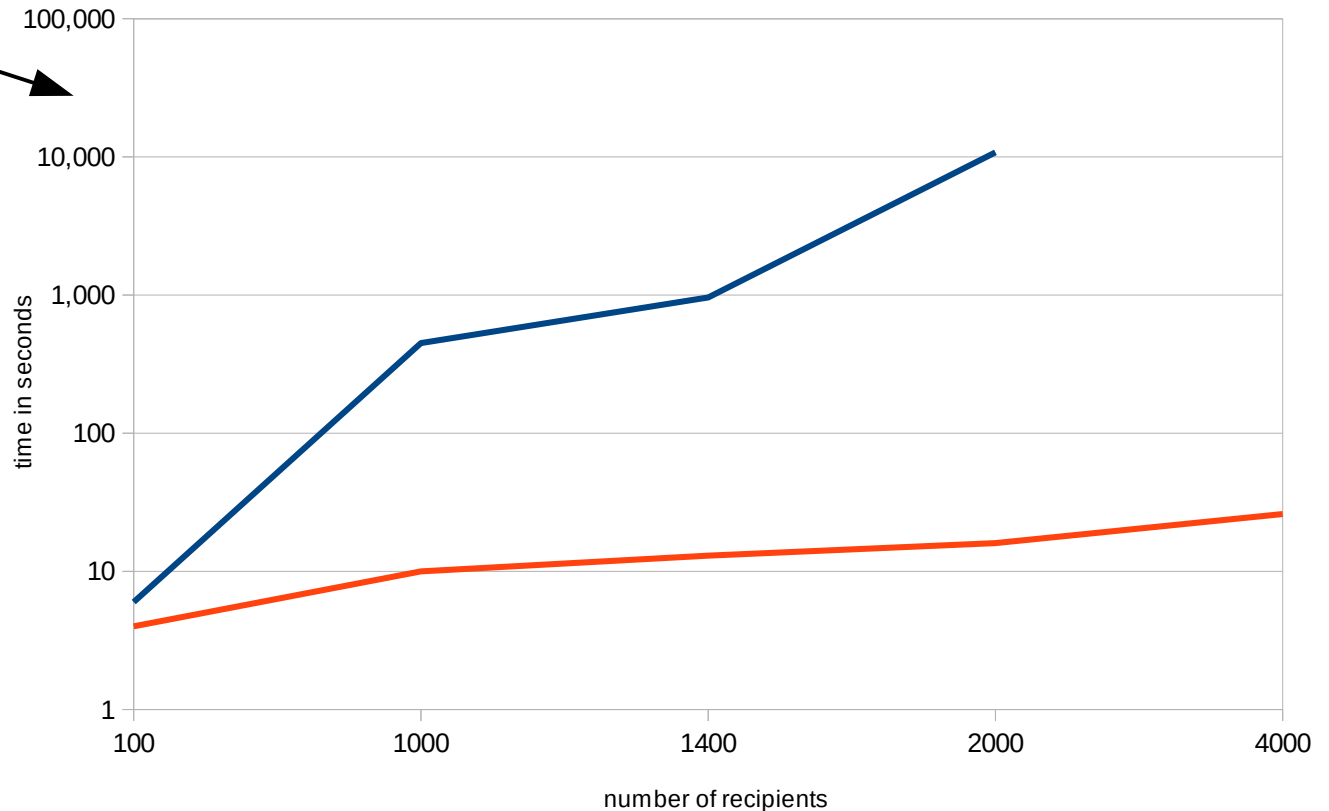


- Making Mail-merge scale for Munich.

Log Plot

From Hours
To
Minutes

Time to mail-merge vs. number of recipients



Mail-merge embedding



- Embedding mail-merge setup in your ODT – for Munich.

Address Book Data Source Wizard

That was all the information necessary to integrate your address data into LibreOfficeDev.

Now, just enter the name under which you want to register the data source in LibreOfficeDev.

Embed this address book definition into the current document.

Location: /home/vmiklos/Addresses1.odb

Make this address book available to all modules in LibreOfficeDev.

Address book name: Addresses1

Steps:

1. Address book type
2. Connection Settings
3. Table selection
4. Field Assignment
5. Data Source Title

Help << Back Next >> Finish Cancel



Android Viewer & Editing



- Work for Smoose & The Document Foundation

LibreOffice for Android Evaluation Document

document shows various elements or needs to behave correctly work, together with other features under document.

paragraph; just to show selected graphs. Various properties, I underlined. But also increased



This shape has some text inside, it is supposed to be selectable too.



LibeOffice Online



- Working with IceWarp – an awesome company & partner.
- Go to see Niall, Sam & Mihai's talks / demos.

Demo | Collabora x Document Simple x Document Simple x Document Simple x Document Simple x

ec2-54-155-139-11.eu-west-1.compute.amazonaws.com/assets/cloudsuite.html?file_path=file:///srv/www/htdocs/looldemo/.odf/designer-cv-lool

Collabora CloudSuite
Technology Preview

Jenny • Miller Graphic Designer / Communication Specialist

Hello there!

I am a visual communications specialist with a passion for digital mediums. Through a range of successful corporate and artistic projects I have developed a unique style and business-driven approach.

I offer a full concept-to-publication

// Contact

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www.millerdesigns.com

A take from IceWarp:



- Press release:
<https://libreoffice-from-collabora.com/icewarp-and-collabora-are-working-on-libreoffice-online-document-editing-an-open-source-alternative-to-google-apps-office-365/>
- **IceWarp** with its enterprise solutions background and over 14 years of expertise will help LibreOffice to accelerate the development towards a **real product** which can be **reused** by the **open source community** in a wide range of deployment scenarios.
- By creating a **free alternative** that **any provider can implement** without restrictions, the companies aim to restore fair competition to a market dominated by monopoly suppliers, to **drive innovation, compatibility and interoperability** through **open formats**, across **all platforms** and **for everybody**.
- *“Creating alternatives is in our DNA. In the same way customers were looking for Exchange alternatives and made IceWarp what it is today, they will be seeking Google Apps alternatives and we will be ready.”*
— Adam Paclt, IceWarp CEO

LibreOfficeKit work

- Continuing to optimize this.
- Made this the core of:
 - Android
 - LibreOffice Online
 - GNOME Documents
 - loconv
- Document conversion → HTML speedups
 - SkiplImages
 - Avoiding WordCount on export
 - ...



Apple App-Store packaging

- Lots of hard work – on sandboxing.
 - ~40k installs so far → easy updates, etc. ...
 - need to grow paying fraction → invest in Mac

Units per Day

Area ▾ Days ▾ 



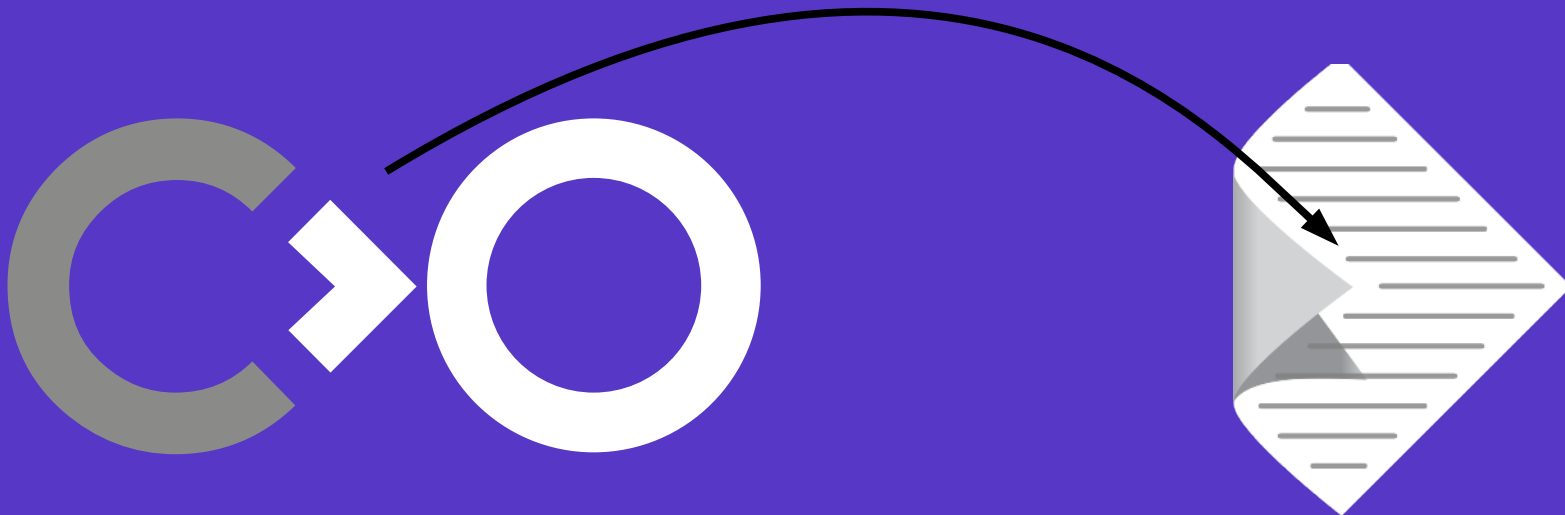
Branding:

*the lessons from two years of
sales investment*



Collabora Office / CloudSuite

- Amazing progress by the LibreOffice brand in the last year.
- Need to focus on building our own brand.
- Frame: value, not lack-of-price.

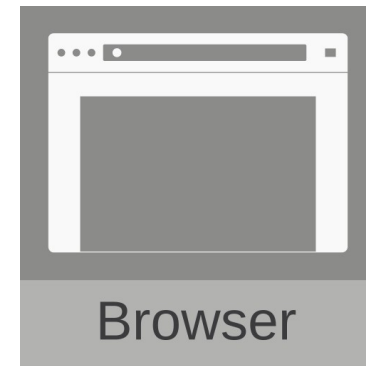
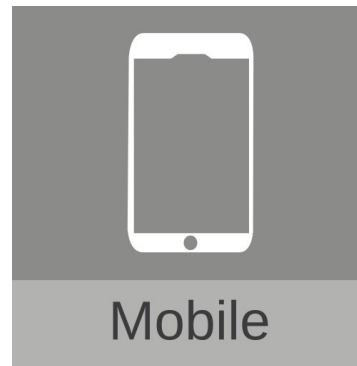


Products: CloudSuite ...

Collabora CloudSuite

The new all-platform office suite

- Open Source
- Always available
- Built for enterprise



Desktop, Mobile, Cloud

File Edit View Insert Format Table Tools Window Help

Default Style Karla 22 **B** *I* U ~~S~~ A^B A_B A TT

Properties - Character

LibreOffice from Collabora

Welcome

LibreOffice from Collabora is the enterprise-ready Open Source office suite. LibreOffice itself is the work of thousands of developers, engineers, testers, system integrators, and localizers. Collabora provides the installation and administration utilities together with the tools and expertise for successful deployment.

“LibreOffice is the world’s premier Open Source office suite. Collabora is proud to be part of the LibreOffice community, and to build our supported product targeted at the enterprise on top of the freely available LibreOffice code.”
— Michael Meeks, Vice President

Enterprise Support

- Guaranteed three-year support for each release
- Six-monthly release cycle (three month off-cycle)
- Security, maintenance, and bug fix updates
- MSP patches provided for incremental patches
- Windows Group Policy Object management

Find Find

Page 1 of 1 178 words, 1,231 characters

Collabora Office

Embedded editable chart

Charts imported from spreadsheet applications remain connected to their original data set and can be easily updated. Settings such as labels, colours, and layout are configurable from within the document in which the chart is embedded.

Tracking direct download Update Pingorgins.
Excludes all Linux Distributions downloads
-120m so far, from 65m

Category	Windows	MacOSX	Linux
Tracking direct download	~120m		from 65m

Advanced graphics support

Any image supported by other Collabora Office components can also be embedded, including complex vector graphics, Microsoft Office SmartArt, Word Drawings, and more. This feature is available in the desktop version of Collabora Office.

Budget for 2015

Income	January	February	March
Paycheck 1	1,500.00	1,425.00	1,560.00
Paycheck 2	900.00	812.00	910.00
Interest	3.00	2.80	3.10
Other Income	55.00	.00	.00
Total Income	\$2,458.00	\$2,239.80	\$2,473.10

Expenses	January	February	March
Rent/Mortgage	625.00	625.00	625.00
Electric	55.00	52.13	58.57
Natural Gas	43.65	38.12	41.62
Water	29.15	31.87	33.10
Sewer	.00	.00	.00
Waste Disposal	.00	.00	.00
Car Payment	40.00	40.00	40.00
Car Repairs	.00	.00	.00

Maintenance & Support

- Collabora Office
 - Three years of security maintenance & support from release
 - pick your favorite version
 - Includes cumulative customer fixes
 - MSP patches for easy deployment
- Volume price per seat: 1000 seats:
 - **€0.83 / user / month**
 - €1.25 / user / month at 50 seats.
- Users can file low priority support tickets ...

Code Fix support

- Level 3 bug-fixing
 - User defined severity / priority
 - SLA for bug-fixing
 - Problem Temporary Fix (PTF) builds.
- **Fixed price** Entitlements:
 - Easy to budget for
 - **€11,000 for 1x high, 3 medium bugs.**
 - **€30,000 for 3x high, 6 medium bugs.**
 - We fix any bug – for a flat cost.
 - *open to end-customers, for whom we are their sole LibreOffice supplier.*



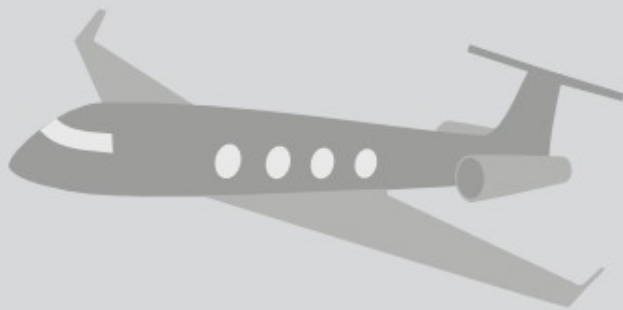
Code Fix support #2

- Dedicated Engineers
 - Time & Materials equivalent ...
 - We provide a hybrid engineer:
 - Comprised of engineers with deep skills across the board.
 - There is no-one person - in the world with very deep writer + calc + impress + filter skills.
 - Easy to buy 10, 1, $\frac{1}{2}$, $\frac{1}{4}$...
- **Easy to budget & buy ...**



Reaching Customers: Partners

- We strongly prefer to sell via partners
- Our solution is a component: add L1/L2 support, Migration, Training.



Commercial support in

21
countries



*Enabling LibreOffice
deployments worldwide.*

Partners beyond Europe



Partners in Europe

Axeli	Morocco
AdfinisSyGp	Switzerland
BTR	Belgium
Emergya	Spain
Intepro	Bulgaria
Itomig	Germany
Nou & Off	Netherlands
Open Canarias	Gran
Canaria	
Özgür Yazılım	Turkey
Seravo	Finland
Sophie Gautier	France
Studio Storti	Italy
Technopolis	Greece
VNC	Germany



What can support
look like ?

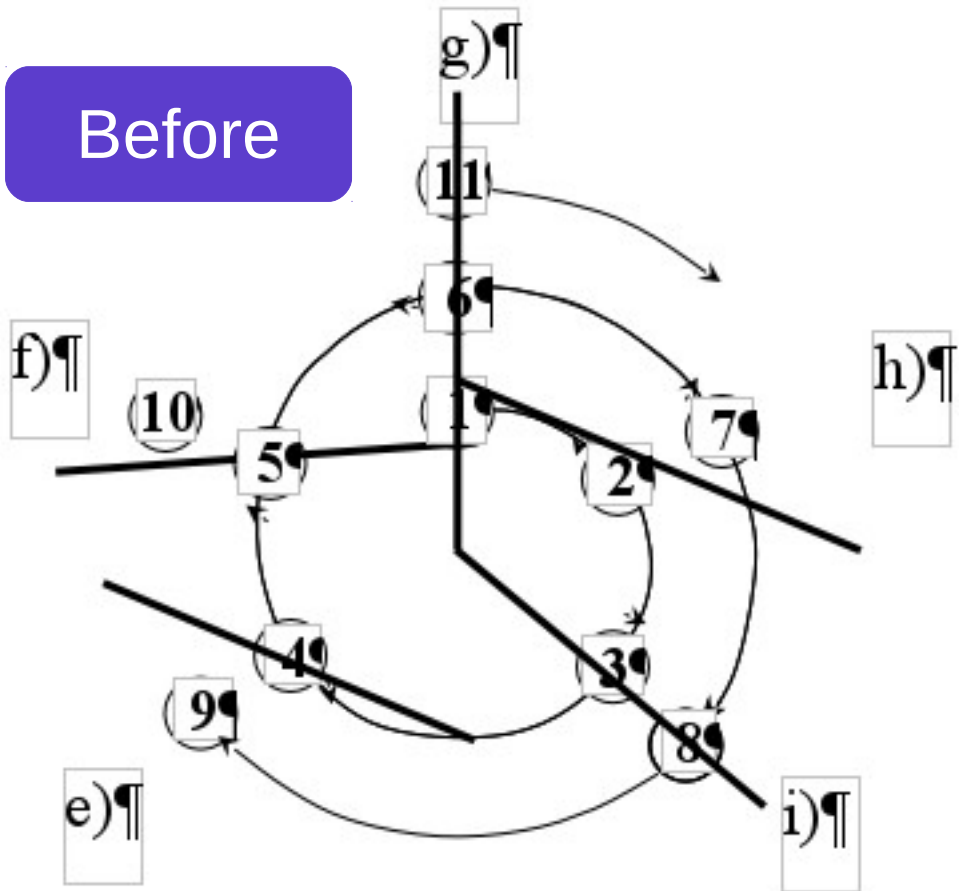
Studio Storti / Italian Bank ...

- The story of one day: **2015-07-14**
 - **10:44** – their customer using Windows
 - wants Group Policy lockdown **But** – per user not per machine.
 - Something LibreOffice doesn't do.
- Outgoing mail:
 - *“The answer is that we did not support that until today ... I just implemented [it] ...”* - **11:28**
 - **23:24** – *“you can download your MSP patch from <here>”*
- So – somewhat atypical:
 - A feature, not a bug; (no bug-fix entitlement either)
 - We want to help our partners & customers succeed.
 - Average time to fix → a man-week; this was an easy one.

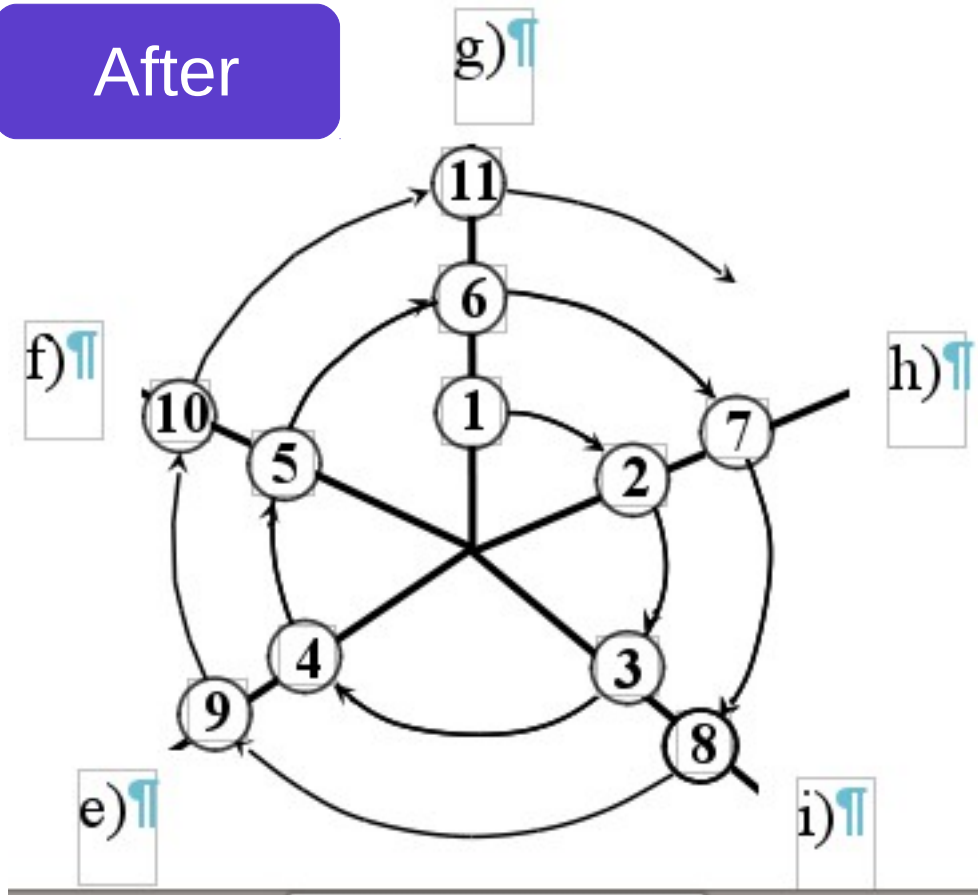


Level 3 bug example:

Before



After



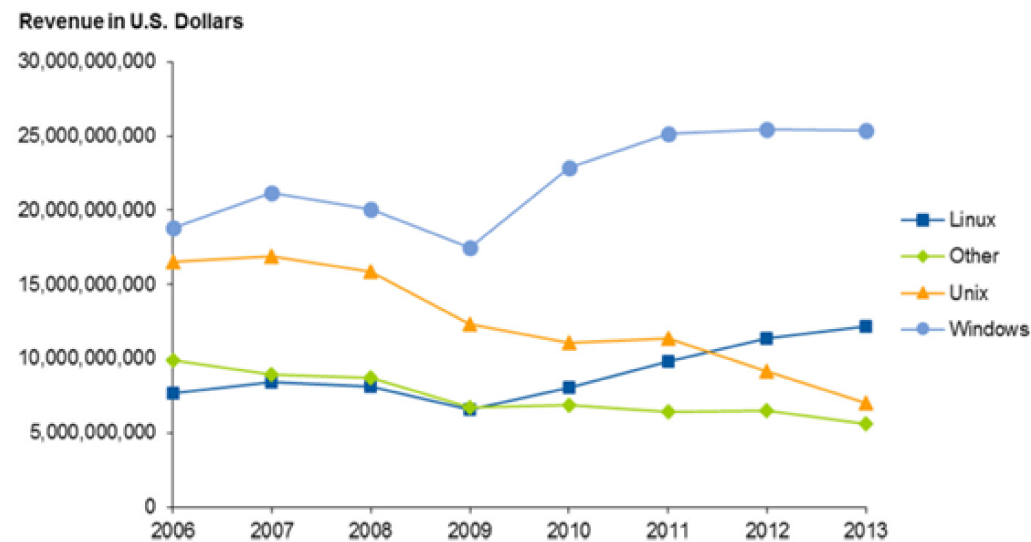
Lots of Interoperability eg. odd EMFs: 'image missing'

https://bugs.documentfoundation.org/show_bug.cgi?id=93750

The attached bugdoc (EMF+ file) is not displayed at all in LibreOffice.

When an array of EMF+ has extra bytes in the end, that are less than 12, they should not be treated as another EMF+ record, but simply ignored.

Figure 1. Global Unix Market Shipment Revenue, 2006 to 2013



Source: Gartner (February 2015)

Complex writer text in shapes:

- Keep your change-tracking, TOC, Smart-Art etc.

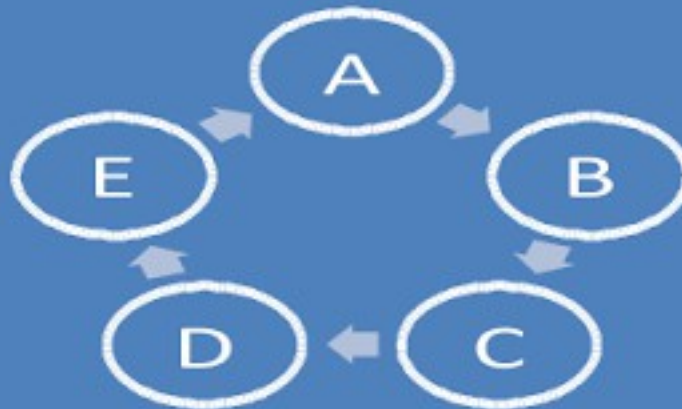
Contents

First chapter → 2

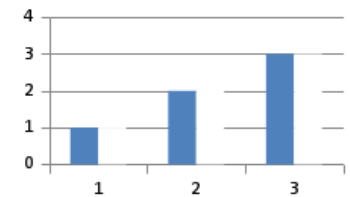
Second chapter 2

Third chapter → 2

SmartArt:



This will be a chart:



Quality: Unit Tests ...

- Stopping regressions escaping into customer's deployments
- Auto-testing where no-one has tested before.

37%

of those added by Collabora

1,540

Unit test commits last year



Two Years of Collabora Productivity

Some stats:

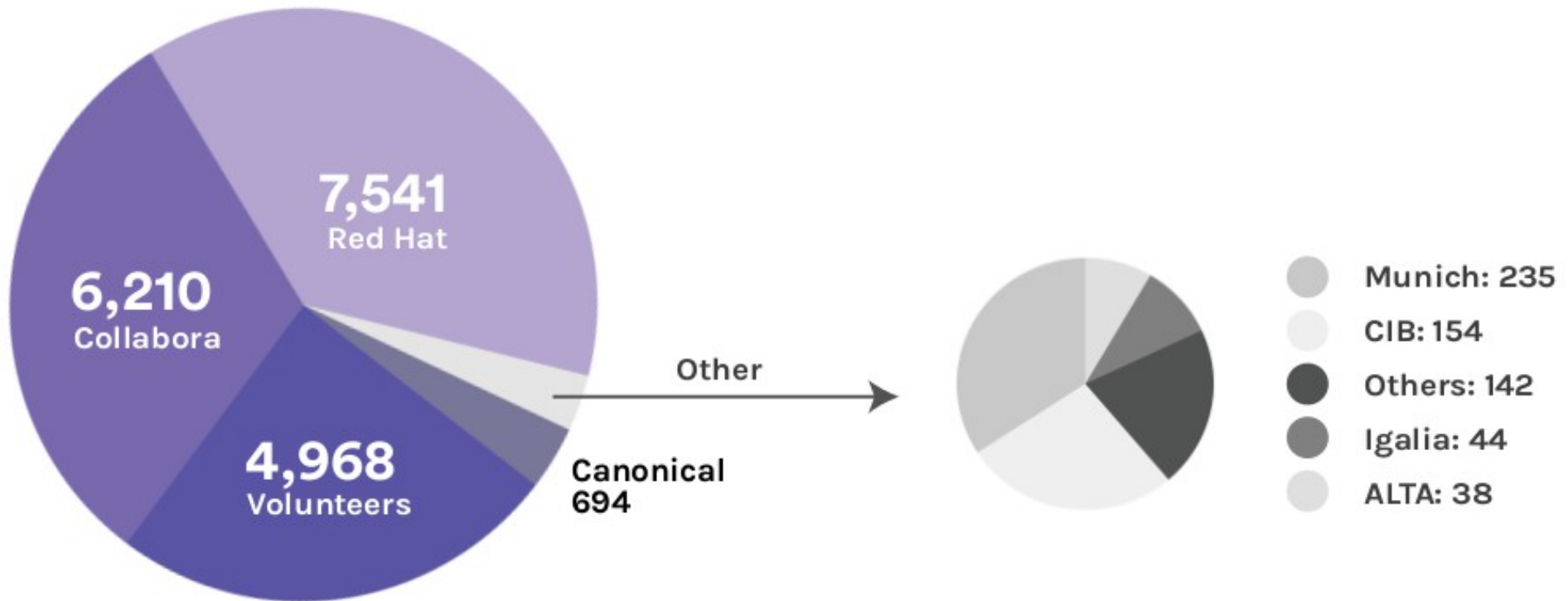
- 12,000 commits (of 46,000) – 25%
 - 16 commits per day – sustained
- 1,300 bug referencing commits
- Commits from 23 @collaborans this year:

a privilege to work together with such great guys:

Miklos Vajna	Tor Lillqvist	Tomaž Vajngerl	Michael Meeks
Jan Holesovsky	Kohei Yoshida	Markus Mohrhard	Andras Timar
Matúš Kukan	Luboš Luňák	Louis-Francis Ratté-Boulianne	
Zolnai Tamás	László Németh	Henry Castro	Chris Sherlock
Marco Cecchetti	Andrzej Hunt	Mihai Varga	Ursache Vladimir
Jack Leigh	Mike Kaganski	Lubosz Sarnecki	Daniel Stone

Commits by Affiliation

last 12 months



*Optimistic that this will continue to improve diversity-wise:
That we will do more, but it will be a smaller proportion.*

Conclusions

- Mission: **Make LibreOffice Rock**
- All paid for by our Customers
 - Many thanks to our great customers, many wish to be anonymous but thanks to: **IceWarp, AMD, TDF, Smoose, SUSE & many more ...**
 - **If you're a Collabora Customer – you're changing the world for the better**
 - **Why not try working with an SME yourself ?**
- Thanks to our partners who sell !
- All executed by our staff
 - Thanks to the awesome team.
- All executed alongside the community
 - Without you, it couldn't be done & it wouldn't be fun.
- Our pleasure to sponsor the LibreOffice conference

Oh, that my words were recorded, that they were written on a scroll, that they were inscribed with an iron tool on lead, or engraved in rock for ever! I know that my Redeemer lives, and that in the end he will stand upon the earth. And though this body has been destroyed yet in my flesh I will see God, I myself will see him, with my own eyes - I and not another. How my heart yearns within me. - Job 19: 23-27

