Collabora Productivity

Collabora
Productivity

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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*

Collabora Productivity
Free your business

The driving force behind putting #LibreOffice in the #Cloud.

Collabora

- >100 staff, Cambridge & Montreal
- Parent company – 14 years old
- Leading Open Source Consultancy

Collabora Productivity

- ~30 staff – 6 years old (last week)
- Focused fully on office productivity

Shared mission / raison d'etre:

- Make Open Source rock.
- This is the goal of our shareholders

What does that mean ?

- We re-invest your support into FLOSS software, including LibreOffice, and into our partners.
- All our code is open
- We do have to make money to re-invest: TINMF
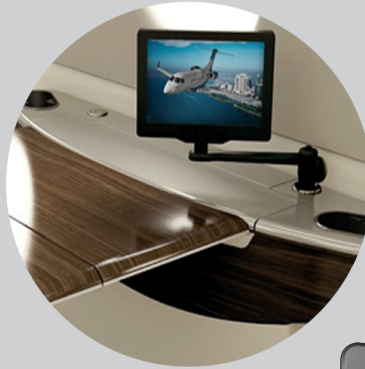
Semiconductor   Automotive   Digital Signage   OEM

Examples:

Collabora example: Monado / OpenXR – play later …

Monado

- Founders & driving force behind FLOSS VR / XR
    - When the world goes this way
    - Vital to have an open-source run-time, stack, drivers & community.

Fun & Games for hackers on Linux

- Get involved
    - https://gitlab.freedesktop.org/monado
    - https://monado.freedesktop.org/

Collabora Productivity
100% focused on Office

Collabora Productivity: examples
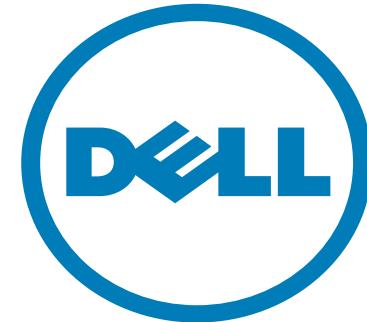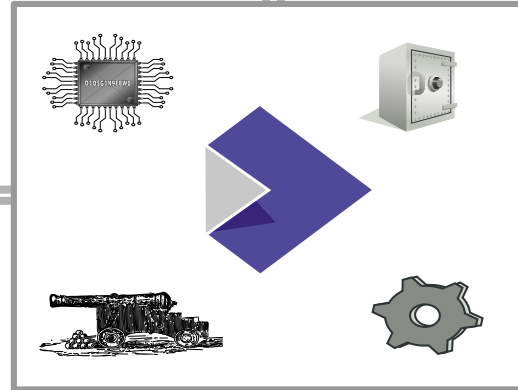
AMD

RYZEN

THREADRIPPER

One of the top three Italian banks **20,000** seats deployed in all their branch offices. Visionary cost savings.

Partner:
STUDIOSTORTI
SOLUZIONI OPEN SOURCE

Partner:
NOU&FF

Powerful document classification – eg. "top secret". Digital signatures and classification of paragraphs.

DELL

140 partners and growing ...

Strong preference: sell through partners !

Customer has a **single** support partner.

- Who are L1/L2 support & deployment experts in Collabora products – **in your language**: 55 countries

- We provide Service Level Agreement & place to file tickets

Helping people start their own LibreOffice business

- Can you speak your native language ? And a little English ?

- Do you know about LibreOffice ? → *it could be you !*

- *We need you:* Put together a full-service: your training, your migration ...

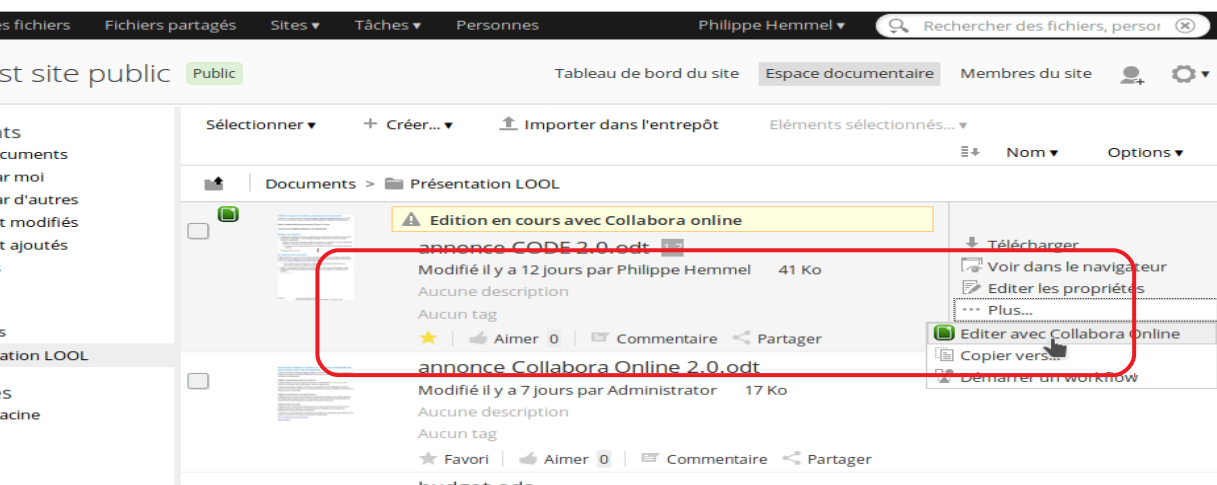Encouraging others to invest alongside us & the community ...

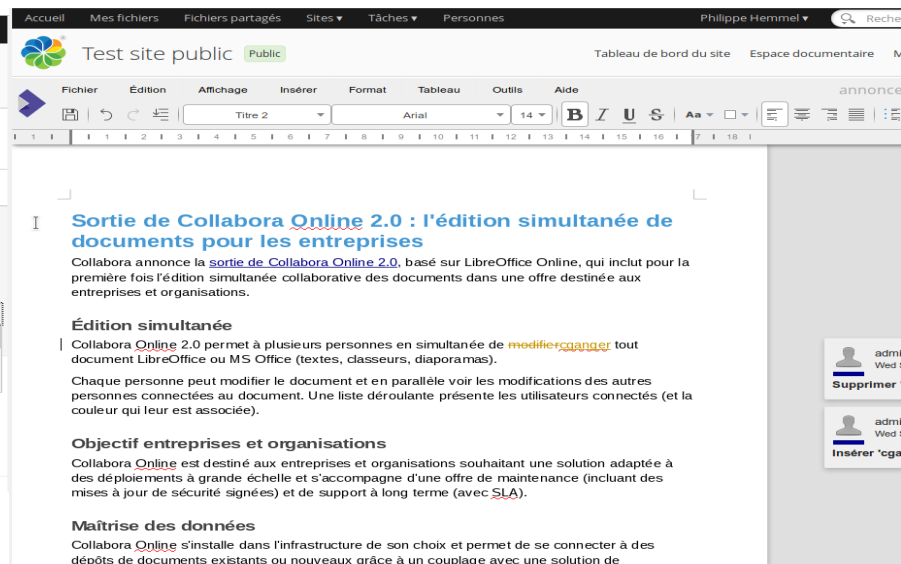# Partner example: Alfresco Collabora Online Connector

Collaborative editing for Alfresco (a Sharepoint competitor / ECM) via WOPI-like API & new monitor connector.
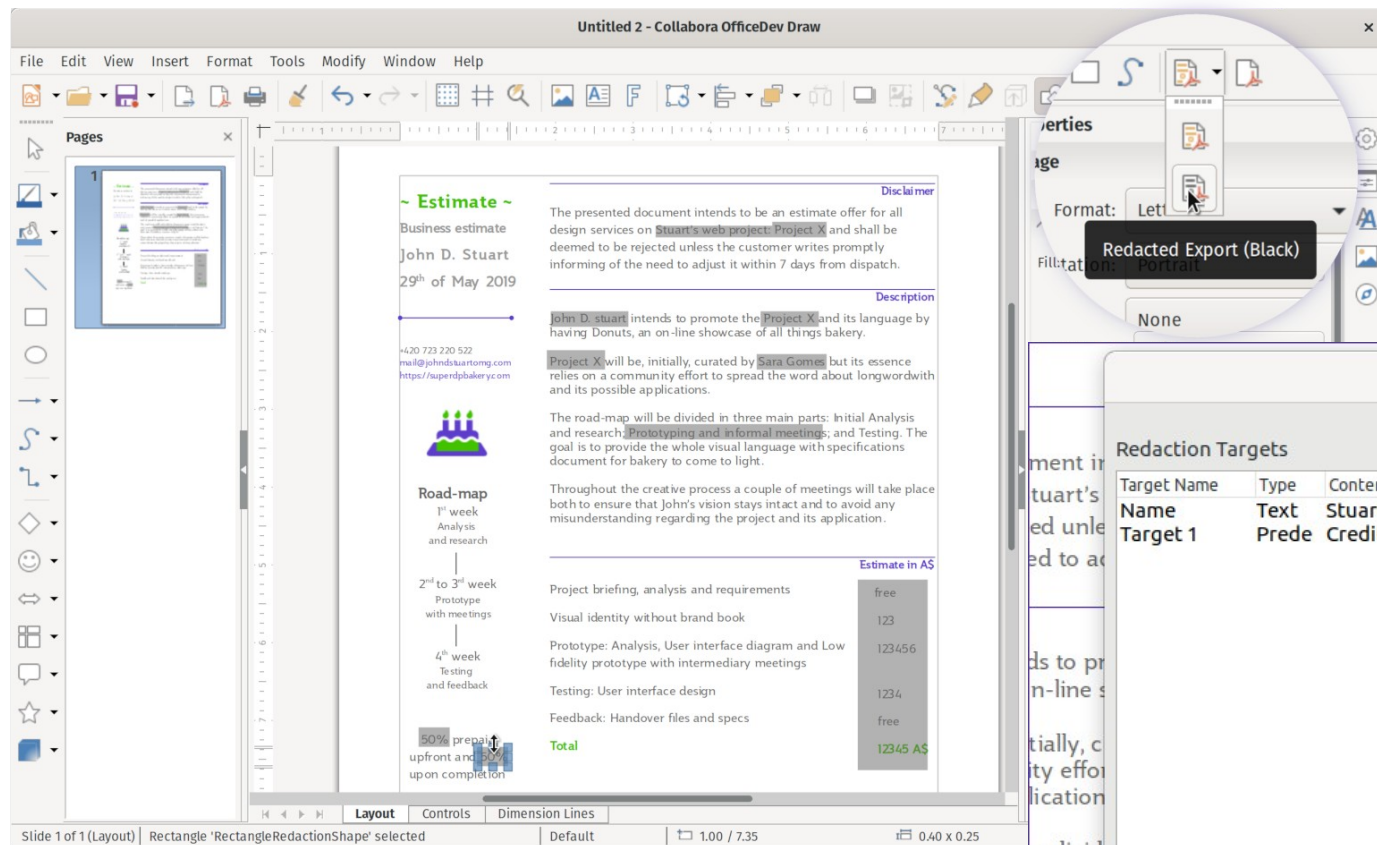
(With acknowledgment of Magenta's hard work as well)
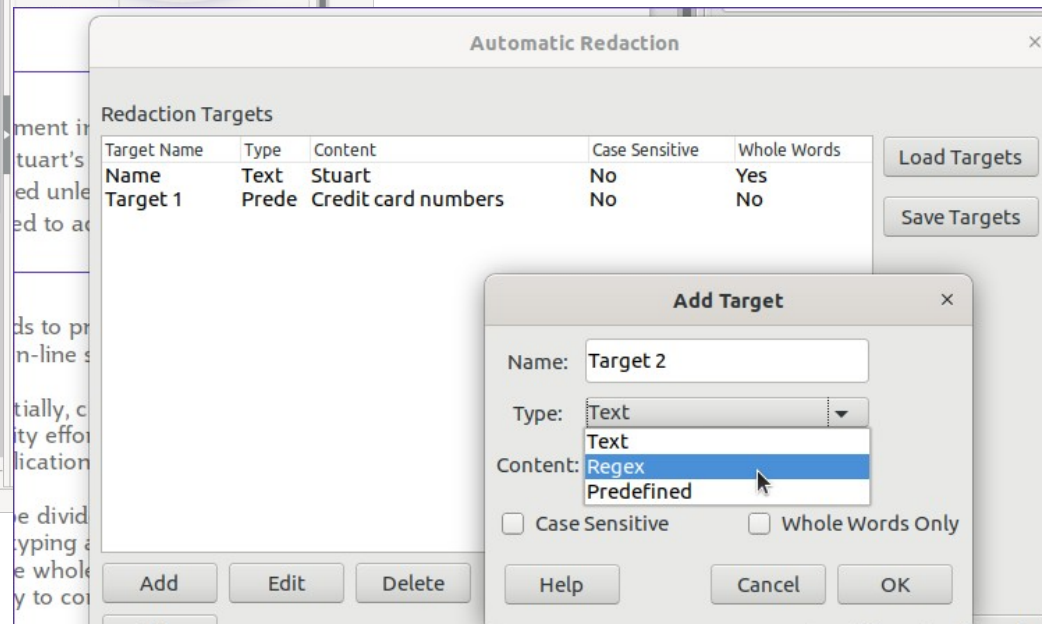
Collabora Office examples

(Auto) Redaction

Thanks to: *Muhammet Kara*
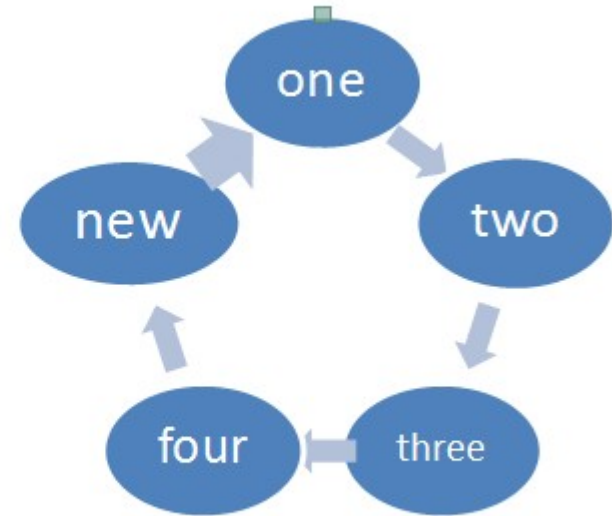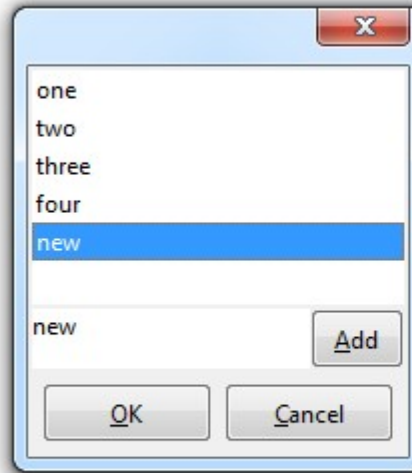
SmartArt – working to finish & making it editable

A very long saga …

- Finally approaching usefulness … & interopability.

More details:

Grzegorz
Araminowicz's
talk … for credits

Thanks too to SUSE

Interop: bottom to top / left to right

Writer layout feature: thanks to Miklos …

Collabora Online is a powerful LibreOffice-based online office that supports all major document, spreadsheet and presentation file formats, which you can integrate in your own infrastructure. Key features are collaborative editing and excellent office file format support.

Collabora Office is the enterprise office suite of LibreOffice, the world's most widely used Open Source office suite. We provide installation and administration utilities together with long term maintenance and contracted support to deliver successful deployments with expertise.

Interoperable text based form controls
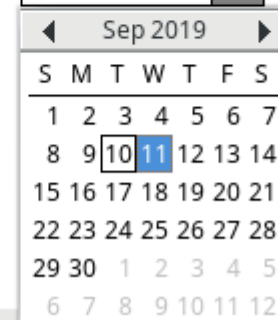
Thanks to *Tamas Zolnai*

cf. Andras's talk.

Calc: *towards* >1024 columns

Thanks to: *Noel Grandin*

File   Edit   View   Insert   Format   Styles   Sheet   Data   Tools   Window   Help

Liberation Sa   10   **B**   *I*   U   A

DSC3

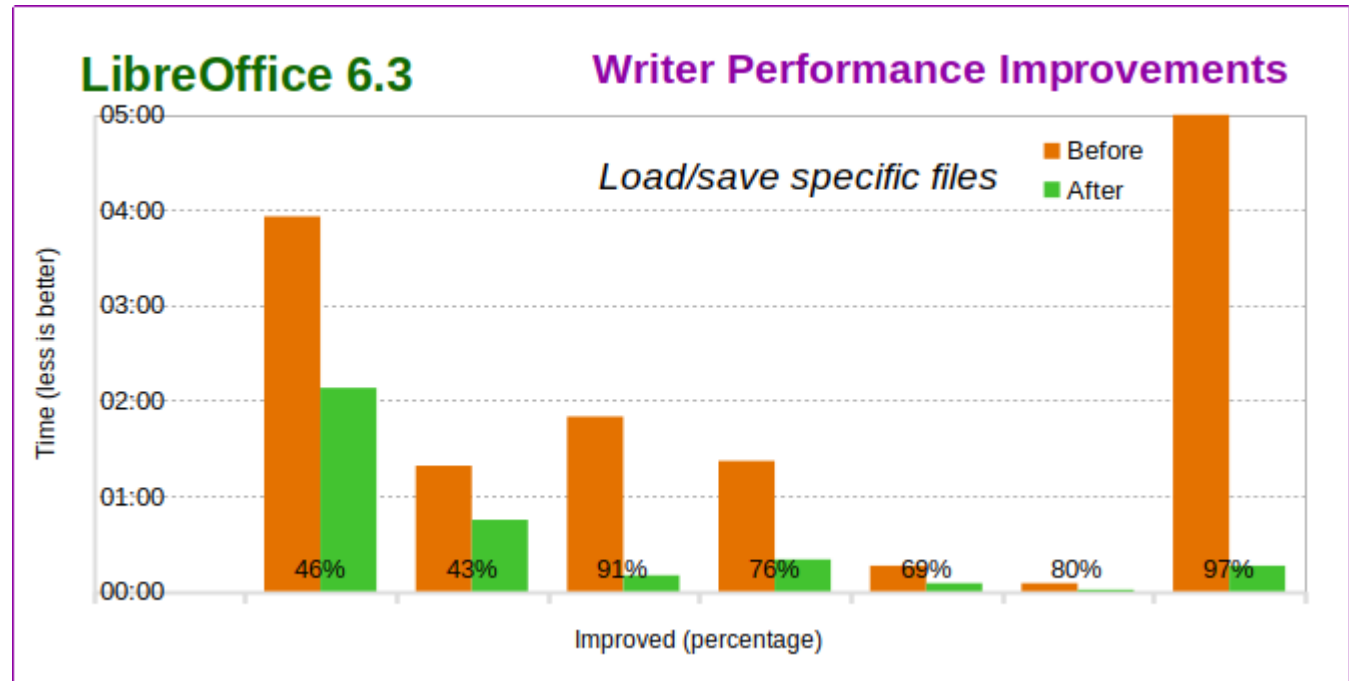|	DRW	DRX	DRY	DRZ	DSA	DSB	DSC
1	3195	3196	3197	3198	3199	3200	3201
2							
3							
4							

Significant performance work

Removing sillies, Threading ZIP compression

Thanks to:

- Noel Grandin
- Lubos Lunak
- Mike Kaganski

LibreOffice 6.3 — Writer Performance Improvements. Load/save specific files. Before (orange), After (green). Time (less is better) vs Improved (percentage): 46%, 43%, 91%, 76%, 69%, 80%, 97%.

Collabora Office Mobile

Native iOS version for tablets - with Adfinis
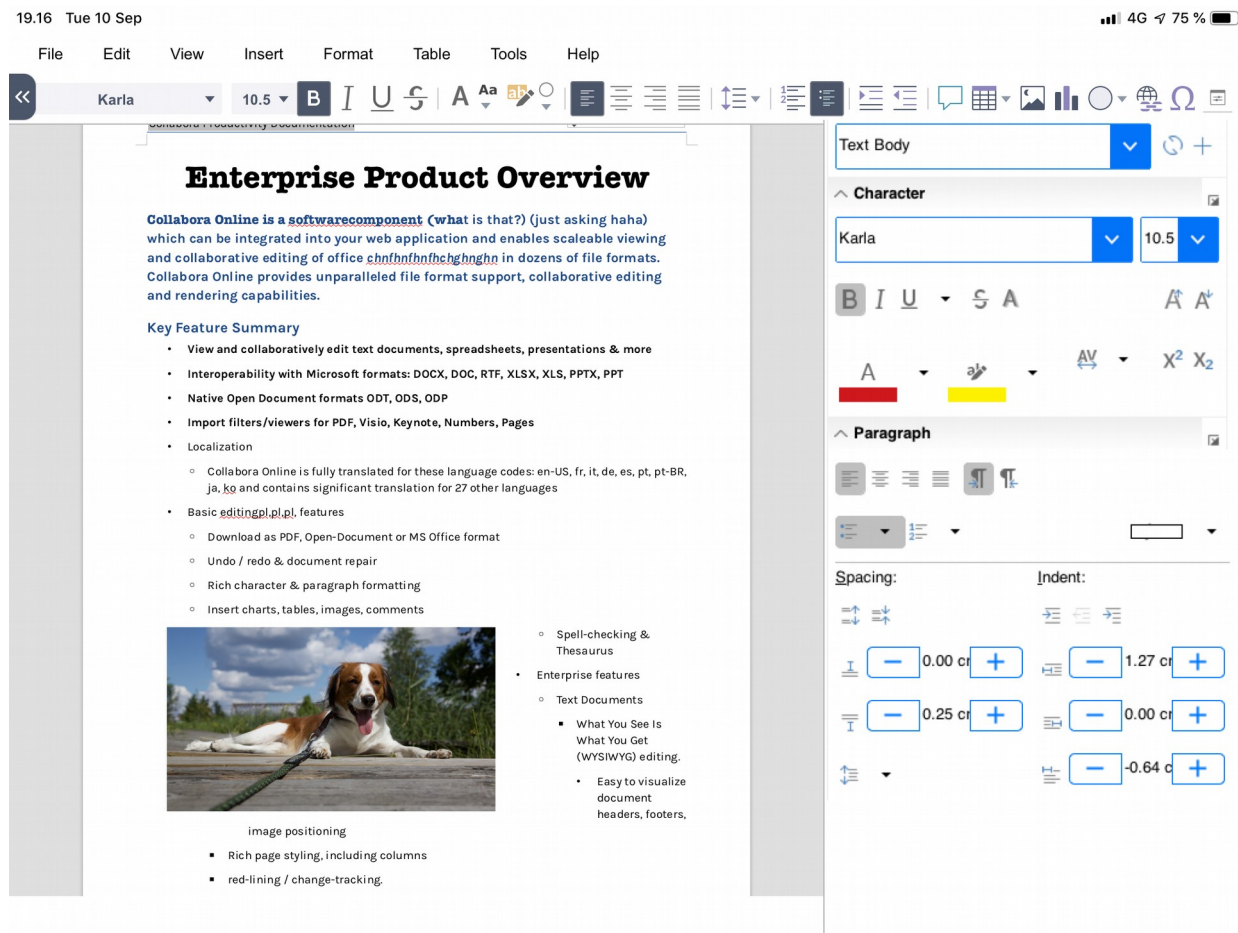
Co-Developed with Adfinis

- A great partner !

So far in TestFlight

Thanks to:
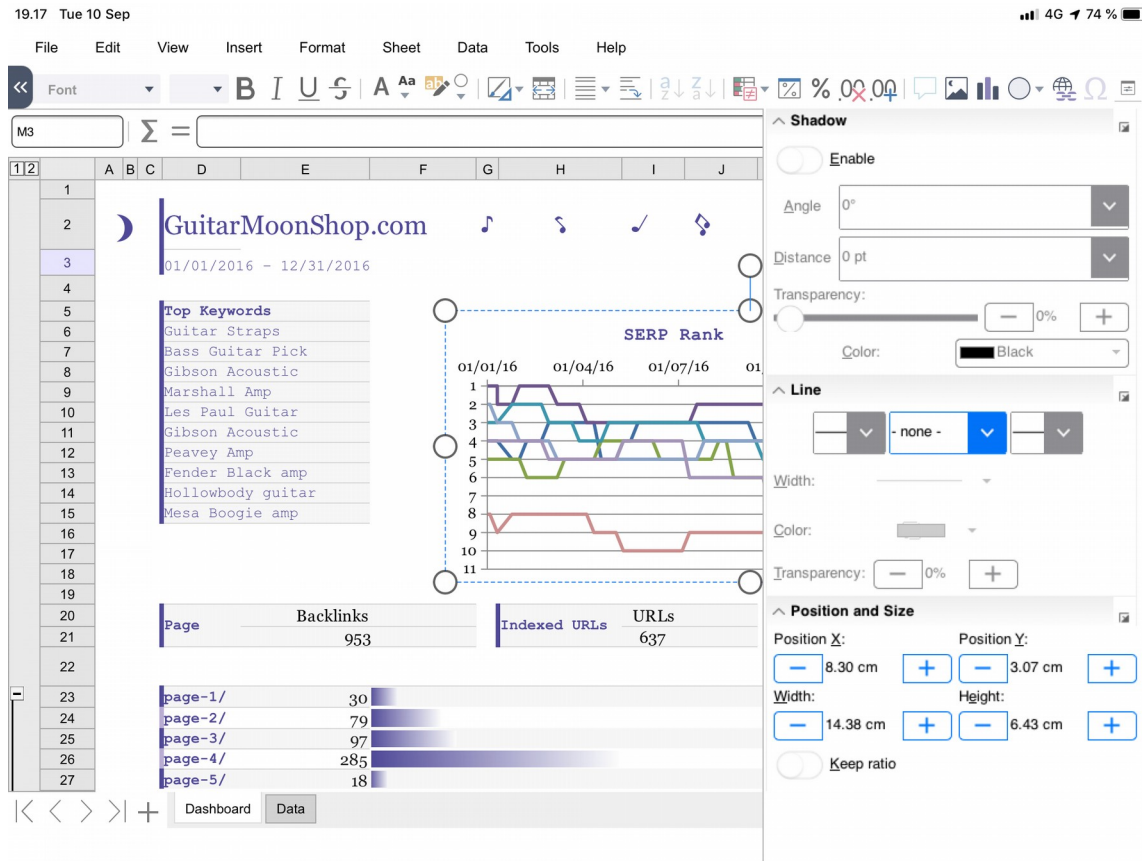
Tor Lillqvist
Tomaž Vajngerl

Native iOS version for tablets ... with Adfinis
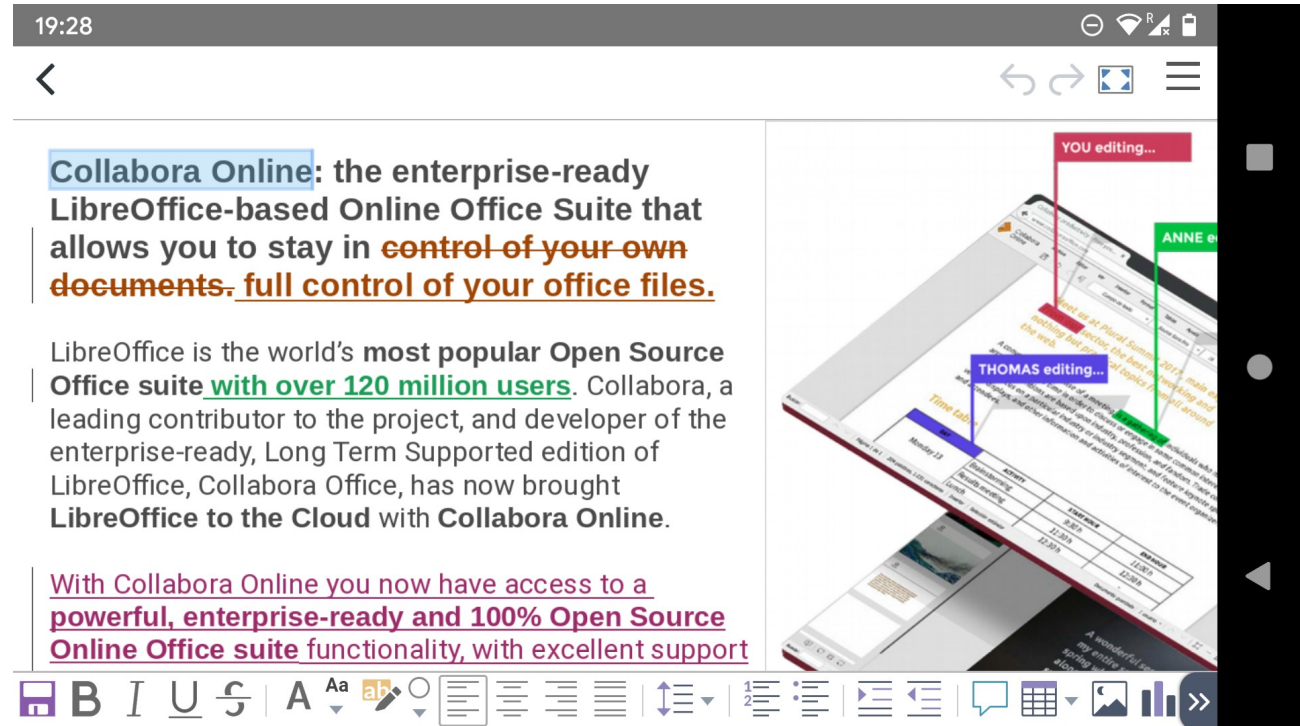
Co-Developed with Adfinis

- A great partner !

Quite a story:

Buy Collabora Online,
get a free iPad version
thrown in free !

Online based Android app …

Thanks to *Tor Lillqvist, Jan Holesovsky, Kaishu Sahu (GSOC), Florin Ciornei, Gülşah Köse*
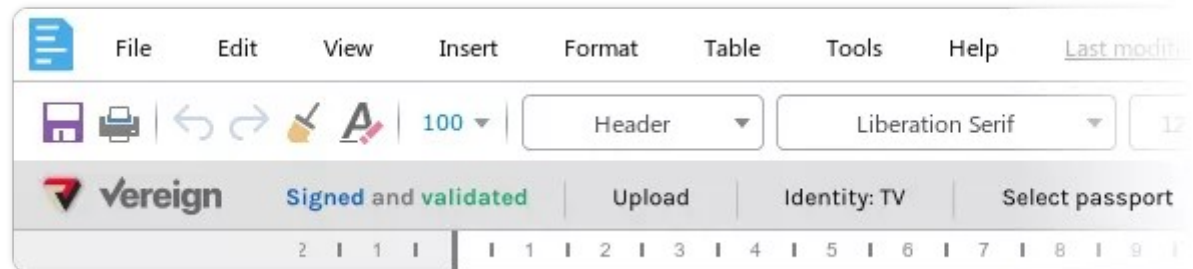
Collabora Online contributions

Blockchain / Vereign Integration

In co-operation with Vereign a Swiss open source company building a blockchain based self-sovereign identity and personal data store.
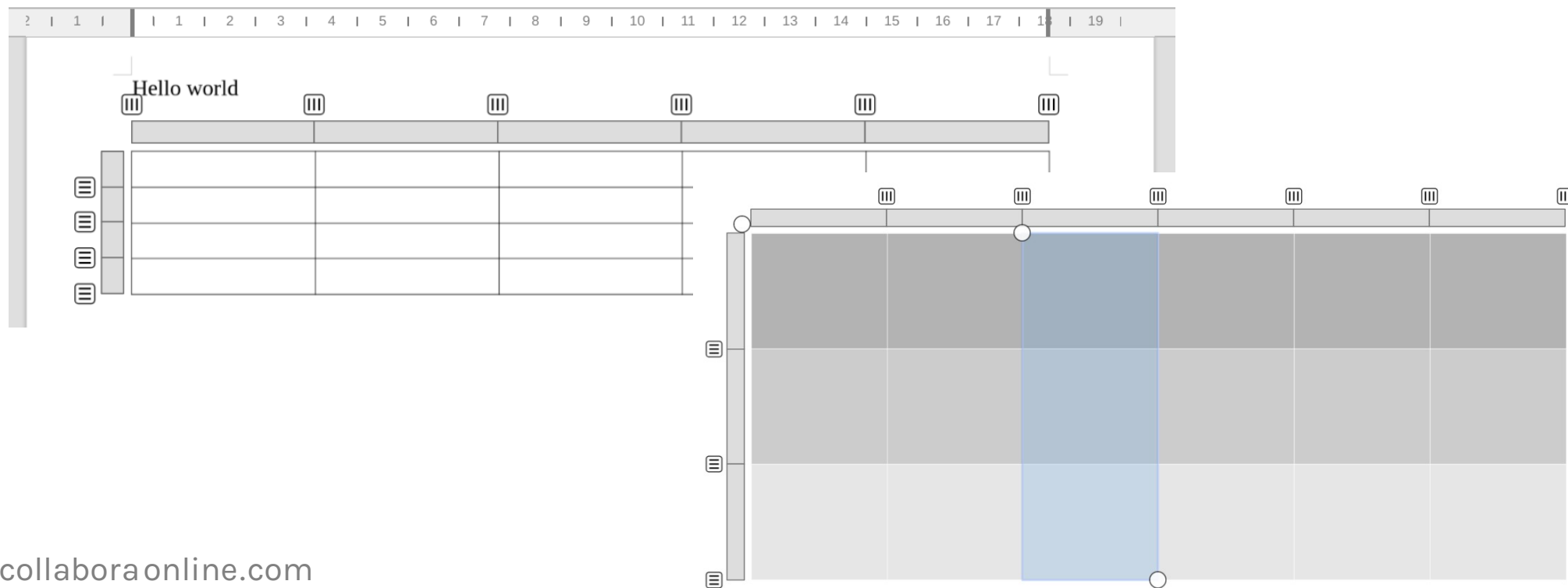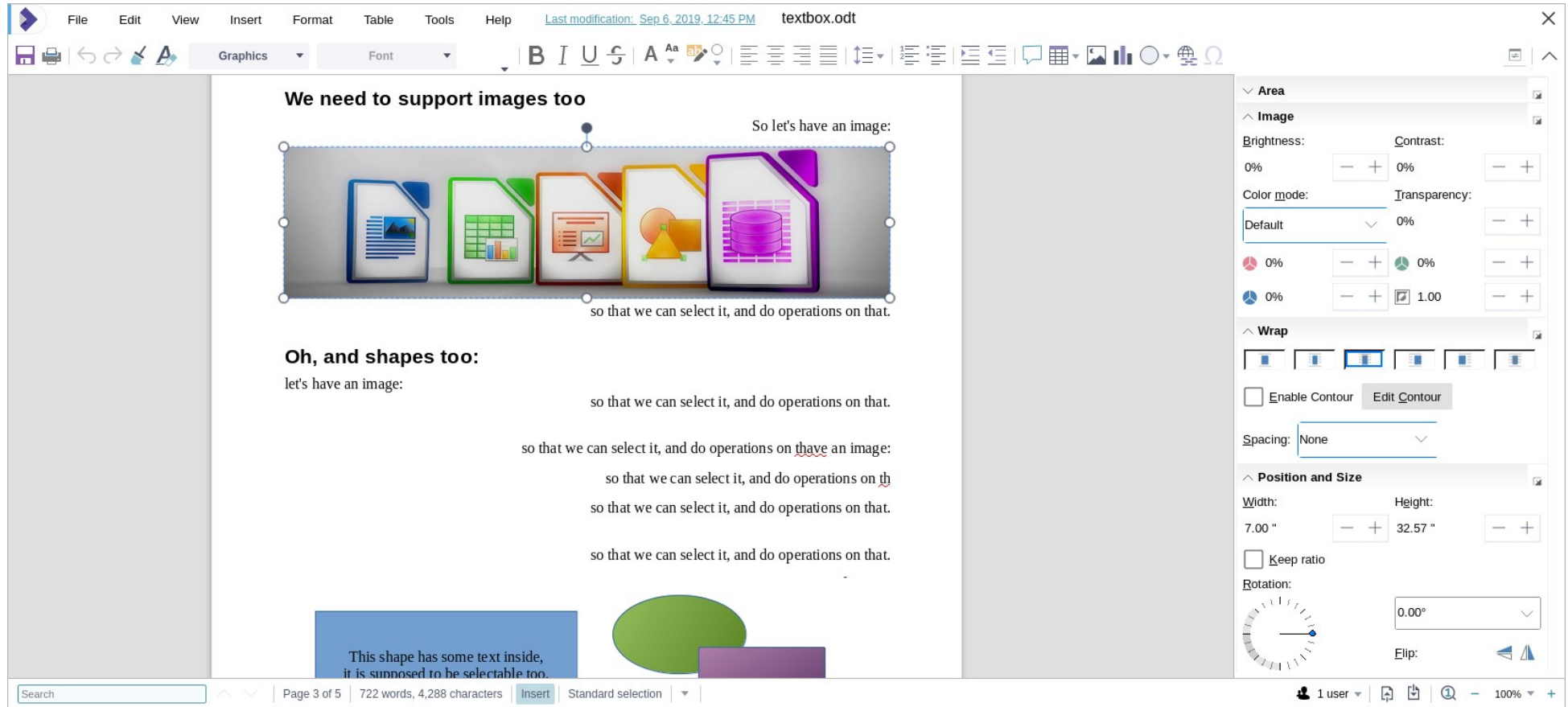
Thanks to *Tomaž Vajngerl*

Touch / table resizing handles – in Writer and Calc

Implemented resizing of table cells, particularly targeting the mobile devices (Tomaž Vajngerl)
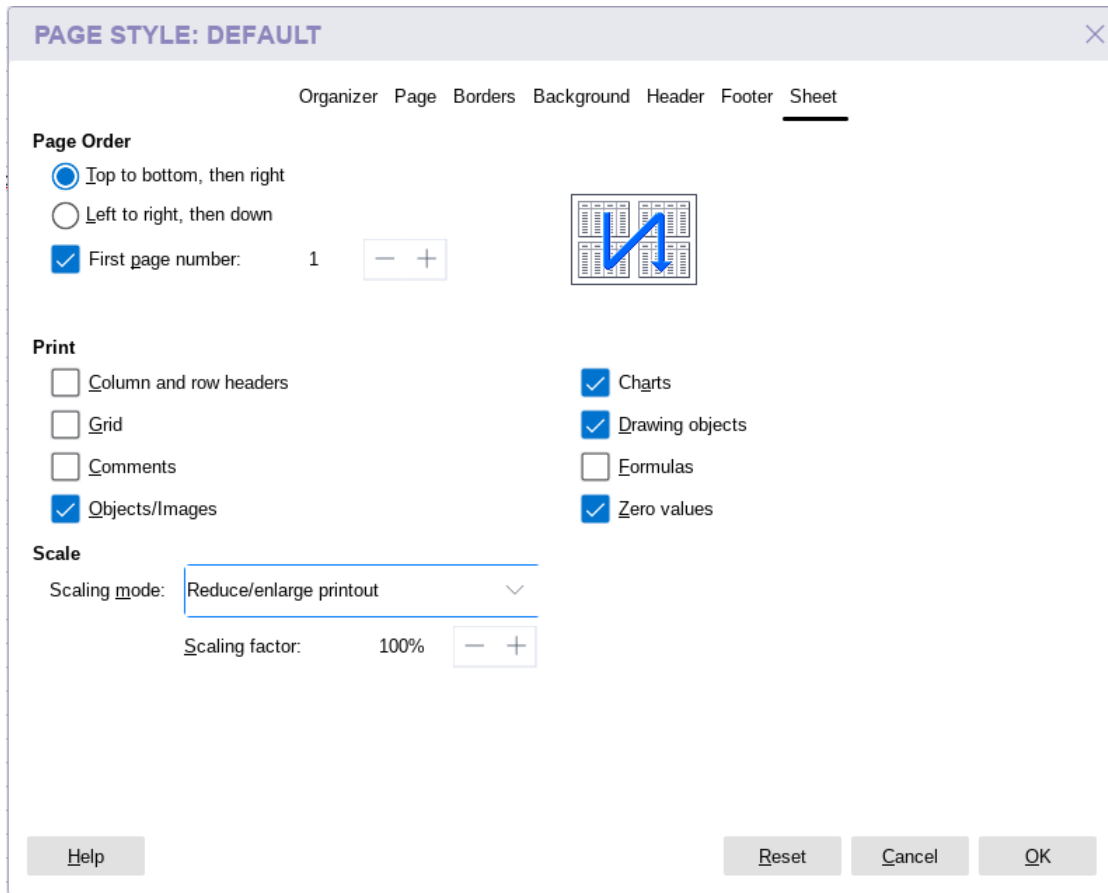
Sidebar in Writer, Calc and Impress

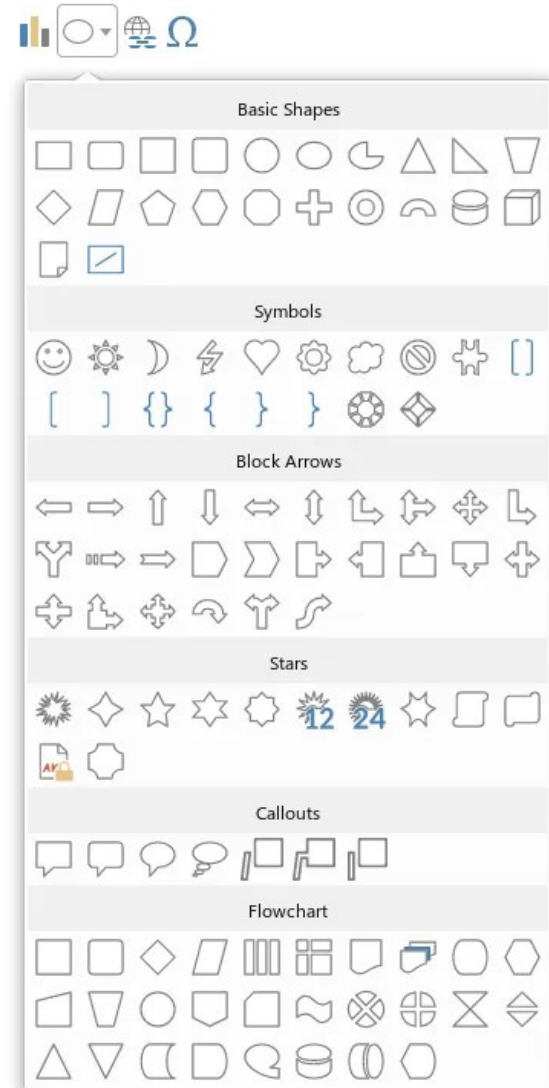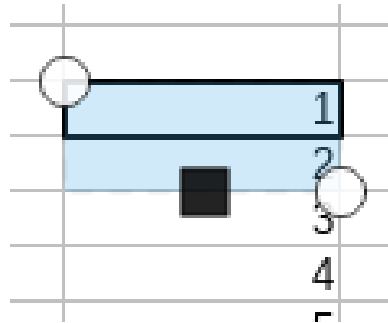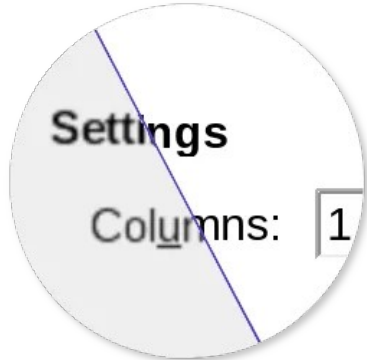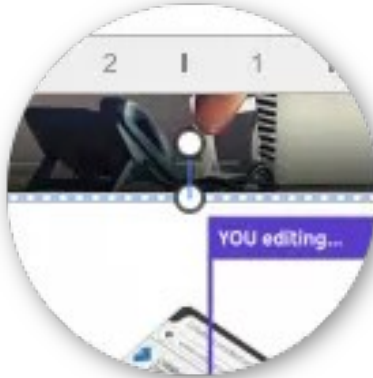# Online / Widget theming implementation ...

Custom look & feel

- Custom SVG branding of individual widgets

- Building on native widget framework.

- ~easy to re-use for other platforms (volunteer?)

Thanks to: *Tomaz Vajngel*

Significant Mobile & UX improvements

The pieces you can't see

Integration improvements

- Masses of new extensible API to embed Online into your application

Performance

- Loading time, dialog rendering time
- Improved PDF rendering
- Unipoll – code simplification.
- Profiling infrastructure

UX / infra changes

- Many new dialogs converted to async
- Multi-window focus re-work.

Copy / paste

- Complete re-write, powerful new model.

Security & Anonymization

- Anonymized logging
- 3rd party penetration testing

And much much more …

Products

What can people buy:

Collabora Office

- Long term (3-5 years) stable, supported versions of LibreOffice

- includes cumulative customer fixes – Redaction eg.

- Easier to deploy on Windows: MSP, ADMX lockdown templates

- **Unlimited** low-priority bug/ficket filing

- Inexpensive - for 1000 seats
  - **€0.96 / user / month**

Custom Development

- **S**ervice **L**evel **A**greement on bug-fixes

  - Have an engineer starting ~now!

All products:

- **Unlimited** low-priority bug/ticket filing

Product Management & roadmap

- Sit down with us & prioritize …

Collabora Online – the features you know

Service Level Agreement – keeping your documents on-line

**Custom Integration – APIs, and work …**

- Partners commit to install & integrate with the code

Branding & Scarcity

- Brand – one of Collabora's few concrete assets
  - All our code is open
- You guys know it – but vital to us to be known to the huge LibreOffice user-base.
- Tastefully stating the truth: helps fund development & grow all commercial versions.   **Ecosystem talk later …**

Online commits
By aff liation (last 2 years)

Collabora

2427

94%

5	Others
15	1and1
55	Volunteers
94	CIB
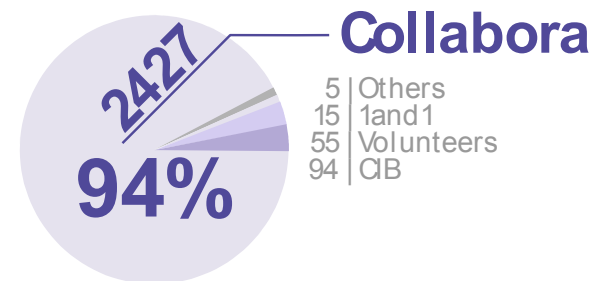
This is an unsupported version of LibreOffice Online. To avoid the impression that it is suitable for deployment in enterprises, this message appears when more than 10 documents or 20 connections are in use concurrently

MORE INFORMATION AND SUPPORT

CODE: easy to get & use

What customers & partners get …

Customer Portal access

- Access to Collabora Online binaries & update & snapshot channels.

- Full Technical Docs
  - Setup, deployment, manual
  - Support training details

- Support ticketing system – file & fix.

Direct access to Engineers & Product Mgmt

Six years of
Collabora Productivity

Commits by Affiliation – last year

Collabora

Red Hat

Volunteers

5986

3120

4417

40%

129	Other
129	TDF
348	Munich
1008	CIB

42	SIL
31	ULAKBIM
21	Apache Volunteers
15	1and1
8	SUSE
12	Other

TDF:

-0% *of our revenue 7% last year.*

15,137
Code commits
July 2018 – July 19

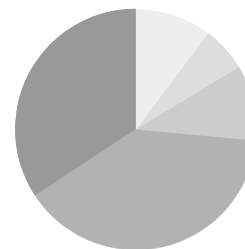*We need to improve our ecosystem diversity-wise, Lets ensure that people can build businesses around it*

Also celebrate, encourage & credit all contributors

Other ways we serve & contribute ...

Governance

- 3x Board/deputy members

- 1 Membership Committee

- Serve on the ESC

More work – funding time

- Nine GSOC mentors this year

- Patch review of gerrit commits

- Ongoing mentoring & improvement

- Snapshots maintained for LibreOffice Online

Funding with cash

- Conference Sponsorship

- Marketing publication sponsorship

- Cash from Apple App-store sales – 15%

- COSM sponsorship – for ODF

- Flying attendees to:

  - conferences, to train & present

  - hackfests to train

- Buying community meals at conferences

Thanks to our team(s) who have worked so hard:

Code Committers last 12 months (24)

Noel Grandin, Tor Lillqvist, **Miklos Vajna**,
Mike Kaganski, Tomaž Vajngerl,
Jan Holesovsky, Henry Castro,
Ashod Nakashian, **Andras Timar**,
Luboš Luňák, Tamás Zolnai, Szymon Kłos,
Muhammet Kara, Justin Luth, Tamas Bunth,
Dennis Francis, Gülşah Köse,
Grzegorz Araminowicz, Aron Budea,
Mert Tumer, Florin Ciornei.
Marco Cecchetti, Iván Sánchez Ortega

Management / Marketing / Support

- Eloy Crespo ➜ **Sales**

- Cor Nouws, Pedro Sanchez, ➜ **Marketing**
  Swapnil Bhartiya, *Jona Azizaj*

- Yunusemre Semturk, Olivier Hallot

- Tracie Fabb, Julie Wilder,
  Hannah/Jassie/Jessie ...

In bold (left)

- managed to manage a team as well (!)

Please do encourage them: ~20+ here ...

Conclusions

Collabora Productivity

- Our mission applied:
  - working with you to make LibreOffice rock.
- All paid for by our *Customers* & *Partners*
  - can't do anything without them,
- All executed by our staff
  - I do a bad job here – talks … !

- All executed alongside the **community**
  - Without you, it couldn't be done & it wouldn't be fun.
- **Branding** one of our only assets:
  - please credit us when you talk Online
- **A pleasure** to be able to sponsor the LibreOffice conference.
- **Hiring** – Marketing, Sales, JS ?!

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