

Towards a free (software) world

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Matchmaker

www.fossbridge.org
fossbridge.wordpress.com

What is FOSS Bridge

- Project to support development cooperation with Free and Open Source Software (FOSS)
- Focus to small and medium sized enterprises
- Project of a European consortium with local partners in Asia (current focus Vietnam)
- Sponsored by the European Union, German government, Spanish government
- Start middle of 2007, period two years

Project Consortium

- **InWent** - Internationale Weiterbildung und Entwicklung gGmbH / Capacity Building International, Germany, www.inwent.org
- **INRIA** - National Institute of Research in Information Technologies France / Institut Nationale de Recherche en Informatique et Automatique France, www.inria.fr
- **IOIT** - Institute of Information Technology member of the Vietnamese Academy of Sciences & Technology (VAST) / Viện Công Nghệ Thông Tin, www.ioit.ac.vn
- **Cenatic** - (associate partner) National Reference Centre for the Application of Open Source Information and Communication Technologies (ICT) / Centro Nacional de Referencia de Aplicación de las Tecnologías de la Información y la Comunicación, Spain, www.cenatic.net

The goal

- Increase awareness of FOSS in Vietnam
- Development through FOSS education
- Increase expert knowledge on innovative FOSS business models in Vietnam
- Bringing companies together in order to start joint businesses or projects (working together for mutual benefit, e.g. on common source code)
- Giving companies access to a new FOSS-network and ecosystem FOSS Bridge “EU-Vietnam”

➔ Activity 1: Training

- Workshops on FOSS
- Linux certificates
- Studying open source business cases
- Communications workshops
- How to work with FOSS communities, e.g. workshop on collaborative tools

➔ **Activity 2: Business Matchmaking**

- Organising online and offline collaboration
- Meetings in Vietnam and Europe
- Support scheme for initiation period for eligible companies (e.g. for travel expenses)

Which companies can take part?

➔ Depends on

- Open source strategy of the enterprise
- Level and strategy of internationalization
- Must be a EU company
- Technological field, open source projects (interest on both sides)
- Active participation – commitment to the project and partnership

What already happened

➔ Activities

- Workshops
- Online and offline meetings of over 40 European and Vietnamese Companies in Hanoi in November 2007
- Currently more than 50 partnership contracts signed
- Articles on Linux.com, heise.de, El Economista, Linux Today, Intell Asia, VT News, OS News Taiwan, ViệtLUG, Red.Es, Numerous TV appearances in Vietnamese news broadcasts

Currently Involved Companies

➔ Vietnamese Companies

- ADV International Co. www.adv.vn, Ltd,
- Cantho University Software Center www.cuscsoft.com,
- DTN Software Solutions Company en.dtn.com.vn,
- FOD Informatic Joint Stock Company www.fodjsc.com,
- iWay www.iwayvietnam.com,
- KC&T Technology - Tradding Jsc www.kctvietnam.com,
- New Century Soft Corporation www.ncs.com.vn,
- Nvecom JSC www.nvecom.com.vn,
- PNGSOFT www.pngsoft.com,
- Success Investment and Development Joint Stock Company www.ssdsoft.com,
- VNS Technology company techvns.com,
- Gimasys www.gimasys.com,
- Northern stars Technology and Communications Joint Stock Company,
- SIC INFOTECH www.vietinfotech.net,
- Thiên Tân www.tt-tech.de,
- VietSoftware International JSC www.vsi-international.com,
- VNNET Information Technology Solution JSC www.vnnet.com.vn,
- Vsmarttech JSC., NOX, NextG Solutions JSC, www.nextgsolutions.com,
- CMC Soft www.cmc.com.vn

Currently Involved Companies

➔ European Companies

- European Companies
- Sichart org, sichart.org, Germany
- Peopleware, peopleware.es, Spain
- Yerbabuena, yerbabuena.es , Spain
- opensistemas, opensistemas.com, Spain
- Nightlabs, nightlabs.de, Germany
- exoplatform, exoplatform.com, France
- ABC Systems, abc-system.com, Germany
- Bull France, bull.net, France
- EBM Websourcing, ebmwebsourcing.com, France
- Gonicus, GONICUS.de, Germany
- Portix, Knud Müller portrix.net, Germany
- Prontonet, prontonet.eu, Germany
- Scub, scub.net, France
- OTRS, otrs.com, Germany
- Bull Belgium, BULL.BE , Belgium
- TU Munich, TT Tech, tt-tech.de, Germany



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