KDE Connect
KDE global business networking program

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Outline

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1 About
   - The speaker
   - KDE e.V.

The speaker

Agustin Benito Bethencourt (@toscalix):

- KDE e.V. member (Treasurer).
- KDE España founder member.
- Entrepreneurship, business associations and networking experience.
- openSUSE Team Lead at SUSE

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1 About
  - The speaker
  - KDE e.V.

KDE e.V: a legal entity

- KDE e.V. give legal and financial support to KDE. It has no technical influence.
- It is a legal foundation based in Germany.
- Local Associations: KDE España, KDE India, KDE Brazil, etc.
- Fiduciary License Agreement.
- Free Qt Foundation
- Members of international organizations and consortiums: FSF, FSFe, OIN and others.

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Principles

- KDE wants to embrace the future. Free Software is not only about unpaid volunteer contributors anymore.
- How we relate with organizations will have a relevant impact in our future.
- We pretend to lay that relation in our strengths and principles, keeping KDE Identity.
- Current relation between organizations and Free Software Communities should be improved.
- It is our responsibility to establish the best conditions for that relation to grow healthy.

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Mission

KDE pretends to:

1. Build a thriving network of organizations working closely with KDE and KDE partners.
2. Continuously increase the value of this network.
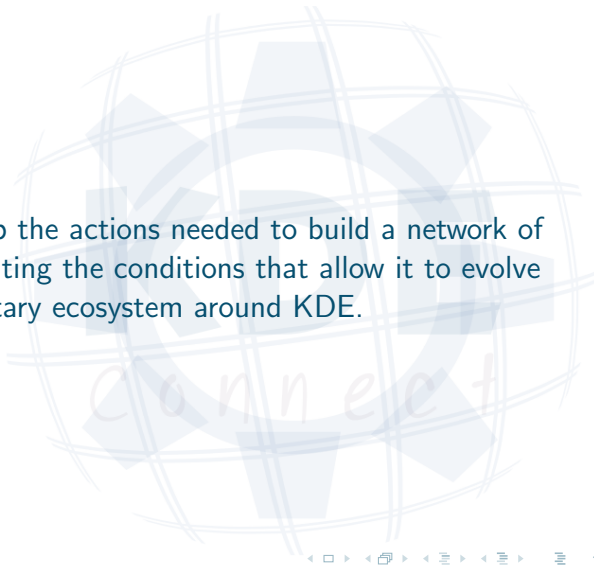3. Realize that value in the form of funding for KDE e.V.

Outline

Major goal

Define and develop the actions needed to build a network of organizations, creating the conditions that allow it to evolve into a complementary ecosystem around KDE.

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Target

KDE Connect initially have for three groups of organizations as targets:

- Corporations, companies and professionals
- Education institutions, colleges, and other edu oriented entities.
- NGO, R&D institutions and other non profits

Why become a Participant/Member? I

Because KDE Connect:

- **Is global**: contact organizations from all over the world.
- **Generates new opportunities**: generate win-win relations with other organizations.
- **Promote and improve your Free Software Business Model**: share your experience and learn from success stories.
- **Complements your partnership strategy**: get access to possible partners.

Why become a Participant/Member? II

- **Is an efficient interface with a mature Free Software Community**: establish relations within an innovative and reputed ecosystem.

- **Is an open door to new markets**: participate with KDE in events around the globe.

- **Is a easy way to meet talent**: become part of a great learning environment.

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1 About

2 Vision, mission, goals and target

3 Description

4 Roadmap

5 Conclusions

Outline

KDE Connect

KDE Connect is a structured networking program with global potential that helps organizations improve their results and expand markets.

KDE role in KDE Connect

KDE play the following roles:

- KDE Connect organizer, assigning experienced professionals, giving legal structure and technical support, among other resources.

- Interactions between Participants and Members promoter, through the design and development of different networking activites.

- Catalyst during the identification and definition of new opportunities process that will be developed by Participants and Members on their own.

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Networking activities

- On-line activities through different channels.
- Face to face activities in events and sprints.
- Other activities: suggested by participants or KDE Connect Team

On-line activities

- Introductory activities.
- Developed through KDE channels.
- Designed to generate interactions among organizations.

Face to face activities

- Organized in KDE events and where KDE has presence.
- Classic networking activities: lightning talks, speed business dates, round tables, etc.
- Prepared through previous on-line activities. Different topics and goals, defined by Members.

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KDE Connect: a structured networking program

KDE Connect is initially structured in three subprograms

- KDE Connect Participant.
- KDE Connect Member.
- Patron Forum.

KDE Connect Participant

- Entry level program.
- Designed to evaluate the potential of KDE Connect for your organization.
- 6 month program:. Two editions per year.
- On-line networking program.

KDE Connect Member

- Designed to identify, define and explore new opportunities with other Members.
- 1 year program: natural years.
- On-line and face to face networking program. Initially in KDE events or those where KDE have strong precense.

Patron Forum

- Institutional, not networking oriented, program.
- Coordinated by KDE eV Board.
- Patrons as key elements and tractors of our network.
- Currently running.

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3 Description
- Definition
- Networking activities
- KDE Connect structure
- How to apply
- Roles and Team

How to become a KDE Connect Participant

- KDE will announce the project within a few weeks together with the application procedure.
- KDE Connect brochure describes the basic terms, conditions and contacts.
- After an evaluation process, the applicant will be accepted as Participant.

How to become a KDE Connect Member

- Accomplish KDE Connect Participant subprogram.
- Apply to become KDE Connect Member.
- Evaluation process done by KDE Connect Team.
- Those who do not complete KDE Connect Participant subprogram will be able to repeat it.

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Roles

- Core group: KDE Connect Working Group.
- Liaison: in charge of organizing networking activities and promoting interactions between Participants/Members.
- Contact: assigned to every Participant/Member, will link organizations with KDE Connect team and KDE community.

KDE Connect team

- Coordinated by KDE members who are experienced in business and communication.
- From different parts of the world, different languages and cultures.
- Feel free to contact and join us.

Why joining us?

- Participate in a strategic project for KDE.
- Spread KDE principles in non technical environments.
- Get a different view of Free Software and KDE impact in different markets.
- Complement your technical profile with other relevant skills.

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5. Conclusions

Roadmap 2012 (planned)

- Akademy 2012: talk + BoFs + working session.
- July 2012: KDE Connect announcement.
- August 2012: KDE Connect Participant starts.
- January 2013: KDE Connect Member starts.

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Conclusions

- By creating this new interface, KDE intends to establish a symbiosis with organizations around the world.
- KDE Connect is a key element in KDE strategic plan.
- We understand it will only succeed if it is beneficial for both the organization involved and KDE.
- As relevant side effect, we intend to establish stable relationships with participants beyond KDE Connect.
- KDE Connect represents both a challenge and a great opportunity. Analysis and feedback from organizations involved will be welcome. Be active.

Questions?

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