



Nextcloud

Why I forked my own company and project

Frank Karlitschek

Frank Karlitschek



- Born in Reutlingen, Germany
- Studied Computer Science in Tübingen
- Unit Manager and VP Engineering in different Internet companies
- KDE contributor and board member
- Founded [openDesktop.org](https://www.opendesktop.org)
- W3C invited expert
- Fellow at Open Forum Europe
- Founded ownCloud
- Founded Nextcloud



The history

KDE

- Got involved in the late 90s
- Completely community driven
- Everyone can contribute and commit
- 100% Free Software
- Community decided about features and strategy
- Going Strong
- Dream of the year of the Linux Desktop
- Problems: Rotating Team Members
- Dream of hiring people to work full time on free software

ownCloud

- Founded in January 2010 by Frank Karlitschek
- AGPL licensed
- Open development process and community
- Growing community of contributors
- Growing community of users
- Releases of 1.0, 1.1, 1.2 and 2.0
- Quickly became the most popular open source FSS software
- First developer meetups
- First good press coverage
- First interest from bigger customers

- Maybe we can do pay people to work full time on Free Software?

Opportunity to found a company?

End of 2011

Got in contact with 2 people

- CEO
- Sales / Marketing
- CTO

ownCloud Inc.

- Founded end of 2011
- Based in Boston, USA
- Venture capital funded from day one
- Optimized for aggressive growth and exit
- Win fast / fail fast
- Key management and VCs unfamiliar with free software / open source
- Some friends from KDE were skeptical



Issues

Issues 2015 and 2016

- Bad alignment between management / investors and community
- Sustainability and open vs. Quick money
- Tension between management and community developers
- Contributors unhappy and leaving the project
- Mismanagement

Business model

- Dual Licensing
- Open Core / Enterprise edition
- Contributor License Agreement with transfer of code ownership to company

Conflict between community interests and company interests

Open core is inherently unstable

Product management

- Company required control over roadmap/feature planing
- Predictability
- Reject community features if enterprise feature exist

Investors

- VC mind set / company value
- EFSS market defined by Gartner

Issues 2015 and 2016

- No happy community
- Not happy employees
- Not happy customers

I tried to fix it but failed

Bad alignment with Free Software Principles

Financial trouble

Issues 2015 and 2016

- Proprietary software companies would have died
- Customers and users lose their product

Opportunity to fork and fix mistakes



The Nextcloud fork

The Nextcloud fork

- May 2016
- 12 core people left ownCloud
- Founded the Nextcloud project
- Founded the Nextcloud company





The Nextcloud Principles

1. Sustainable / No external investment

2. 100% free software

3. No Contributor License Agreement

4. Open Standards

5. Federation / Decentralisation

6. Open Community processes

7. Diversity



The Open Source Business Model

What we offer

- AGPL business model
 - Inspired by RedHat, SUSE and others
 - Focus on big customers only
-
- Enterprise subscriptions
 - Support
 - Security consulting
 - Scalability consulting
 - Branding service
 - Professional services



Today and Tomorrow

Today and Tomorrow

- More community contributions than ever.
- Over 45 full time employees and growing
- Profitable
- No external investment
- Growing customer base
 - Governments / universities / enterprises
 - Biggest customer with >20M users

Today and Tomorrow

- No contributor agreement
- 100% free software / open source
- First release was out 2 week after the fork
- All PRs have the same priority
- Remove Community PR roadblock
- Even website is in git with community contributions




nextcloud

● nextcloud
Search term

● owncloud
Search term

+ Add comparison

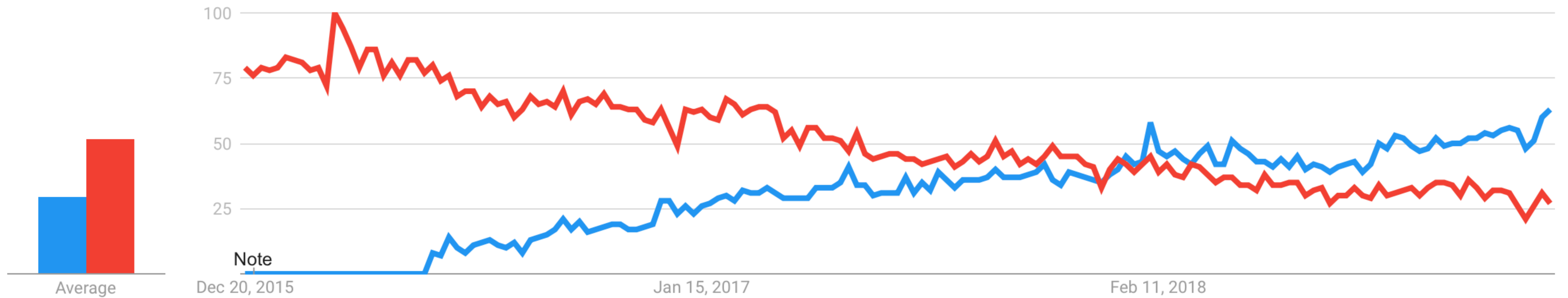
Worldwide ▼

12/20/15 - 1/20/19 ▼

All categories ▼

Web Search ▼

Interest over time



Customers

> 150 customers

DEGES

ARD 



Die Stuttgarter
Der Vorsorgeversicherer



WIKIPEDIA
The Free Encyclopedia

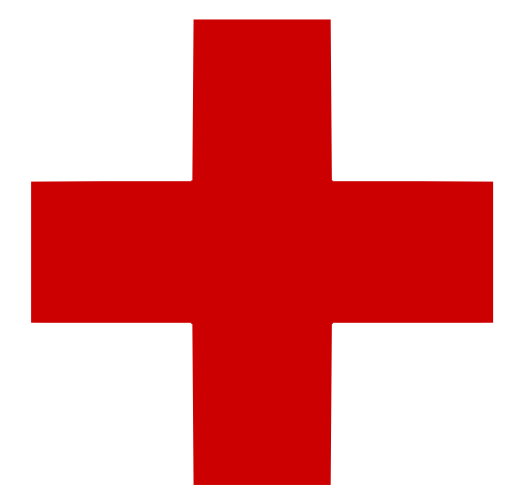


MAX-PLANCK-GESELLSCHAFT

MAHLE



Germania



Informations
Technik
Zentrum Bund

Raiffeisen Informatik Center
Steiermark



SIEMENS

R+V
BETRIEBSKRANKENKASSE

Miele

Technische
Universität
Berlin



Konrad
Adenauer
Stiftung

MMEC **MANNESMANN**

BUNDESNOTARKAMMER
KÖRPERSCHAFT DES ÖFFENTLICHEN RECHTS

Nextcloud Include

- Support underrepresented groups
- nextcloud.com/include
- Mentoring
- Internships
- Travel Support





Nextcloud

Crazy & Stupid

Crazy & Stupid



Microsoft



iCloud



Dropbox

Google

- All files
- Recent
- Favorites
- Shares
- Tags
- Deleted files
- 84.1 MB used
- Settings

Name	Size	Modified
Nextcloud.png	36 KB	vor 17 Stunden
Sales Tracker Demo.xlsx	12 KB	vor 36 Minuten
subscription benefits.odt	26 KB	vor 3 Tagen
Demo Dokumente	0 KB	vor 3 Tagen
Photos	76,4 MB	vor 17 Stunden
Sonstiges	2,5 MB	vor 3 Tagen
Vorlagen	217 KB	vor 13 Minuten
Nextcloud.mp4	452 KB	vor 4 Tagen
Nextcloud M...pdf	4,3 MB	vor 4 Tagen
Nextcloud NDA.docx	107 KB	vor 15 Minuten

Nextcloud.mp4

452 KB, vor 4 Tagen

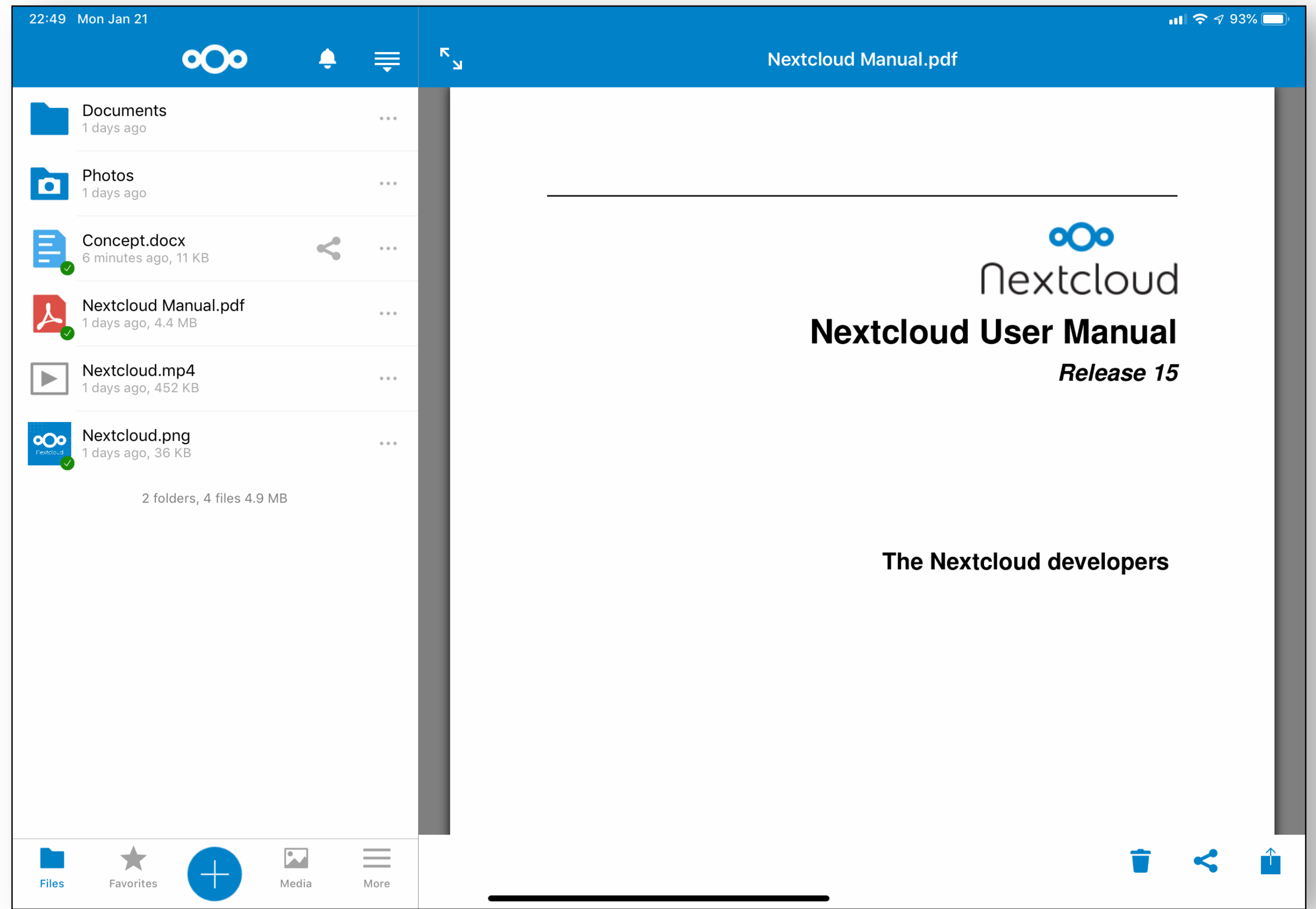
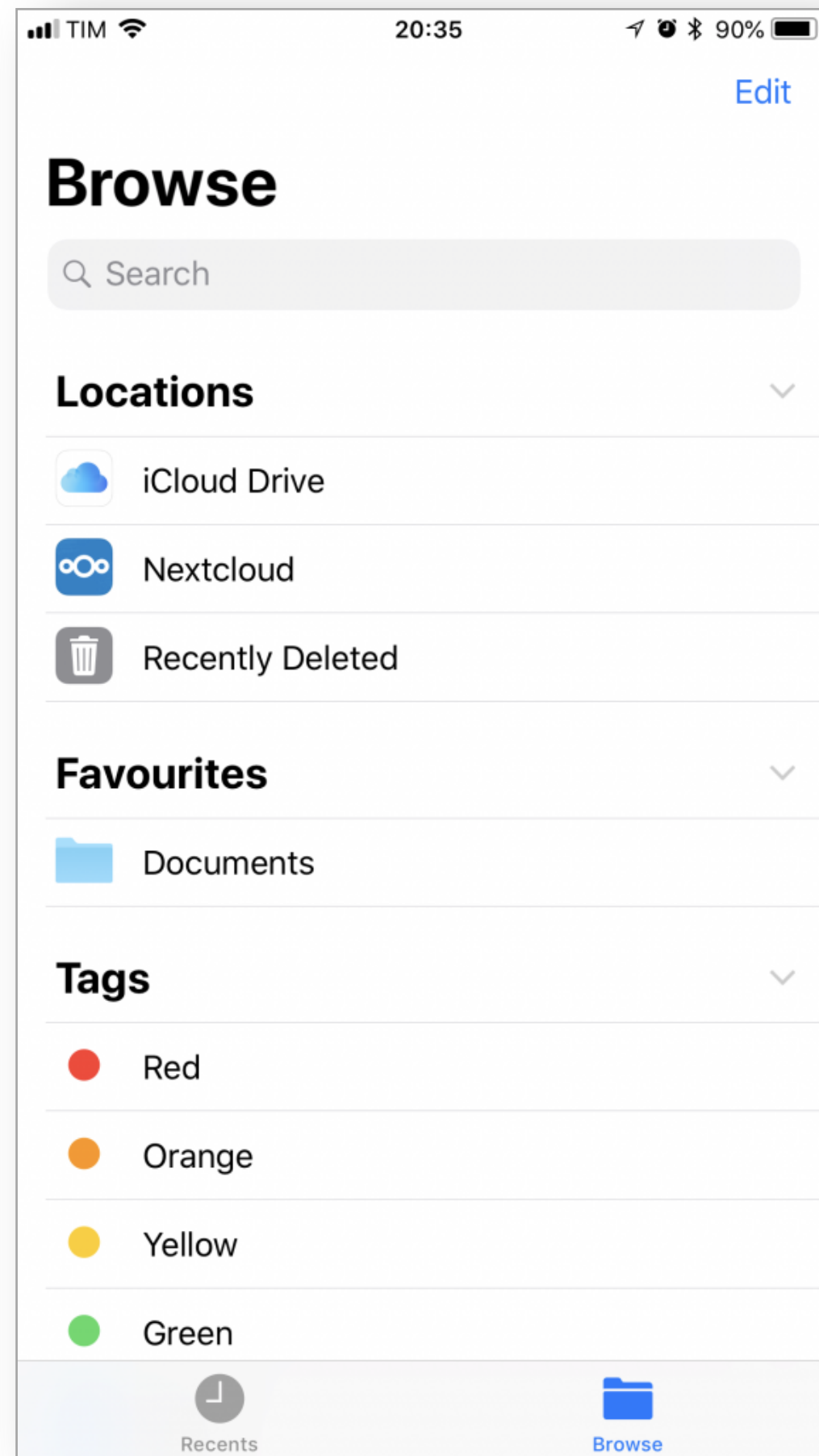
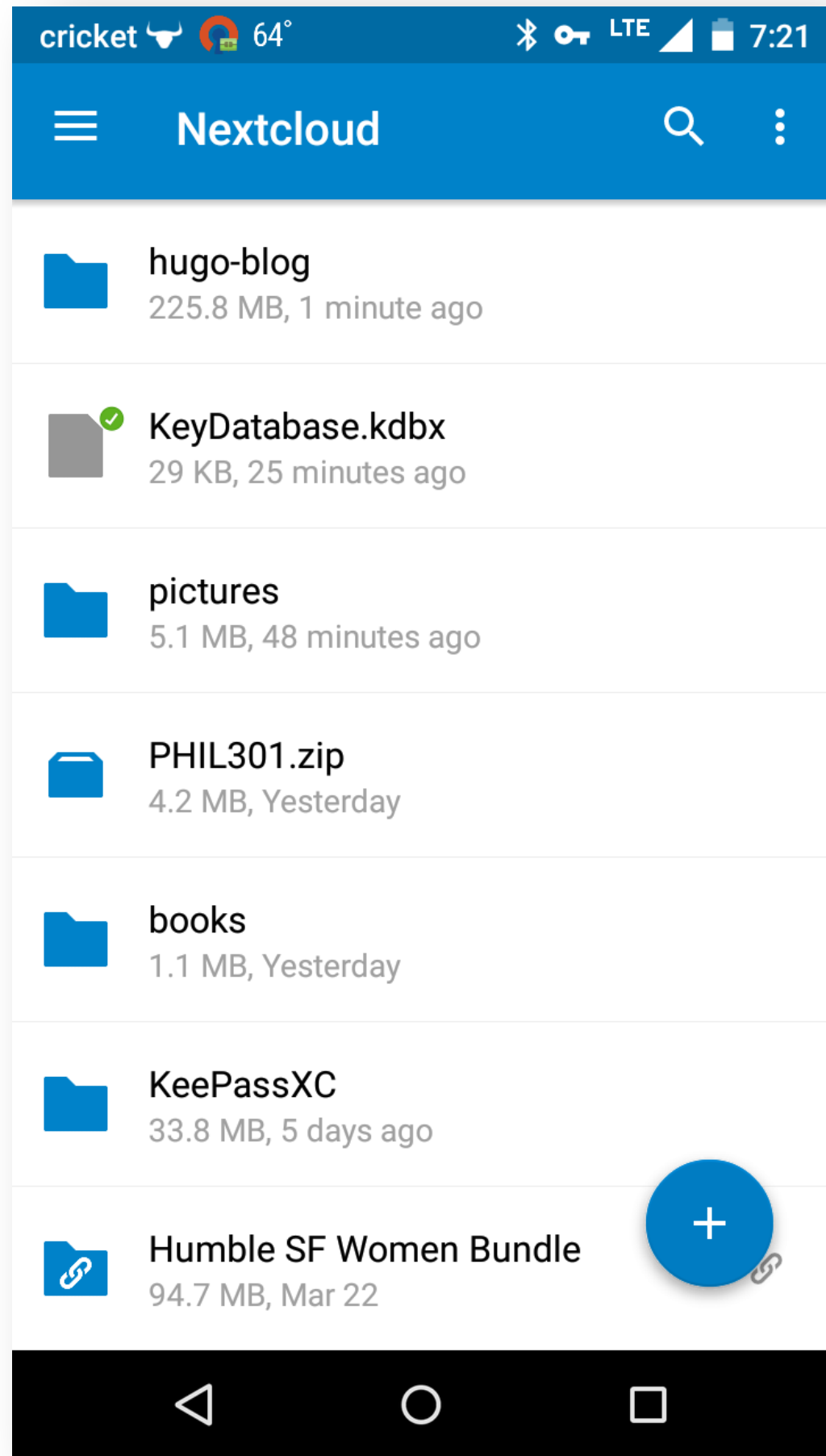
Start call

Chat Activity Comments **Sharing** Versions

Name, federated cloud ID or email address...

Share link

Sascha Wiswedel Can edit



Nextcloud

c.yres enterprise.com Casper busin....ud.com Activity General Network

Connected to <https://enterprise.com> as c.yres. Account

2.504 GB in use

- Marketing**
Synchronizing with local folder personal
- Sales**
Synchronizing with local folder presentation data
- 14 second(s) left, 38 MB of 56 MB, file 10 of 13
- Public**
Synchronizing with local folder public

- Evil Plans (916 B)
- screenshots (4 MB)
- Nc videos (34 MB)
- NcConfVid (940 MB)

Unchecked folders will be **removed** from your local file system and will not be synchronized to this computer anymore

Cancel Apply Close

- Personal
- Personal info
- Security
- Sharing
- Administration
- Overview
- Basic settings
- Sharing
- Security
- Theming
- Encryption
- Workflow

Second-factor backup codes

Generate backup codes

TOTP second-factor auth

Enable TOTP

U2F second-factor auth

No U2F devices configured. You are not using U2F as second factor at the moment.

Name your device

Add U2F device

You can add as many devices as you like. It is recommended to give each device a distinct name.

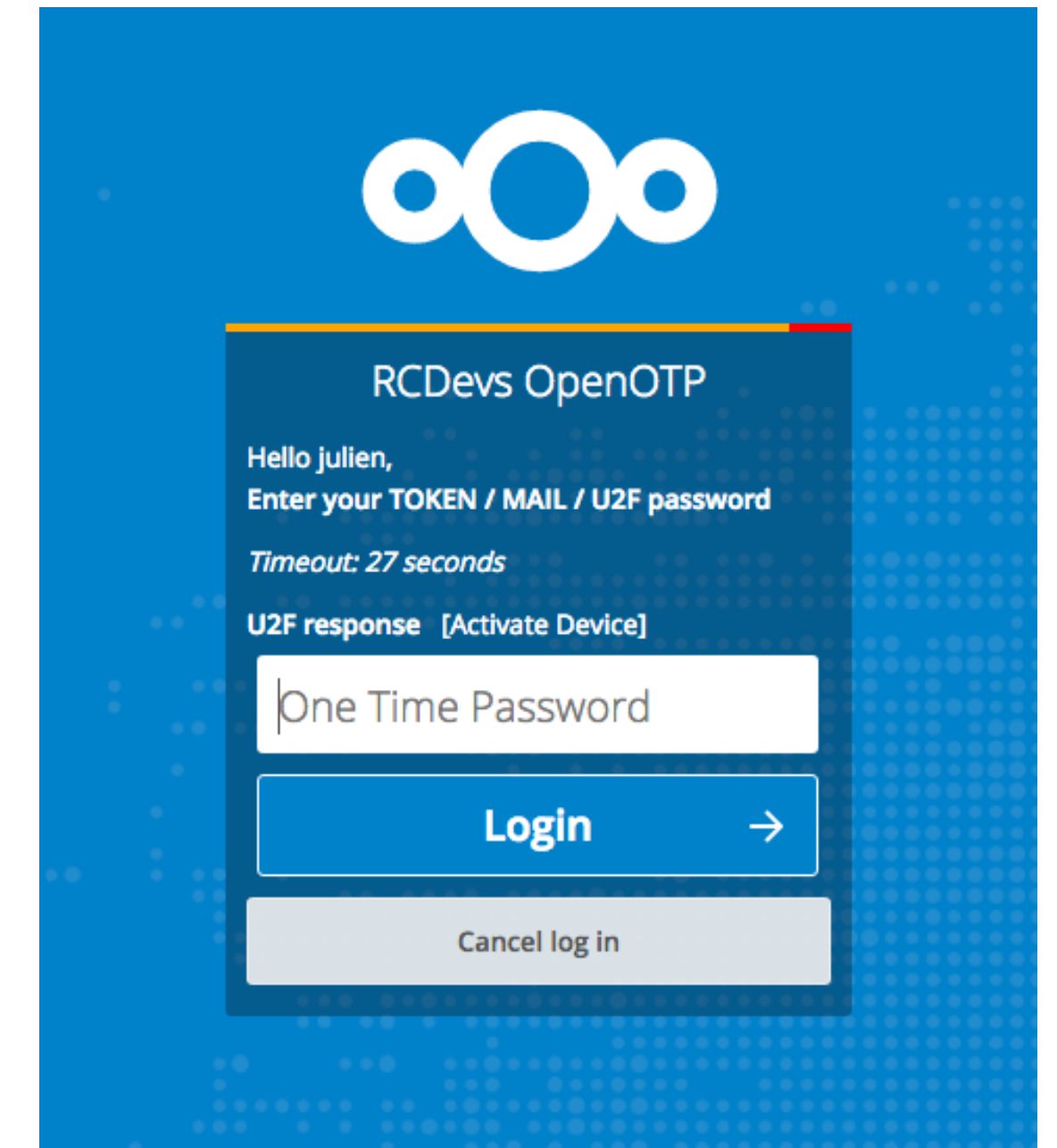
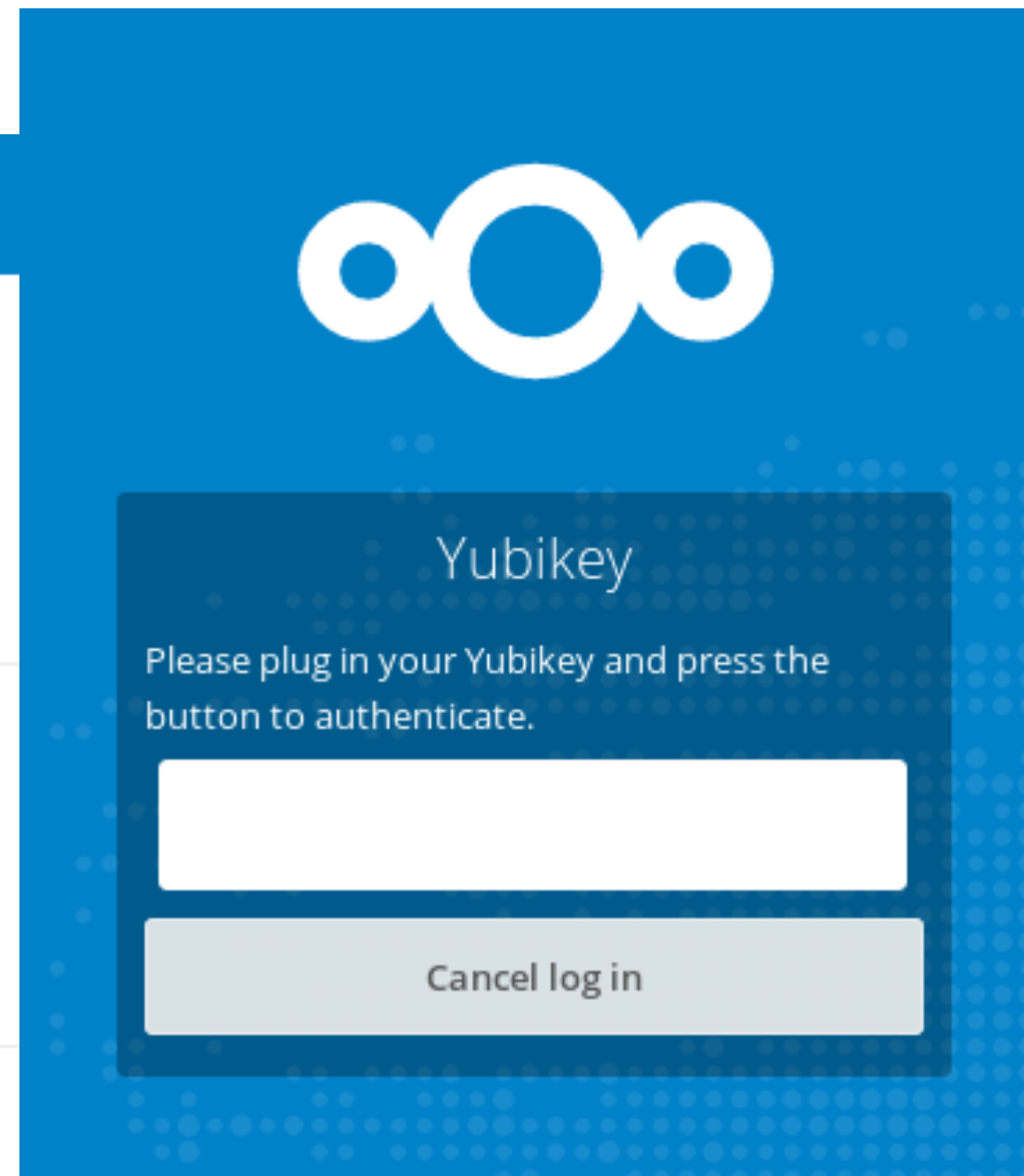
SMS second-factor auth

A confirmation code has been sent to [redacted]. Please check your phone and

insert the code here:

278516

Confirm



Notifications



Login attempt from [redacted] 198.243

APPROVE

CANCEL

2 minutes ago

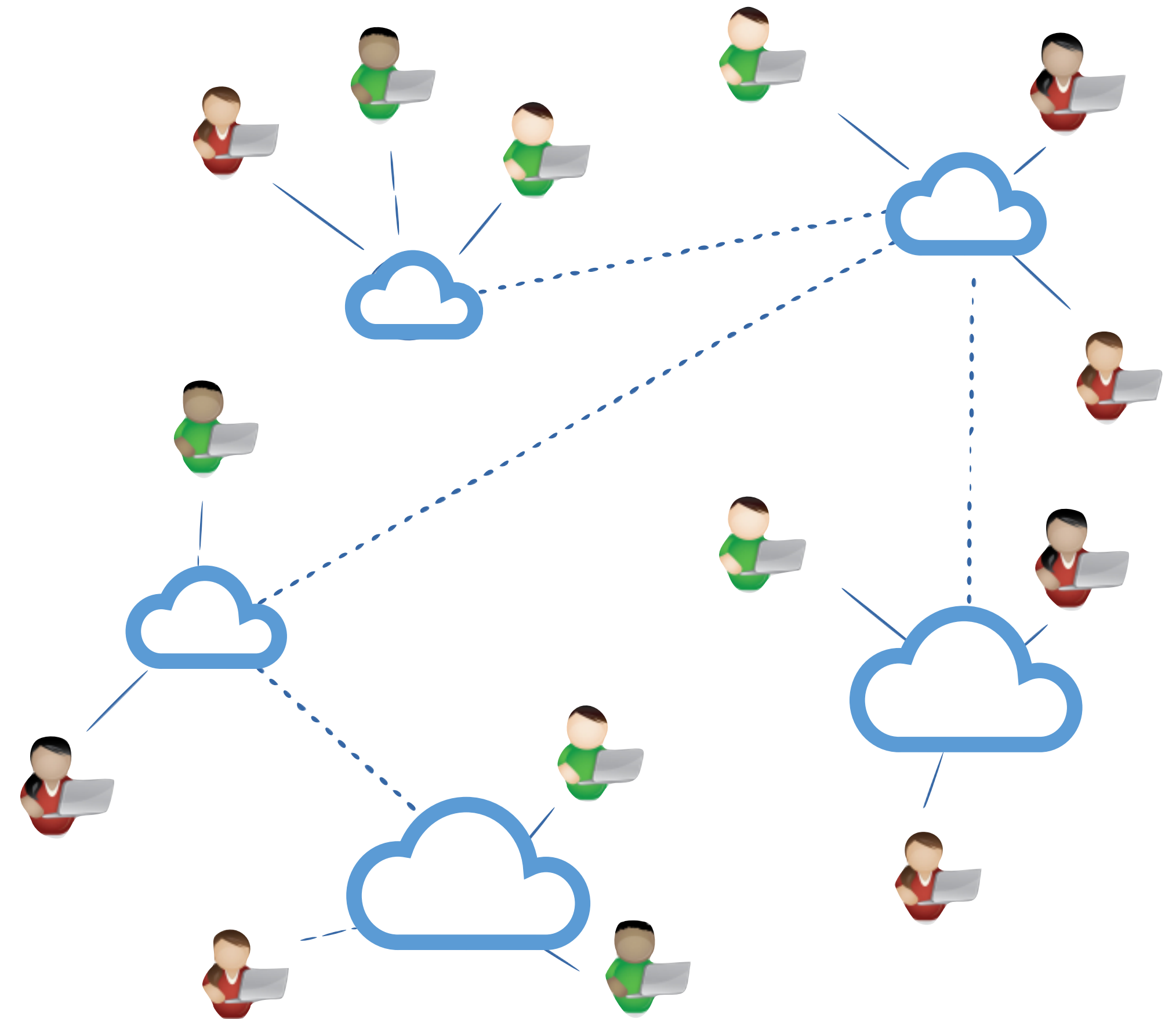


Federation

- Server 2 Server sharing
- Folder / Files
- Behaves as one service
- Open Cloud Mesh
- Trusted servers
- Autocompletion with Lookup Server
- Access control via File Firewall



OPENCLOUDMESH

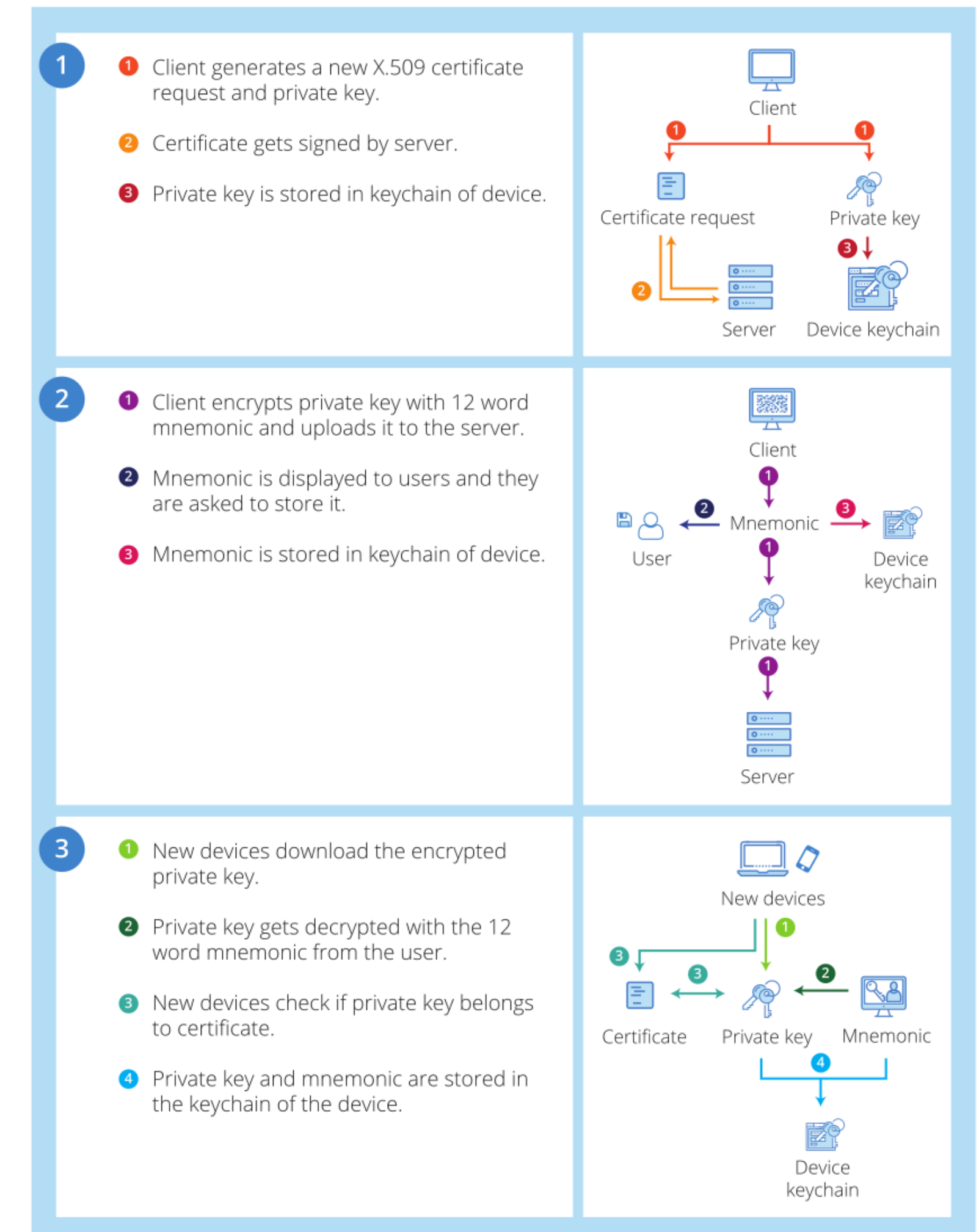


🔑 End 2 End Encryption

- Most requested feature
- Final in Nextcloud 13
- Supported in
 - iOS
 - Android
 - Mac
 - Windows
 - Linux
- Enterprise grade key management
- Optional Key Recovery

Nextcloud end-to-end encryption

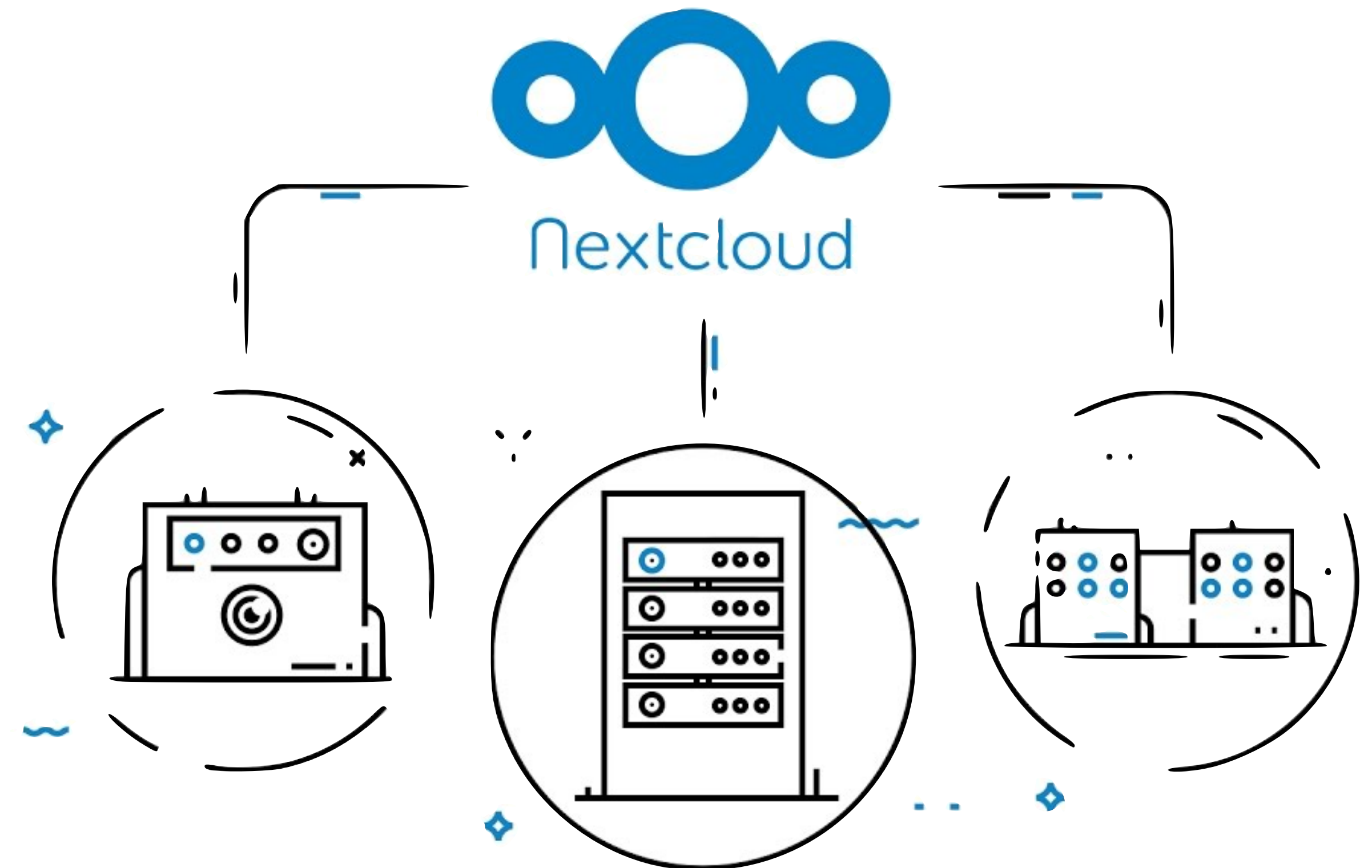
Create and sync identity



Global Scale

- Scalability > 500k users
- Global distribution
- Cost efficiency

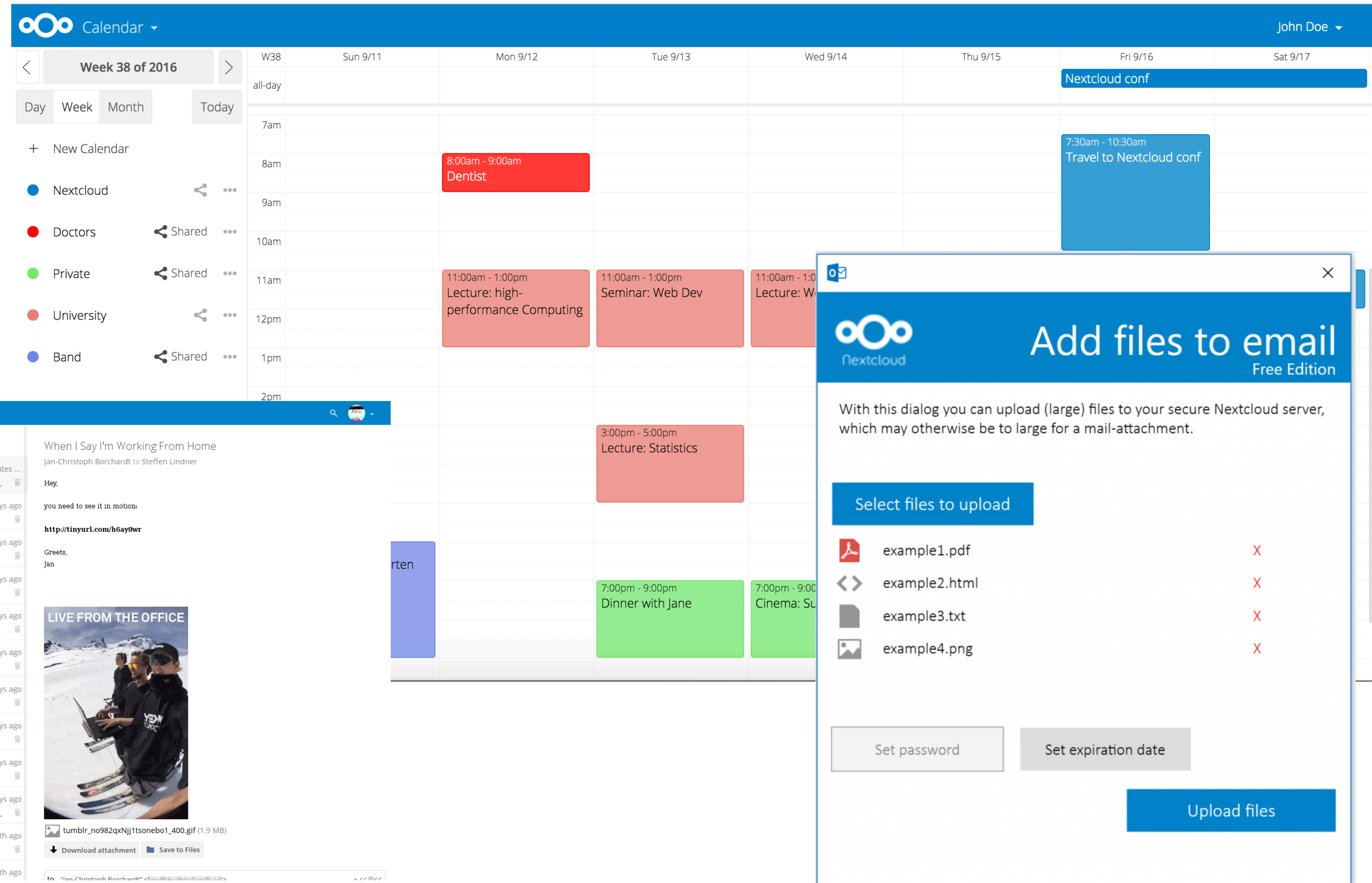
- Independent nodes
- Federated sharing between nodes
- Lookup Server
- Global Site Selector
- Balancer
- In production for 20M users



Groupware

- Calendar
- Contacts
- Email

- CalDAV / CardDAV
- Outlook plugin
- Thunderbird plugin



The screenshot displays the Nextcloud web interface. At the top, the user is identified as 'John Doe'. The main area is divided into three sections:

- Calendar:** Shows a weekly view for 'Week 38 of 2016'. The calendar grid includes events such as 'Dentist' (8:00am - 9:00am), 'Lecture: high-performance Computing' (11:00am - 1:00pm), 'Seminar: Web Dev' (11:00am - 1:00pm), 'Lecture: Statistics' (3:00pm - 5:00pm), and 'Dinner with Jane' (7:00pm - 9:00pm). A 'Nextcloud conf' event is also visible on Friday, 9/16.
- Email:** A list of messages is shown on the left, with the selected message titled 'When I Say I'm Working From Home' from Jan-Christoph Borchardt to Steffen Lindner. The message content includes a link to a TinyURL and a 'LIVE FROM THE OFFICE' image.
- File Upload Dialog:** A modal window titled 'Add files to email' is open. It provides instructions on uploading files to a secure Nextcloud server. A list of files to be uploaded is shown:

File Name	Icon	Status
example1.pdf	PDF icon	X
example2.html	HTML icon	X
example3.txt	Text icon	X
example4.png	Image icon	X

 The dialog also features buttons for 'Set password', 'Set expiration date', and 'Upload files'.






- Timeline
- Your account
- Friends
- Favorites
- Direct messages 3



Julius Haertl
@admin@cloud.example.com

- Public posts 3
- Following 23
- Followers 42

Public posts

-  Nextcloud 📱 ☁️ 💻 @nextcloud@mastodon.xyz 1 day ago
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪
Get started right now: <https://nextcloud.com/signup>
-  Nextcloud 📱 ☁️ 💻 @nextcloud@mastodon.xyz 1 day ago
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪
Get started right now: <https://nextcloud.com/signup>
-  Nextcloud 📱 ☁️ 💻 @nextcloud@mastodon.xyz 1 day ago
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪
Get started right now: <https://nextcloud.com/signup>
-  Nextcloud 📱 ☁️ 💻 @nextcloud@mastodon.xyz 1 day ago
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪
Get started right now: <https://nextcloud.com/signup>
-  Nextcloud 📱 ☁️ 💻 @nextcloud@mastodon.xyz 1 day ago
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪
Get started right now: <https://nextcloud.com/signup>

- Choose person ...
- Discuss Nextcloud...
- Press informatio...
- Mario Danic
- Nina Cercy
- Sales Weekly call
- Mathias Conradt,...
- Sales
- Collabora plans
- Company Call
- Frank Karlitschek
- Ivan Sein Santiago
- I have renamed t...
- You
- tomaz
- F-Droid
- Lukas Reschke

Hi team, I'd like to go over Nextcloud Talk features today.

Mathias Conradt
Ok

Jos Poortvliet
Find notes here: <https://cloud.nextcloud.com/apps/files/?dir=/shared&fileid=48728>

Guest
I have joined too

Mathias Conradt
Great

Vanessa Steeg
Cool!

Guest
I am Caspar.

Jos Poortvliet
I have to join by phone...

Jos Poortvliet

New message...

Discuss Nextcloud Talk

Carrier 6:31 PM

Back Talk team

Today

Ivan Sein 18:19
Hey!
I'm using the Nextcloud Talk iOS app
It's nice that it has chat now 👍

Joas Schilling 18:20
You can also mention people @Ivan Sein

Daniel Calvino Sanchez 18:20
Great!

Daniel Calvino Sanchez 18:21
same for Nextcloud Talk Android app @Mario Danic ?

Mario Danic 18:21
Yes 😊

Ivan Sein 18:24
Also you receive push notifications on mentions in both iOS and Android

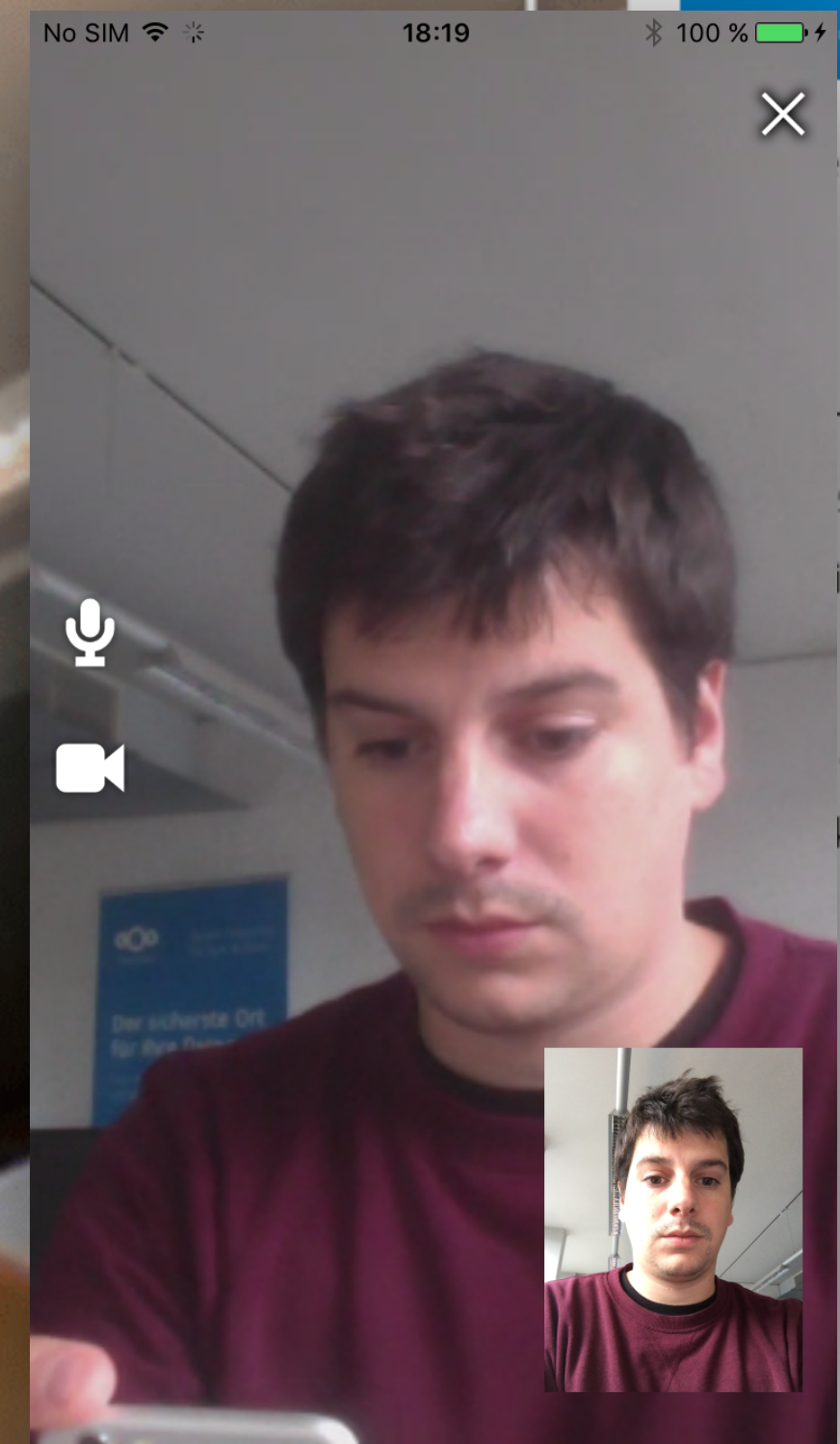
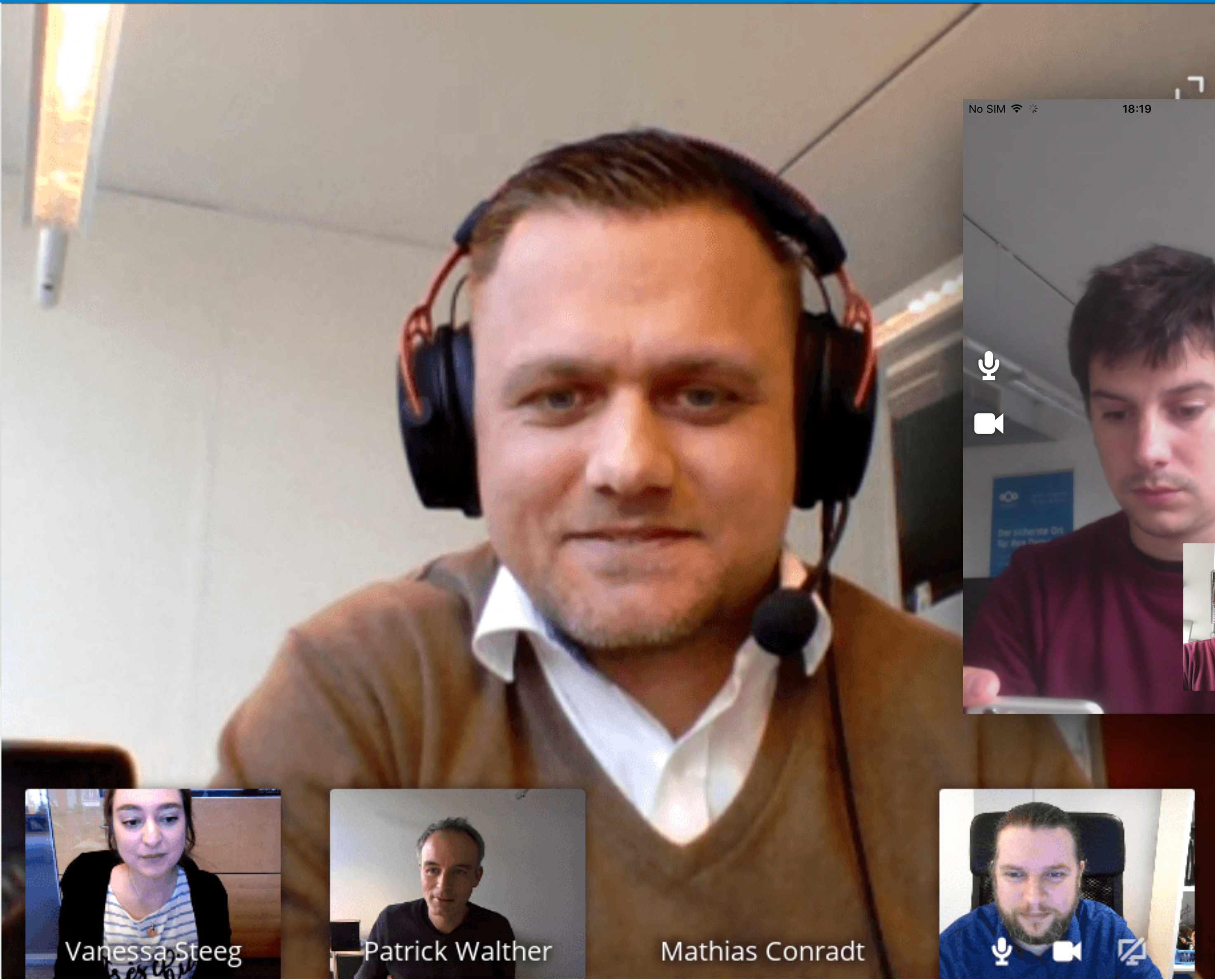
New message ...

Participants

- nt
- vliet (moderator)
- Conradt (moderator)
- Steeg (moderator)
- alther

Set password →

- Choose person...
- Discuss Nextclou... ⋮
 - Press informatio... ⋮
 - Mario Danic ⋮
 - Nina Cercy ⋮
 - Sales Weekly call ⋮
 - Mathias Conradt,... ⋮
 - Sales ⋮
 - Collabora plans ⋮
 - Company Call ⋮
 - Frank Karlitschek ⋮
 - Ivan Sein Santiago ⋮
 - I have renamed t... ⋮
 - You ⋮
 - tomaz ⋮
 - F-Droid ⋮
 - Lukas Reschke ⋮



Discuss Nextcloud Talk ✕

link

Chat Participants

s Poortvliet 9 minutes ago
i team, I'd like to go over Nextcloud Talk features today.

athias Conradt 4 minutes ago
k

Jos Poortvliet

New message... ➔

Company profile

full company name: Collabora Productivity Ltd.
company address + phone + fax:
The Platinum Building
St John's Innovation Park
Cambridge
CB4 0DS
United Kingdom



Telephone: +44 (0)1223 362967
Fax: +44 (0) 1223 351966

4000 signs (including blanks)

Collabora is powered by the largest team of certified LibreOffice engineers in the world and is one of the leading contributors to the LibreOffice codebase.

Collabora Productivity provides you the powerful on-premise office suites, that enable you to access documents, author new content and work collaboratively.

Our flagship products, Collabora Online and Collabora Office, are 100% Open Source, using new and existing code that has been carefully tested in-house and packaged for enterprise use.



Leave call

However I think that the "News" section needs more work

Mary Server shall we edit it together?

Mary Server 2 minutes ago
sure

let me start a call for better communication

Mary Server started a call a minute ago

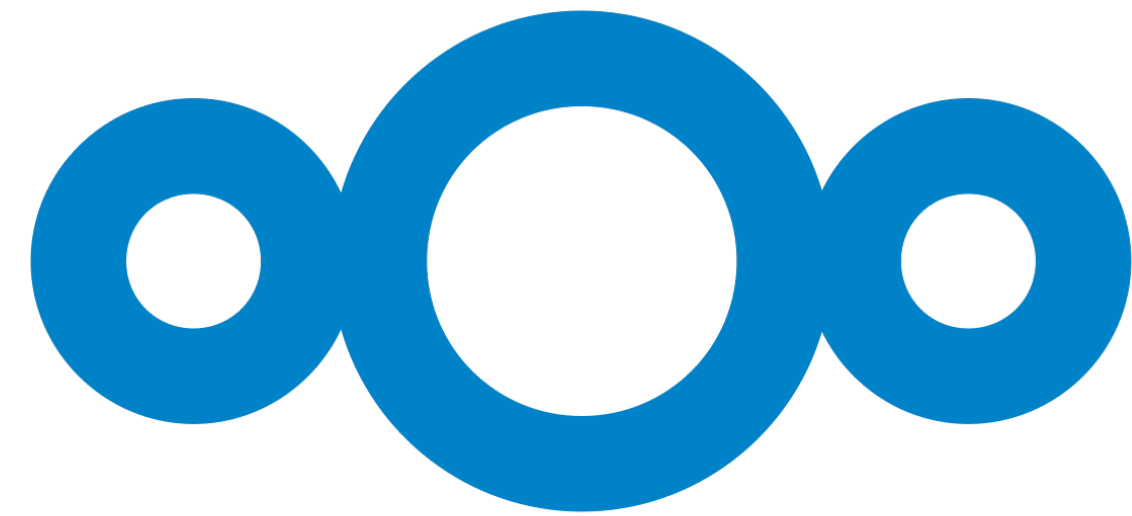
You joined the call a minute ago

John Board James Data

I would like the input too of @jame



Summary



nextcloud

- Replacement for Office 365, Google Suite, Dropbox, iCloud
- Self hosted
- 100% free software
- No vendor lock-in

Download

- nextcloud.com/install

Get involved

- github.com/nextcloud
- nextcloud.com/contribute/
- nextcloud.com/include/



Questions?

Frank Karlitschek

 @fkarlitschek