



LibreOffice
The Document Foundation

How to Make Migrations to FOSS Successful on the Long Term

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Some Significant Failures

EUROPE

- Muenchen
 - Lobby (Microsoft)
- Freiburg im Breisgau
 - Migration Horrors
- Kanton Solothurn
 - Migration Horrors

ITALY

- Ministry of Defense
 - Change of Contacts
- Emilia Romagna Region
 - Migration Horrors
- City of Pesaro
 - Lobby (Microsoft)

In Addition

- UK migration to Open Document Format has been slow since 2014, the year of the historic decision, due to passive resistance from almost all public organisations.
- Comunitat Valenciana's and Extremadura's migrations to FOSS were left to their own fate because the community couldn't agree on certain choices.
- The French Government hasn't been supported enough by the FOSS community, because of similar issues.

Where Did We Go Wrong

- We continued to discuss about details instead of talking business with the people who had to decide to migrate to FOSS.
- We placed too much importance on technical aspects and completely neglected marketing and communication, and in some areas we still do.
- We celebrated migrations too soon, before we were sure of their long-term success, while Microsoft was working behind the scenes to make them fail.

What We Should Do

- We are a strategic industrial sector worth billions of dollars, so let's stop arguing and start working together.
- Let's thank the founding fathers, and erect statues in their honour, but do not show them in public if they are not up to business standards (and we know they are not).
- Let's start discussing about certifications, security, ROI and KPIs. We aren't the poor relations of proprietary software, so let's prove it with a completely new attitude.

Thanks

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