



The Struggle is real, Free of Charge != Cost-Free

SFSCon
Carmen Delgado
November 2025

Hello, SFSCon



Carmen Delgado

- ★ **Adoptium** Program Manager @Eclipse Foundation since 2022
- ★ Mentor & Organiser @**Step4ward** since 2021
- ★ **Mom** since 2023
- ★ Venezuelan – Spanish

+15 years of experience in different industries, structures and operational roles.
Working from Spain

Follow me **@cldelgadop**



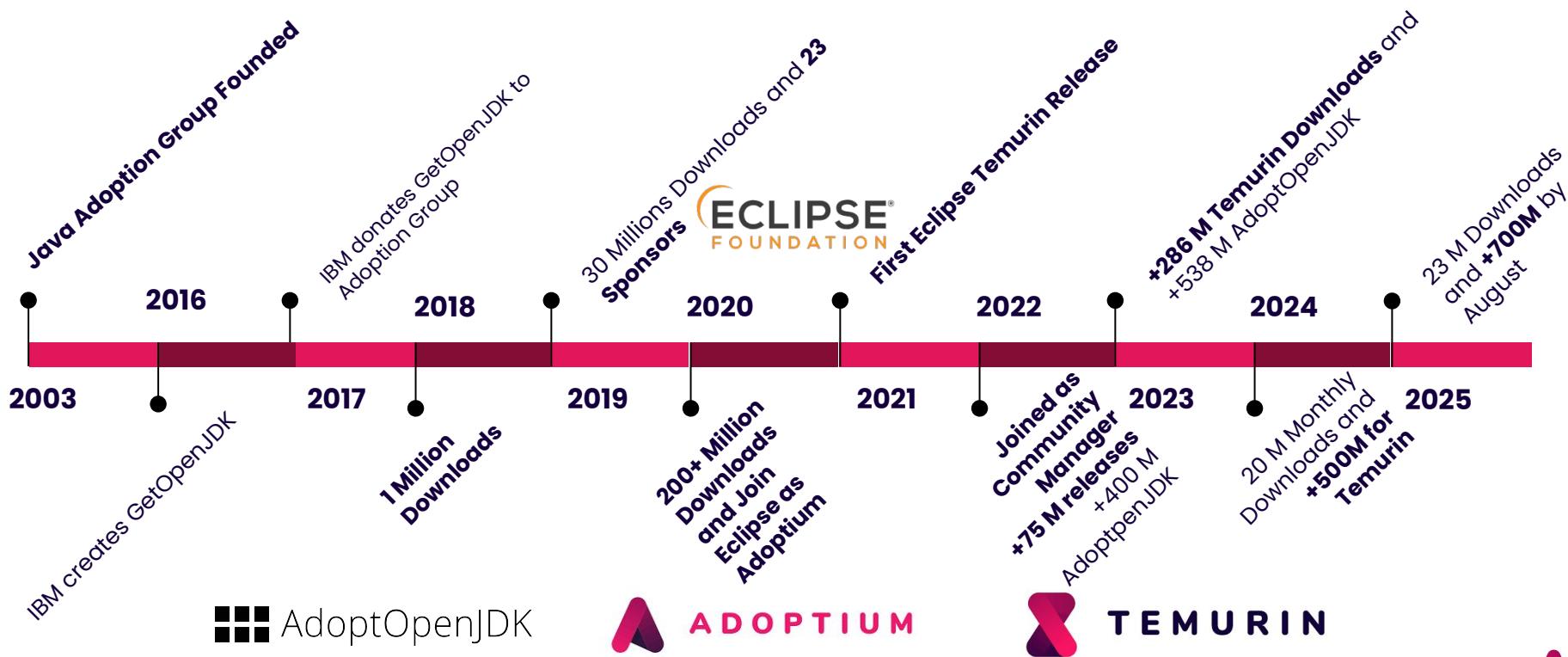
Agenda

- Adoptium What?
- Understanding our needs
- Build the Deal Flow
- Lessons Learned



Adoptium What?

It's been a long ride



Ongoing Projects



TEMURIN
by ADOPTIUM

- Runtime binaries
- Based on **OpenJDK**, TCK certified and AQAvit verified
- High performance
- Cross-platform, Open-source licensed (GPLv2+CE)
- Spec compliant



MISSION CONTROL
by ADOPTIUM

- Low-overhead **monitoring** and **management** of running Java applications



A Q A V I T
by ADOPTIUM

- **Quality** Verification program, running a large pool of tests.
- Assuring security, durability, scalability, and performance requirements

**Migration
Toolkit**

- Helps organizations with the **migration** from Java 8 to 11+

**Adoptium
Marketplace**

- One-stop shop for Open Source Java Runtime



Eclipse Adoptium by the Numbers

58+

Simultaneous
Builds per release

754M+

Downloads of
Temurin *

L3

SLSA Build Level

6

High-qualified
vendors in our
marketplace

100

Contributors in
2024**

12

Members

* as of Oct, 30, 2025 do not include runtimes from AdoptOpenJDK +585 M downloads and installers calls.

** Sep, 30, 2025: 80 Commit authors



Why we are getting so many users?

- PreBuilt OpenJDK Binaries at **Free of charge**
- TCK Certified
- **AQAvit Verified** (16 M+ tests per release)
- Long Term Support
- **Secure supply Chain**
- **All Java versions** (Java 8+) and on the **hardware** platform you need



macOS



Supported by ...

Strategic Members



Enterprise Members



Participant Members



Sustainers



Some of our known users



<https://adoptium.net/adopters/>



Why Eclipse Foundation?

- 21 years of proven track record of long term, consistent stewardship
- 420 projects, 21 Industry Collaborations
- Well defined, predictable processes
- Vendor neutral
- Member driven, non-profit organization
- Strong governance model
- Proven sustainability



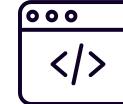
www.eclipse.org



Governance & Processes



Community Development and Branding, Marketing and Events



IP Management & Licensing



Infrastructure

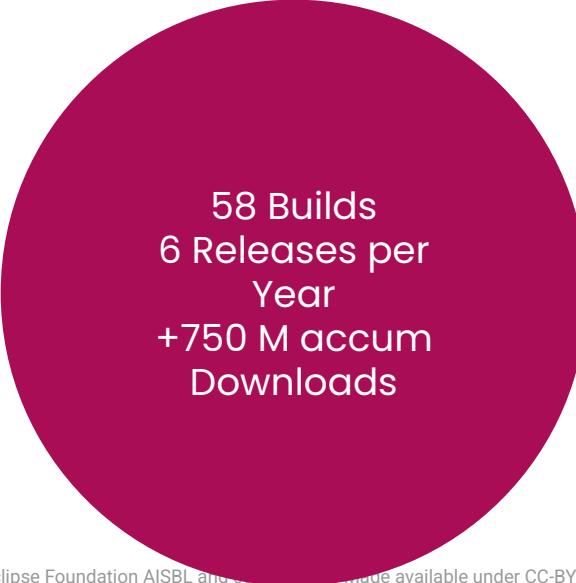


Infrastructure and Security



Understanding our Needs

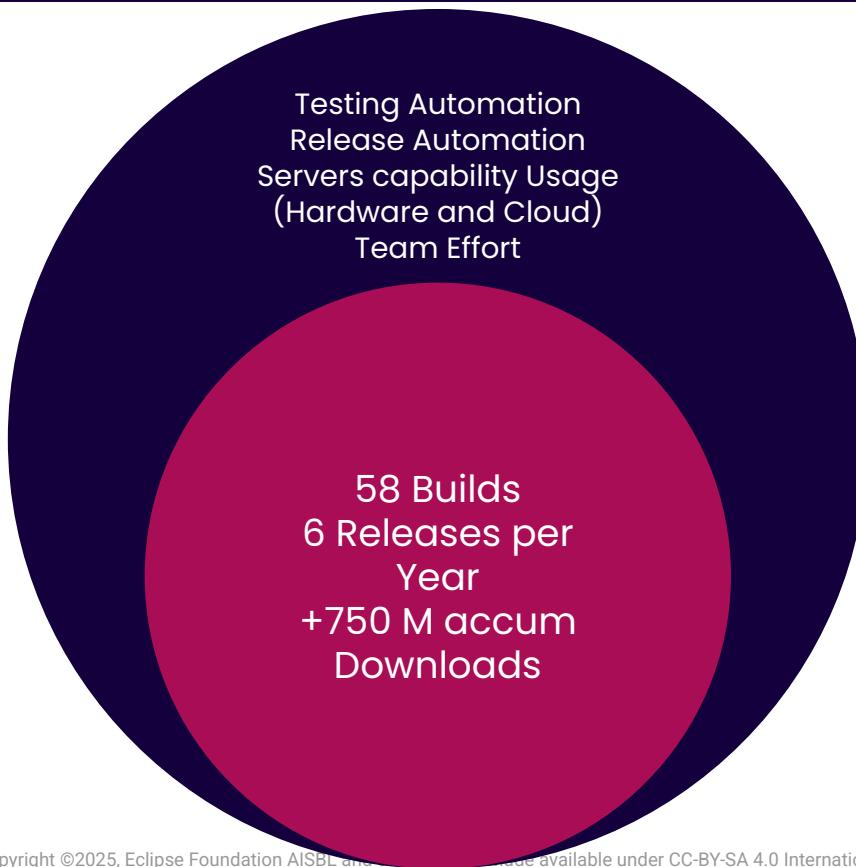
Define your current needs



58 Builds
6 Releases per
Year
+750 M accum
Downloads

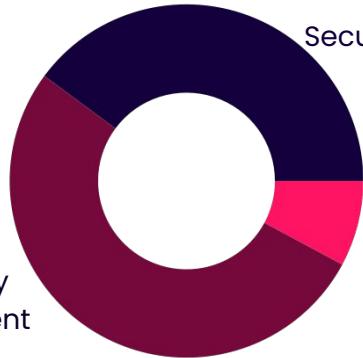


Define your current needs



Define your aspirational funding

Current allocation

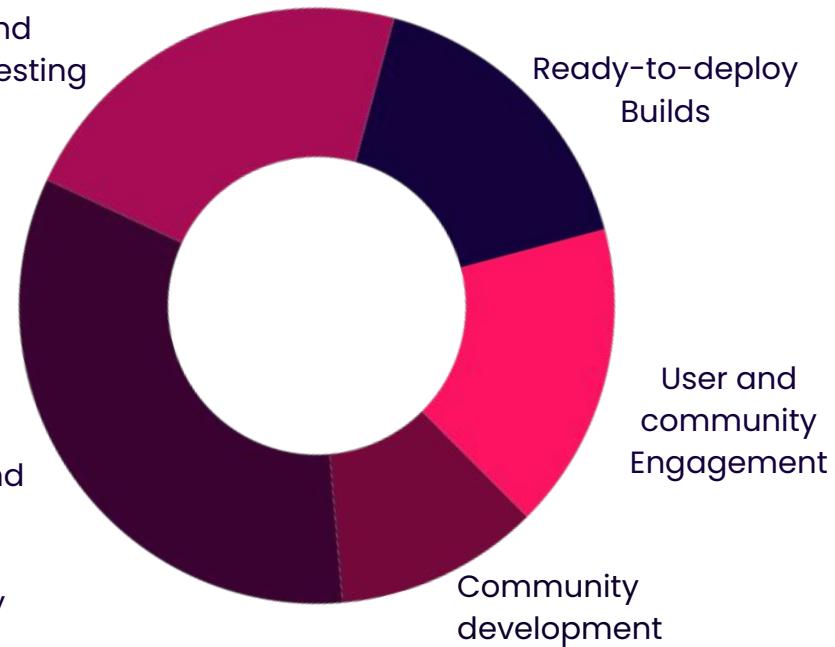


Infrastructure,
IT Support,
Quality,
Security Effort

Events, social
media and PR

Community
development

Our needs (x4)



Faster Release
Cycles and
Quality Testing

Dedicated
effort to
Enhanced
Security and
invest on
advanced
technology

User and
community
Engagement

Community
development

Ready-to-deploy
Builds



Build the Deal Flow

Open Infrastructure Is Not Free

Massive Consumption

Financial Partnerships

Source: Open Infrastructure is Not Free: A Joint Statement on Sustainable Stewardship - 10 Foundations



Open Infrastructure Is Not Free

Massive Consumption

Financial Partnerships

Minimal Contribution

Contribute Proportionally

Source: Open Infrastructure is Not Free: A Joint Statement on Sustainable Stewardship - 10 Foundations



Open Infrastructure Is Not Free



Billion-dollar ecosystems cannot stand on foundations built of
goodwill and unpaid weekends

Source: Open Infrastructure is Not Free: A Joint Statement on Sustainable Stewardship - 10 Foundations



Define your target audience

**Convert
Technical and
Strategic User
and Key players
into Members**

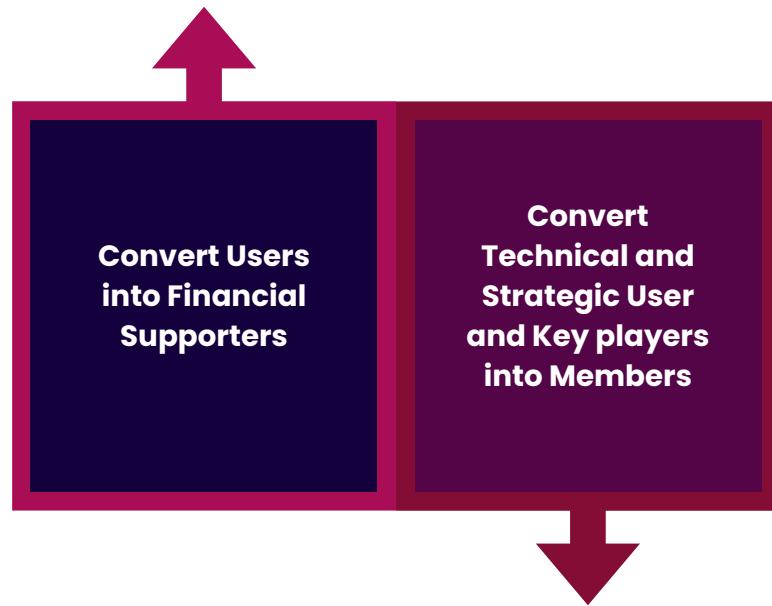


Map OpenJDK distributors
Reach out AQAvit Users and Temurin big users



Define your target audience

Eclipse Temurin Sustainers Program for both individual and Corporate

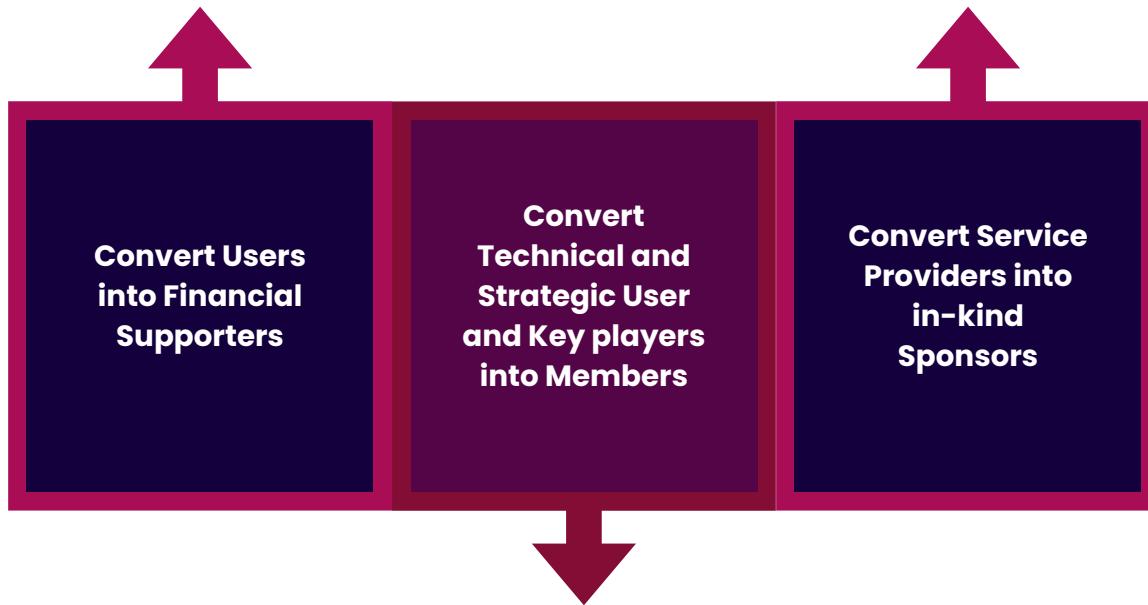


Map OpenJDK distributors
Reach out AQAvit Users and Temurin big users

Define your target audience

Eclipse Temurin Sustainers Program for both individual and corporate

Get their services as sponsorship



Lessons Learned

Lessons Learned

- Communicate **clear needs**
- Have a Deal Flow - **Sales Strategy**
- Target message depending on their **profile**
- Add value to their “**free of charge**” statement
- Communicate Project **Sustainability**



Thank you!

<https://adoptium.net/>

X: [@adoptium](https://twitter.com/adoptium)

LinkedIn: [/adoptium](https://www.linkedin.com/company/adoptium/)

Slack channel

<https://www.eclipse.org/>

X: [@EclipseFdn](https://twitter.com/EclipseFdn)

LinkedIn: [/eclipse-foundation](https://www.linkedin.com/company/eclipse-foundation/)

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