



# The Struggle is real, Free of Charge $\neq$ 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



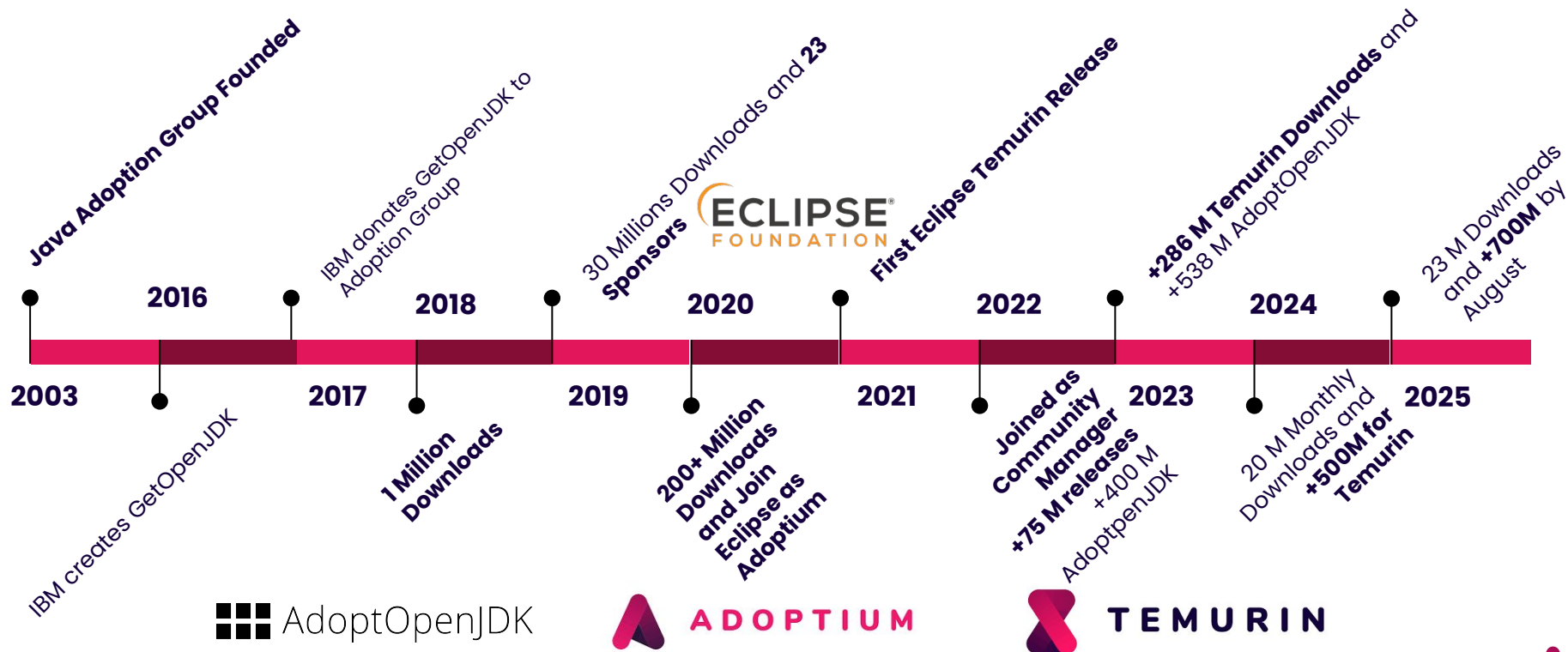
# Agenda

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



# Adoptium What?

# It's been a long ride



# Ongoing Projects



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



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



- **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



**TEMURIN**  
by **ADOPTIUM**



**AQAVIT**  
by **ADOPTIUM**





# Supported by ...

## Strategic Members



azul

Google



Microsoft



## Enterprise Members



Bloomberg  
Engineering



## Participant Members



## Sustainers



CarCurus



MARIST



macincloud

fastly



# 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



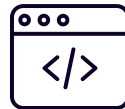
[www.eclipse.org](http://www.eclipse.org)



**Governance & Processes**



**Community Development and Branding, Marketing and Events**



**IP Management & Licensing**



**Infrastructure**



**Infrastructure and Security**



# Understanding our Needs

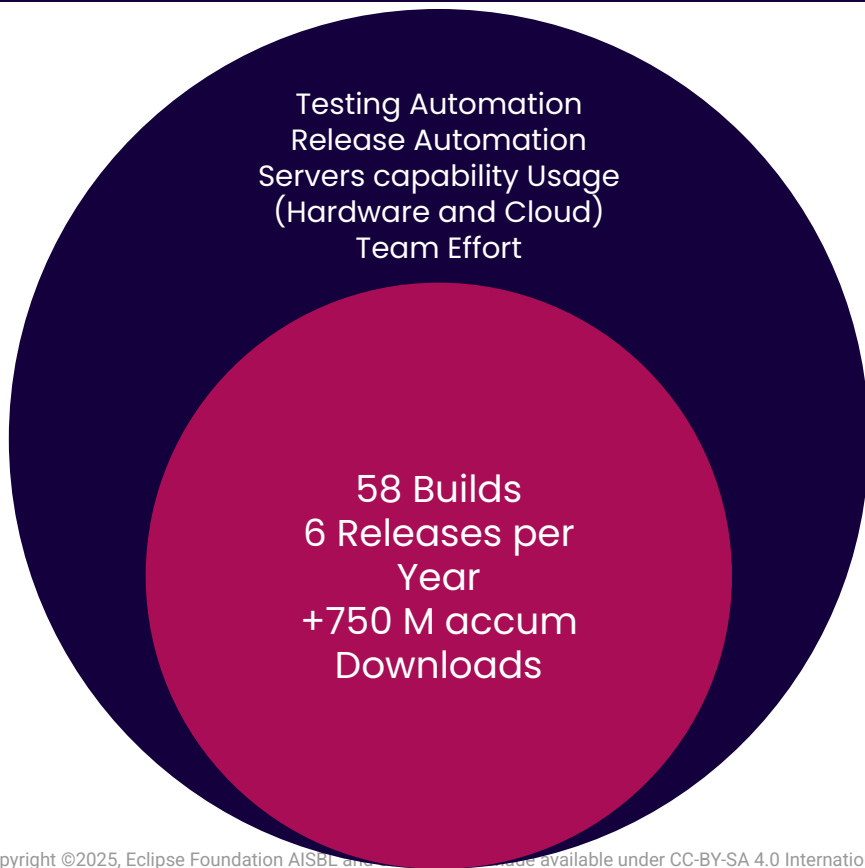
# Define your current needs



58 Builds  
6 Releases per  
Year  
+750 M accum  
Downloads

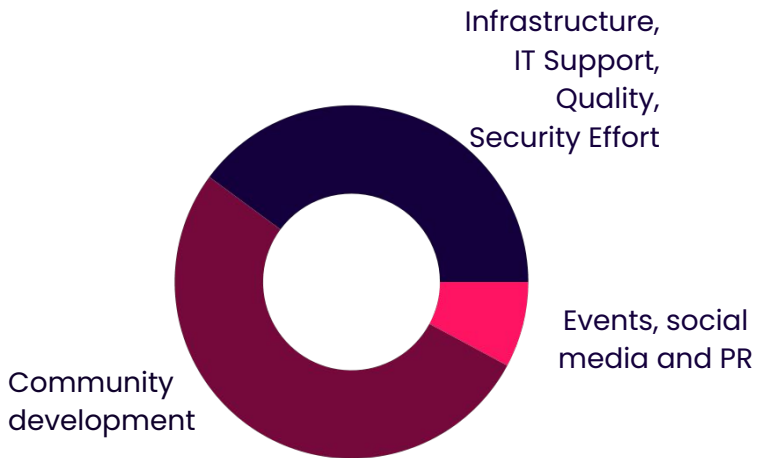


# Define your current needs

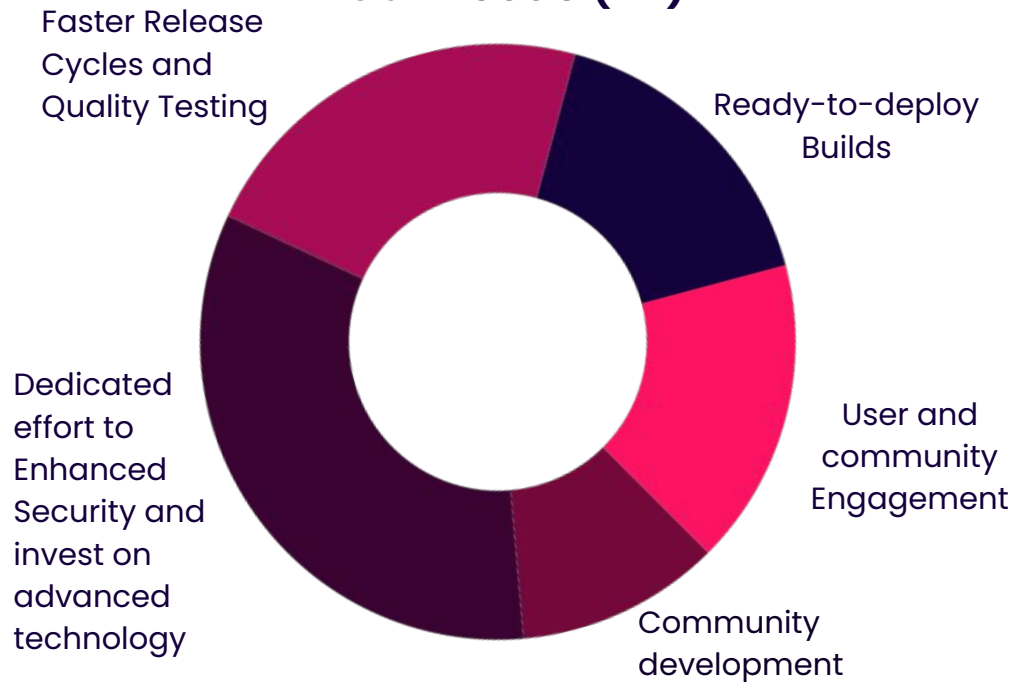


# Define your aspirational funding

## Current allocation



## Our needs (x4)



# 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



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
Rising Strain	Tiered Models

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



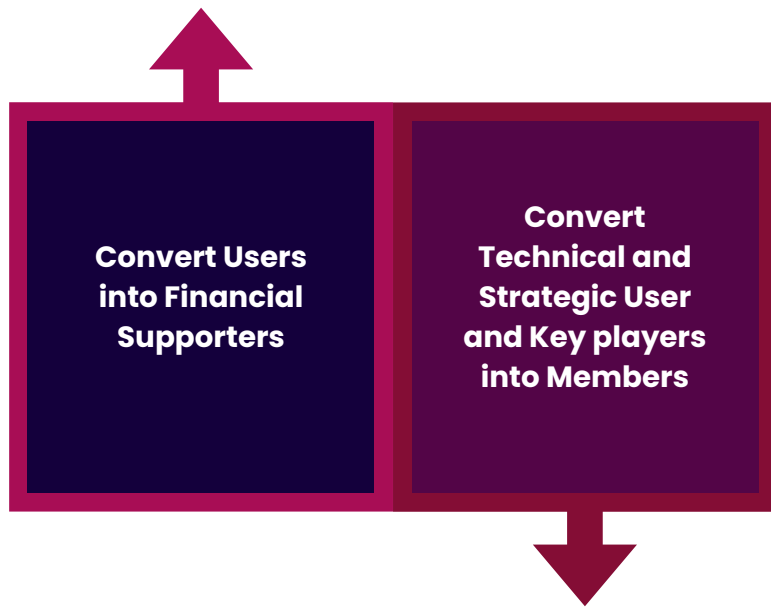
**Convert  
Technical and  
Strategic User  
and Key players  
into Members**

Map OpenJDK distributors  
Reach out AQAvit Users and Temurin big users



# Define your target audience

Eclipse Temurin Sustainers Program for both individual and Corporate



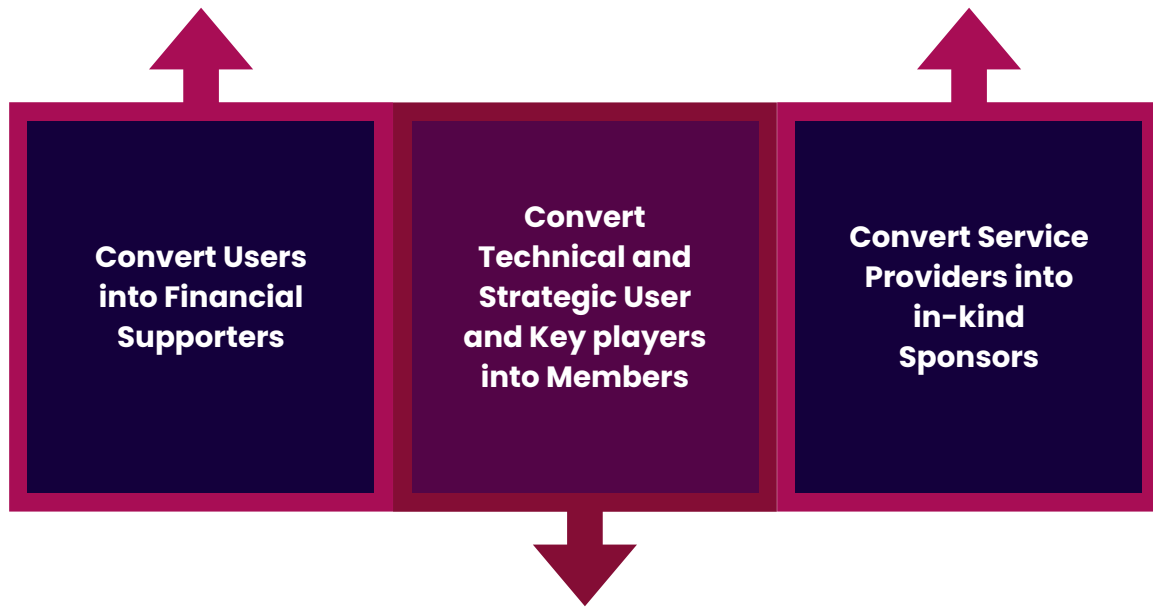
Map OpenJDK distributors  
Reach out AQAvit Users and Temurin big users



# Define your target audience

Eclipse Temurin Sustainers Program for both individual and corporate

Get their services as sponsorship



Map OpenJDK distributors  
Reach out AQAvit Users and Temurin big users



# 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](#)

LinkedIn: [/adoptium](#)

[Slack](#) channel

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

X: [@EclipseFdn](#)

LinkedIn: [/eclipse-foundation](#)

Carmen Delgado

Bluesky, X, Mastodon: [@cldelgadop](#)

LinkedIn: [/cldelgadop](#)