

# Commercial applications of open source middleware: the EMI and DCore experience

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## Wider impact of this work

The experience collected during the collaboration of EMI and DCore is extremely valuable as a concrete proof that the commercial exploitation of open source software is possible also in the area of middleware in particular and of software for scientific applications in general. If the model produces the expected results, the collaboration could become an important success story and motivate further collaborations on similar activities.

## Description of the work

The EMI sustainability plan includes a number of activities focused on commercial exploitation of its open source middleware. DCore is a Swiss-based private company with operations in several European countries. EMI and DCore together have started about a year ago a collaboration to exploit a few of the major EMI services as part of the DCore commercial services. During the past 12 months EMI and DCore together have developed a business model with the potential of creating a revenue generating mechanism that benefits both the commercial company and the academic Institutes involved in the collaboration. A number of important use cases have been analysed and concrete prototypes of commercially exploitable services and applications have been developed.

## Printable Summary

The commercial exploitation of the open source middleware services developed by EMI is one of the main objectives of the EMI project and a fundamental part of its sustainability plan. This presentation describe the work done by EMI in collaboration with DCore System SA, a Swiss technology company with a strong focus on open source software, data management and security. The long-term objectives of the collaboration and the potential revenue generating mechanisms are described together with a number of concrete examples of the results achieved so far. This presentation is targeted at development managers in research Institutes interested in knowing more about potential commercial exploitation of distributed software services. It is also targeted at representatives of commercial companies interested in finding out the challenges and opportunities of open source software exploitation

**Primary authors:** DI MEGLIO, Alberto (EMI); ESTRELLA, Florida (CERN); Mr HAKALY, Robert (EMI)

**Presenters:** DI MEGLIO, Alberto (EMI); Mr HAKALY, Robert (EMI)

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