

iRODS

— CONSORTIUM —

Consortium Overview

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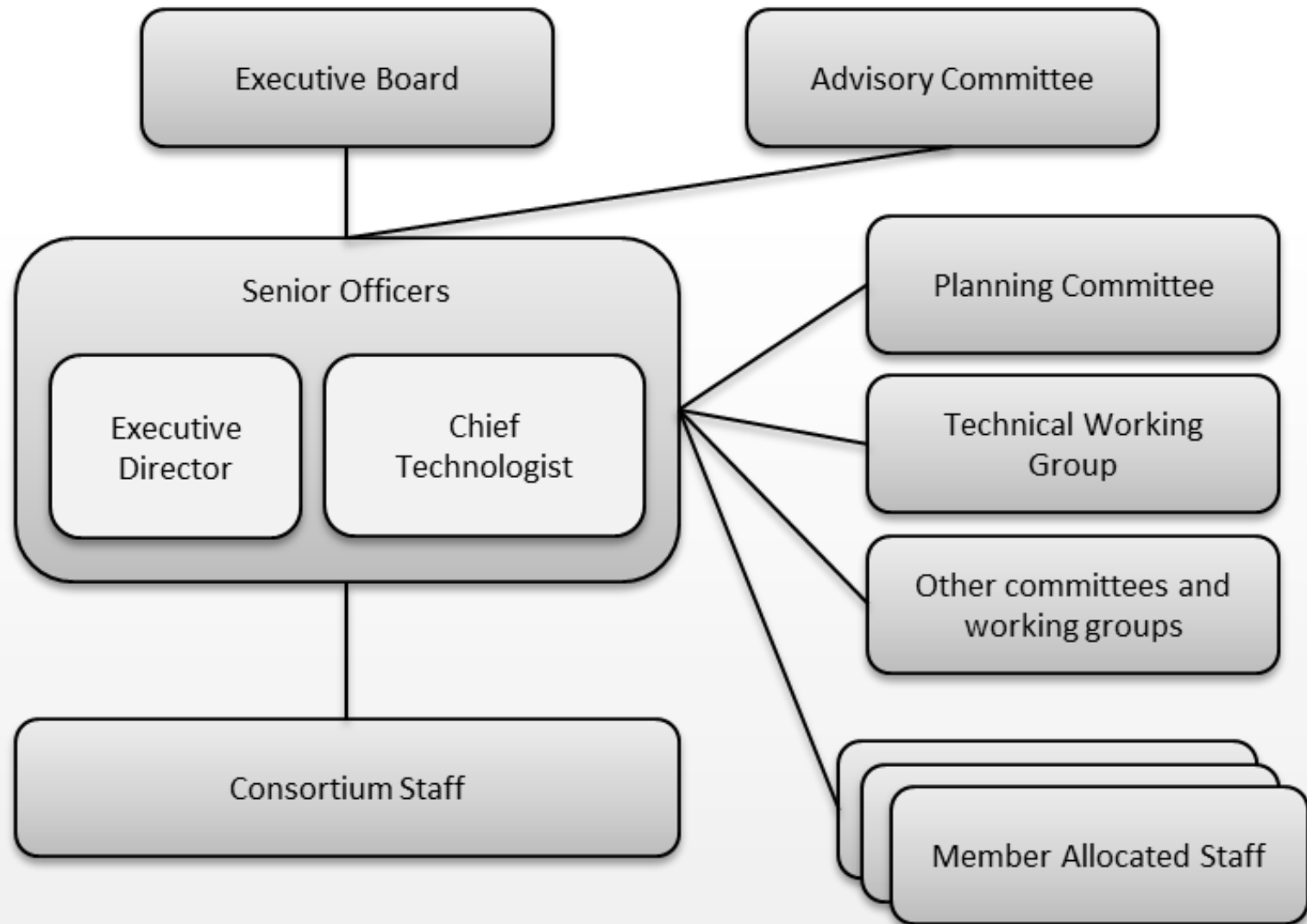
iRODS Sustainability

- iRODS Technology funded thru government grants over 15+ years
- How to provide sustainability as government funding winds down?
- Our answer is the *iRODS Consortium*

iRODS Consortium

- Provide for long term *sustainability, support, development, & use* of iRODS technology
- Run by RENC I, part of UNC-CH
- Funded by Membership and by RENC I
- Current members: *RENC I, DICE, Max Planck, Sanger, DDN, EMC*

Consortium Organization



Benefits of Membership

- Contribute to Sustainability of iRODS
- Integral part of iRODS community
- Prioritized service & support
- Voting rights on iRODS technical and consortium direction
- Enhance the growth of the use of iRODS technology

Membership Levels

- **General** **\$10K/yr**
 - *Committee Participation*
 - *Event Participation*
 - *10 hr/yr*
- **Professional** **\$35K/yr**
 - *Planning Committee voting rights*
 - *Release Roadmap voting rights*
 - *Hosting, marketing, mailing list rights*
 - *40 hr/yr*
- **Sustaining** **\$75K/yr**
 - *Executive Board voting rights*
 - *80 hr/yr*
- **Founding** **\$150K/yr**
 - *120 hr/yr*

Current Status

- Focused on member recruitment and raising awareness of iRODS and the Consortium.
- **Fall 2013:** Exec director hired
- **Nov 2013:** first paying member
- **March 2014:** iRODS 4.0, the first Consortium iRODS release.
- **May 2014:** Tech sales manager hired
- **Staff:**
 - Admin: *exec director, project manager, RENC I*
 - Tech: *chief technologist, four developers*
 - Marketing/sales: *tech sales manager*

iRODS Consortium Technical Sales

- **Goal: Increase the Size & Scope of the User Community**
 - Packaged binaries
 - Additional documentation
- **Increased customer interaction**
 - Site visits
 - Support agreements
- **Additional marketing efforts**
 - Blogging, demos, and templates at irods.org
 - Polling the community on requested features
 - Increased conference attendance

iRODS Consortium Sustainability

- Investigate additional sources of funding
- Goal is not *profitability* but *sustainability*
- Sustainability means that the core iRODS team focuses on the core technology
- iRODS Consortium must always provide core technology, development, and support, in addition to any other services.
- iRODS Consortium must always provide administrative and decision support

Wiki List of Open Source Sustainability Models

- Dual License
- Selling Services
- Branded Merchandise
- Software as a Service (SAAS)
- Funding Agency Partnerships
- Donations
- Bountyware
- Crowdfunding
- Advertising Support
- Proprietary plug-ins
- Obfuscation
- Delayed open-source

iRODS Sustainability Additions

- **Relationship Management**
 - *Outside Funding Agencies (winding down)*
 - *Consortium (core)*
- **Proprietary Development**
 - *Proprietary Plug-ins*
 - *Proprietary Rules*
- **Professional Services**
 - *Service Agreements*
 - *Support Contracts*
 - *Reseller Agreements*
 - *Training and Certification*

iRODS Professional Services

- **Service Agreements**

- *Architectural Design*
- *Rules Development and Installation*
- *Directed Development*
- *Custom Training*

- **Support Contracts**

- *Ongoing maintenance, starting at 10 hours / year*
- *Also available through Consortium Membership*

- **Reseller Agreements**

- *Tier 3 support*
- *custom training*
- *project-oriented services*

iRODS Training and Certification

- **System Architecture**
 - *Policy Development*
 - *Infrastructure scaling*
- **Data Administration**
 - *Installation and configuration*
 - *Maintenance and troubleshooting*
 - *Implementing policies with rules and existing microservices*
- **Advanced Development**
 - *Plug-ins, microservices*
- **Support**
 - *Tier one, two, three level support*