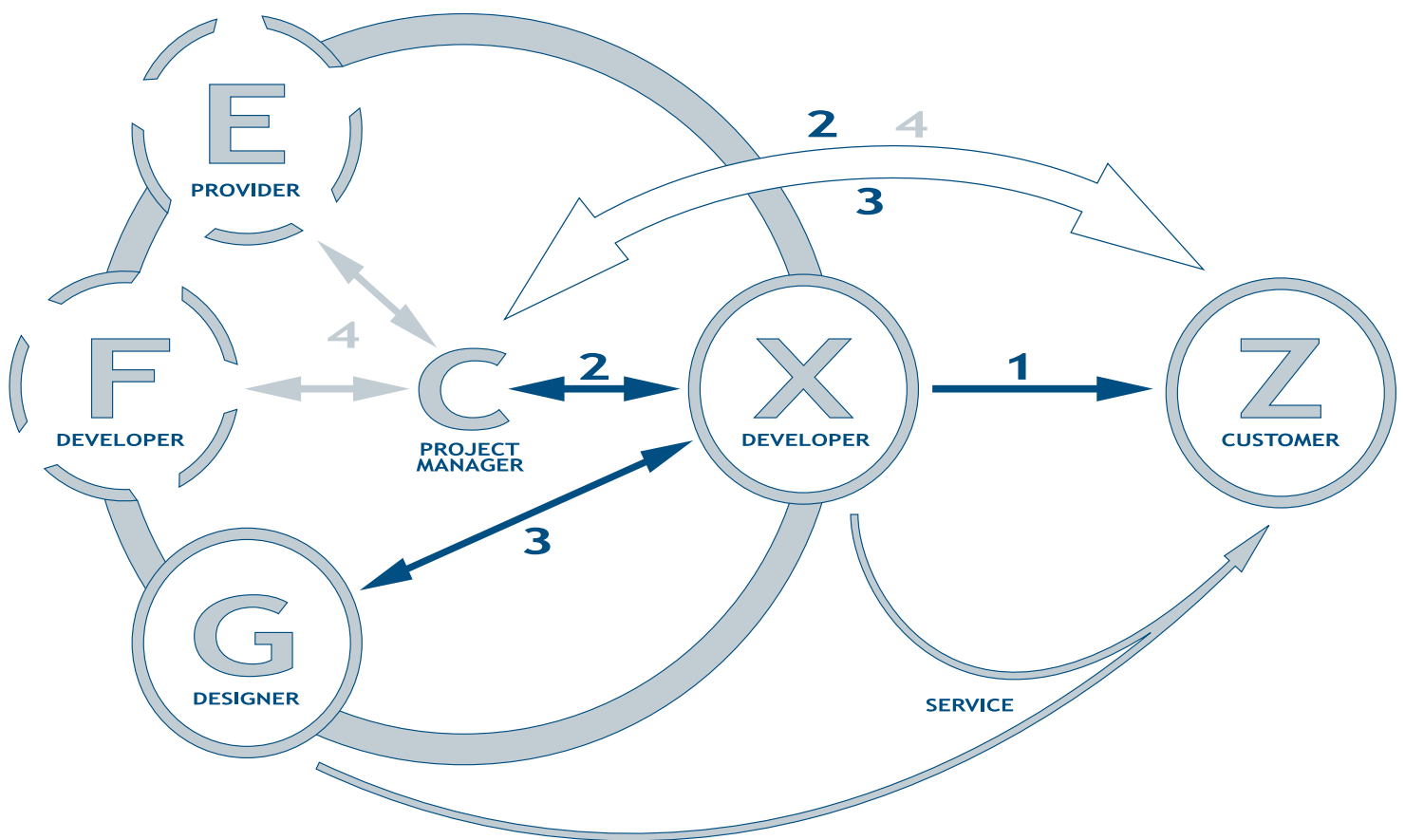


The F/OSS Co-op Workflow



A typical business lifecycle in a software co-op goes like this:

- 1 Developer X, who is a member of the co-op has approached a potential customer Z.
- 2 Instead of offering a contract directly to Z, X asks the co-op manager C to carry on negotiations. It turns out that an additional expert for graphic design is required.
- 3 X suggests G out from a co-op member pool. X and G do their job for a reasonable price and C does the accounting and quality control, for which an appropriate overhead rate is calculated.
- 4 If Z is absolutely unhappy with G's results, C would try to find another partner to do that job.

The benefits for customer Z are:
a) that best quality will be achieved without having to deal with many different developers or designers.
b) the co-op members do not have to deal with invoicing or contract details.

