

# Five Free Software Co-op Advantages for Customers and Members

**1 One-Stop-Shop** Co-op is customer's contractual partner, forwarding tasks to its members suited for the project.

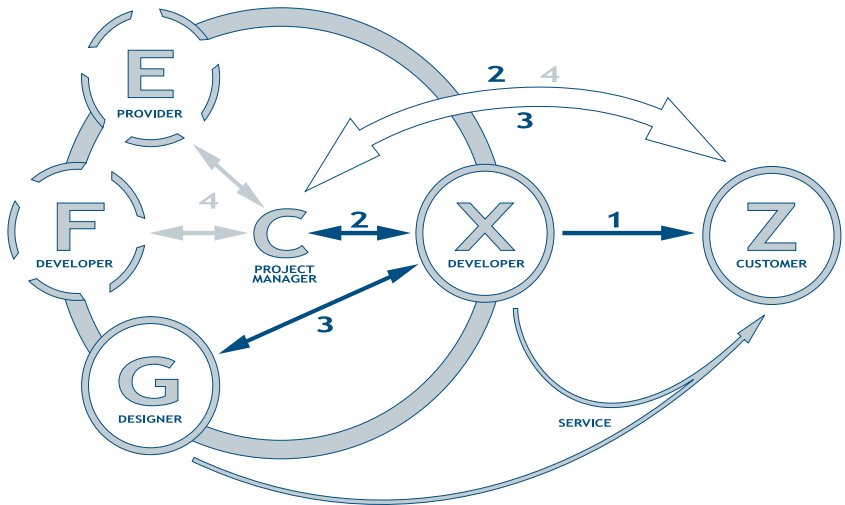
**2 Diversity of Competences** Expanded portfolio providing technically mature and interoperable solutions PLUS experienced project management PLUS pleasing design competence.

**3 Quality Assurance** Four-eyes-principle guaranteeing constant quality of milestones and deliverables.

**4 Staff Sharing** Co-op members may offer and draw on free capacities using co-op's work sharing contracts.

**5 Member Services** bug tracking tool - time tracking tool - project management tools - mailing lists - contract clearing & accounting - legal support, including GPL violations - SPRINT event organisation - invitations to participate in research projects

# F/OSS Co-op Workflow



## Typical business lifecycle in a Free Software co-op:

- 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 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.