

Building business success around SugarCRM

What worked,
and what didn't

Building On Sugarcrm Building On Sugarcrm

John Mertic



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The New Rules of Marketing and PR David Meerman Scott,2009 Scott analyses how the internet has revolutionised communications and promotions Told with many compelling case studies and real world examples this is a practical guide to the new reality of PR and marketing

Best Practices for commercial use of open source software Karl Michael Popp,2019-10-30 This book enables you to leverage the state of the art of creating open source based business models and of managing open source in the development cycle of commercial software and during due diligence in mergers and acquisitions In addition it provides information about why investments in open source makes sense Practitioners investors and consultants created this book to help professionals in the software business like investors executives business developers product managers architects developers quality managers development operations managers as well as students to get acquainted and proficient in using open source products in a commercial context First the focus is on business model impact of open source products and open source licenses Dr Karl Michael Popp gives an overview of the different types of business models for open source companies Dr Josef Walzl shows how open source licenses and intellectual property strategies can create a unique business model based on a combination of open source and proprietary software Then the focus is on detection and license compliance aspects of open source software in mergers and acquisitions The acquisition of a software vendor requires the review of intellectual property

rights including open source license compliance as described by Dr Karl Michael Popp The following new chapter authored by Joseph Jacks from OSS Capital provides fundamentals of the open source business by elaborating on value creation and value capture for commercial open source companies Then two chapters cover the offerings of tool vendors for governance of open source software but also for development enablement First Bill Weinberg and Greg Olsen show the broad offering of solutions of Black Duck Software a provider for open source governance and enablement tools The next new chapter provided by Snyk focuses on development aspects of using open source software as part of commercial products like assistance for developers in selection and in continuously updating open source components during the software development lifecycle

Best Practices for Commercial Use of Open Source Software Karl Michael Popp,2019

Intellectual Property Modularity in Software Products and Software Platform Ecosystems Josef Waltl,2013-05-29 This book examines the impact of Intellectual Property IP modular architecture on software products and software platform ecosystems The presented results are based on a detailed qualitative case study analysis of two software products and two software platforms and on a quantitative study of two software ecosystems The results extend the existing literature on IP modularity by demonstrating a direct association between IP modular product or platform architecture and the related business models The analysis also shows that the early consideration of IP related requirements in the requirements engineering process of software systems can prevent costly and time consuming re modularizations The quantitative analysis in two software ecosystems shows that IP modular platform architecture which can allow increased openness while still maintaining value appropriation can increase a platform s attractiveness for complementors To summarize this book demonstrates the connections between IP management software architecture and the respective business models of software product or platform providers

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