A French Leader in Open Source Software

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Summary

- *Presentation of Linagora Group*
- *Presentation of Linagora Vietnam*
- *Why using Open Source?*

LINAGORA

Linagora Group

Alexandre Zapolsky, CEO and Founder

Alliance numérique franco-tunisienne

Official representant of the French Governement in **French-Tunisian Digital Alliance**

FniLL
Fédération Nationale de l'Industrie du Logiciel Libre

*Founder and President of the **National Federation of Free Software Industry***

Syntec numérique
Des entreprises qui changent le monde

*President of **"International" & "Open Source" Commissions at Syntec Numérique**, a main digital professionals association*

CSF Numérique
Comité Stratégique de Filière Numérique

*President of the **"Export" working group of the National Digital Strategic Comittee***

LINAGORA

French leader in Open Source Software

Software

- LinID — Identity Management
- LinPKI — Security /PKI
- LinShare — File Sharing/Safe
- GSafe — Government Cloud
- petals — SOA ESB
- OBM.org — Messaging
- OpenPaaS — Collaborative Cloud

Software Assurance

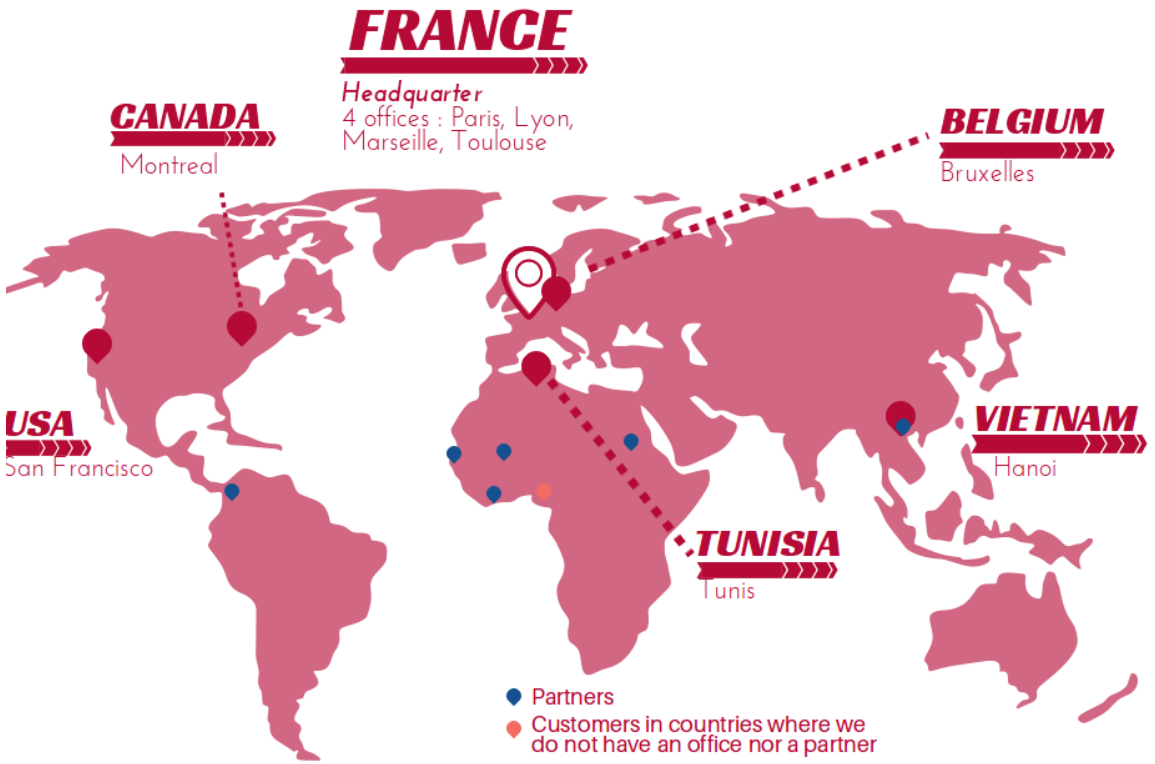
OSSA — OPEN SOURCE SOFTWARE ASSURANCE

Services

LINAGORA CONSULTING — open source governance

LINAGORA LINSTUDIO — ebusiness consulting & open source web integration

LINAGORA FORMATION — le levier des performances de l'entreprise

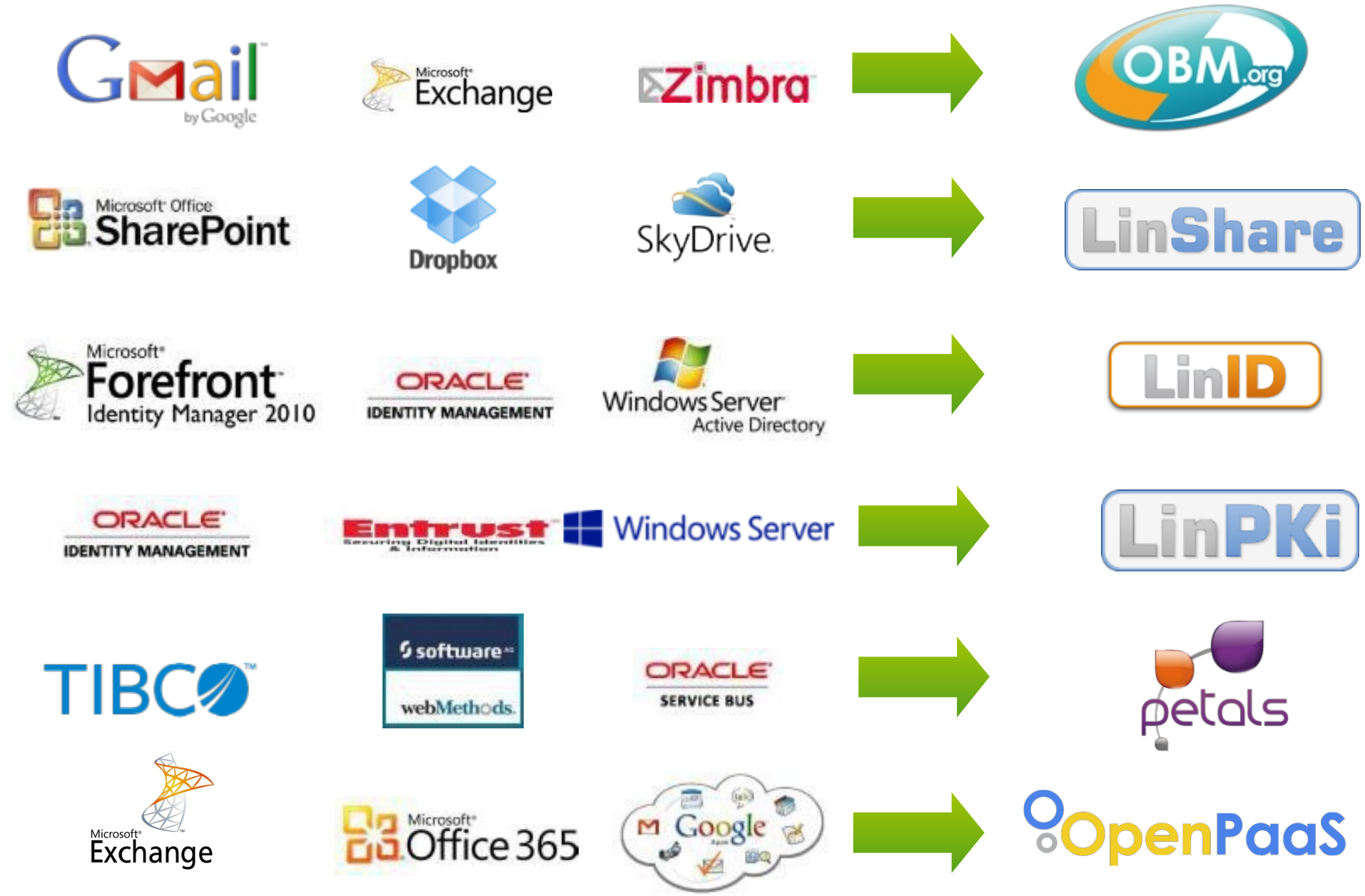


Founded in **2000**

150 employees

Offices in **French, Belgium, USA, Canada, Tunisia and Vietnam**
Partners and clients in **Ivory Coast** and **Nigeria**

An alternative to proprietary software



Our business model

100 % Free Free & Open Source
= No Licence cost
= Real Open Source
= No Freemium model

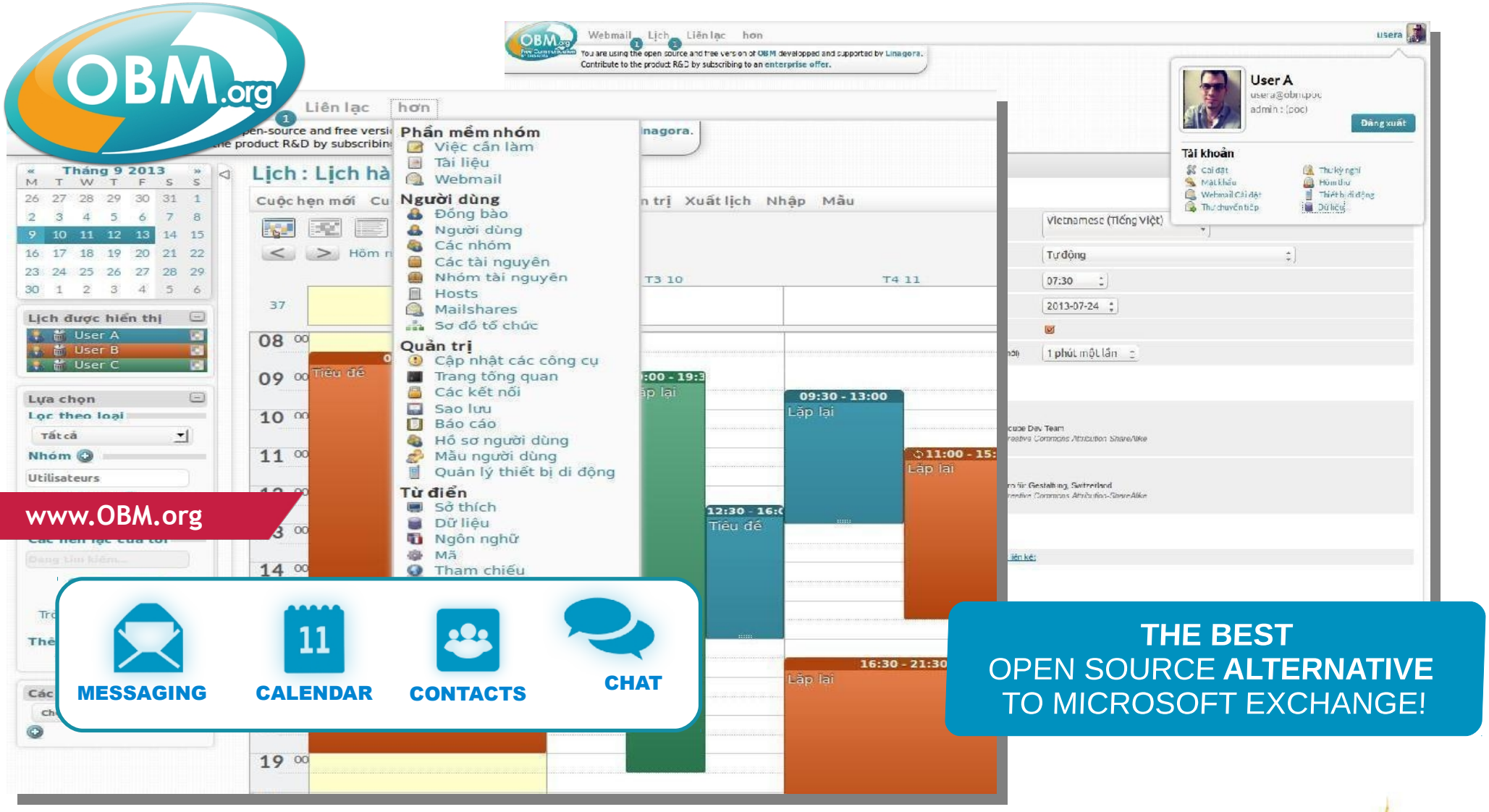
Profit comes from:

Consulting

Developping specific functionnalities

Delivering technical support

OBM: messaging & collaboration



THE BEST
OPEN SOURCE **ALTERNATIVE**
TO MICROSOFT EXCHANGE!

toulouse métropole
COMMUNAUTÉ URBAINE

LINAGORA

Liberté • Égalité • Fraternité
RÉPUBLIQUE FRANÇAISE
MINISTÈRE DE L'INTÉRIEUR, DE L'OUTRE-MER, DES COLLECTIVITÉS TERRITORIALES ET DE L'IMMIGRATION

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RÉPUBLIQUE FRANÇAISE
MINISTÈRE DE L'ÉCONOMIE ET DES FINANCES

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RÉPUBLIQUE FRANÇAISE
Ministère Culture Communication

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RÉPUBLIQUE FRANÇAISE
MINISTÈRE DE L'ALIMENTATION DE L'AGRICULTURE ET DE LA PÊCHE

Inserm
Institut national de la santé et de la recherche médicale

université Paris Ouest Nanterre La Défense

PARIS SORBONNE UNIVERSITÉ

LinShare: share and store securely your files

www.linshare.org

- **FILES SHARING**
- **DIGITAL SAFE**
- **GROUPS**
- **SECURITY & TRACEABILITY**
- **MOBILES & MESSAGING INTEGRATION**
- **USERS MANAGEMENT**

With **LinShare.org**,
share your files with your **PRIVATE CLOUD**
and **secure** them in your **DIGITAL SAFE!**

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MINISTÈRE DE L'ALIMENTATION DE L'AGRICULTURE ET DE LA PÊCHE

MINISTÈRE DE L'ÉCONOMIE ET DES FINANCES

MINISTÈRE DE LA JUSTICE

Cour des Comptes

Conseil d'État

REPORTERS SANS FRONTIERES
POUR LA LIBERTE DE LA PRESSE

SDIS NORD
SERVICE DÉPARTEMENTAL D'INCENDIE ET DE SECOURS

LINAGORA

VILLE DE MARSEILLE
www.marseille.fr

Inserm

GROUPE Casino

LCL
BANQUE ET ASSURANCE

Security: PKI, Digital signature, & e-Safe

SECURITY PRODUCTS

LinSecure

Solution of **electronic safe box,** French law compliant
(for on-line gambling, ARJEL)

LinPKi

Service for digital trust that includes **PKI (EJBCA)** and **RA (LinRA)** applications.

LinSign

Software to create and manage **electronic signatures**

www.linpki.org

Petals: open source enterprise service bus (ESB)

An elastic **Service Oriented Architecture** infrastructure to support enterprise services interactions and bring the **Web Oriented Architecture** in your business

www.petals.ow2.org

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LinId: identity and access management (IAM)

LinID

LinID DIRECTORY MANAGER

Built as a framework for LDAP based editing applications, LinID Directory Manager **provides** a **simple environment** for **developing ready to use web interfaces** built on top of a **LDAPv3 compliant directory**.

LinID OpenLDAP MANAGER

The **unique** free **OpenLDAP config web administration console** in the world!
Built on top of LinID Directory Manager, it allows to **configure OpenLDAP** without direct access to the server.

OTHER LINID COMPONENTS

- **LDAP Synchronization Connector**: synchronize identities between databases, files and LDAP directories
- **OpenLDAP**: a performant and stable LDAP directory
- **LDAP Tool Box**: tools to manage LDAP directories
- **LemonLDAP::NG**: WebSSO, Access control and Identity federation

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MINISTÈRE DE L'ÉCONOMIE ET DES FINANCES

Gendarmerie nationale

Lagardère

www.linid.org

Linagora Studio, Consulting, Services & Training

LINAGORA LINSTUDIO
ebusiness consulting & open source web integration

- Digital strategy and project management,
- Architecture, user experience, mobility, e-commerce,
- Technical integration.

LINAGORA CONSULTING
open source governance

- Open Source technology master plan,
- Choice of technologies,
- Legal Advice.

LINAGORA SERVICES
development & integration

- Case study, Integration, Development, Customization
- Infrastructure, Workstation, Virtualization, Application, Supervision

LINAGORA TRAINING
the best way to improve your professional skills

- **60** training cycles including:
  - LPI certification, OBM, LinID, LinPKI, Petals,
  - Drupal MasterClass,
- > **95%** satisfaction,
- **6** offices: Paris, Lyon, Marseille, Toulouse, Bordeaux, Brussels.

OSSA: Open Source Software Assurance

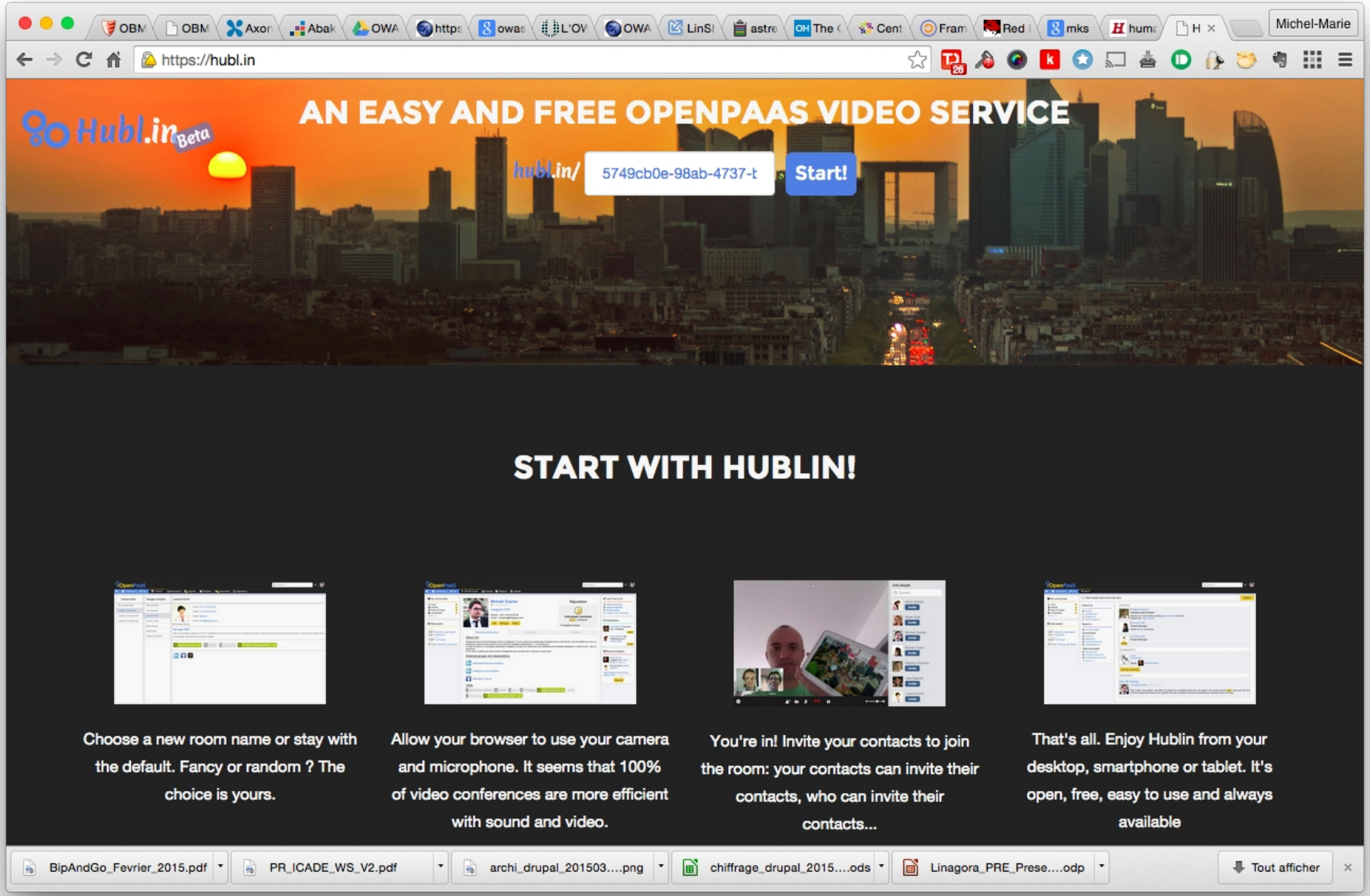
OSSA maintains and support over **400 open source** software!

GSafe: secured digital vault

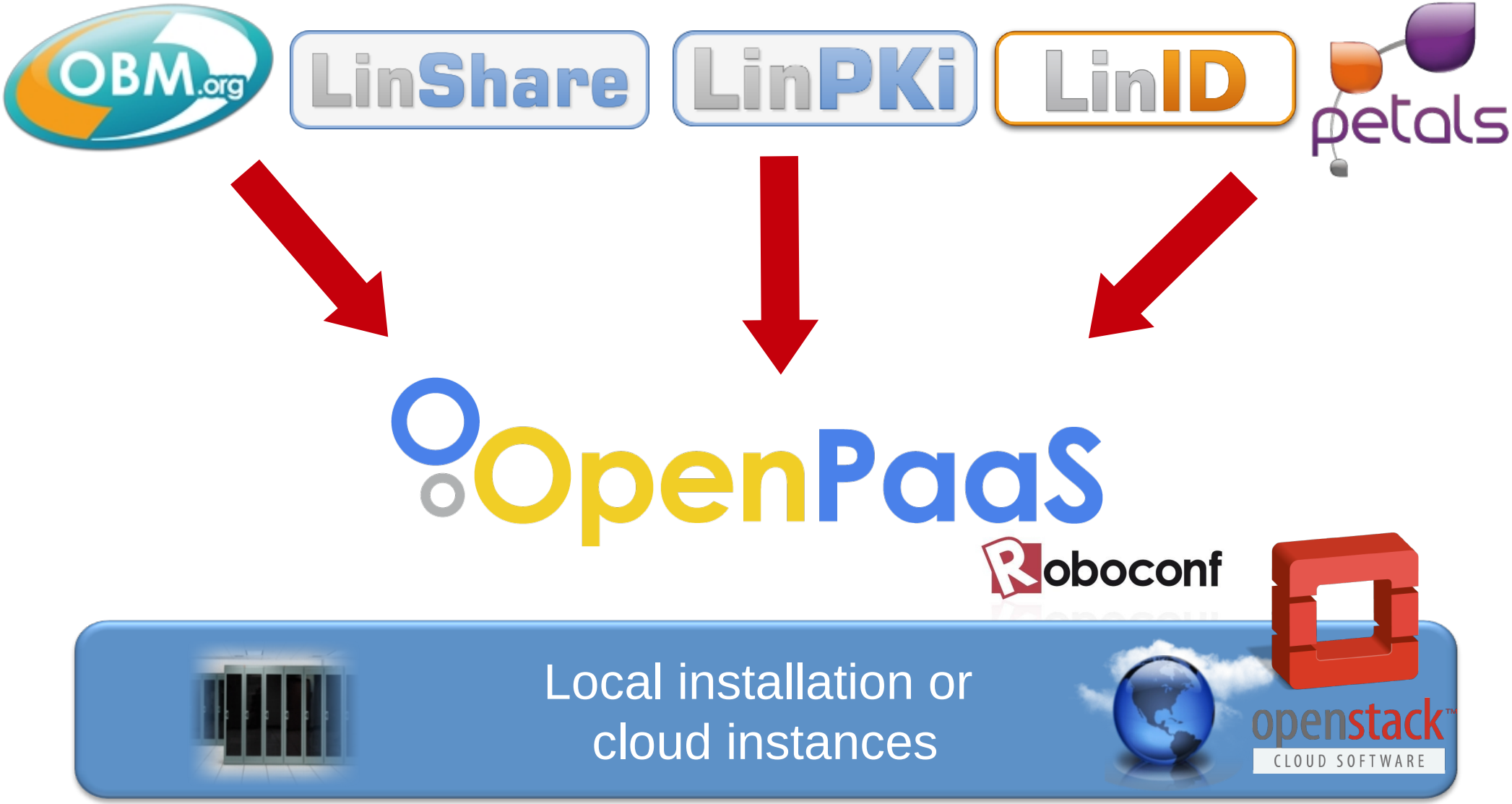
A secured digital vault, based on
open source & open standards to ensure
Government & Companies Independancy

- GSafe is the next generation of LinShare.org product
- Digital vault developped for the Cloud Computing
- Centralised service for verification and validation of digital signature and certified document tracking
- Watermarking capabilities compliant with the "What you see is what you sign" requirement.

Hubl.in: videoconferencing in the Cloud



OpenPaaS: open source entreprise social platform

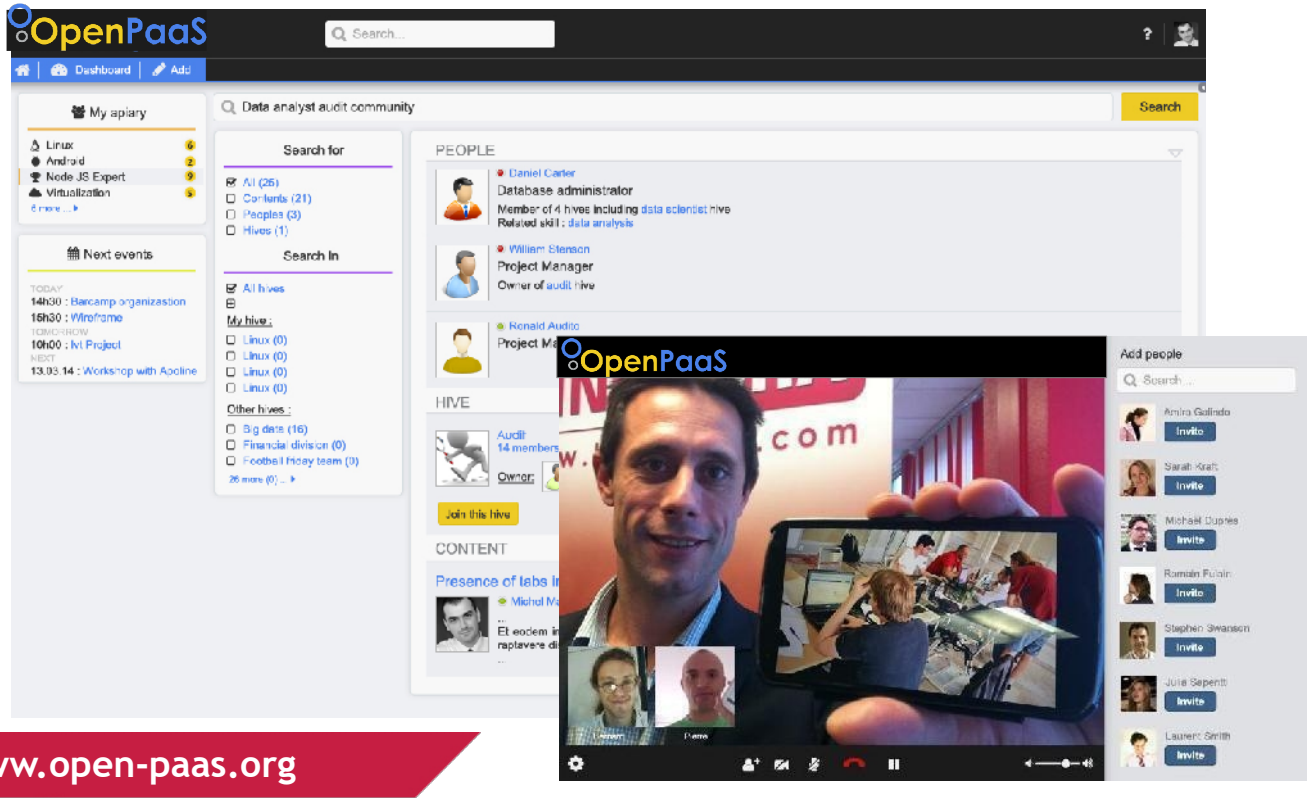


OpenPaaS: open source entreprise social platform

Social Enterprise Network

Open API

Cloud

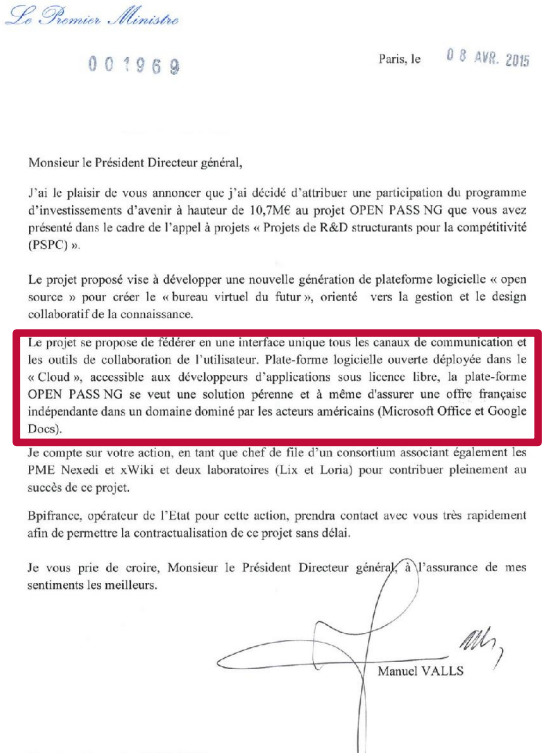


- Contacts
- Calendar
- Social Network
- Messaging
- Meeting room
- Search Form
- Videoconference
- Wizard forms

www.open-paas.org

Open PaaS: French Government granted 10.5M€

OpenPaaS



Le Premier Ministre

001969

Paris, le 08 AVR. 2015

Monsieur le Président Directeur général,

J'ai le plaisir de vous annoncer que j'ai décidé d'attribuer une participation du programme d'investissements d'avenir à hauteur de 10,7M€ au projet OPEN PASS NG que vous avez présenté dans le cadre de l'appel à projets « Projets de R&D structurants pour la compétitivité (PSPC) ».

Le projet proposé vise à développer une nouvelle génération de plateforme logicielle « open source » pour créer le « bureau virtuel du futur », orienté vers la gestion et le design collaboratif de la connaissance.

Le projet se propose de fédérer en une interface unique tous les canaux de communication et les outils de collaboration de l'utilisateur. Plate-forme logicielle ouverte déployée dans le « Cloud », accessible aux développeurs d'applications sous licence libre, la plate-forme OPEN PASS NG se veut une solution pérenne et à même d'assurer une offre française indépendante dans un domaine dominé par les acteurs américains (Microsoft Office et Google Docs).

Je compte sur votre action, en tant que chef de file d'un consortium associant également les PME Nexedi et xWiki et deux laboratoires (Lix et Loria) pour contribuer pleinement au succès de ce projet.

Bpifrance, opérateur de l'Etat pour cette action, prendra contact avec vous très rapidement afin de permettre la contractualisation de ce projet sans délai.

Je vous prie de croire, Monsieur le Président Directeur général, à l'assurance de mes sentiments les meilleurs.

Manuel VALLS

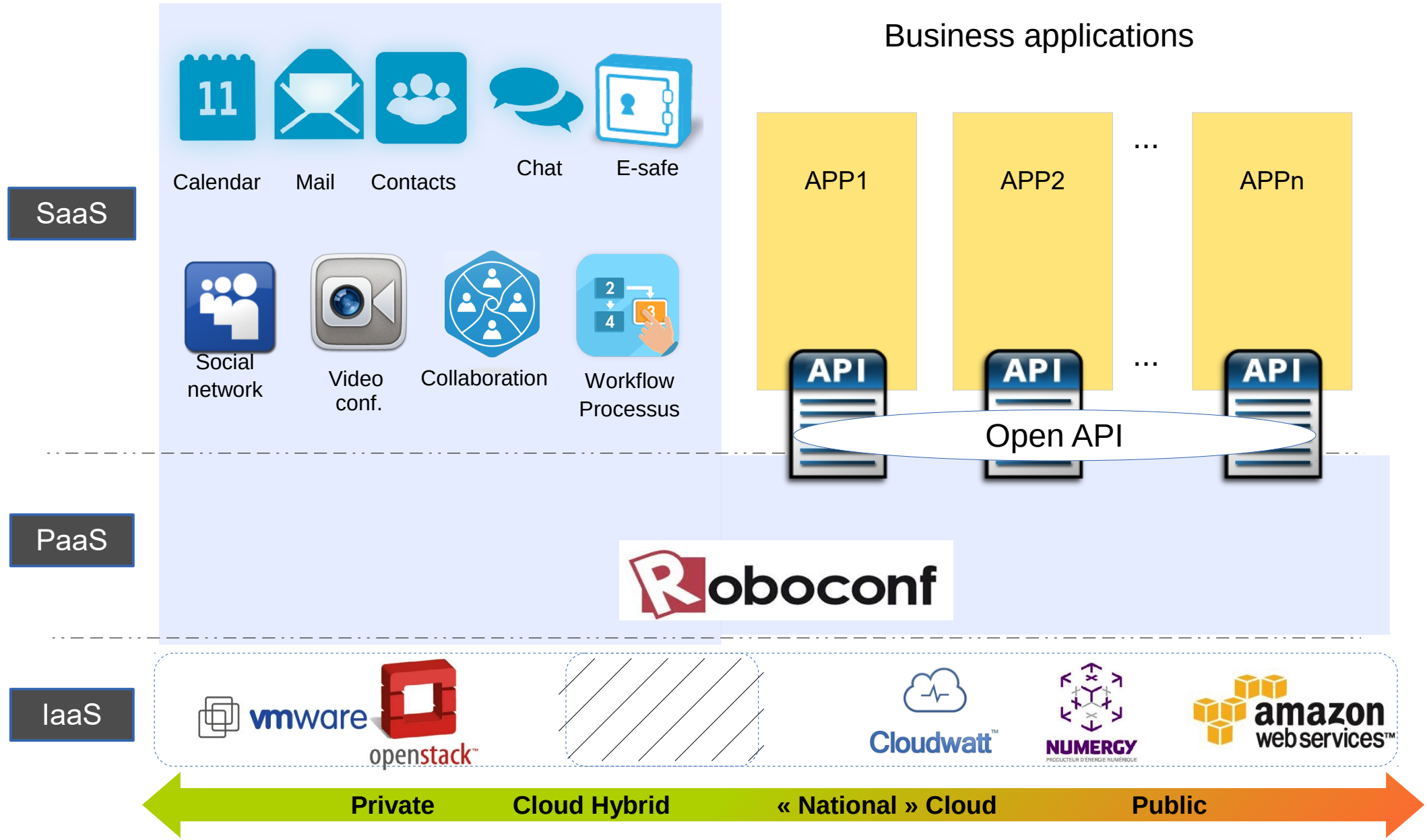
The goal of the project is to **federate in an unique interface**, all communication canals and collaboration tools of the user. As an **open source software platform deployed in the Cloud**, accessible by the **developers of open source applications**, OpenPaaS::NG is a **sustainable solution** which guarantee **an independent french offer in a field dominated by US providers** (Microsoft Office and Google Docs)

LINAGORA

INVESTISSEMENTS D'AVENIR

bpifrance

OpenPaaS: a virtual desktop in the Cloud



Linagora Vietnam

LINAGORA VIETNAM

LINAGORA IS READY FOR VIETNAMESE MARKET !

Our partners in Vietnam

- *Bach Khoa University*
- *Ministry of Transport*
- *Ministry of Science and Technology*
- *City of Danang*
- *Vietnam Open Source Professional Association*
- *IT Company HaproInfo*
- *IT Company Hanel DTT*

14 people work for Linagora Vietnam!

Why Vietnam?

Favorable political context

- *Vietnam's vision for 2020: Become a strong IT nation*
- *A clear policy towards open source technology*
- *An essential actor of ASEAN*

Innovative and skilled people

Dynamic Open Source ecosystem

Vietnam is a strategic country for Linagora !

Political context favorable to Open Source

ICT Industry Development program 2020* gives the priority to develop Vietnamese software based on Open Source

MIC recommends to use OSS in public administration**

OBM, Linagora email solution, is in the list of the 31 recommended software

**392/QĐ-TTg of 27 March 2015*
***Decree 20/2014/TT-BTTTT*

Phụ lục
DANH MỤC CÁC SẢN PHẨM PHẦN MỀM NGUỒN MỞ ĐƯỢC ƯU TIÊN MUA SẮM, SỬ DỤNG TRONG CƠ QUAN, TỔ CHỨC NHÀ NƯỚC
(Ban hành kèm theo Thông tư số 20 /2014/TT-BTTTT ngày 5 tháng 12 năm 2014 của Bộ trưởng Bộ Thông tin và Truyền thông)

TT	Loại phần mềm		Sản phẩm phần mềm nguồn mở được ưu tiên	
1	Hệ điều hành máy chủ		1.1	CentOS Phiên bản 6.5 trở về sau
			1.2	Debian Phiên bản 7.2 trở về sau
2	Hệ điều hành máy trạm		2.1	Ubuntu Phiên bản 8.10 trở về sau
			2.2	Fedora Phiên bản 19 trở về sau
3	Cơ sở dữ liệu	Hệ quản trị cơ sở dữ liệu	3.1	PostgreSQL Phiên bản 9.3.4 trở về sau
			3.2	MySQL Phiên bản 5.1 trở về sau
			3.3	MariaDB Phiên bản 5.5.34 trở về sau
		Hệ quản trị cơ sở dữ liệu lớn	3.4	MongoDB Phiên bản 2.4 trở về sau
			3.5	Hadoop Phiên bản 2.2.0 trở về sau
4	Hệ thống phần mềm thư điện tử máy chủ		4.1	Zimbra Phiên bản 8.5 trở về sau
			4.2	OBM Phiên bản 2.5.5 trở về sau
			4.3	Sendmail Phiên bản 8.13 trở về sau
			4.4	Postfix Phiên bản 2.5 trở về sau
5	Quản trị nội dung	Hệ quản trị nội dung và tài liệu (Content Management System)	5.1	Alfresco Phiên bản 4.0 trở về sau

More and more Vietnamese organizations are switching to Open Source !

Open Source Training Program at Bach Khoa Hanoi

OPEN ! UP

- 40 students are trainned on Open Source during 2 years
- A labroom with 20 new PCs is equiped for learning and researching
- Teachers are experts in Open Source who have a lot of experiences
- Syllabus includes Linux Administration, Open Source IT infrastructure, Web Development and Cloud Computing
- Intership and job opportunities in Linagora or our partner all over the world are provided

40 dynamic students selected for Open Up!

Our achievements

OBM recommended for use by **Ministry of Information and Communication** (Article 20/2014/TT-BTTTT)

Partnership with **HANEL DTT** to deploy a collaborative solution for the public sector

Partnership with **HaproInfo i**n commercializing Hubl.in-the video conference product in Vietnam

Collaboration with **IT center – Ministry of Transport** in E-Gov and Open Source software

Open Source Program to train 40 students/year with **Bach Khoa Hanoi** (SoICT/HUST)

Proof of Concept of messaging solution for **Da Nang City**, with **5000 users**

Presentation and Demo about Email and Encryption for Ministry of Public Security

Linagora commits to accelerate cooperation in Vietnam!

Our plans

Expand the **« Open Up ! »** open source training program with other Vietnamese universities and schools

Develop cooperation with **Vietnamese public agencies** through training and technological transfer

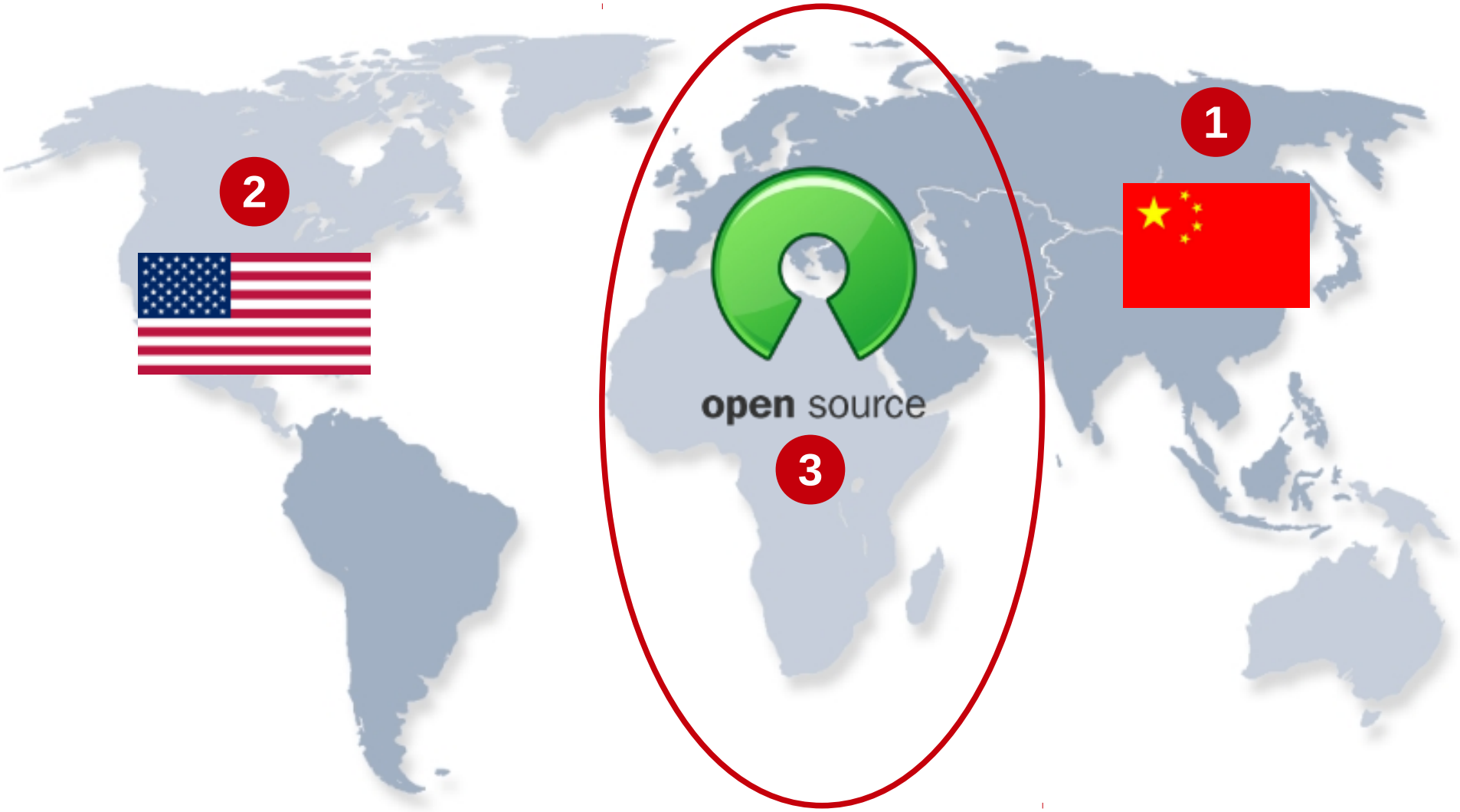
Set up a **20 member research team in Vietnam** by the end of 2016

Promote the reactivation of the **IT Joint Commitee between France and Vietnam** in the field of E-Gov and Open Gov

Boost cooperation to build **a secured E-Gov Platform using Open Source Software** for Vietnamese Governement

Why using Open Source?

Why Open Source in Vietnam?

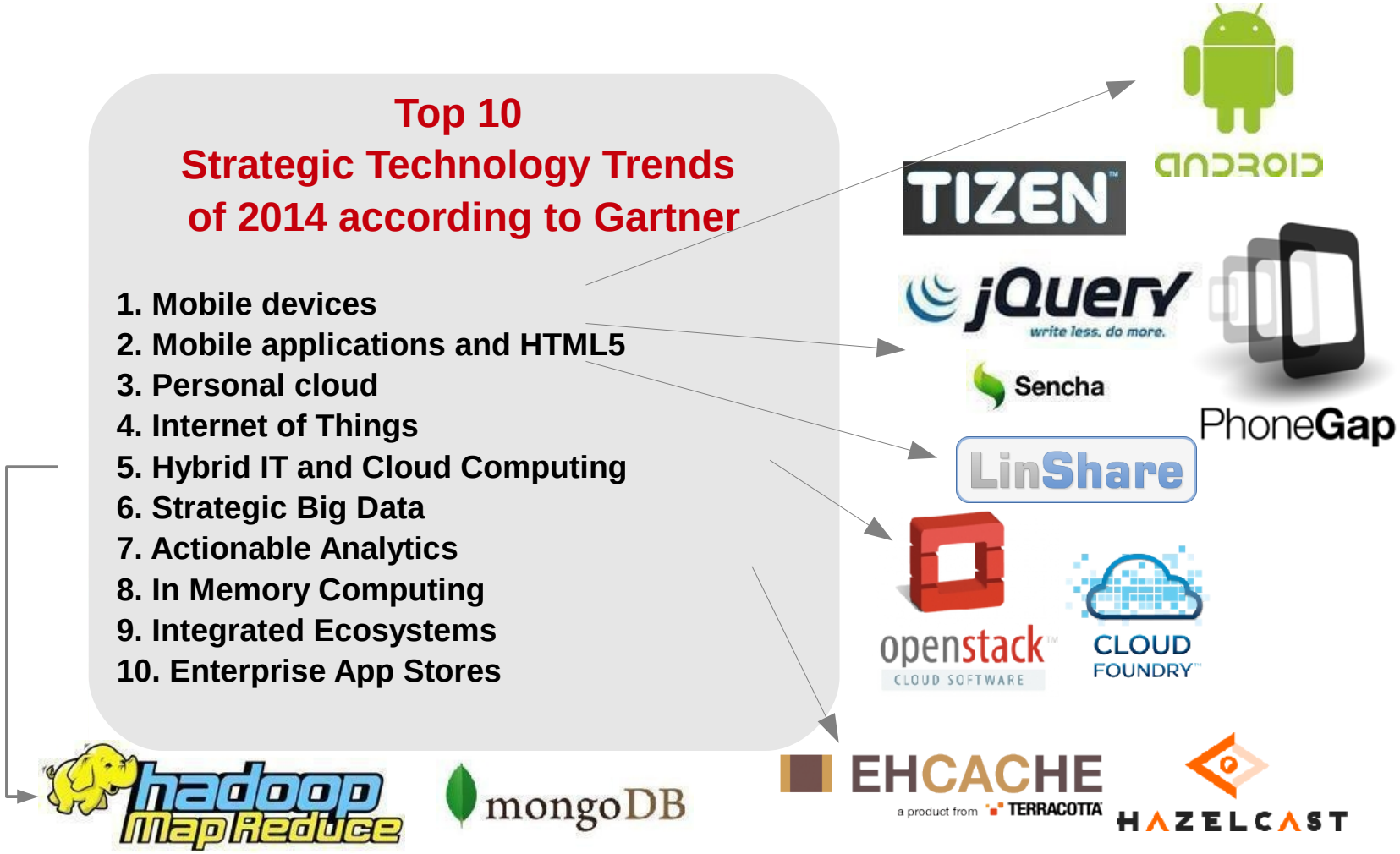


There is an alternative technological route based on Open Source and International Cooperation

Open Source is at the heart of innovation

Top 10 Strategic Technology Trends of 2014 according to Gartner

1. Mobile devices
2. Mobile applications and HTML5
3. Personal cloud
4. Internet of Things
5. Hybrid IT and Cloud Computing
6. Strategic Big Data
7. Actionable Analytics
8. In Memory Computing
9. Integrated Ecosystems
10. Enterprise App Stores



All the Internet giants use and develop massively Open Source Technologies

Thank you for your attention!

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Hoan Kiem District, Hanoi

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@LinViet

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