



# **Certified as a LibreOffice professional - a win/win/win situation for the community**

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LibreOffice (TDF)**



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- Co-Chair LibreOffice Certification Committee (TDF)
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- Former Head of CC Software & Services in the financial services IT industry
- Master in Computer Science (AI) and Economics of the Technical University of Kaiserslautern & DFKI

# LibreOffice Project = a COMMUNITY of three Stakeholder

There are three main stakeholder in the LibreOffice Project:

- \* First and foremost: **Users** (private, professional, offline/online ...)
- \* **THE Community** (world wide participants to develop the product)
- \* an **ecosystem**, which guarantees the support & services for profs



*"What was first, a big migration project or the local LibreOffice ecosystem? The Discussion of a chicken or egg dilemma and its overwhelming solution"*



## Abstract

The focus of this Asian LibreOffice Conf is business. So I want to discuss this issue from the "genesis" side, how to start bizz with LibO and what are the problems and needs for it? Where are countries with experiences with this situation and how was it solved, which answer gives the Libreoffice certification program to this and why is the community the key solution?



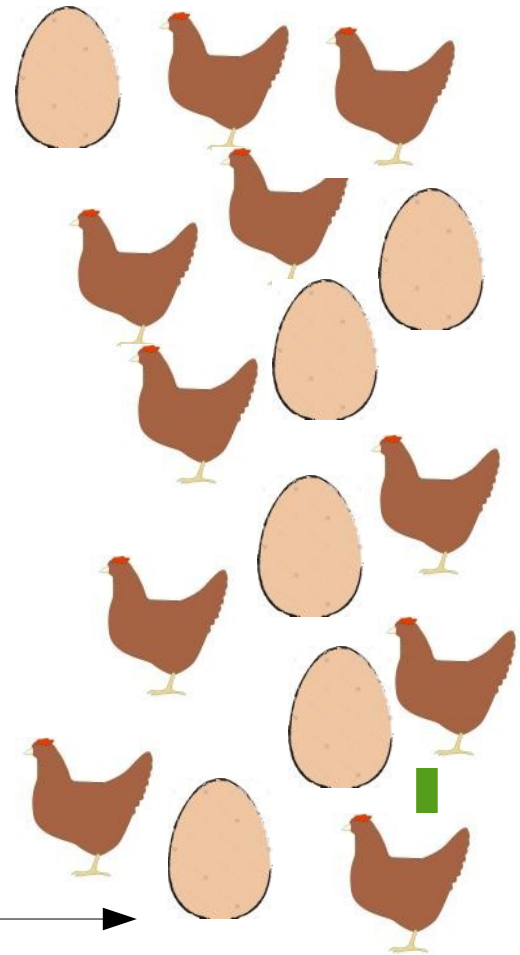
# Genesis – from dust to chicken&eggs



LibO Community  
Bizz-Ecosystem



Big Migration  
Project  
to LibO  
(professional  
deployment)

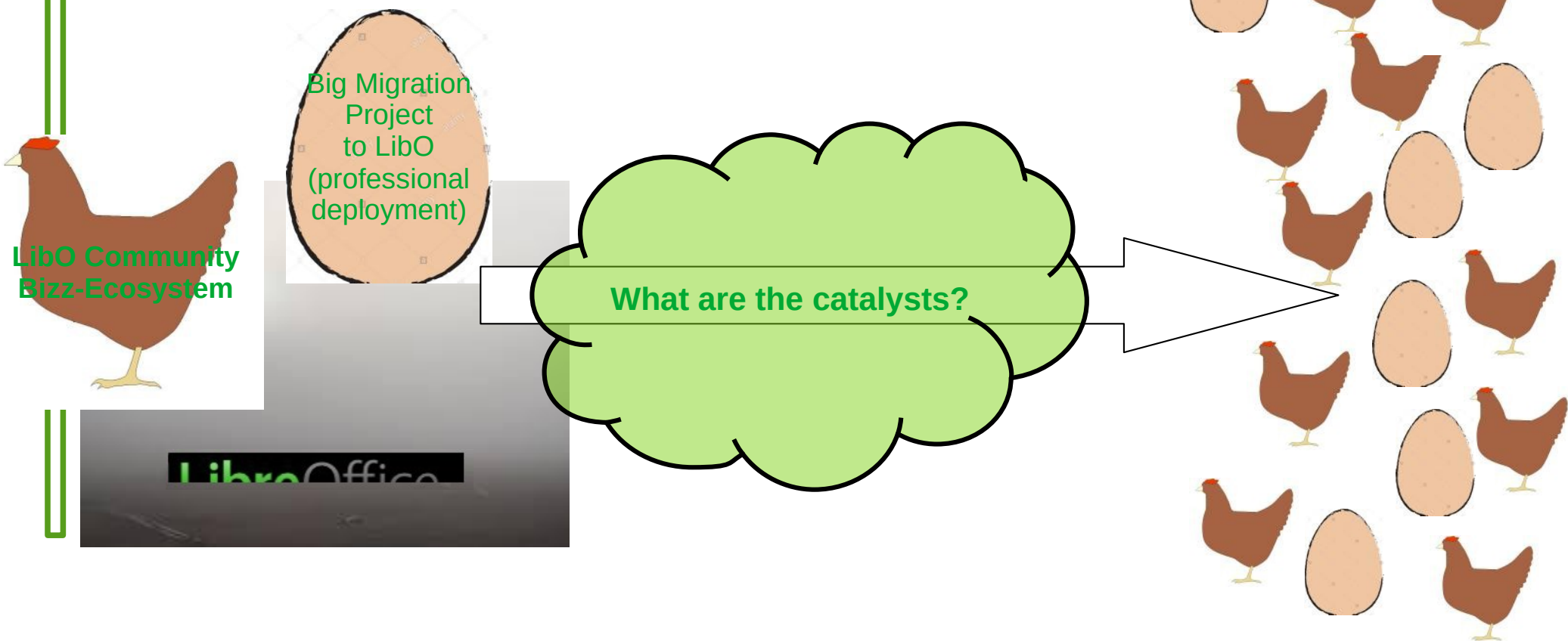


“... as time goes by”





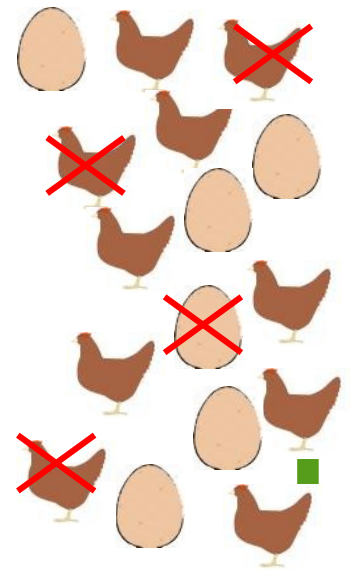
# Evolution: Market development – with no chicken or egg dilemma



# Role models – learning from existing /vital markets (catalysts)



- Germany ( me:-) since ~2000 )
  - FrODev with a lot of honored com members (Thomas, Jacqueline, Florian, Thorsten et al.) (anchor persons, a local community organization)
  - Star Division, Sun Market Develop./Partner Mgmt. (anchor companies)
  - Lighthouse projects like “City of Munich”, Department of State ... (driver Public Affairs)
  - depression in the ecosystem, cost sensitivity, awareness of vendor lock in, ODF format (the NEED in prof. environments)
  - Now a days: a professional lobbyist , certified migrators, trainers, developers/support (the ANSWER for prof. environments)
- Is Germany really still a role model?  
The evolution never stops ... LOL







# LibreOffice Certification



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## THE DOCUMENT FOUNDATION

Certification Project Management by the Certification Committee

Certification Process Managed by TDF

Dev

Migration

Support

Training

*Not provided yet*

Certified Professionals: TDF Members / Third Parties

Migration Projects / Large Deployments & Integrations

Enterprises / Public Administrations / NGOs





# Win / Win / Win - “customers”/user

- With a Certification program there is not just a Win for Community and applicants ...
- ... but also for customers of larger deployments who need added-value services for the product deployment and use (e.g. for the migration, for training courses, for 2nd/3rd level support requests)
- Typical Win elements:
  - In searching know-how Deliverer-Contacts are delivered in the list of certified people
  - Proven quality and experience of the certified people
  - Working with such certified people they secure the contact to and influence on the community/producer of the product
  - Getting ideas of and solutions for challenges in LibreOffice deployments based on similar projects



# Win / Win / Win – THE community

- Typical Win elements:
  - Knowing about projects and deployments around the world
  - Platform for gathering information about what is actually needed, what are pro's and con's , where are shortfall
  - Platform as information channel the other way around: to spread the word or messages to corporate users / deployments
  - Influence on the quality of services delivered to LibreOffice
  - Growing the eco-system of LibreOffice
  - Added-value deliverer as a part of the community
  - Getting valuable contributions / new core developer
  - Proper handling of the „issue-tracking“ process
  - Growing awareness in professional environments



# Win / Win / Win - applicants

- Typical Win elements:
  - Knowing processes and key-persons in the community
  - Acting as a influencer by contributions
  - Get an official proof of the high quality of their know-how
  - Gaining a reward about the track record with LibreOffice ...
  - ... and in consequence a higher „market value“ and market share
  - Listed on LibO-Website , being referenced out of the community
  - Working with an awesome community like this event ;-))





どうもありがとうございます

**Thank you! Further questions?  
Ask for assistance: [lothar.becker@libreoffice.org](mailto:lothar.becker@libreoffice.org)**

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