

# Free desktops for the public sector

How we will reach the next 90%

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# Some significant deployments:

- Germany: City of Munich: 13,000 desktops by 2013
- French Gendarmerie: 85,000 desktops by 2015
- Andalusia & Extremadura, Spain: 200-300,000 desktops in schools

0.0007%

Share of free desktops in the European public sector (Hillenius 2011)



# Why not more free desktops in the first place?



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# Inertia, Pt. 1: The European Commission

- Migration to Windows 7 without a public tender, for EC and 55 other institutions
- “Lock-in? Who, us?”
- “It's just an upgrade”

# Inertia, Pt. 2: Swiss Federal Govt.

- Swiss Federal Office for Buildings and Logistics hands 42 Mio CHF contract to Microsoft without a public tender
- Swiss Federal Court rules: “no competing products available”

# Recent roll-back

- German Foreign Office (2011)
- Swiss Federal Court & Swiss Federal Administrative Court (2009)



# Reasons for roll-back

- Political / management decisions
- Pre-decision in favour of proprietary vendor
- Users and IT staff project underlying tensions on software (related: perception issues)
- Interoperability with other public bodies

# Success factors

- Good planning and execution
- Convinced individuals in the right places
- Links with the regional economy

# How to get to 90.0007%

- Market harder
- Convince key decision makers
- Make sure governments get their policies right
- Fix procurement
- Organise

# Market & convince

- Without lock-in, Free Software companies will have to beat proprietary ones at marketing
- Rather than convincing everyone, find the most important person to convince.

# Policy: Open Standards

Push your government to require Open Standards  
(<http://fsfe.org/os/def>)

- Communication with citizens
- Long-term data storage
- Vendor independence

# Fix procurement (1/2)

At least, public bodies must play by the rules:

- No brand names in tenders
- No negotiated procedures
- “upgrades” are not an excuse

Complain if they don't!

# Fix procurement (2/2)

Even better:

- Government should promote best practices in procurement (e.g. re-use)
- Public bodies should always at least evaluate Free Software
- Free Software framework contracts

# Example: Free Software framework contracts in Sweden

- Concluded in January 2011, with five Swedish SMEs. Covers all levels of public administration
- Vendors checked for their Free Software qualifications
- Public bodies receive unlimited rights to software (source & binaries)



# Organise

- Join a Free Software business association
- If you're in one already, promote cooperation with similar groups elsewhere
- Support FSFE's work

# Thank you!

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# References

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