

Contracting and the GPL

Html2Wiki Case Study

The problem

Company

Billion dollar revenue software company has thousands of pages of documentation locked up in a proprietary system. Needs to transfer it to MediaWiki

Context

The enterprise market is different than dealing with "Mom and Pop" small business customers

- Don't fear

Goal

I want to make it easier for GPL advocates and MediaWiki consultants to do their work while simultaneously maximizing the benefits of that work.

Challenges deep-dive

Challenge 1

Lead Time

Need to build lead time and discovery into your pricing model.

Challenge 2

Payment

Might not get net 14 but that doesn't mean you shouldn't try.

Challenge 3

Insurance

E&O and General liability

Challenges deep-dive

Challenge 4

Challenge 5

Challenge 6



All Your Base Are Belong to Us

Solution

Write details into the agreement
where details are allowed

Master Services Agreement =
standard contract that a lot of the
clients' attorneys effort went into.
Like the contract with the cable
company, you've got to take it or
leave it.

Collaboration & Cooperation

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Impact

Html2Wiki

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mediawiki.org/wiki/Extension:Html2Wiki

freephile.org/wiki/Consulting