



modules. Usually the software 'core' contains frameworks and other common components used by the modules. Over time the functionality provided by modules may be integrated into the core product or the module is made available for free.

The Opsview Approach

Our direction was inspired by the 'freemium' <http://en.wikipedia.org/wiki/Freemium> model adopted by many Web 2.0 companies. Their strategy is to build a large user base around a free product then offer premium priced services to those users who desire the extra value, functionality and risk management these services provide.

We offer a common feature set between each software edition and differentiate between Community and Enterprise versions via the software release process and service offerings.

Opsview Enterprise contains mature features, has a predictable release schedule, a clear road map and is well suited to large, business critical monitoring requirements. Opsview Community is aimed at startups, developers and anyone wanting to evaluate our software or try the latest features.

The functionality offered by the Enterprise version is also extended through Modules. These have the following characteristics:

- Modules are free standing software with their own feature set and documentation
- Modules provide functionality aimed at large systems and enterprise customers
- Modules provide integration with other systems or software

By adopting this model for Opsview we are able to serve our enterprise customers by delivering a software edition targeted at their need for maturity, predictability and accountability; and our community users by continuing to develop and release a free, fully featured product.

Conclusion

The Open Core model provides Opsera with a sustainable business model and solid platform for the continued development of our products in a manner that benefits both our enterprise customers and user community.