

Upstream First

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Why?

marginal cost
=
market price

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open source
=
efficient market

Failure Stories

confidentiality disclaimers

«we're special»

**«It is in my self-interest to
ignore your patch»**

Greg KH, kernel maintainer

**rotating engineers
through projects**

**complicated internal
design compromise**

outright paranoid

denial

**radical
customer orientation**

But my Career!

or product, company, income, ...

no food

be the best

be the best

(pretend to)

wait for bankruptcy

complementary product

CLA

Be First

Upstream First

- open source = efficient market
- radical customer orientation
- complementary non-software product
- years of culture clash
- need to be first

Backup

Stages of Grief

1.denial

2.anger

3.bargaining

4.depression

5.acceptance