



#### **Open Source Sustainability**

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IT Security

Greenbone

Open Source Business Strategy

Questions & Discussion

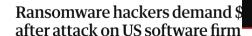


# Greenbone – the world's most widely used European open source IT vulnerability management solution.





## IT Security - every day ...



Between 800 and 1,500 businesses around the world, includi supermarkets and dentists' offices, affected by attack



Between 800 and 1,500 businesses around the world have be ransomware attack centered on the US information technolog

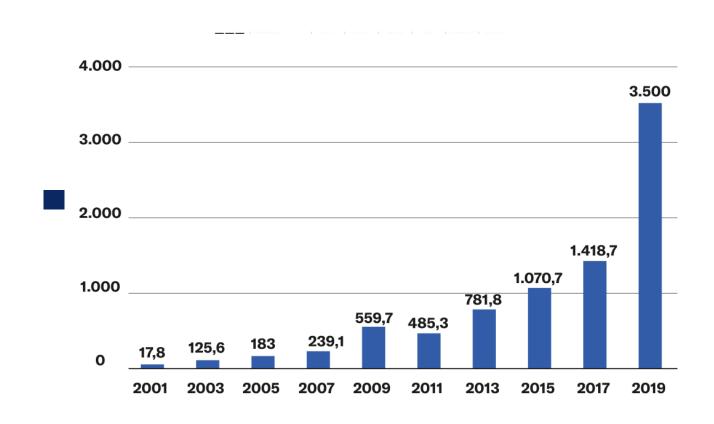


Nobody likes to be that company in the news

### IT Security incidents are expensive

- ✓ The amount of reported financial losses from cybercrime is steadily and significantly increasing.
- ✓ US companies alone reported\$3.5 billion in 2019







## **IT Security Myths**



"Zero Day Attack"
Unknown vulnerabilities are exploited
extremely rarely to target specific systems



Reality:
 Automated tools to find vulnerable systems



#### Our mission: Active safety for our customers

Our products help to significantly reduce the risk and impact of cyber attacks.

Four core functions, perfectly automated:

- ✓ Proactive discovery of systems and services.
- √ Analysis of found targets (> 90,000 tests).
- √ Reports with severity and
- **✓ Proposed solutions.**

Plus: Professional service and support









#### What is Free Software / Open Source?

The four freedoms of free software according to the Free Software Foundation (FSF):

- The freedom to run the program as you wish, for any purpose.
- The freedom to study how the program works, and change it so it does your computing as you wish.
- The freedom to redistribute copies so you can help others
- The freedom to distribute copies of your modified versions to others.

Open Source means companies can give others access to their software code and components without publishing the whole derivate work.

At Greenbone we create Free Software and believe in Open Source



#### Did you know?

Let's look back at the code and communities built on GitHub this year...

Based on the data collection range of October 2019 - September 2020.

56 M+
total developers on
GitHub

6 M+

new repositories created in the last year

Almost every relevant piece of software, relies on Open Source components of Fortune 50 companies use GitHub Enterprise

B+
contributions added
in the last year



#### Open Source Product Strategy at Greenbone

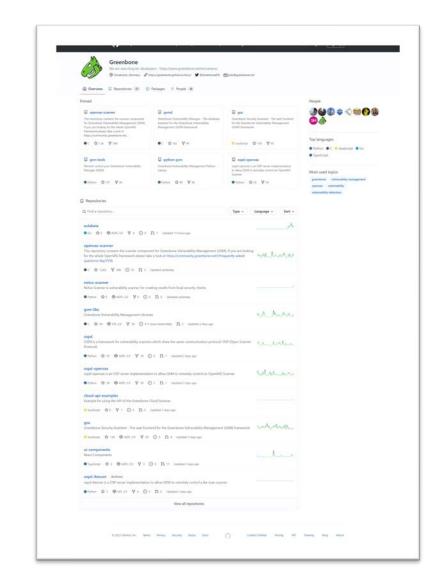
- Greenbone was founded based on Open Source more than 10 years ago
- We rely on open source
- We create open source products
- We do so because we believe this is the best for our customers

#### A Open Source product is a significant advantage



#### Advantage: Transparency

Being able to indepently review the source code, especially for a IT security solution, leads to more confidence and better results.





#### Advantage: Sustainability



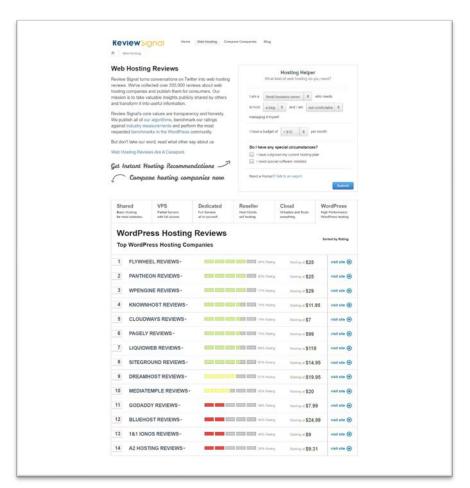
株式会社金剛組 - Kongō Gumi Co., Ltd. was founded 1443 years ago They could use Open Source software for the next 14 centuries, while a closed sourced solution might go out of business much sooner.



#### Advantage: Availability



killedbygoogle.com



reviewsignals.com



#### Commercial Open Source Challenges

Commercial Open Source has some business model challenges.

Most important: How can you generate revenue when the product is free?

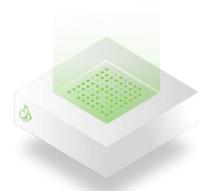
- Hardware Appliance for enterprise customers (on-premise)
- SaaS (for Cloud customers)
- Subscription to Greenbone Security Feed for enterprise customers (our community feed is free)
- Installation, Support & Maintenance



## Products - suitable for every application



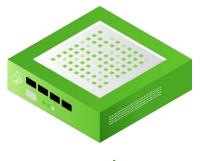
Security tests and policies



Virtual solutions



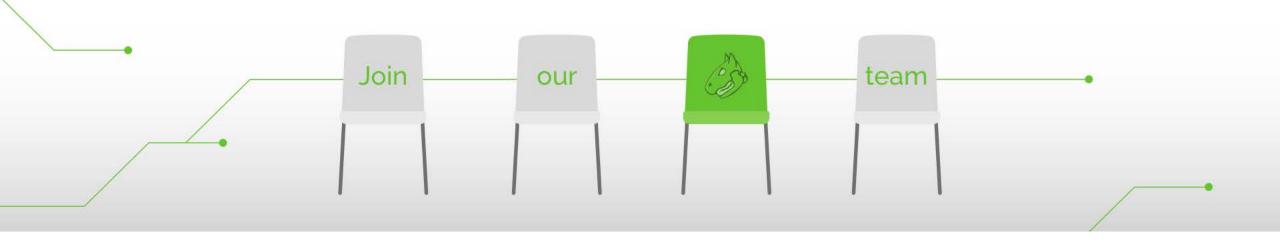
Greenbone SaaS



Hardware



#### We are growing and hiring in Bulgaria



https://www.greenbone.net/en/jobs-bulgaria/





## Ask me Anything ©