



How this would work

(just for demonstration purposes, the math probably makes little sense)

Cost savings

$$C_{io} = S_{io} + E_{io} + M_{io} + L_{io} + H_{io} + T_{io}$$

C is IT cost at firm i with o open source “uptake of FOSS migration”

= equals

S support costs at firm i with o open source “uptake of FOSS migration”

+

E exit costs at firm i with o open source “uptake of FOSS migration”

+

M consulting and customisation costs at firm i with o open source “uptake of FOSS migration”

+

L license costs at firm i with o open source “uptake of FOSS migration”

+

H hardware costs at firm i with o open source “uptake of FOSS migration”

+

T training costs at firm i with o open source “uptake of FOSS migration”

Sales increases

$$P_{io} = (C_{io} + D_{io}) + A_{io}$$

P is profit from IT sales at firm i with o open source “uptake of FOSS migration”

= equals

C IT cost at firm i with o open source “uptake of FOSS migration” (from previous calc, needs to be negative)

+

D development costs at firm i with o open source “uptake of FOSS migration” (needs to be negative)

+

A profit/sales from IT products at firm i with o open source “uptake of FOSS migration”

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