Existing families of FRL

- **Unrestricted**
  - **no conditions on redistribution**
  - **source code usually available**
- **Shareware**
  - **commercial redistribution may be limited**
  - **source code rarely available**
- **GNU Licenses**
  - **license must be propagated; commercial redistribution allowed**
  - **source code must be available**
- **"Not for profit" licenses**
  - **commercial redistribution forbidden**
  - **source code usually available**
- **Aladdin Ghostscript license**
  - **license must be propagated; commercial redistribution forbidden**
  - **source code must be distributed**

Two types of user

Technology-oriented users value ...

- **Basic functionality**
- **Reliability**
- **Adequate documentation**

Task-oriented users value ...

- **Functional richness in the task domain**
- **Reliability**
- **Ease of installation & use**
- **Attractive presentation**
- **Good documentation (including on-line)**
- **Support**

Task-oriented free software -- where is it?

- **Desktop publishing**
  (Frame, Quark Express, PageMaker)
- **Data base**
  (Oracle, Sybase, Informix)
- **Software tools**
  (Purify, ObjectCenter, SPARCworks)
- **E-mail/fax**
  (Delrina)
- **Graphics/presentation**
  (Illustrator, Photoshop, Director)
- **Personal information management**
  (Commence, PackRat, Act)
- **Spreadsheet**
  (Excel, Quattro)

> Intro [intro VG**********]
Mostly socio-economic talk, not technical
Presentation will complement rather than summarize paper
Fasten seat belts & put away flame throwers till the end

> SW economics
Conventional economics doesn't apply to SW:
  0 replication cost => no way to fund development
Conventional SW licensing uses non-market mechanisms (copyright)
  to prevent replication & generate revenue per unit
FRS deliberately forswears this => greater public good
Alternatives: donations; taxes (internal/public); services; market segmenting
  Last 2 are market-based mechanisms; will return to donations later
Identify participants & goals to see how value is generated
Match up different FRLs against these goals
Draw conclusions (for market-based approaches)
Talk about non-market-based alternatives, which are more interesting

> SW process [2 SW process VGs**********]
Identify 5 roles
In this audience, a single person/org. often plays more than one role
But the goals & values of the roles are still distinguishable

> SW & value
Ultimately, SW must serve users [users VG**********]
Users don't care whether software is FR or not!
  But I left "affordable" off the VG, and this can trade off against other
    desirable qualities
Users get value from SW in ways that involve other players
  [users/value VG**********]
How do those other players benefit from FRS? [others' VG**********]

> FRLs
Summarize the 5 types of FRL [FRLs new VG**********]
Paper compares roles' position for each type, except future Authors
  Best off with GPL or AGFPL, which ensure access to future work at the cost
    of prohibiting per-copy compensation
  Next best is Unrestricted
Redistributors are on shaky ground
[Authors & Services VG**********]
Users: 2 groups, differently served [2 users new VG **********]
  Techno users
  Task users

> Summary
Different FRLs provide different market segmentation
Source code availability provides greatest future leverage
Altruism (donations, community taxation) can support FRS creation on the

current scale, but....
Pure FRS generates so little revenue, whether by market or by altruism,
that it does not create SW that is hard/expensive to produce, namely,
SW that serves task-oriented users well [user SW new VG**********]