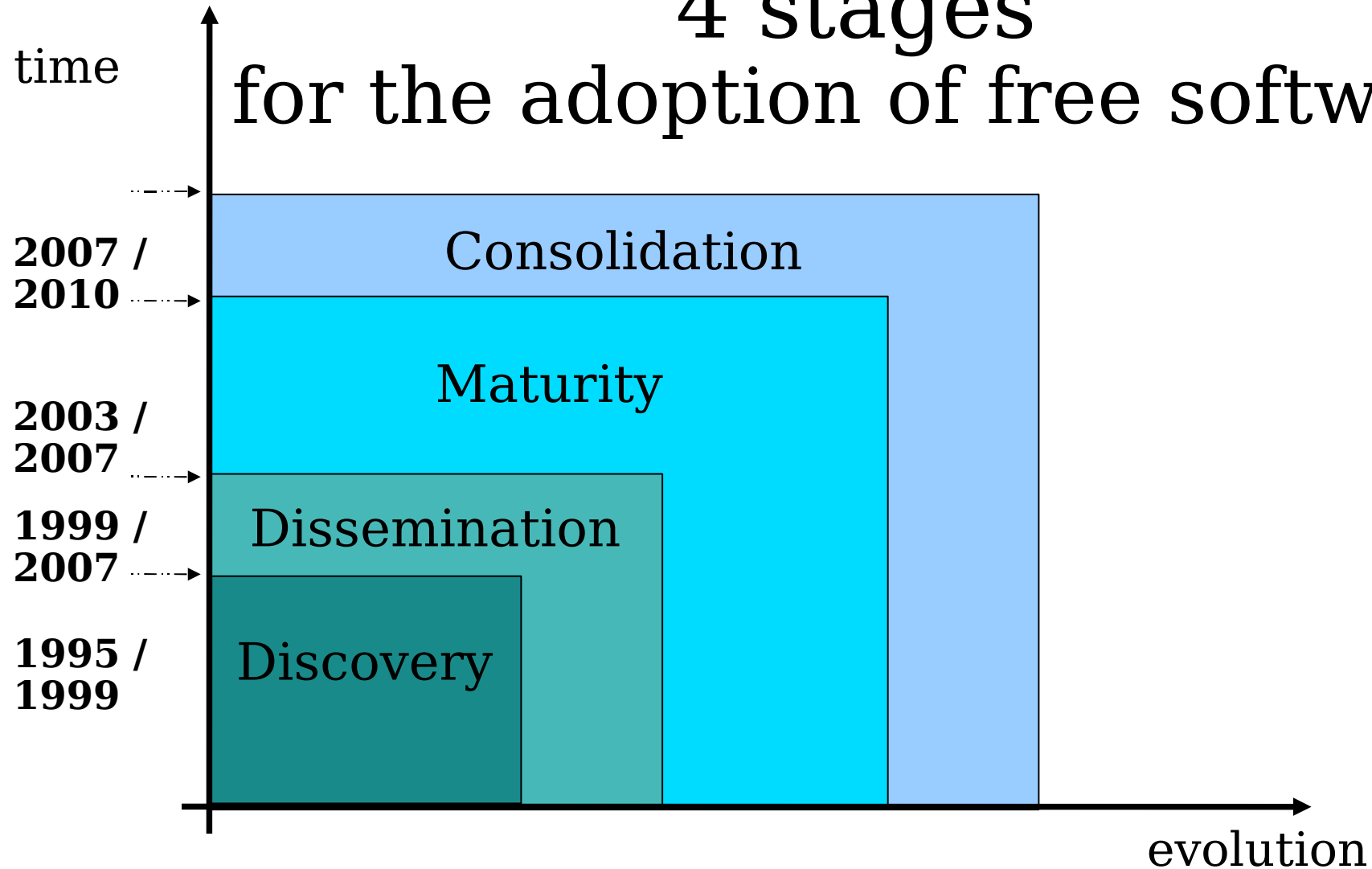


Free Software: The Brazilian Experience

4 stages for the adoption of free software



3 stages for the adoption of free software

UNTIL THE
BEGINNING OF
LULA
ADMINISTRATION

- > No Institutional Support
- > Few Isolated Initiatives
- > Conflict between Organizations

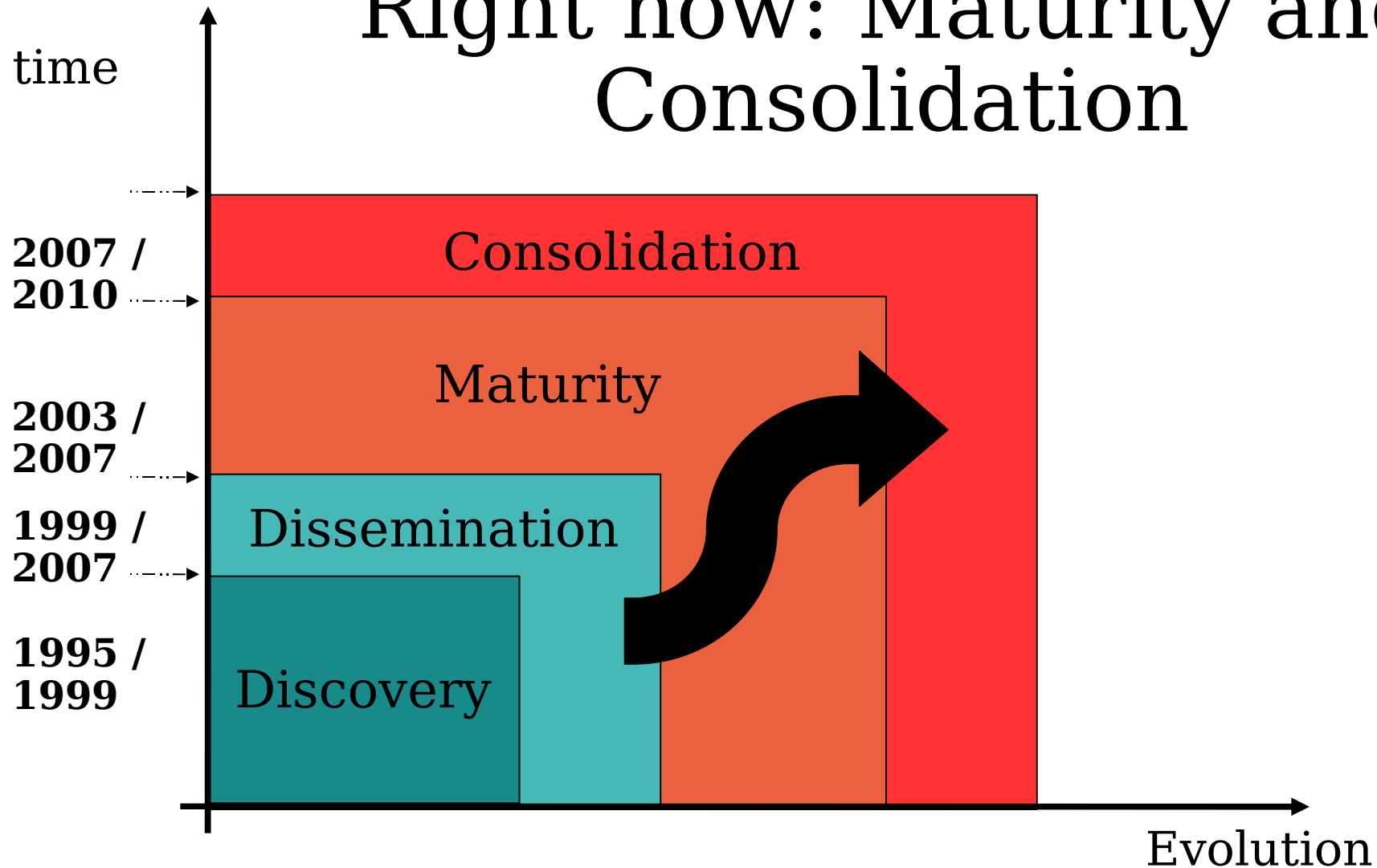
LULA
ADMINISTRATION
FIRST TERM

- Institutional Support:
- > Technical Committee (LAW)
 - > Credit Lines
 - > Many Isolated Initiatives
 - > Conflict between Organizations

LULA
ADMINISTRATION
SECOND TERM

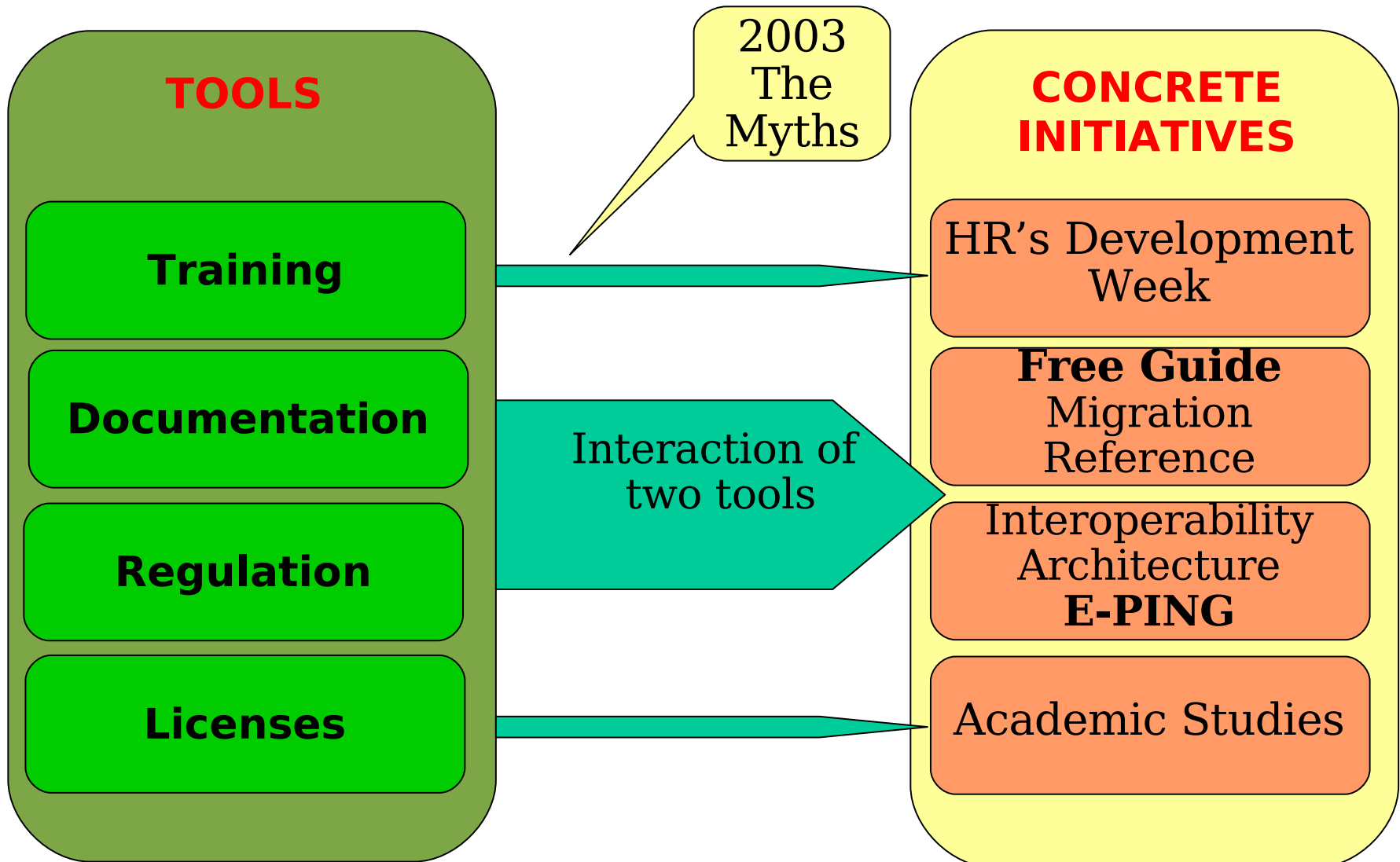
- > Institutional Support Remains
- > Many Collective Initiatives
- > Less Conflict between Organizations

Right now: Maturity and Consolidation



STEP 01 FIGHTING THE MYTHS





Free Guide

Free Software Migration Reference (Brazilian Government)



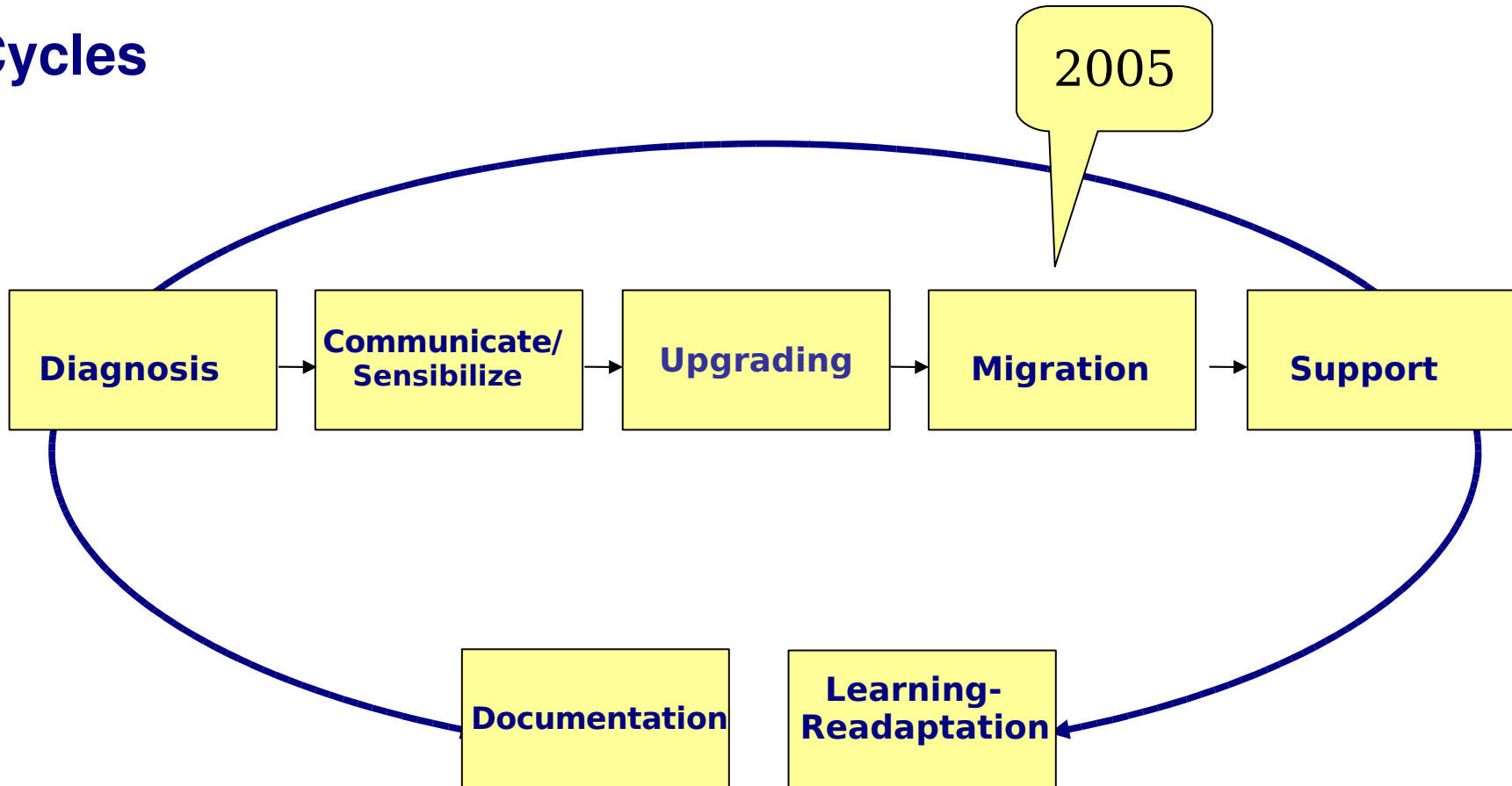
2004

STEP 02 ENVIRONMENT MIGRATION



Free Software Migration Plan

Cycles

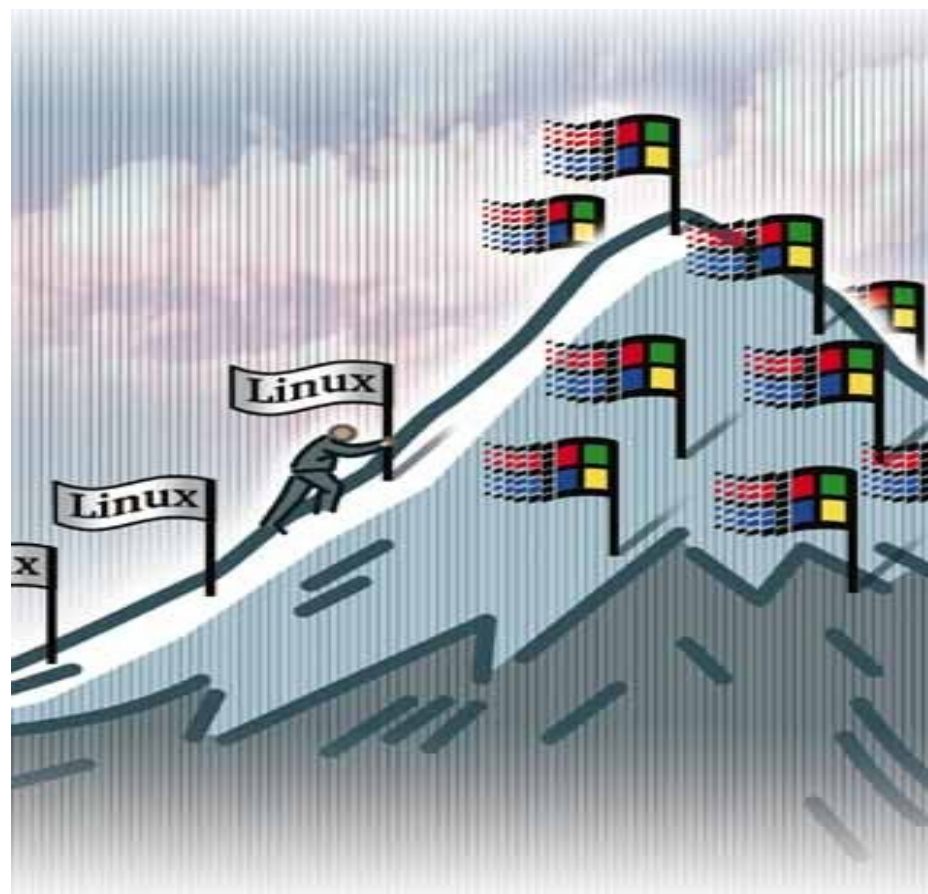


- 2006

- Government United: reply letter to a large circulation national magazine.
- Enhanced strategy for the adoption of Free Software.
- President Lula Letter to the Free Guide (read by the Minister of Science and Technology in the largest Brazilian free software event)

FASE 03

LARGE SCALE ADOPTION



Free software has 3 props

Free Software



Free Ecosystem



Open Standards **Free Licensing**

Community

CONCRETE RESULTS

- **“Computer for All” Initiative**

Last year, the amount of purchased black market software was surpassed by that of official products, for the first time.

25% of the computers purchased through the initiative have free software installed.

CONCRETE RESULTS

- **Informatization of Schools**

The “Infolabs” Initiative, by the Ministry of Education, has provided more than 50.000 computers with free software.

CONCRETE RESULTS

- **Digital Inclusion Initiatives**

The most important digital inclusion initiatives use free software in all the 500 units of public access.

CONCRETE RESULTS

- **Migration for Free Software**

**Banco do Brasil – Migration of all ATM's.
Previdência Social (Social Security) – U\$
10 million saved in 2004, because of the
migration program.**

**Caixa Econômica Federal – Migration of
the Federal Lottery System.**

**Serpro (Federal Government's IT
corporation) – Migration of the entire
management structure.**

FASE 04 FOLLOW-UP THOUGHTS



TO GO AHEAD...



SOFTWARE PÚBLICO

Public Software

A New Economic Cycle

2010

Have you ever thought about this before?

Brazilian Public Software

The Brazilian strategy aims that all public institutions must integrate their efforts in order to gain scale, reduce and share costs, increase speed in growth and productivity, avoid redundant efforts, optimize functionalities, rationalize management, eliminate idleness and attain other benefits.

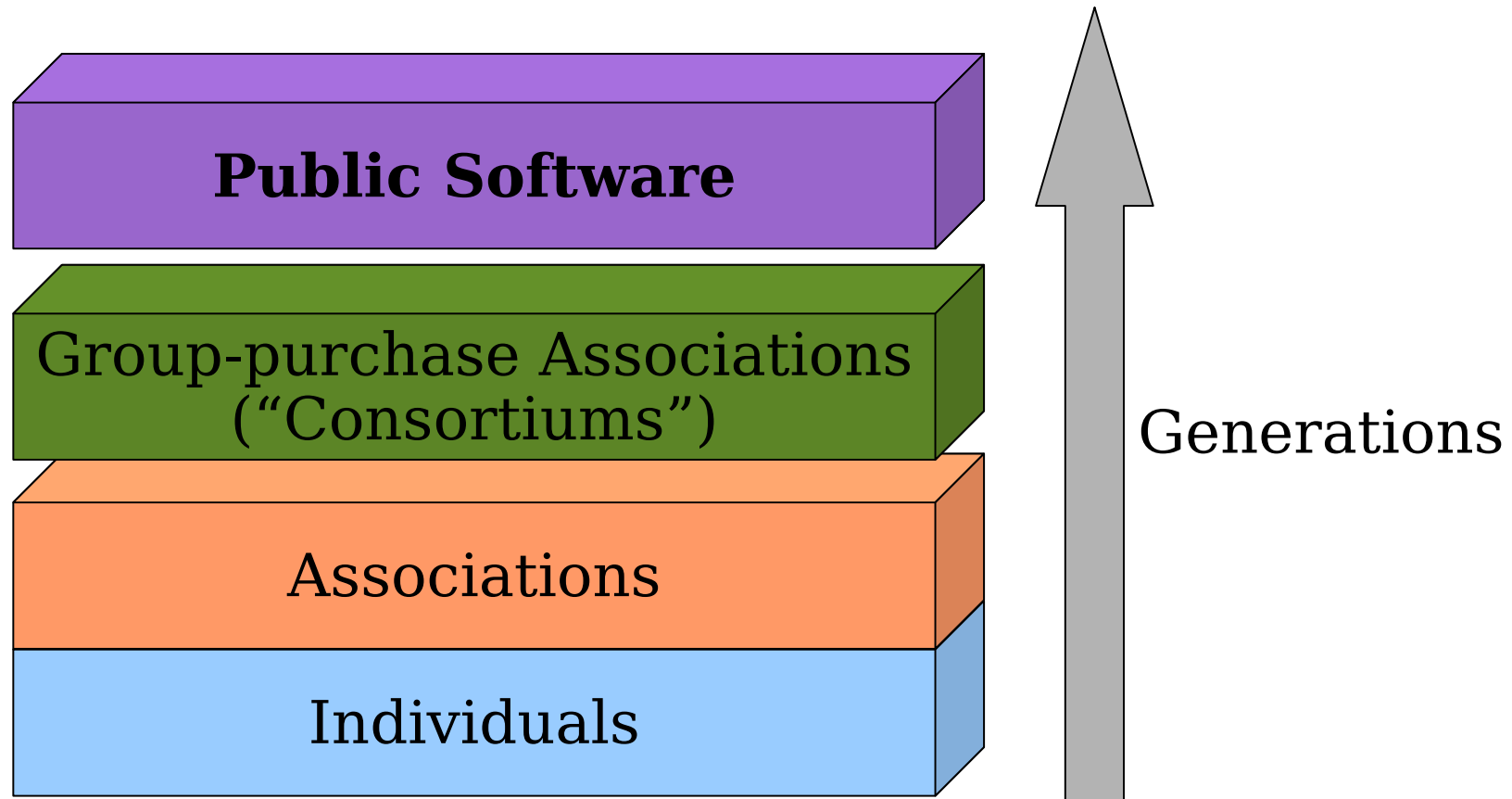
PROCERGS, November 2001.

“Public Goods” – Legal Definition

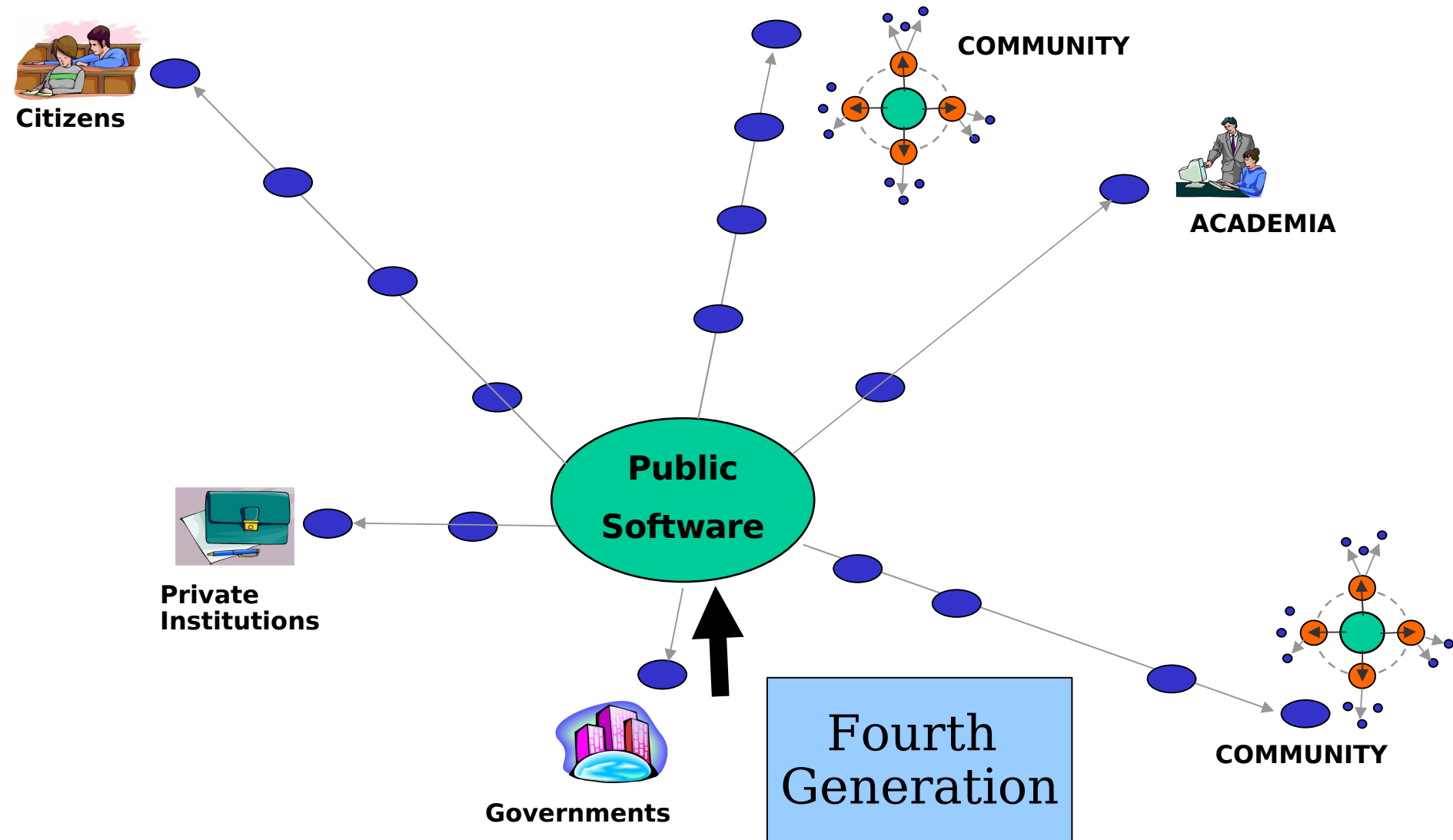
“public are **all national goods pertaining to legal persons ruled by public law**; all other goods are private, no matter whom they belong to.”

Civil Code, art. 98

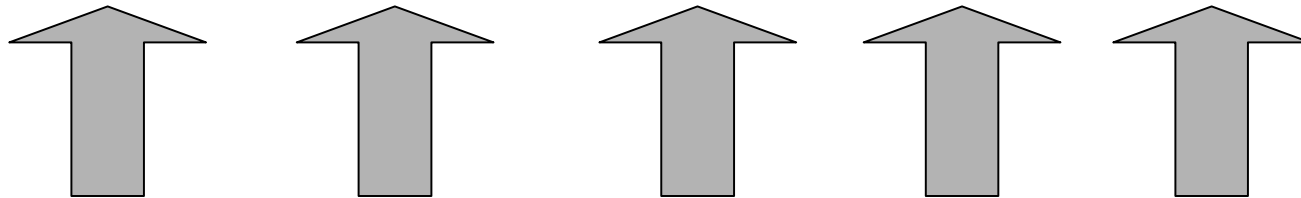
Free Software generations: the 4th Generation



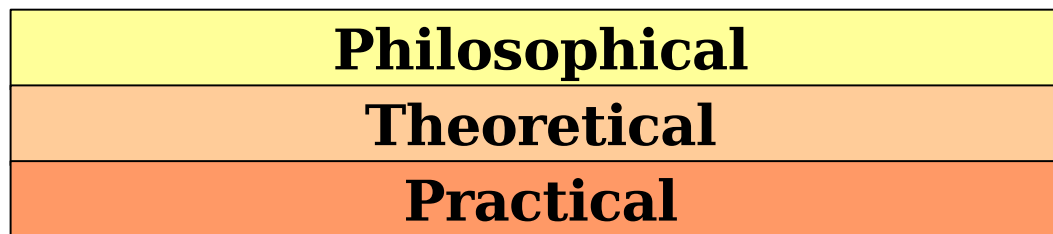
Free Software generations: the 4th Generation



Creating the Concept



ABEP PROCERGS PNAGE CACIC AGROLIVRE



Public Software: Philosophical Vision

“If treated like a public good, public software may unleash a new revolution, which could qualitatively transcend the Industrial Revolution, for it inverts the logic of private appropriation of this Revolution. In fact, we consider the possibility of inverting the path of appropriation itself: from an originally private good into a public one.”

**Felipe Perez – prof. IESA
Venezuela - nov/2005**

Public Software: Theoretical Vision

The theoretical basis for justifying that software developed by the public sector may be shared by the public can be found in the Theory of Public Goods: public good is the one that has **indivisibility** and ***non-competition as its features***. That is, it may be used by all without creating **competition between users for its appropriation**.

MUSGRAVE, R. Public Finance, Rio de Janeiro: Campus, 1980

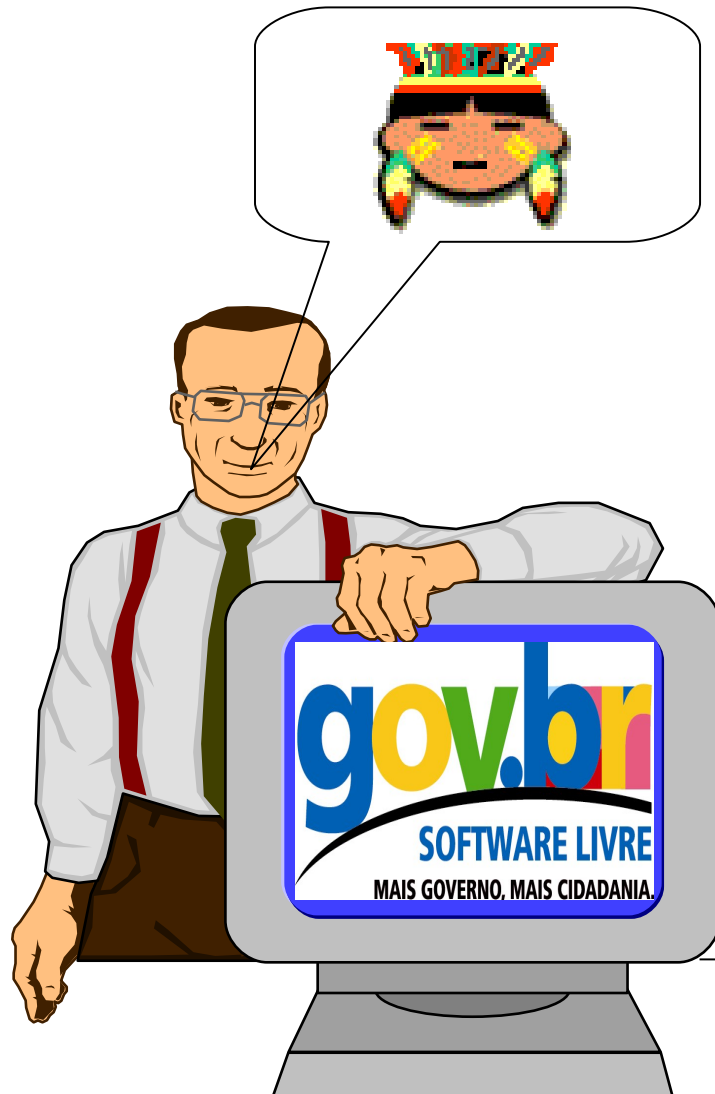
PRIMARY OBJECTIVE

Rationalize Federal State initiatives in order to optimize PNAGE resources through SHARING SOLUTIONS and stimulating federal cooperation.

Among the PREMISSES: SHARING SOLUTIONS promotes the reduction of costs and increases efficiency in the use of resources.

Cooperation: A Federal State is willing to grant, non commercially, any management technology solution for another federal state.

Sharing: Process involving more than one Federal State for the development and/or purchase of a common management technology solution.



CACIC Community - 2006

- more than 10.000 registered.
- 250 institutions under production.
- Other countries: Ecuador, Argentina, Venezuela, Paraguay and Portugal.
- Federal States: Rio de Janeiro, Sergipe, Santa Catarina.
- Cities: Fortaleza, Ourinhos, Diadema, Rio de Janeiro.

More than 400 service providers

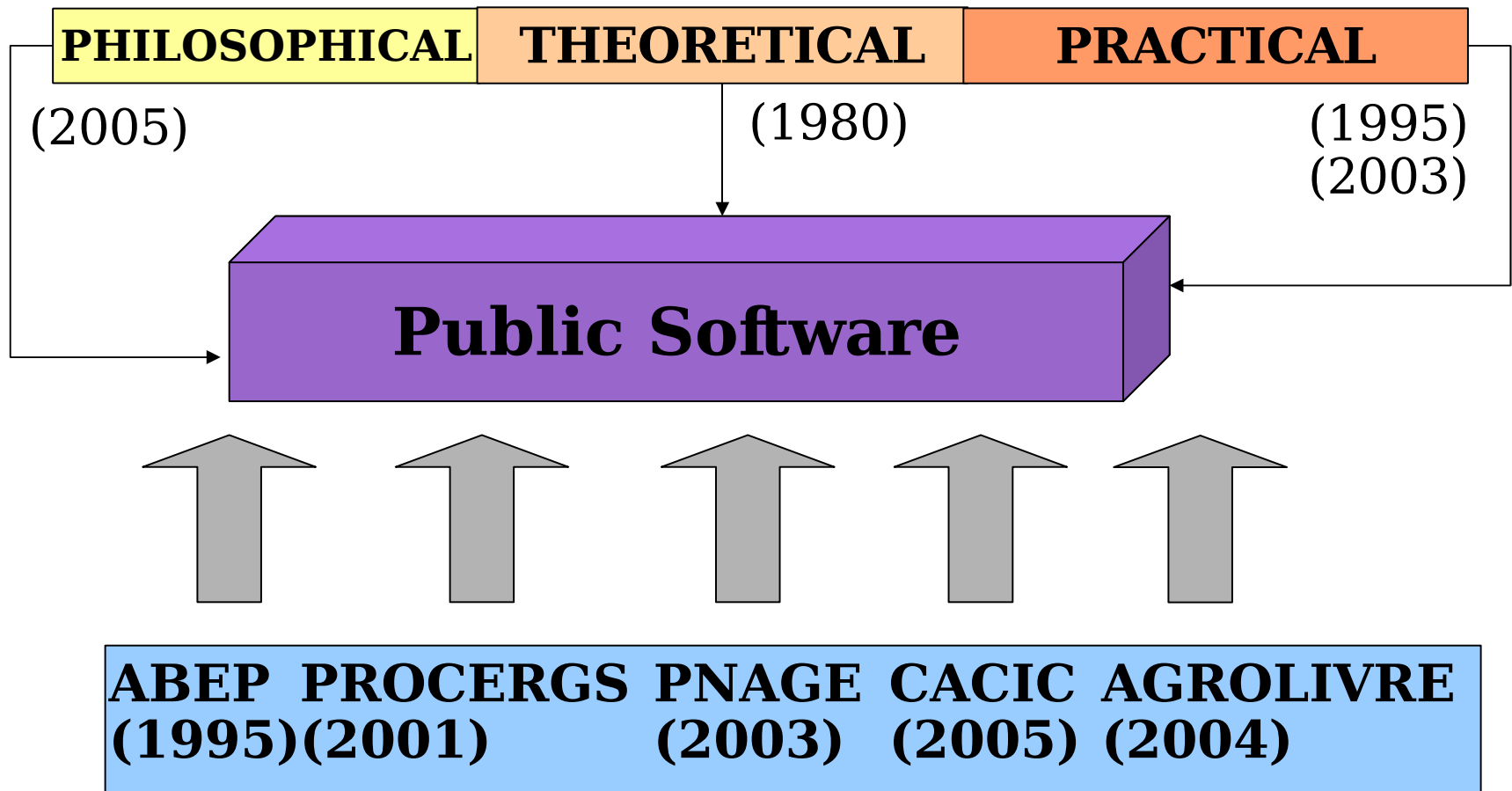
Federal Government Inventory

Public Software: Federal Government

We are **not**, in any way, speaking about the **“principle of history”**. We should not either think that, from the constitution of the CACIC community, we would have vanquished all the challenges to create a Brazilian Public Software System.

Article – the materialization of the public software concept: The CACIC experience.

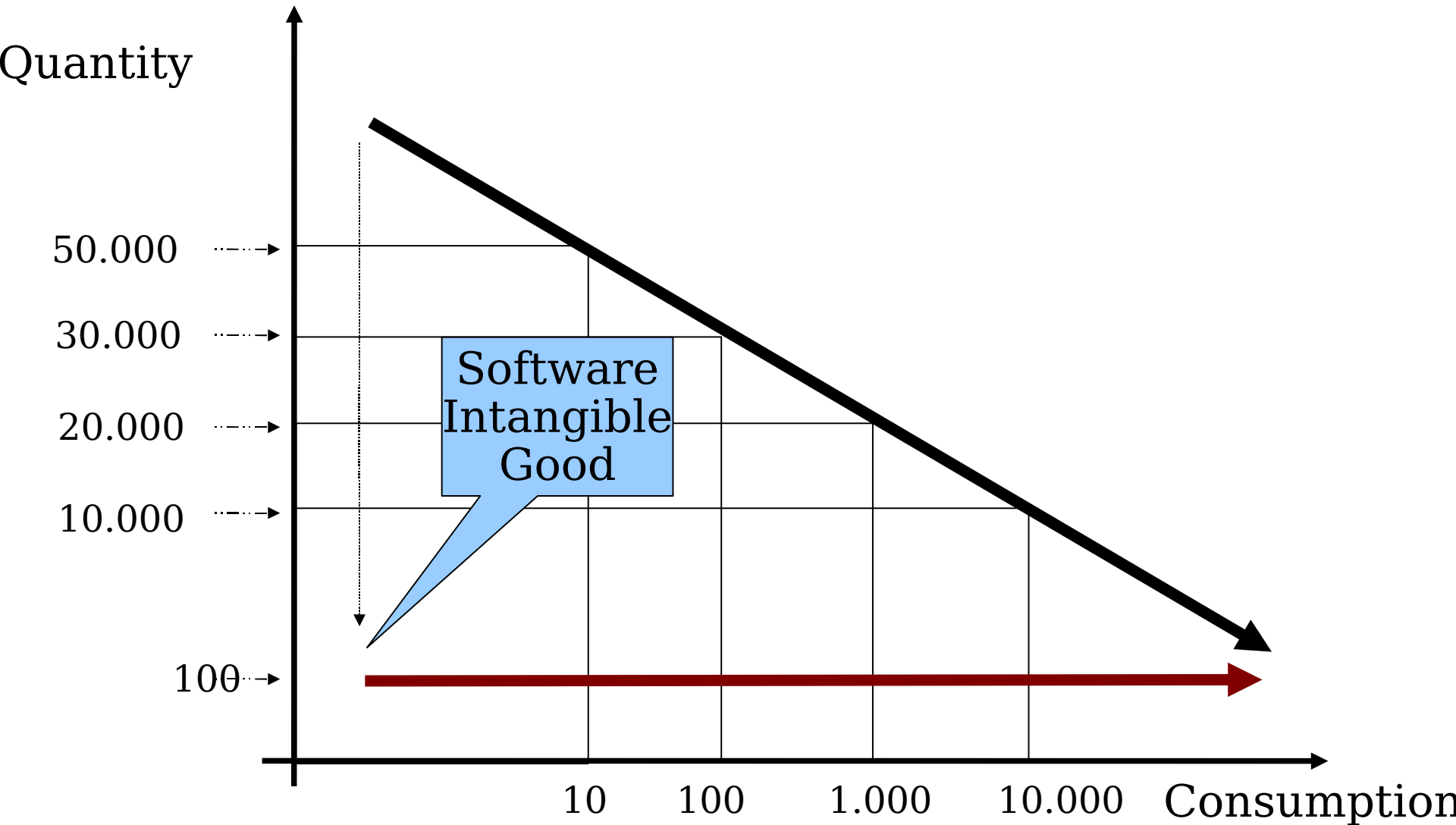
It is by no chance that we have got there...

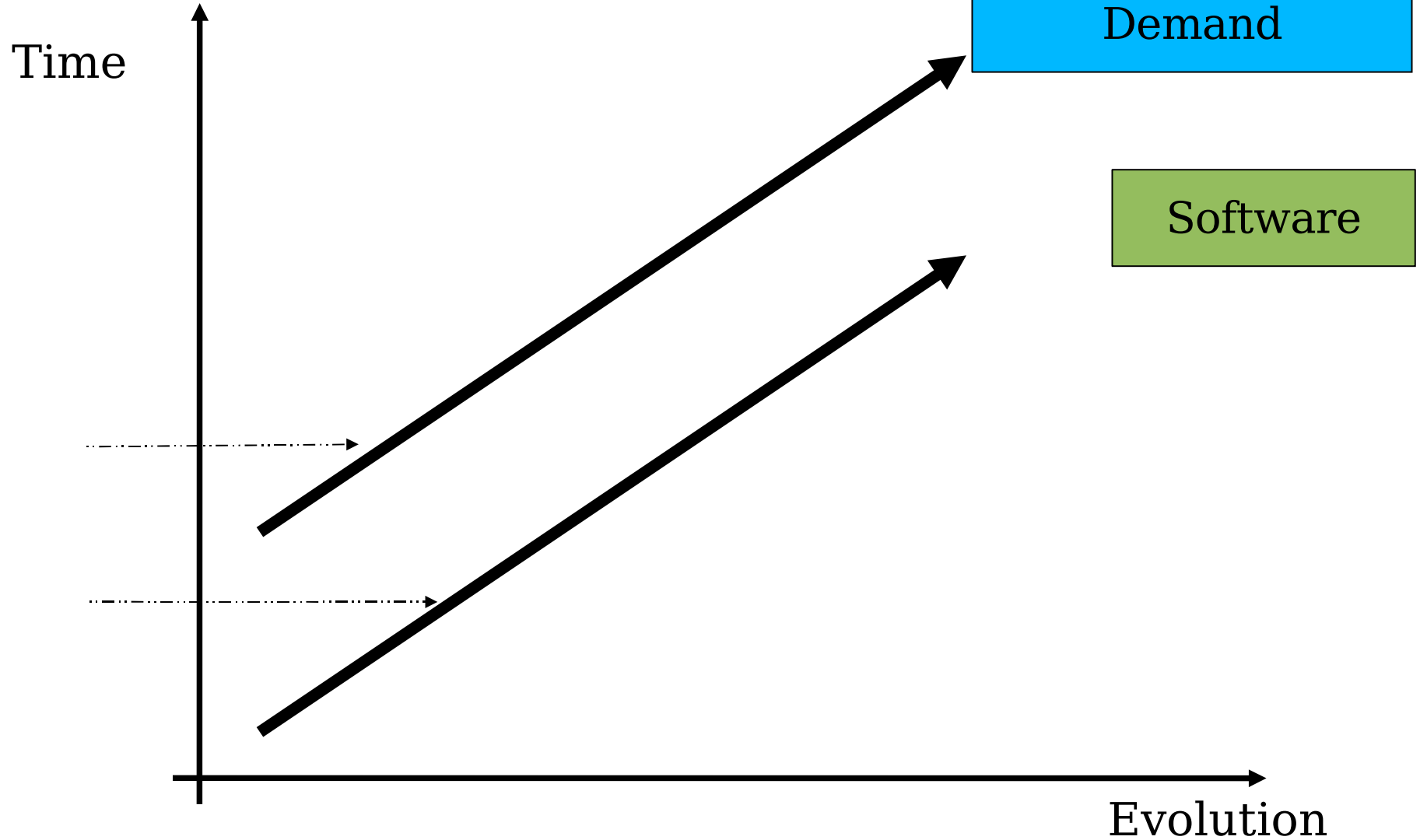


Some people had started it before...

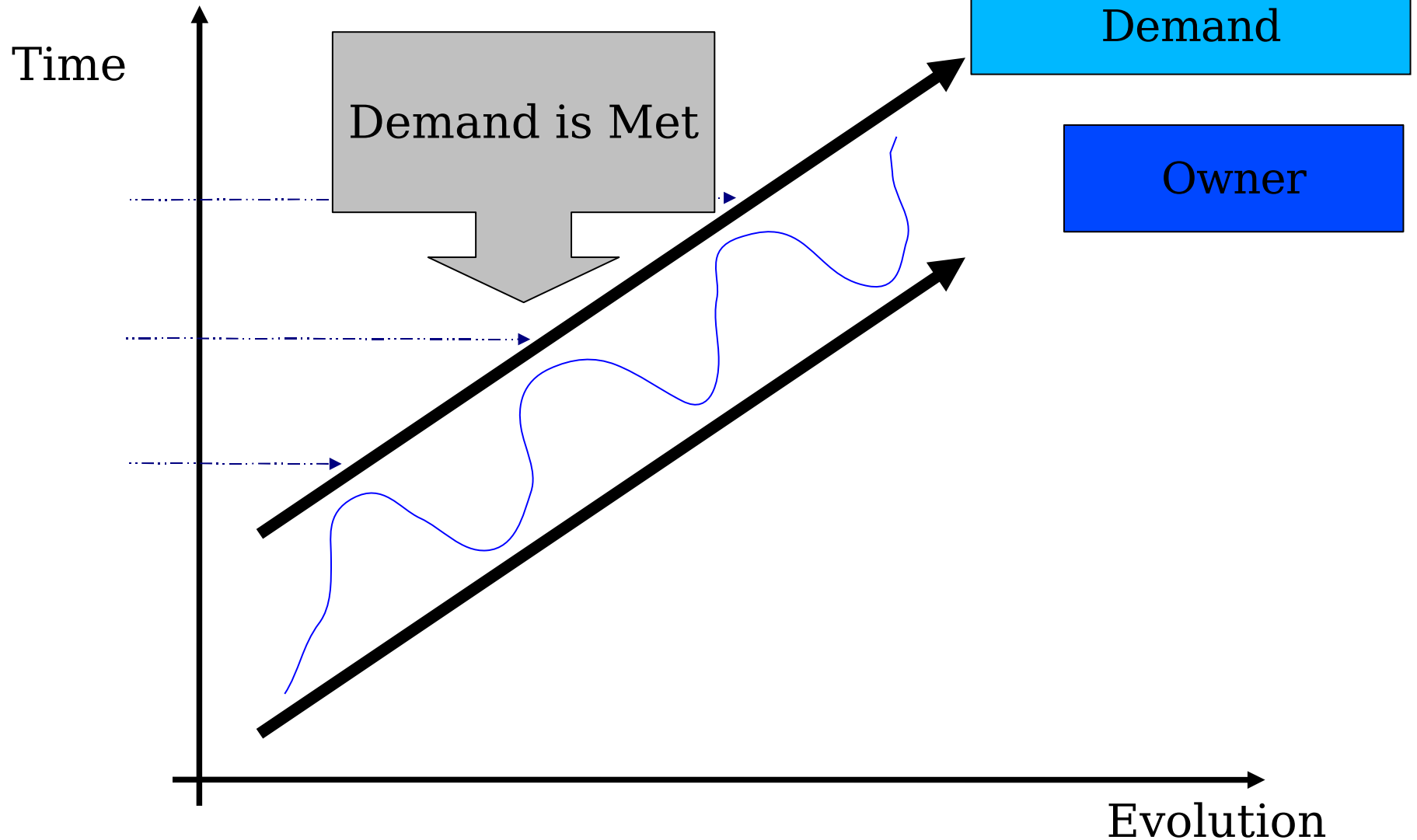
The CACIC Consortium Initiative, organized by the Federal Government, would not have been possible if the free software community had not reached the current maturity level.

Demand Curve function: quantity

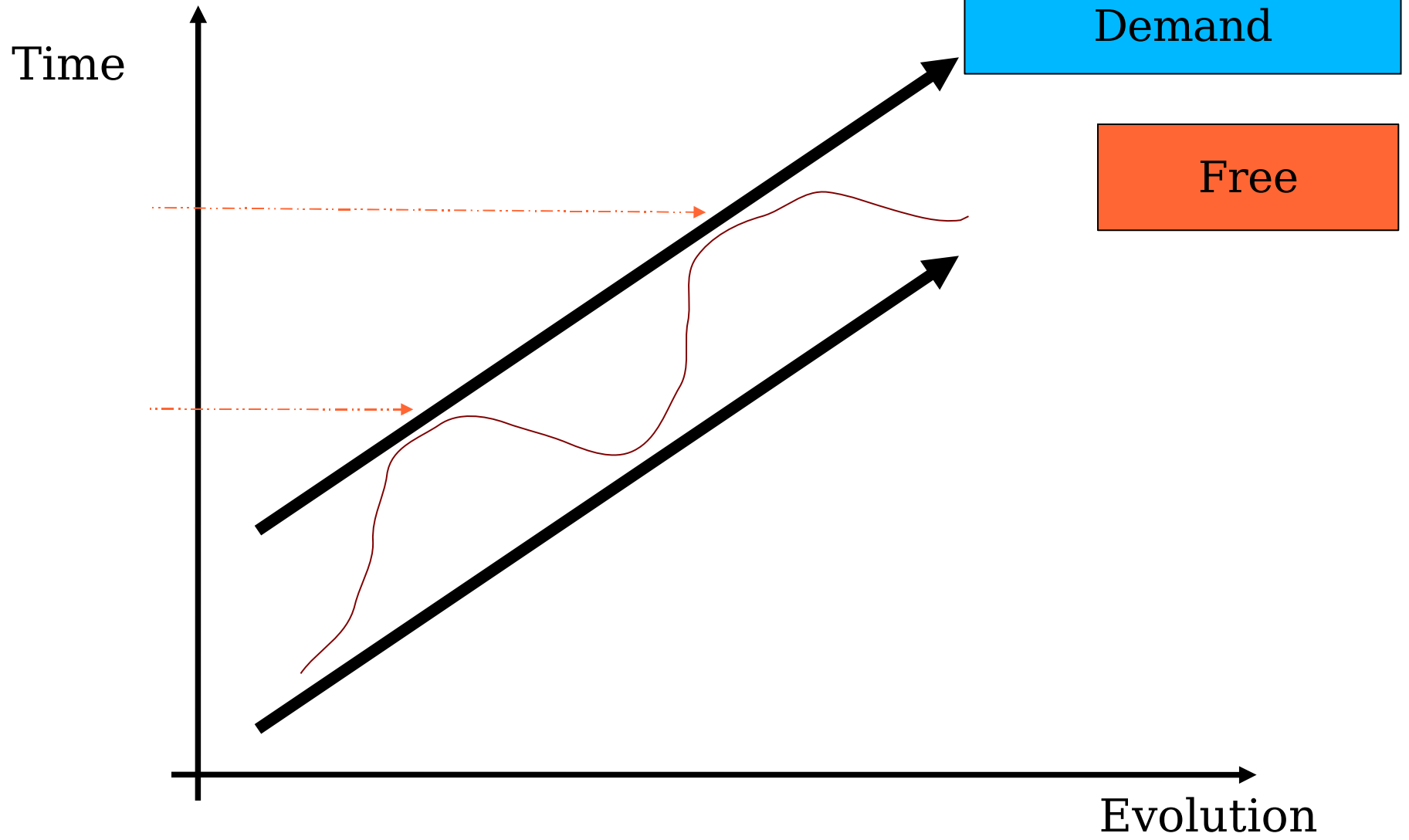


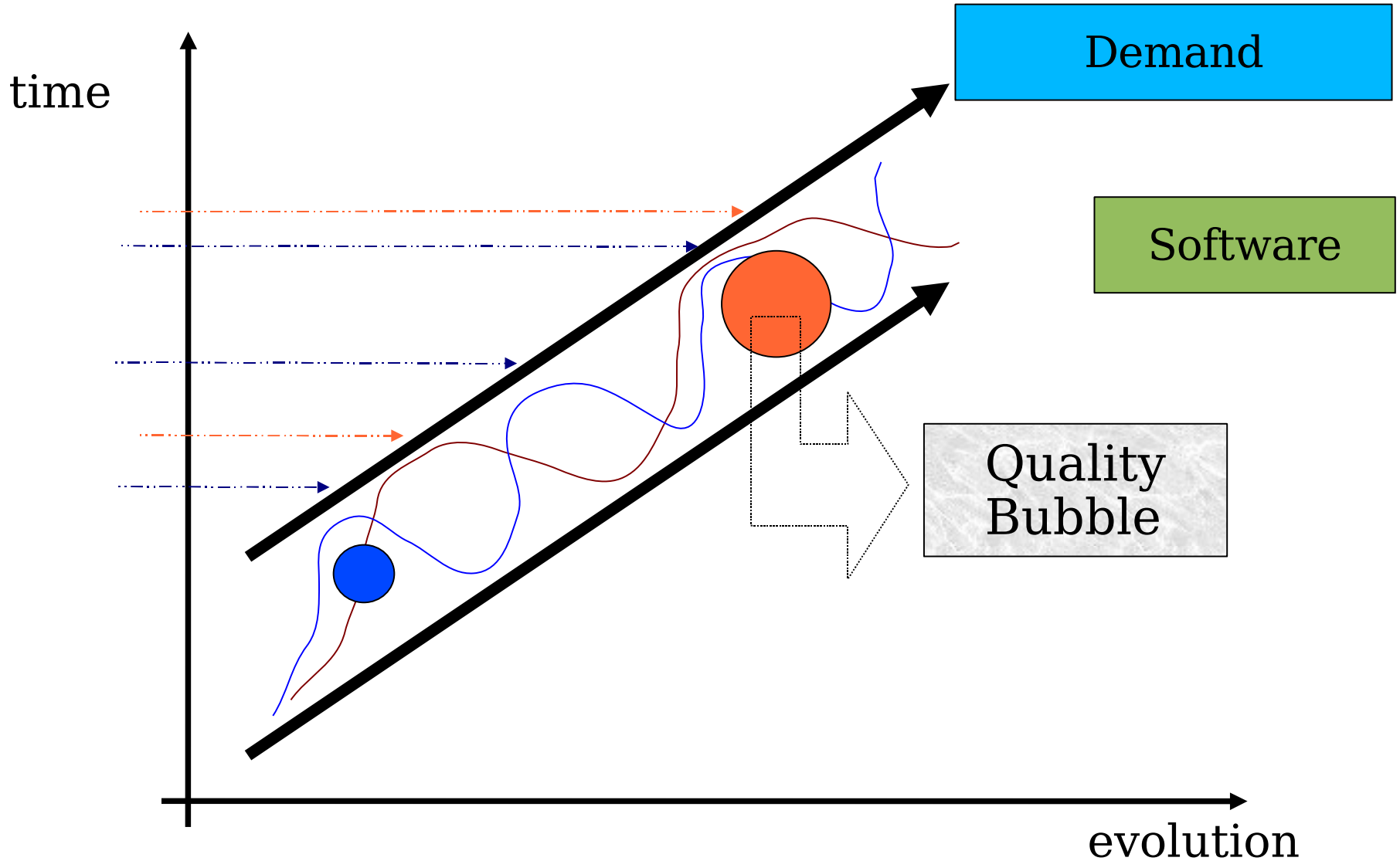


Meeting the Demand Ownership Software

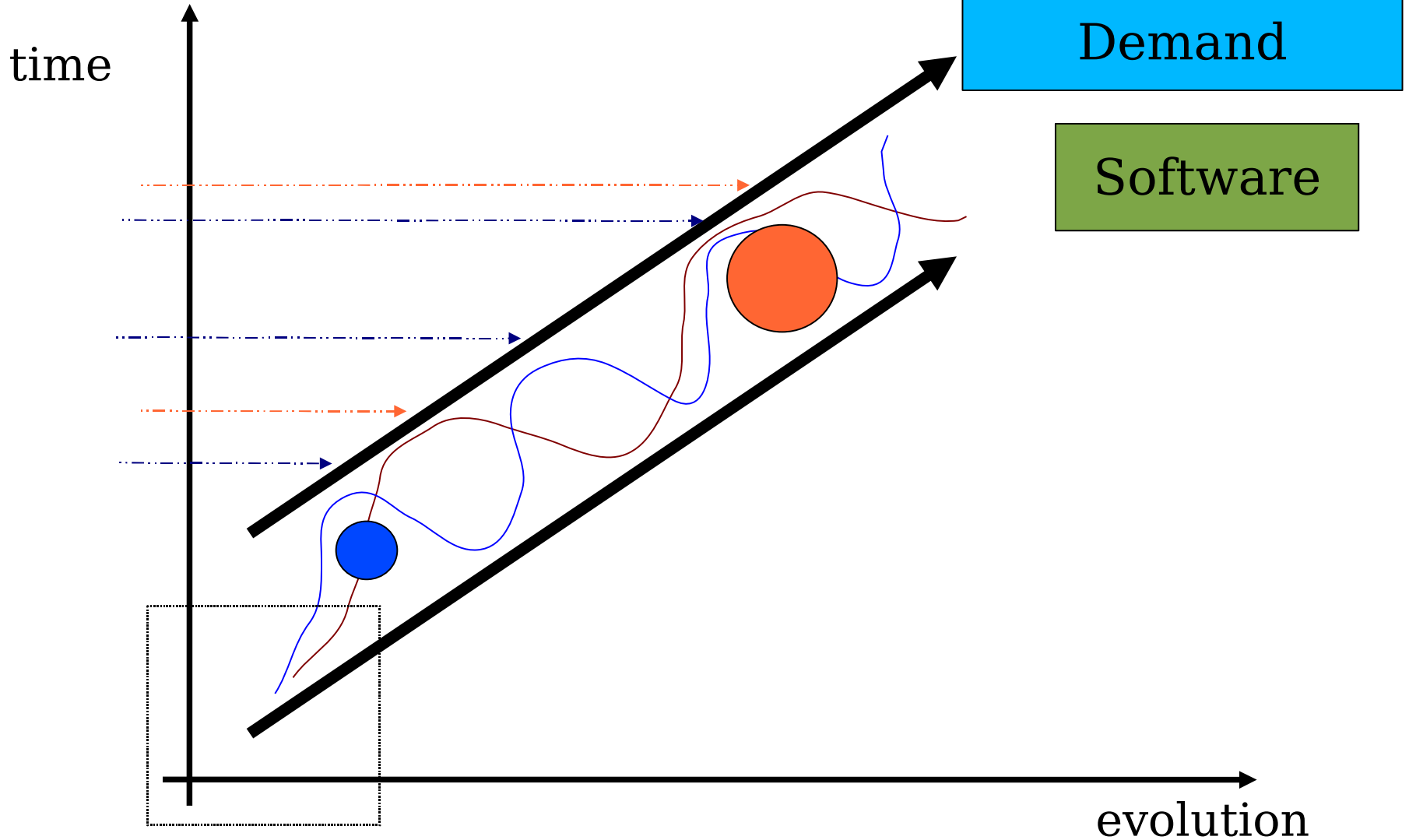


Meeting the Demand Free Software

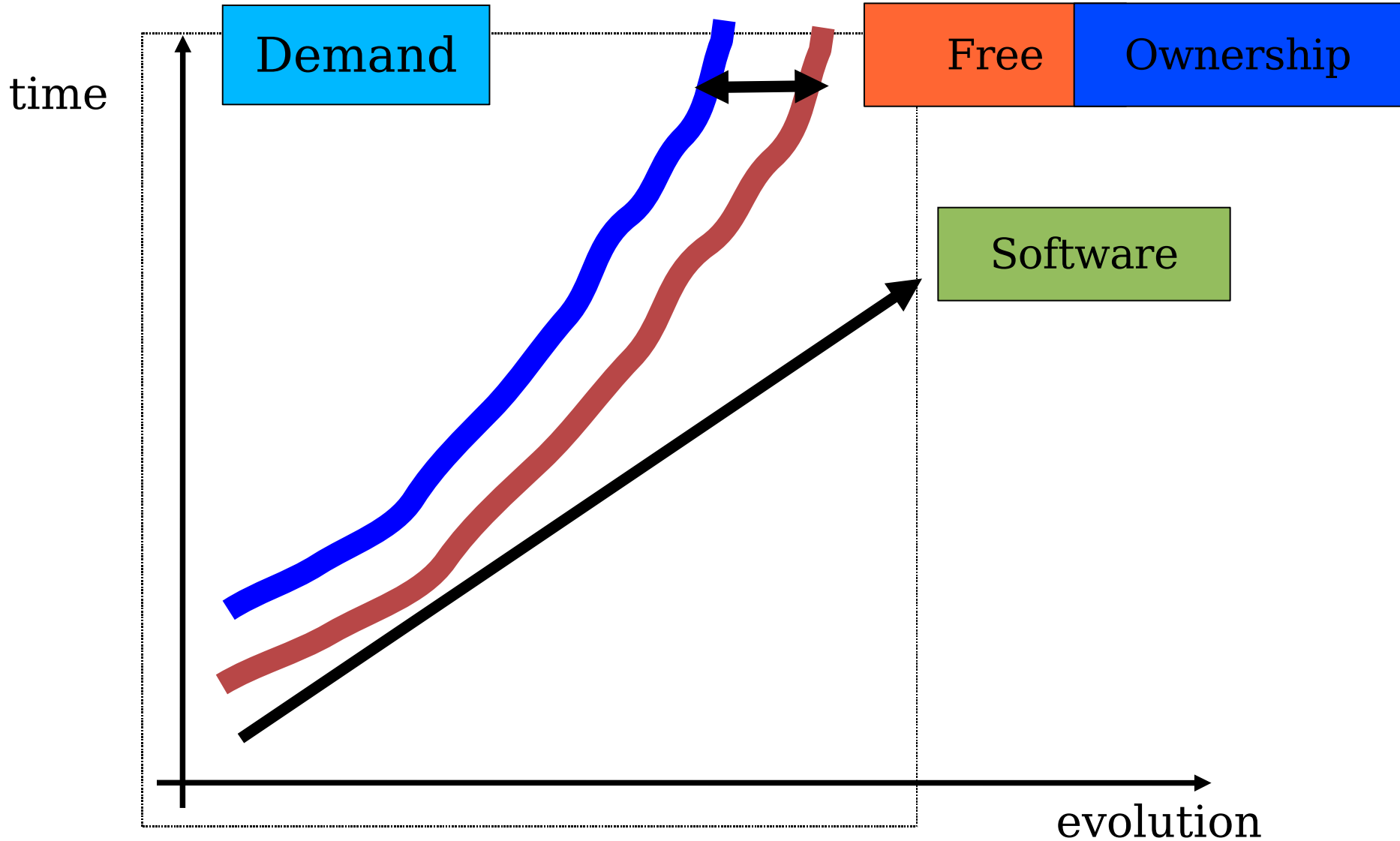




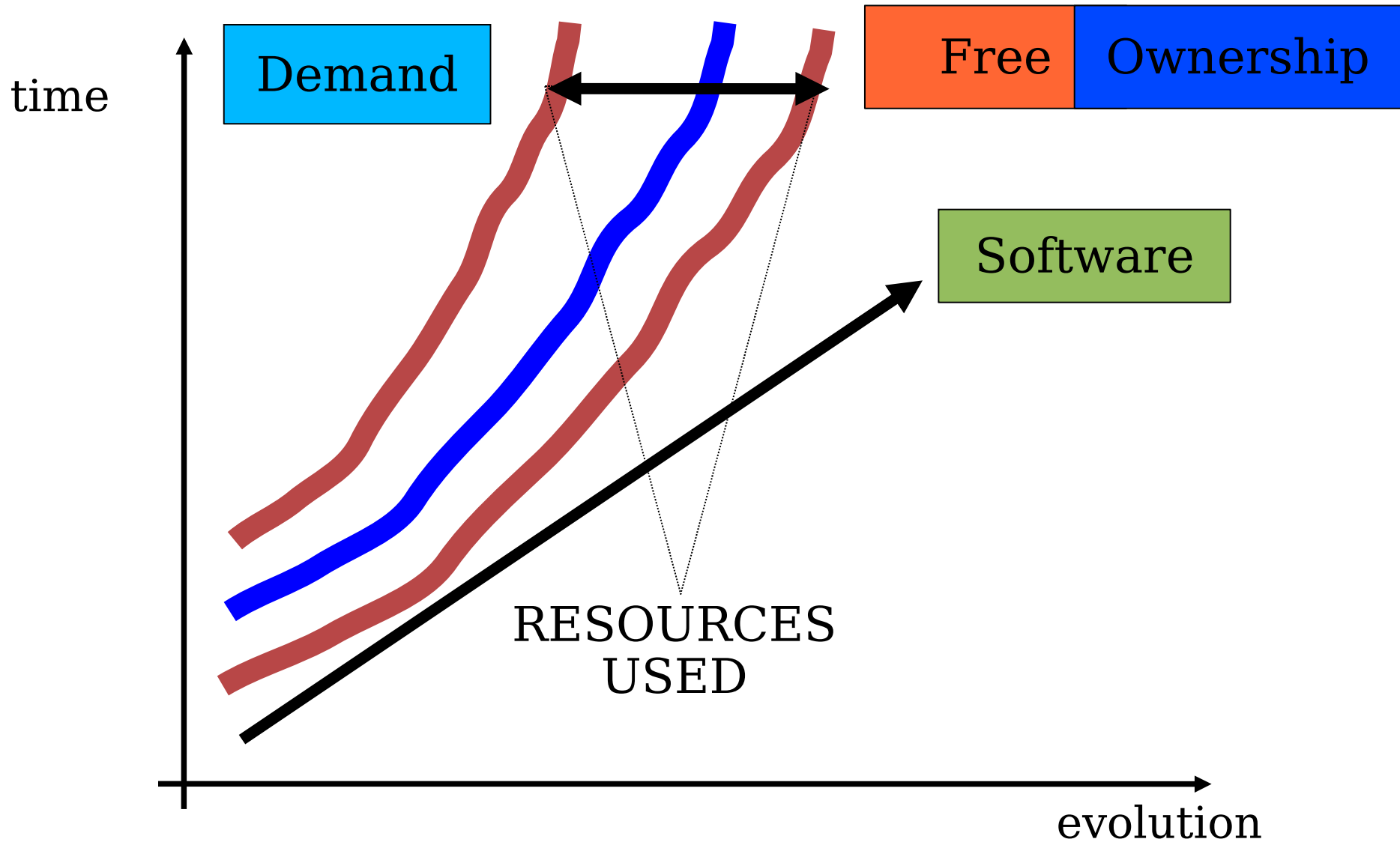
Software Evolution Ownership x Free

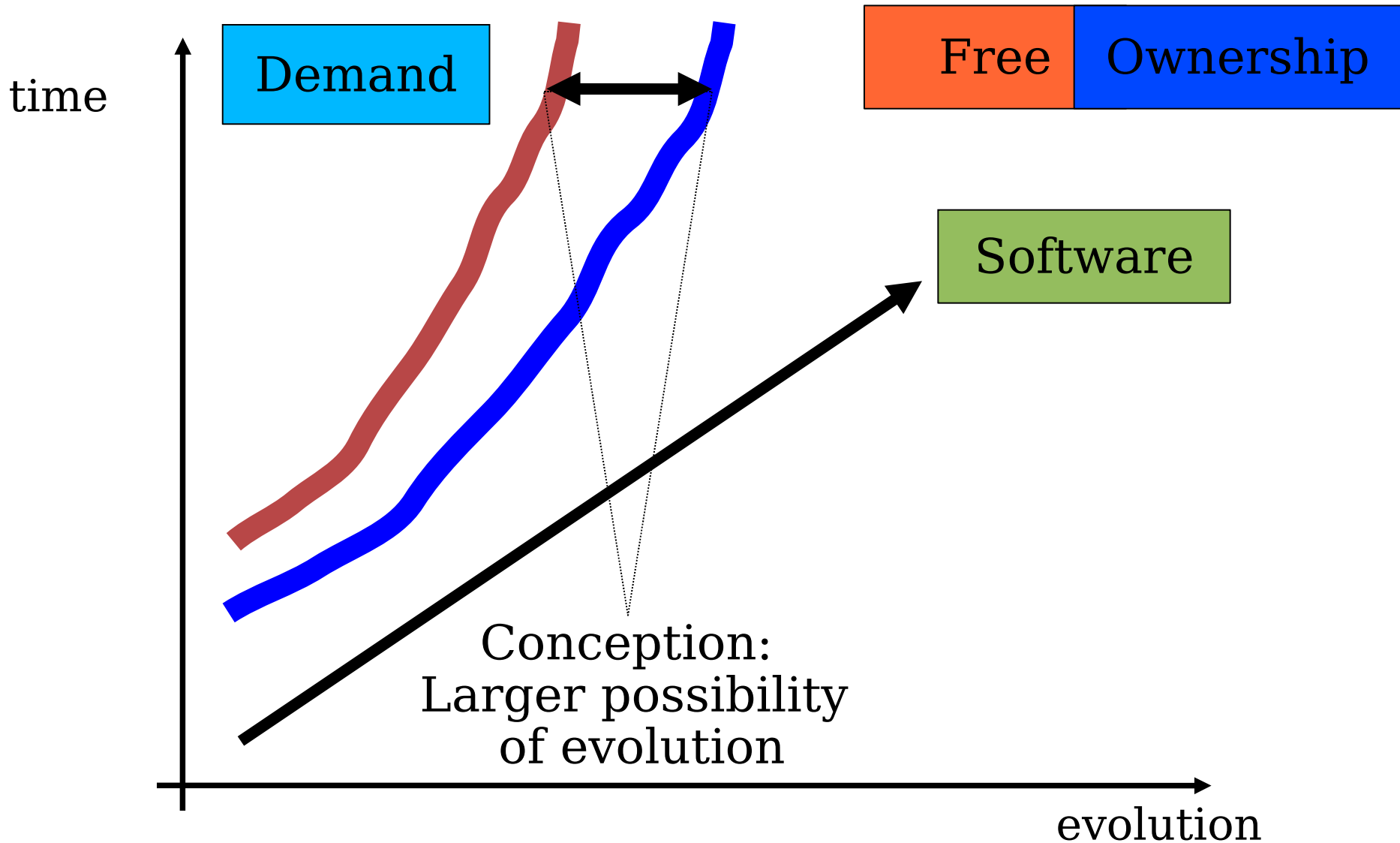


Software Evolution Ownership x Free



Software Evolution Ownership x Free





Economic Cycles – Classical definition

Economic Theory affirms that economic cycles are the fluctuations of economic activity during industrial age, that is, the alternance of economic expansion and contraction periods.

(...) The ever more strategic character of software for governments and societies (...)

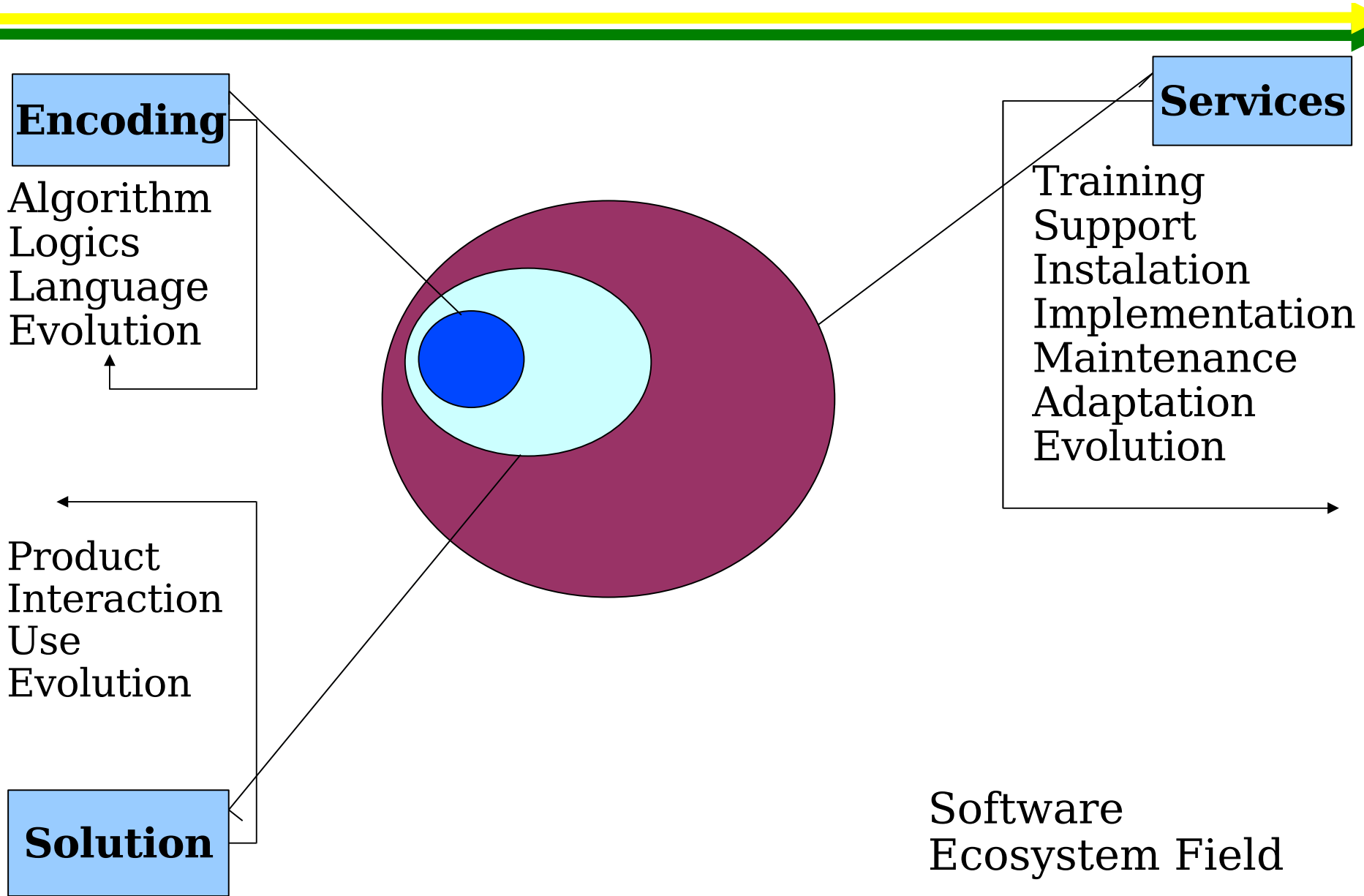
article – the materialization of the public software concept: The CACIC experience.

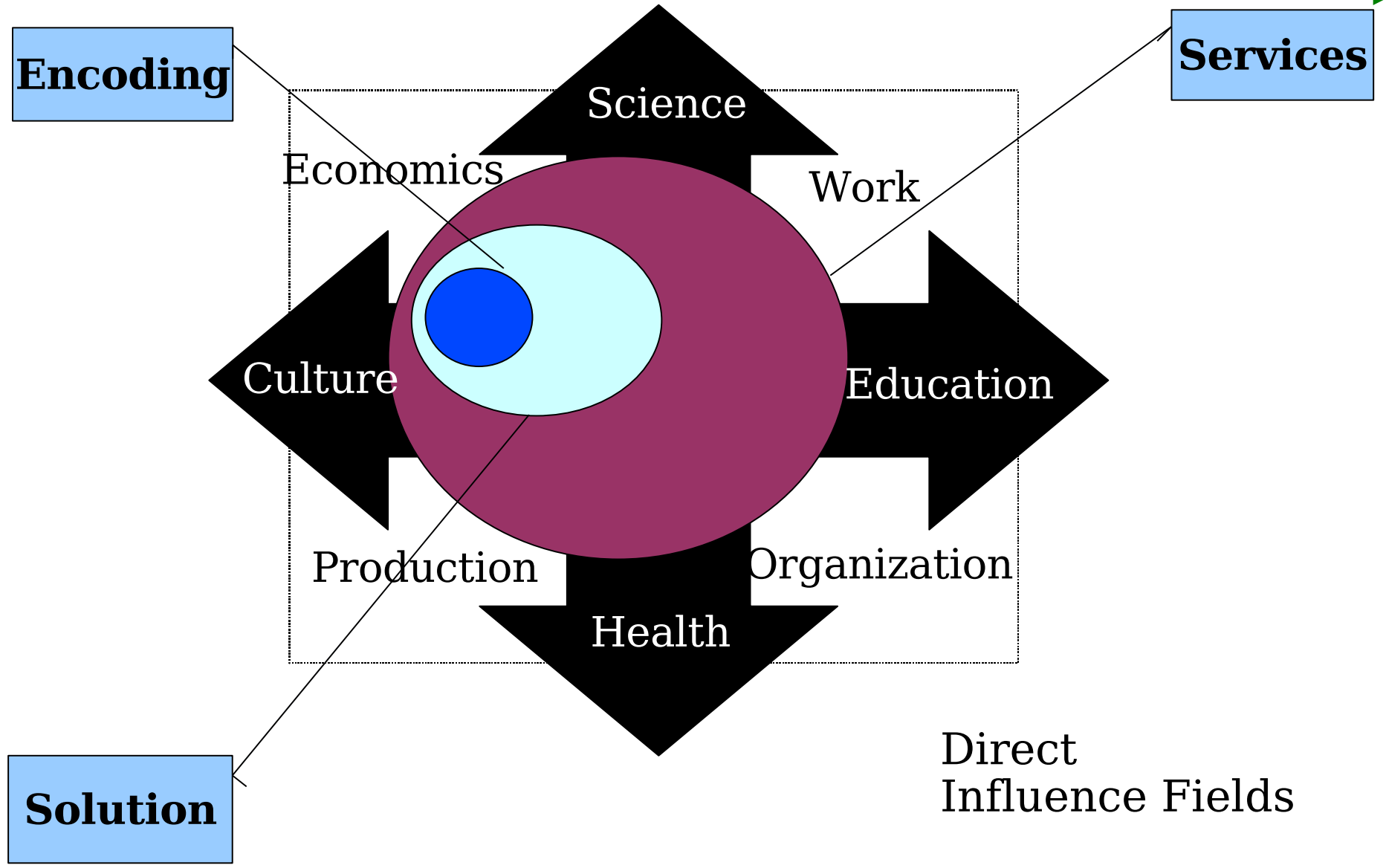
Have you ever thought about this before?

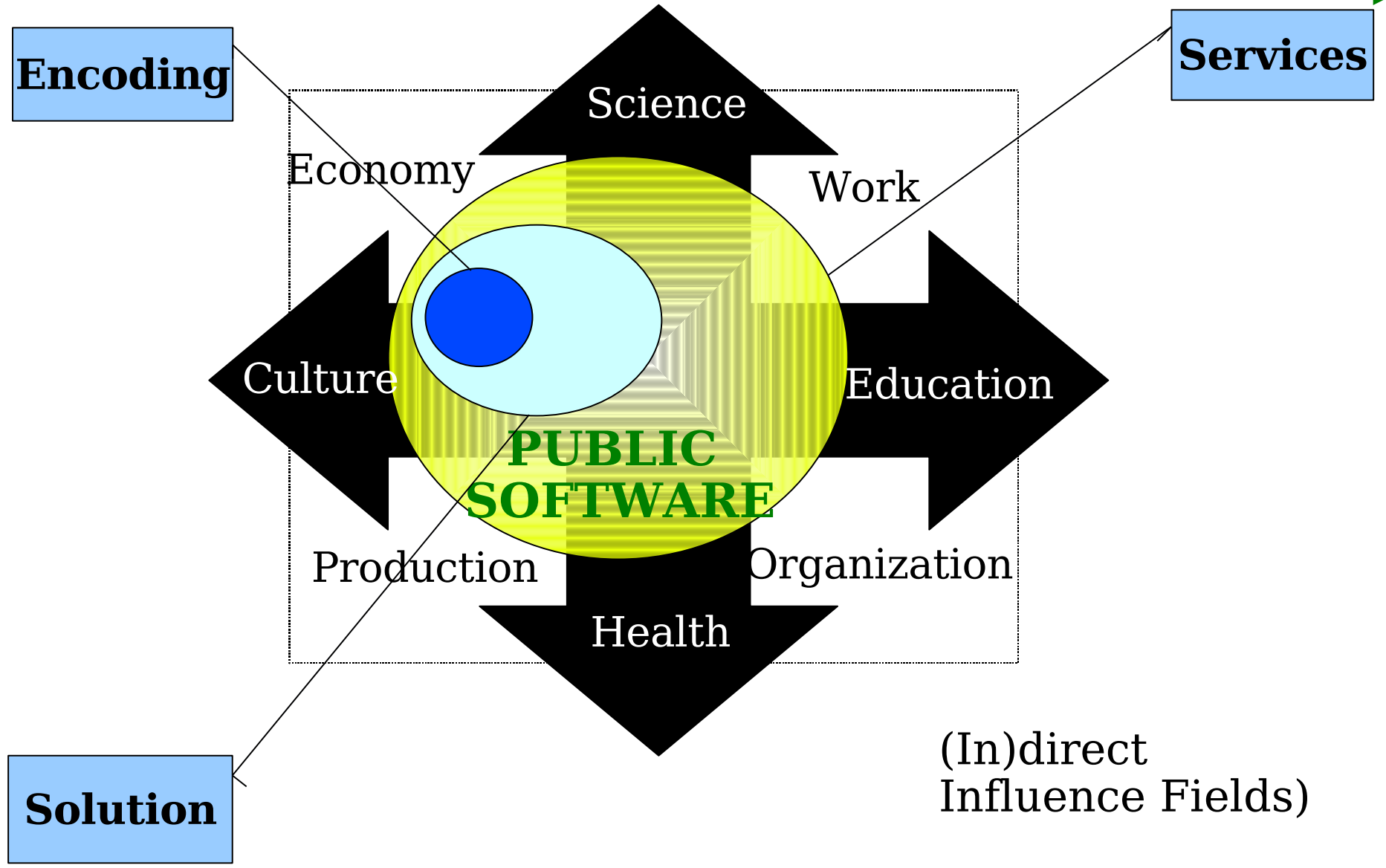
Brazilian Public Software

Integration of businesses and private agents with state and public systems...
those private agents which cannot bear the costs of implementing technology management systems by themselves will be interested in adopting a cheap and open standard, having the State as their main partner.

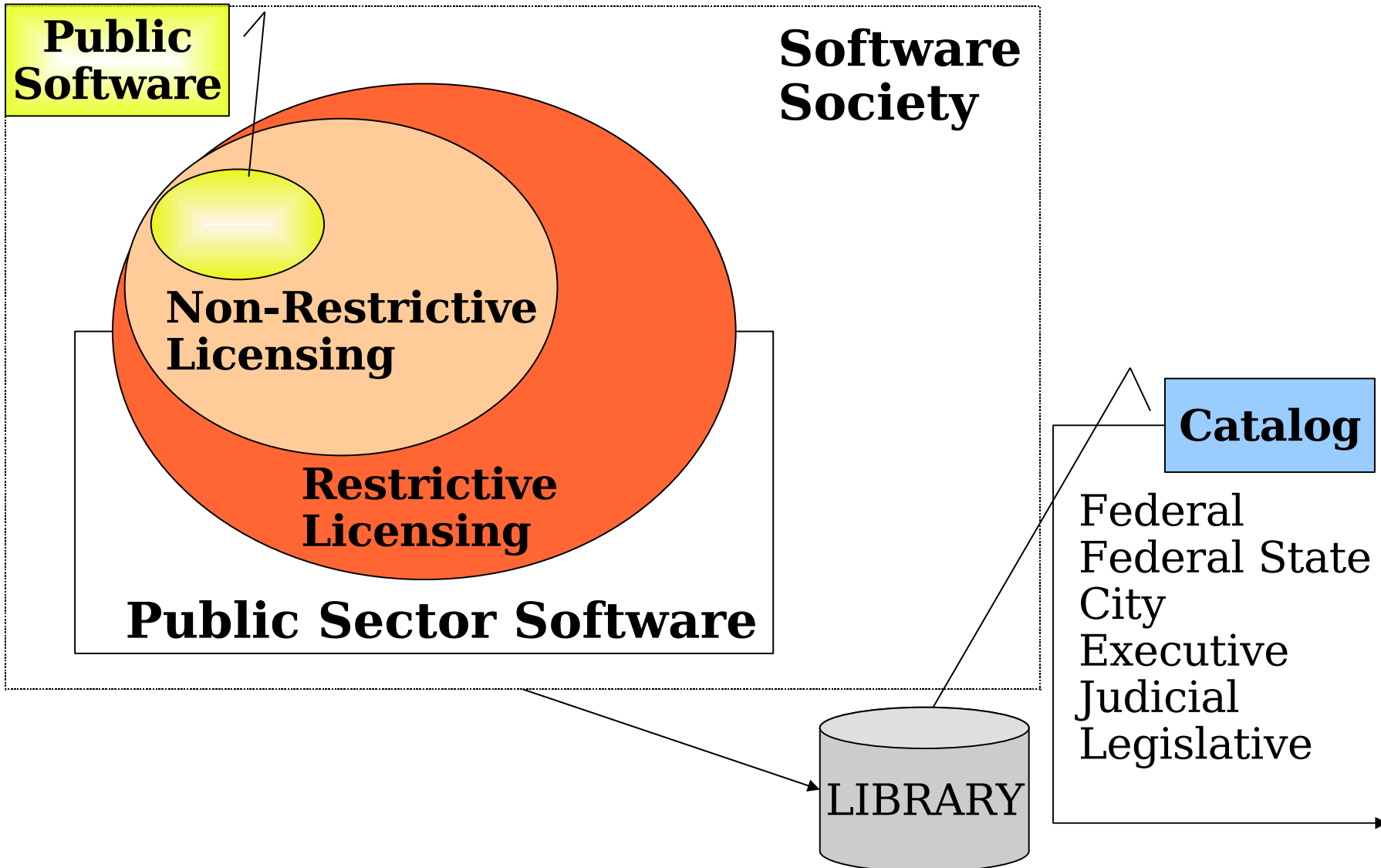
PROCERGS, November 2001.







(In)direct
Influence Fields)



Supply Curve

Clients

2.000

1.000

500

100

Inventory
solution

1

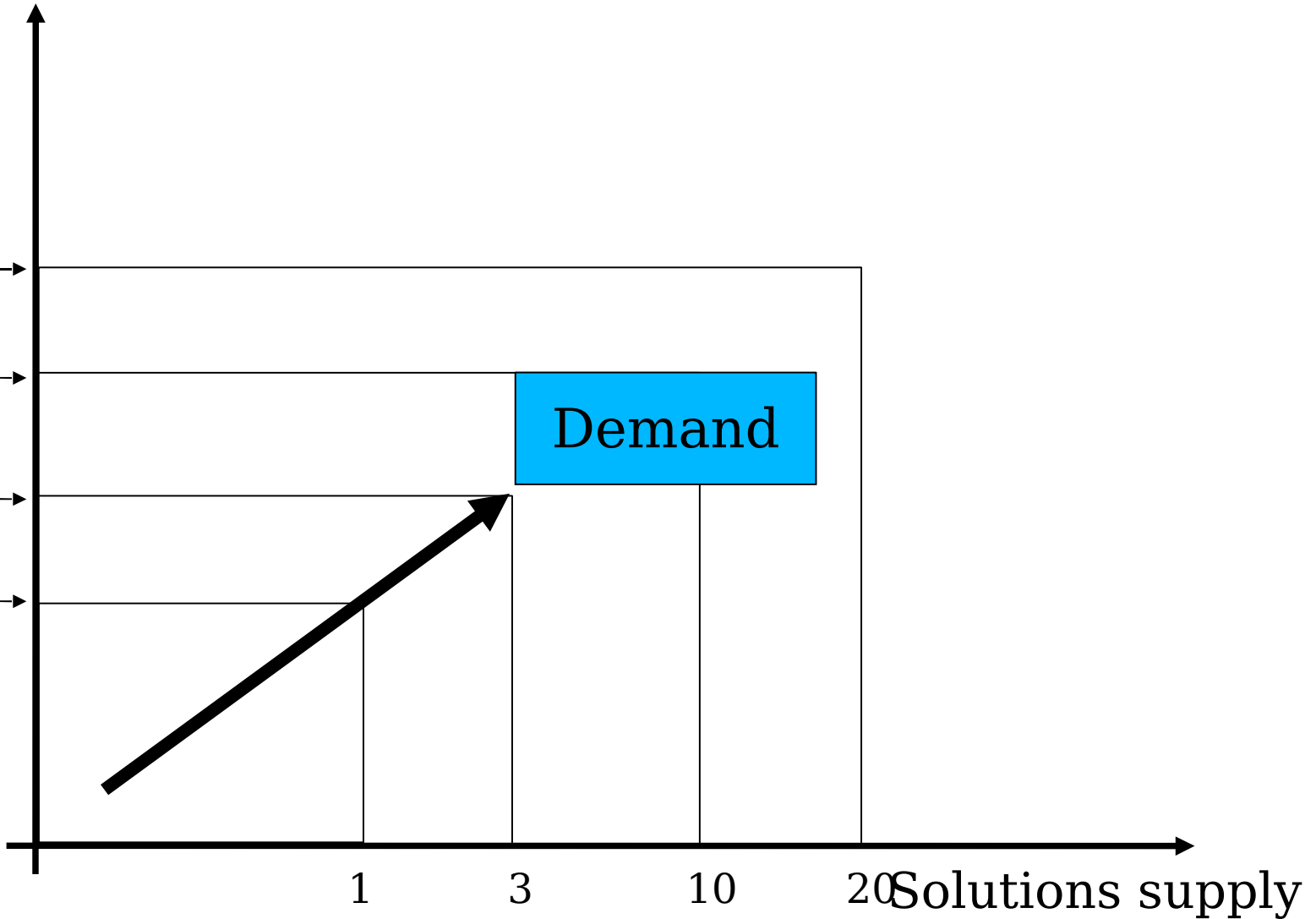
3

10

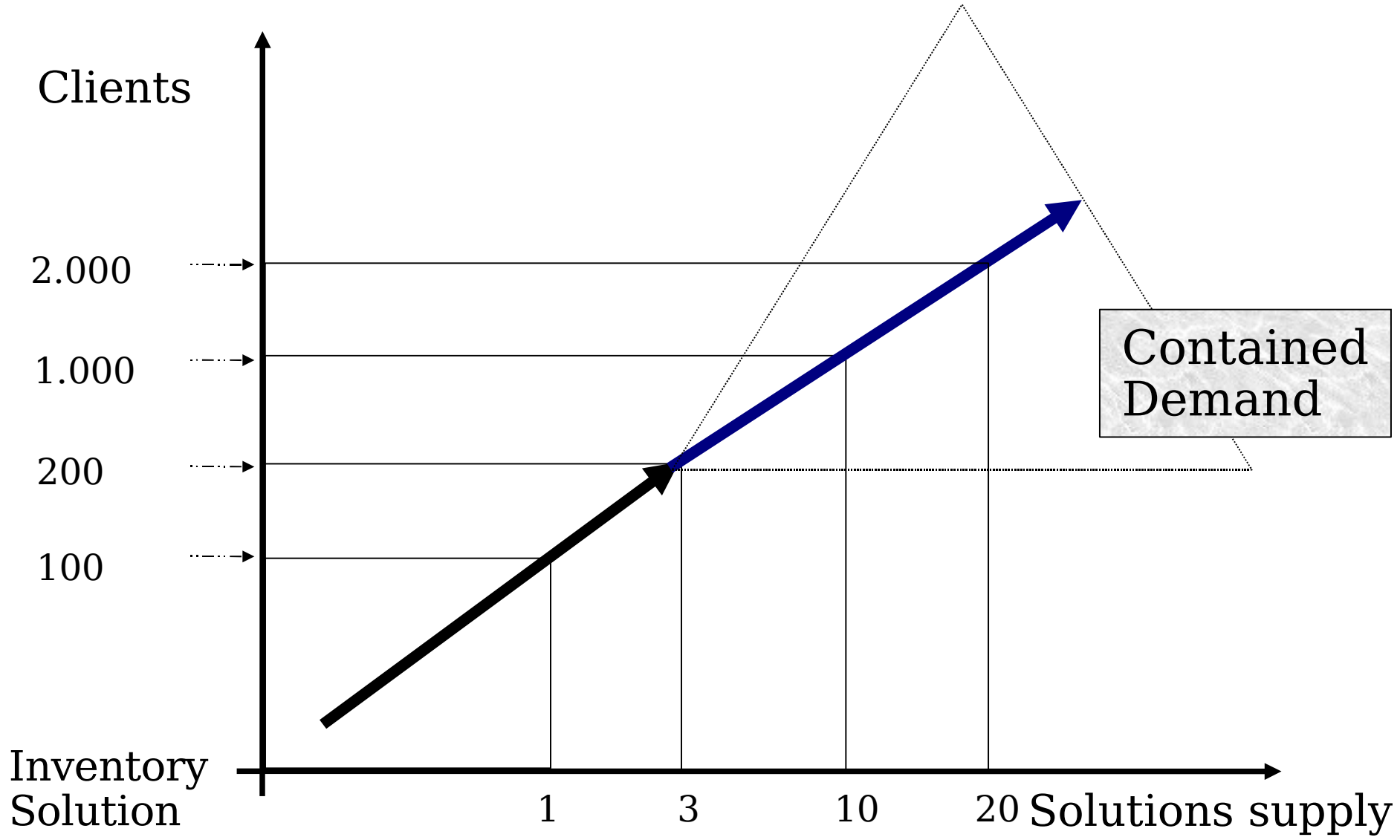
20

Solutions supply

Demand

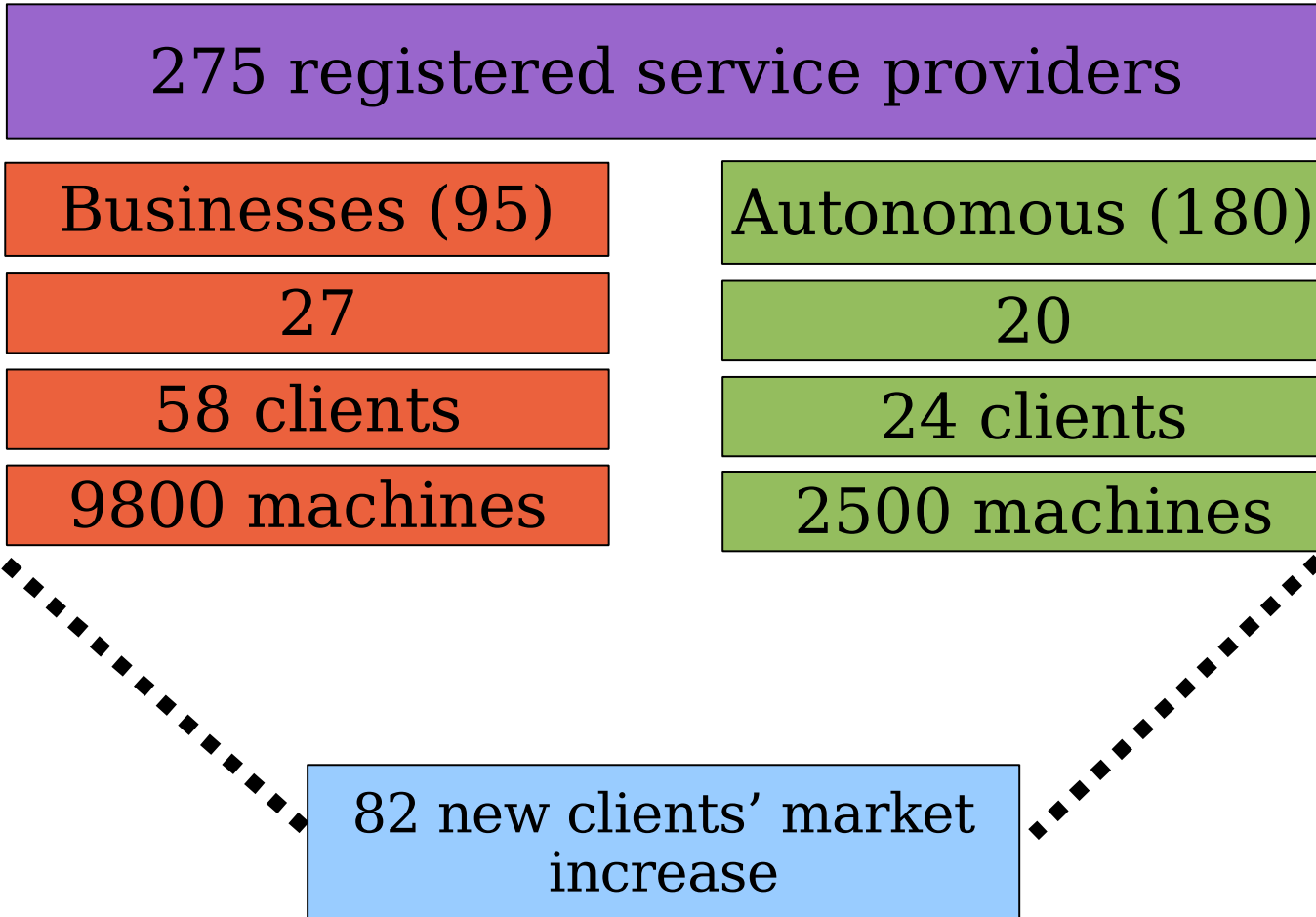


Supply Curve





Survey
Nov/2006
→



Survey
Nov/2006



275 registered service providers	
Empresas (95)	Autônomos (180)
27	20
58 clientes	24 clientes
9800 máquinas	2500 máquinas
8 new contracts	2 new contracts
6 generated income	2 generated income
1 hired	No results
4 produced material	No results
No Solution Replacement	

A New Economic Cycle

OpenS - **Santa Catarina** - active in 3 countries furniture sector business contracted. Contract renewed.

Getcorp - **São Paulo** - 18 clients in the city of Bebedouro, income generation.

Coopersystem - **Rio de Janeiro** - contract drafted with banking sector enterprise, as contract differential.

Greco & Greco - **Rio Grande do Sul** - middle-sized businesses contracted, income generation.

A New Economic Cycle

" CACIC has generated new contracts and sales for 21% of the enterprises involved in its business model."

A New Economic Cycle

“we understand that the term “State Reform” should have its use reserved for the rupture points of the social pact, that is, when there is a qualitative change in the scope of what is understood by “Public Good” (in terms of its amplitude or reduction) and/or when there is significant change in the form of production and supplying of those goods.”

**Sérgio de Azevedo
Federalism and State Reform:
Preliminary Research Results**

E-Government

www.governoeletronico.gov.br

Free Software

www.softwarelivre.gov.br

e-PING

www.eping.e.gov.br

Free Guide

www.governoeletronico.gov.br/guialivre

Portal do Software Público

www.softwarepublico.gov.br



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