



Small Business BOF

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Please start filling details about your company on

http://pad.linaro.org/p/ELCE_2013_Small_Business_BOF



What is a small company?

- ▶ A company that is not rich enough to deny its engineers to go to ELC and ELCE
- ▶ Free Electrons' employees would have a hard time convincing me not to go to ELCE ;-)
- ▶ What's the biggest small company here?
- ▶ Who wants to create a small company?



Why this BOF?

- ▶ Reviving similar BOFs started in 2009-2010
- ▶ Allows us to meet and know each other
- ▶ Opens possibilities to cooperate on projects
 - ▶ leveraging complementary skills
 - ▶ to reach a sufficient size on big projects
 - ▶ to offer a local contact in other countries
- ▶ Experience sharing



Working with customers

- ▶ Any tools (free software) you use? CRM systems or templates?
- ▶ How do you face legal issues and risks? Costly insurance policies? Using “NO WARRANTY” statements? Have your own “Terms and Conditions”?
- ▶ Strategies to convince customers to work on upstream versions rather than working on old versions?



Project management

- ▶ Free software tools to track project progress and resources?
- ▶ Tools to manage your own time?
- ▶ Good calendar applications?



Working together

- ▶ Interest in working with other small companies on bigger projects?
- ▶ Interest in sharing customer opportunities when you have no resources left?
- ▶ Interest in local support contacts in other countries?
- ▶ Interest in further small business events?



Extra topics and questions?

This is a BOF. All questions are welcome!



- ▶ These slides and notes will be available on <http://free-electrons.com/pub/conferences/2013/elce/small-business-bof/>
- ▶ They will also be sent to our mailing list: small-business@tree.celinuxforum.org
(<http://tree.celinuxforum.org/mailman/listinfo/small-business>)