



# Nextcloud

Why I forked my own company and project

Frank Karlitschek

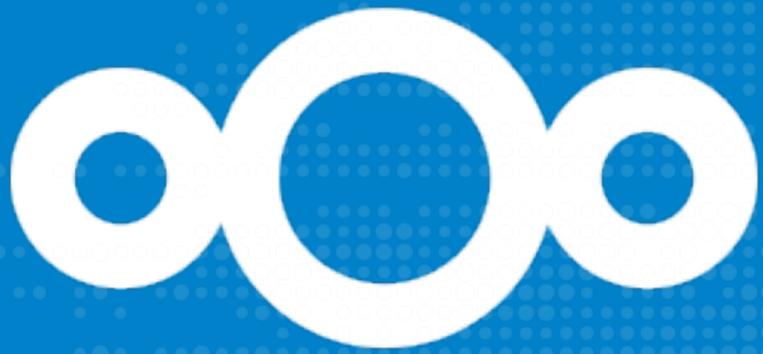
# Frank Karlitschek



- Born in Reutlingen, Germany
- Studied Computer Science in Tübingen
- Unit Manager and VP Engineering in different Internet companies
- KDE contributor and board member
- Founded [opendesktop.org](https://www.opendesktop.org/)
- W3C invited expert
- Fellow at Open Forum Europe
- Founded ownCloud
- Founded Nextcloud

# Agenda

- The Nextcloud vision
- Nextcloud overview
- The history
- Questions



The Cloud

0110010101110010 0  
0000011000010111000  
0010011000010111000  
1011011100110011100  
1110010 0111011101  
0100000011100000110  
1000001101001011011  
011000010111000011

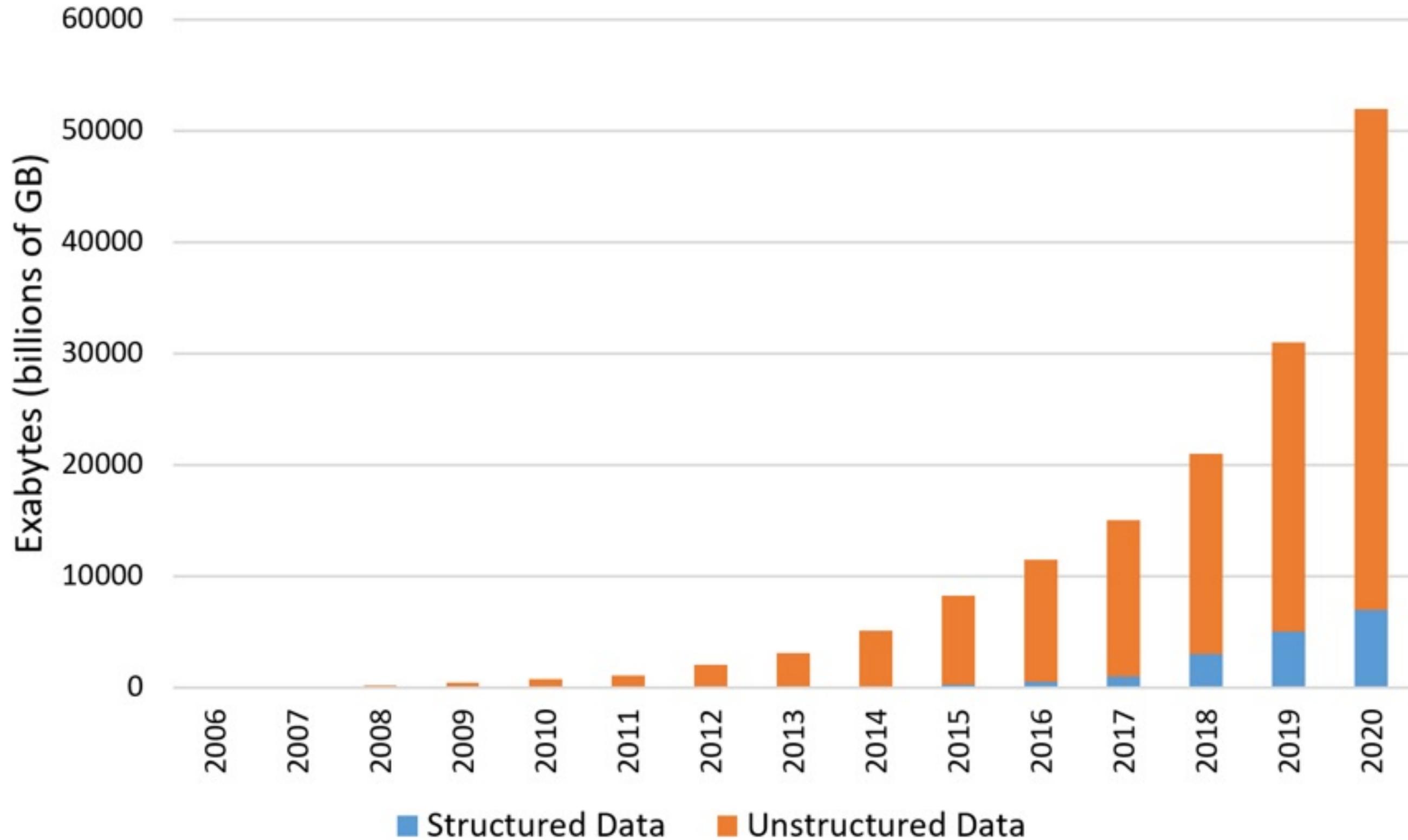
**W**

**DATA**

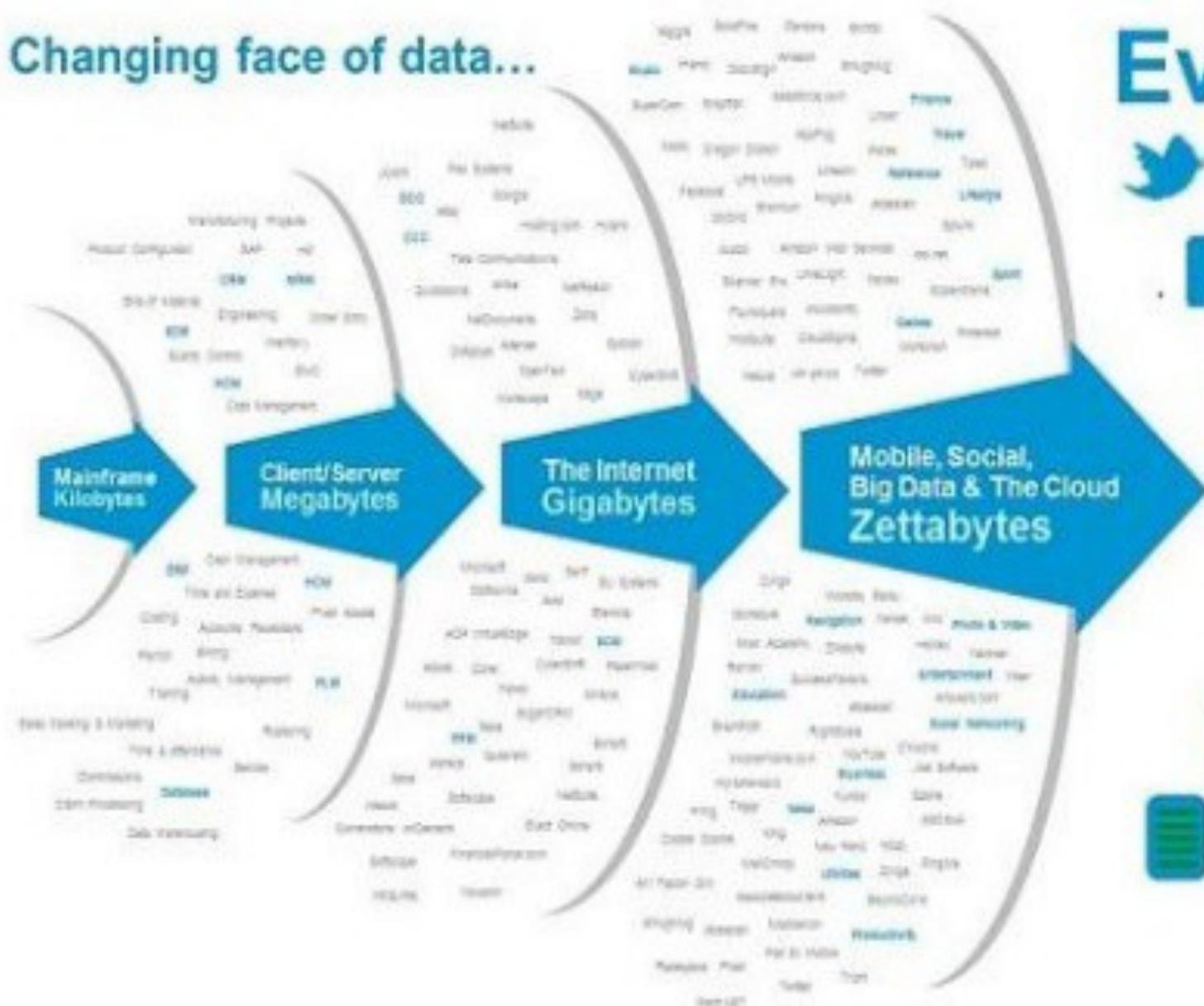
**IS THE NEW OIL**



# The Cambrian Explosion...of Data



## Changing face of data...



## Every 60 seconds



98,000+ tweets



695,000 status updates



11million instant messages



698,445 Google searches



168 million+ emails sent



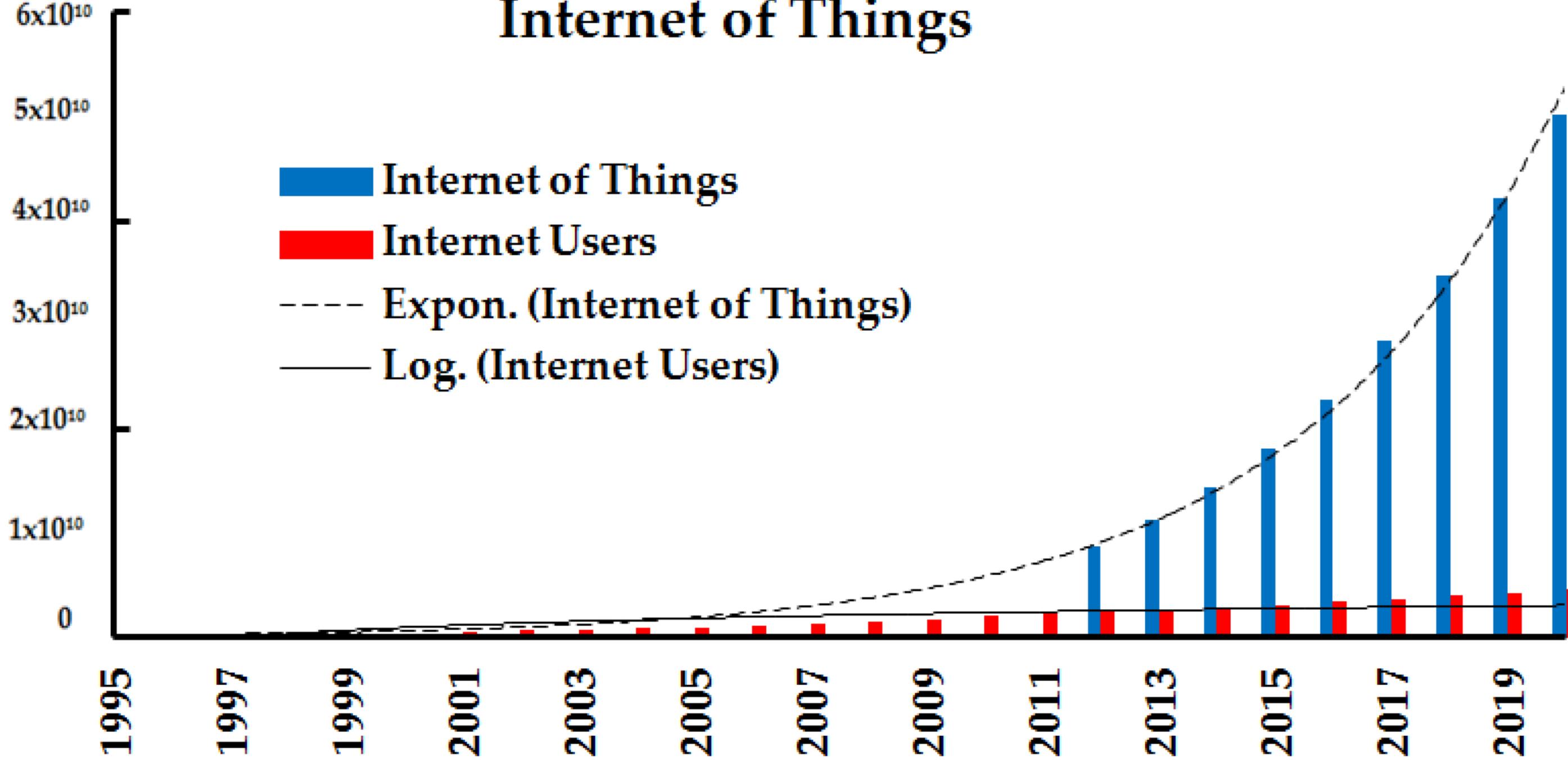
1,820TB of data created



217 new mobile web users

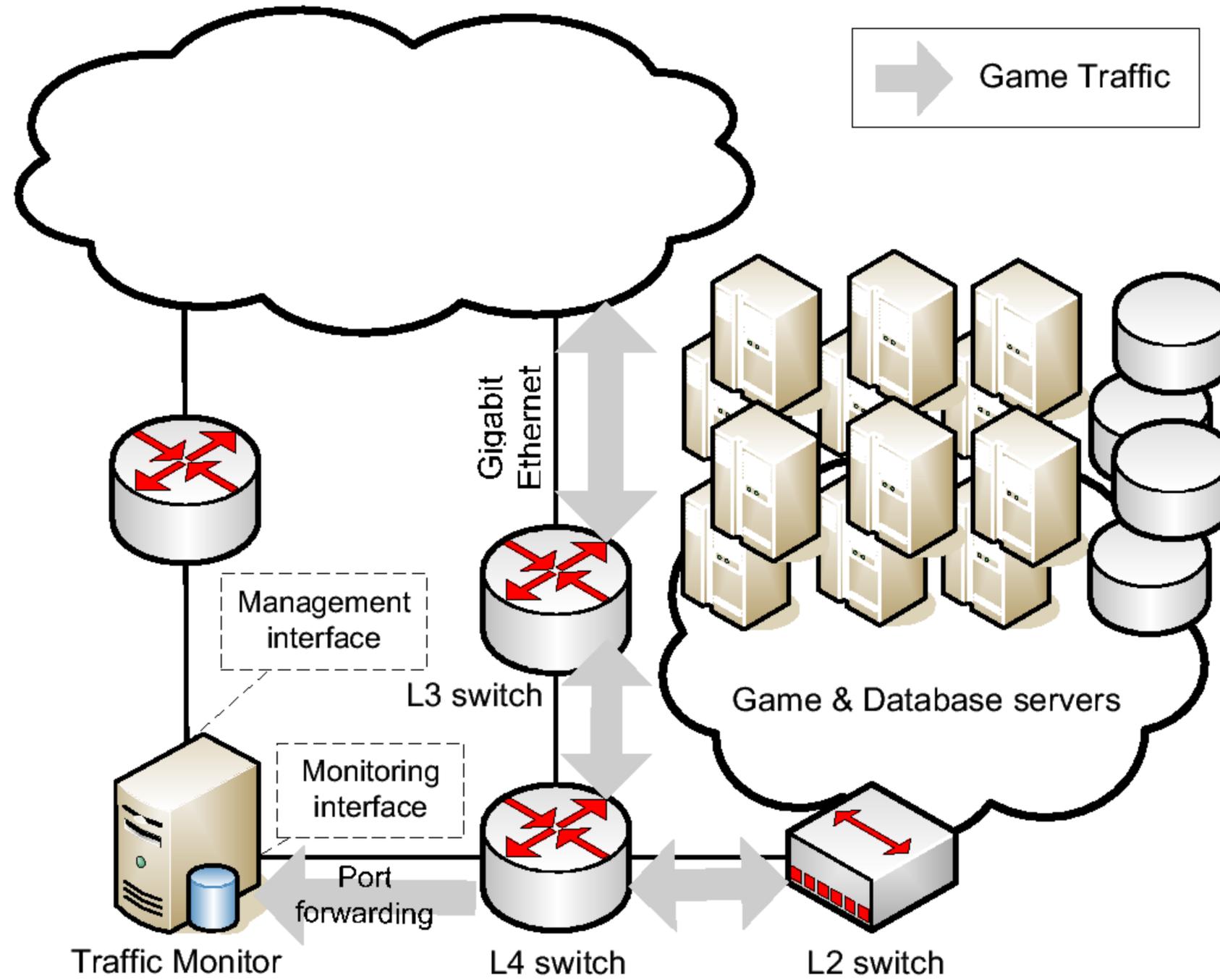
## Yottabytes

# Internet of Things



Cloud





Cloud



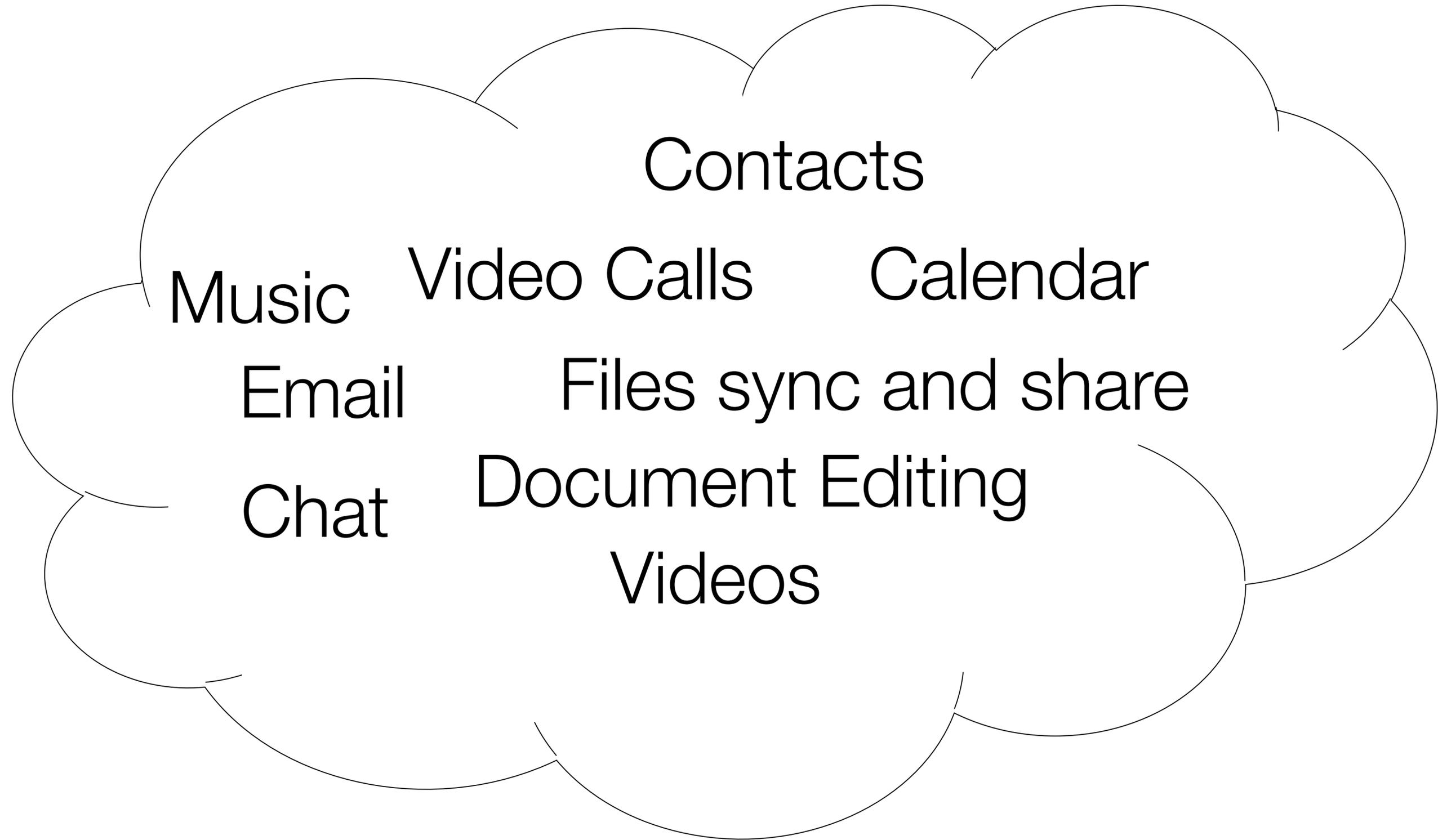
Data is the new oil







Nextcloud



What's special about Nextcloud ?

Open Source

Run were you want !



# Nextcloud Features

- All files
- Recent
- Favorites
- Shares
- Tags
- Deleted files
- 84.1 MB used
- Settings

<input type="checkbox"/>	Name ▲	Size	Modified
<input type="checkbox"/>	 Nextcloud.png	36 KB	vor einem Tag
<input type="checkbox"/>	 Sales Tracker Demo.xlsx	12 KB	vor 4 Stunden
<input type="checkbox"/>	 subscription benefits.odt	26 KB	vor 4 Stunden
<input type="checkbox"/>	 Demo Dokumente	0 KB	vor 4 Stunden
<input type="checkbox"/>	 Photos	76,4 MB	vor einem Tag
<input type="checkbox"/>	 Sonstiges Test	2,5 MB	vor 3 Tagen
<input type="checkbox"/>	 Vorlagen	112 KB	vor 4 Stunden
<input type="checkbox"/>	 LibO3_3.odt	105 KB	vor 3 Tagen
<input type="checkbox"/>	nda.odt	0 KB	vor 4 Stunden
<input type="checkbox"/>	 Nextcloud.mp4	452 KB	vor 4 Tagen

- All files
- Recent
- Favorites
- Shares
- Tags
- Deleted files
- 84.1 MB used
- Settings

Name	Size	Modified
Nextcloud.png	36 KB	vor 17 Stunden
Sales Tracker Demo.xlsx	12 KB	vor 36 Minuten
subscription benefits.odt	26 KB	vor 3 Tagen
Demo Dokumente	0 KB	vor 3 Tagen
Photos	76,4 MB	vor 17 Stunden
Sonstiges	2,5 MB	vor 3 Tagen
Vorlagen	217 KB	vor 13 Minuten
Nextcloud.mp4	452 KB	vor 4 Tagen
Nextcloud M...pdf	4,3 MB	vor 4 Tagen
Nextcloud NDA.docx	107 KB	vor 15 Minuten

Nextcloud.mp4

452 KB, vor 4 Tagen

Start call

Chat Activity Comments **Sharing** Versions

Name, federated cloud ID or email address...

Share link

Sascha Wiswedel  Can edit

- All files
- Recent
- Favorites
- Shares
- Tags
- Deleted files
- 112.9 MB used
- Settings

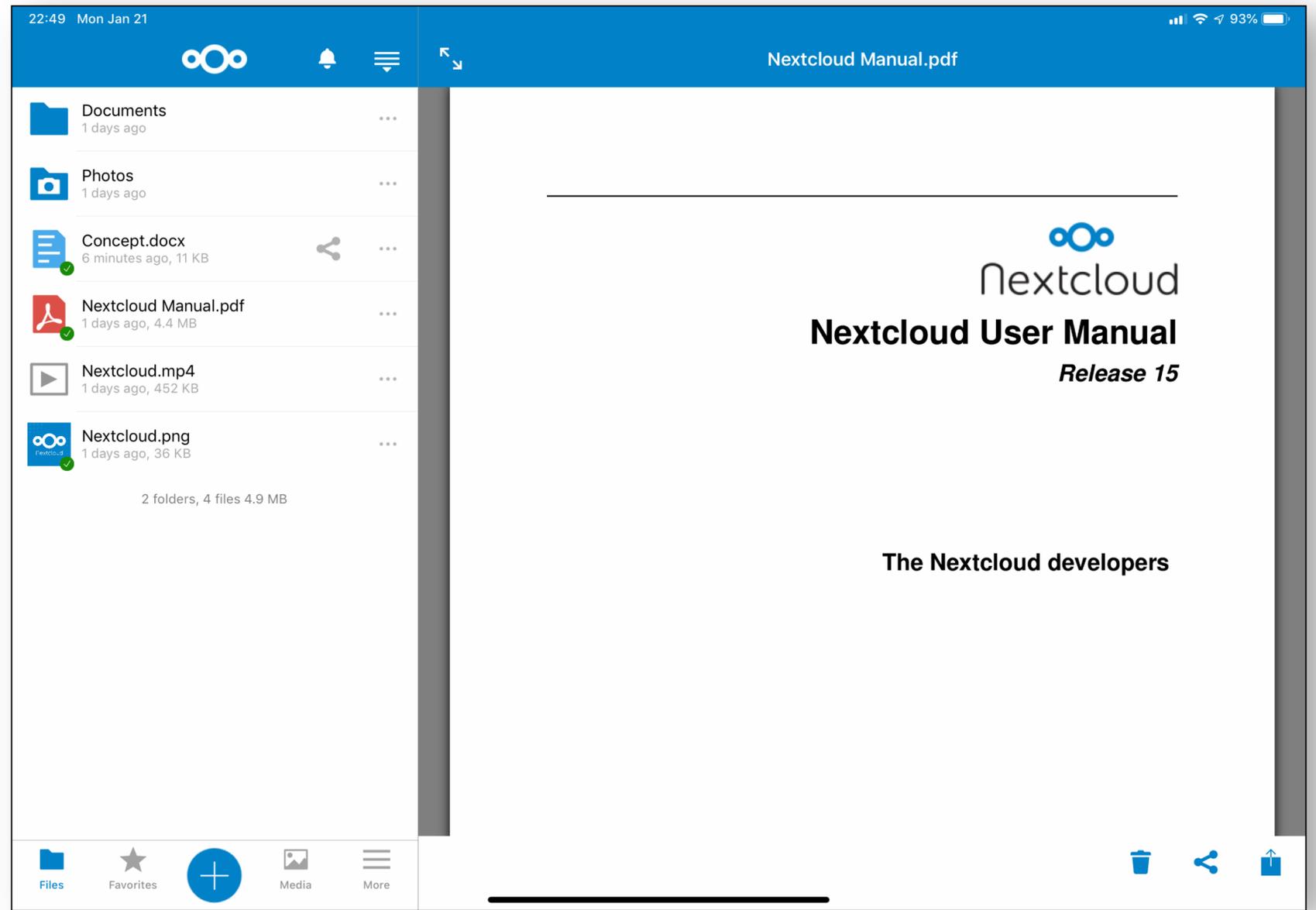
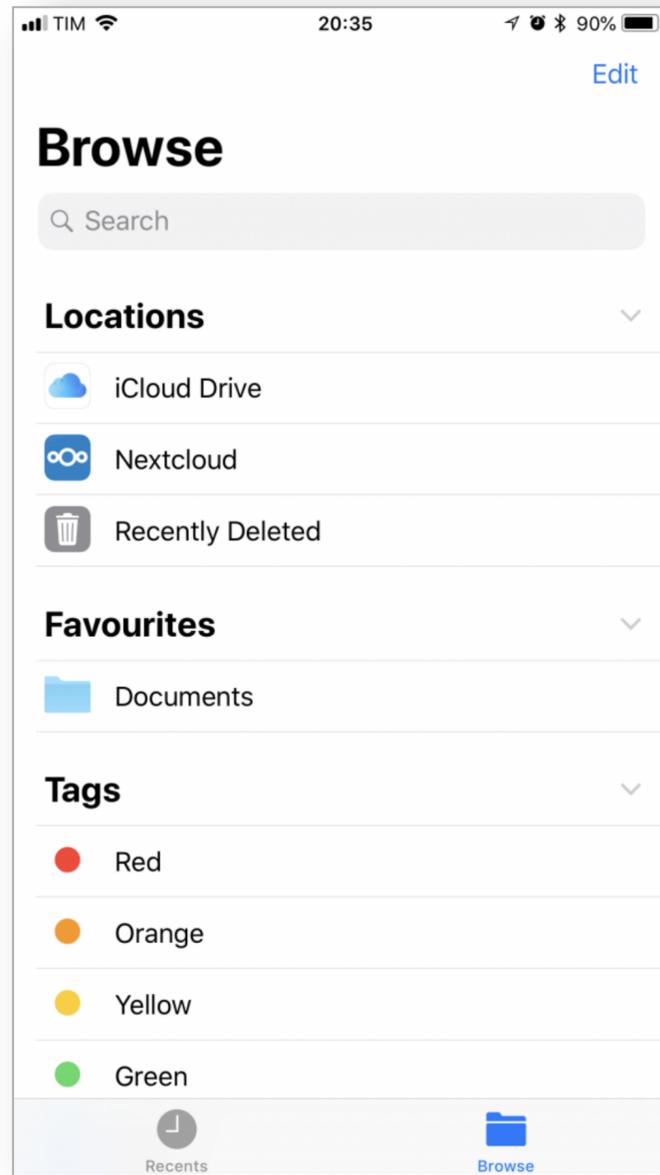
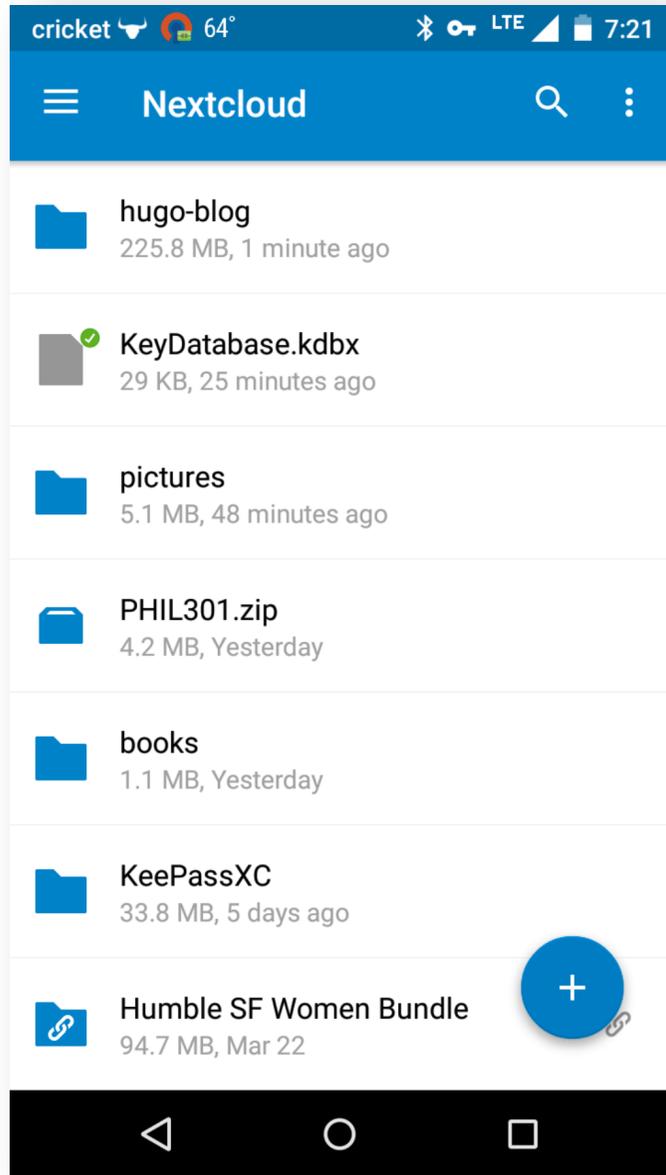
Name	Size	Modified
Project Starfish (Recently shared)		
kiwi.svg (Recently edited)		
animals.jpg (Recently edited)		
Documents	2.5 MB	2 hours ago
Financial reports	0 KB	2 hours ago
Music	41.6 MB	9 minutes ago
Photos	52.8 MB	9 minutes ago
Project Starfish	66.5 MB	2 hours ago
reimbursement forms	0 KB	2 hours ago
Work	9.2 MB	seconds ago
Nextcloud.mp4	452 KB	2 hours ago
<b>Nextcloud.png</b>	36 KB	2 hours ago
Nextcloud Manual.pdf	6.3 MB	2 hours ago
7 folders and 3 files		179.3 MB



Nextcloud.png  
★ 36 KB, 2 hours ago

Chat Activity Comments **Sharing** Versions

- leon
- christine



Open  
Open With ▶  
Move to Trash  
Nextcloud ▶  
Get Info  
Rename  
Compress "Customer Offer.docx"  
Duplicate  
Make Alias  
Quick Look "Customer Offer.docx"  
Share ▶  
Quick Actions ▶  
Copy "Customer Offer.docx"  
Import from iPhone or iPad ▶  
Use Stacks  
Sort By ▶  
Clean Up Selection  
Show View Options  
Tags...  
Services ▶

Share...  
Copy public link to clipboard  
Copy private link to clipboard  
Open in browser

Nextcloud Sharing

Customer Offer.docx

Share with users or groups ... →

Share link  Enable ...

John Doe  can edit ...

- Copy link
- Allow Editing
- Password Protect
- Expiration Date
- Unshare

84% Tue 22 15:48

Today Notifications

Today

- NEXTCLOUD 4m ago  
@Björn Schießle mentioned you in a comment...  
frank@cloud.nextcloud.com
- NEXTCLOUD 7m ago  
@Jan-C. Borchardt mentioned you in a comme...  
frank@cloud.nextcloud.com
- NEXTCLOUD 7m ago  
You are out of quota  
frank@cloud.nextcloud.com
- NEXTCLOUD 12m ago  
Jan-C. Borchardt sent you a private message  
frank@cloud.nextcloud.com
- NEXTCLOUD 27m ago  
Joas Schilling sent a message in conversation...  
frank@cloud.nextcloud.com

- Nextcloud 14 user manual introduction
- What's new for users in Nextcloud 14
- ▼ The Nextcloud Web interface
  - Navigating the main user interface
- ▼ Files & synchronization
  - Accessing your files using the Nextcloud Web interface
  - Accessing Nextcloud files using WebDAV
  - Gallery app
  - Managing deleted files
  - Desktop and mobile synchronization
  - Encrypting your Nextcloud files on the server
  - Using Federation Shares
  - Making anonymous uploads
  - Large file uploads
  - Storage quota
  - Version control
- ▼ Contacts & calendar

---

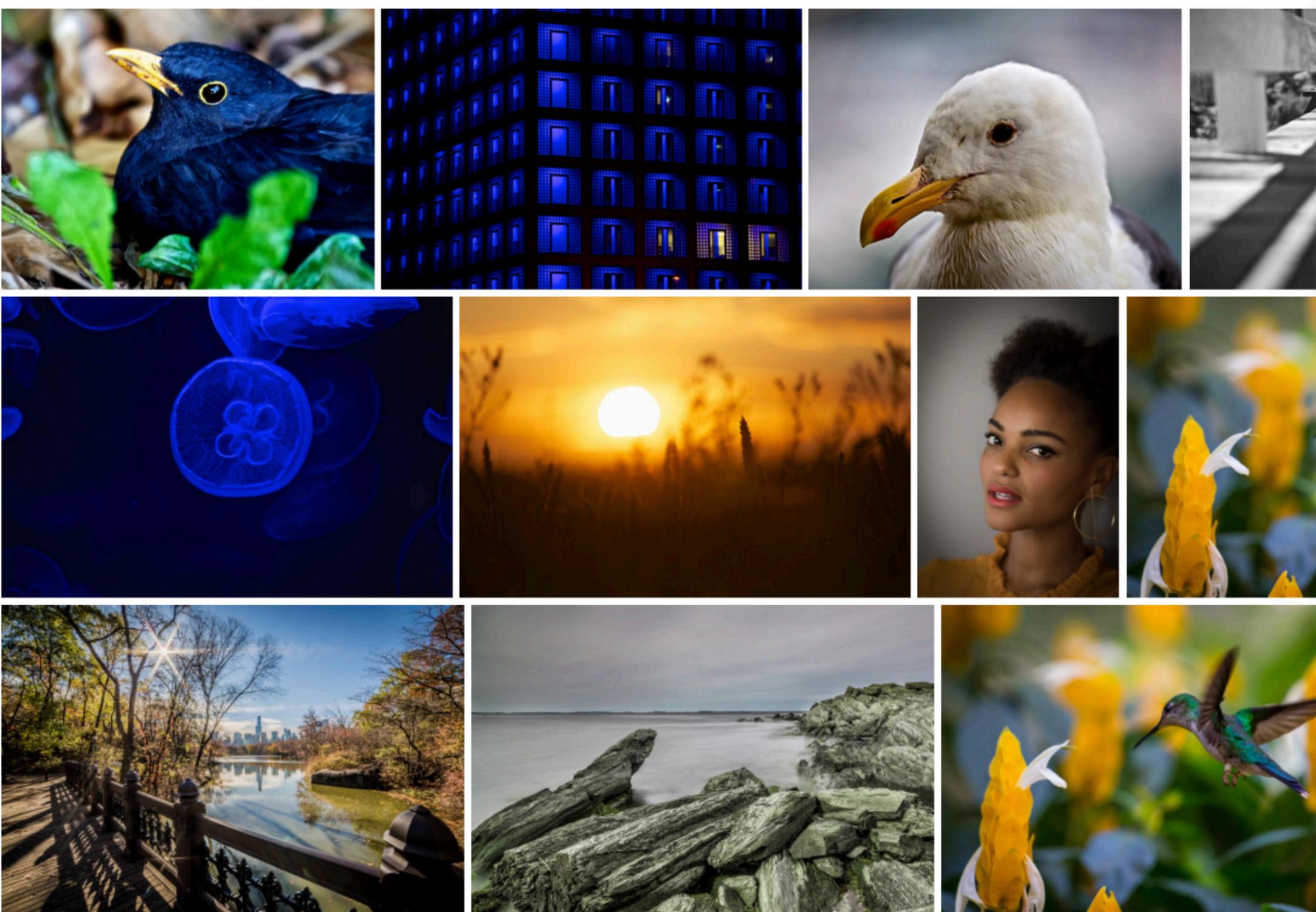


Nextcloud

# Nextcloud User Manual

*Release 14*

**The Nextcloud developers**



Share with users, groups or remote users ... →

Share link

<https://collabora-test.nextcloud.com/nc15/index.php/apps/galle...>

Password protect

Choose a password for the public link

Allow editing

Set expiration date

Expiration date

< November 2018 >

Mo	Di	Mi	Do	Fr	Sa	So
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		



- Personal
- Personal info
- Security
- Sharing
- Administration
- Overview
- Basic settings
- Sharing
- Security
- Theming
- Encryption
- Workflow

### Second-factor backup codes

Generate backup codes

### TOTP second-factor auth

Enable TOTP

### U2F second-factor auth

No U2F devices configured. You are not using U2F as second factor at the moment.

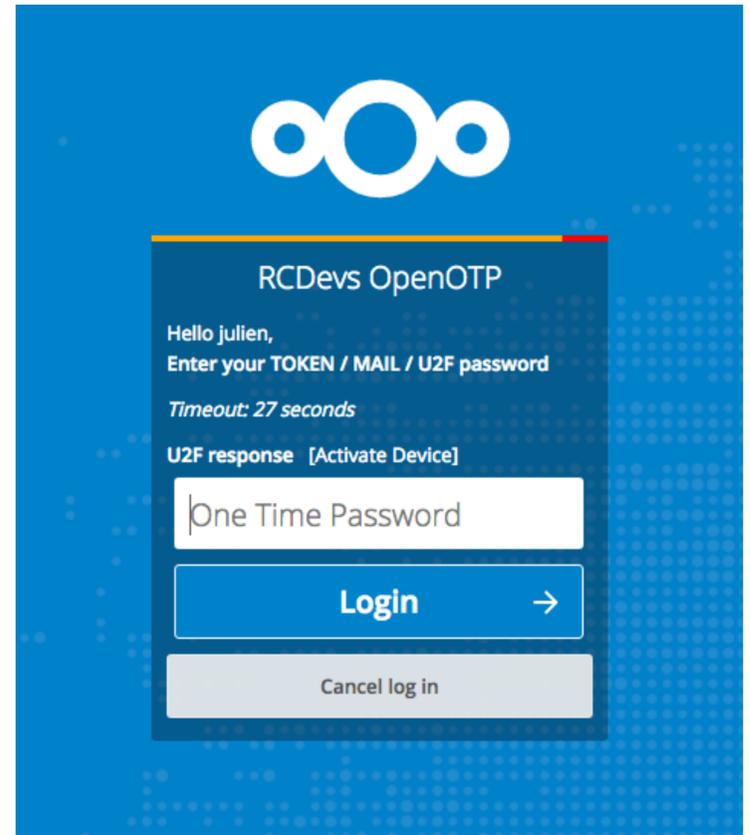
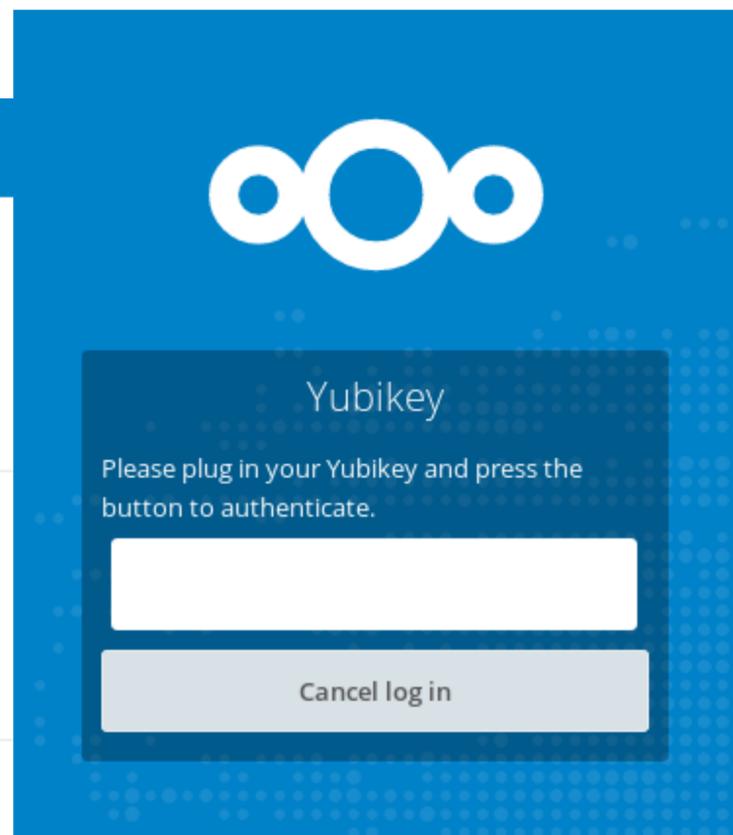
Name your device Add U2F device

You can add as many devices as you like. It is recommended to give each device a distinct name.

### SMS second-factor auth

A confirmation code has been sent to [redacted]. Please check your phone and

insert the code here:  Confirm



## Notifications

Login attempt from [redacted] 198.243

APPROVE CANCEL

2 minutes ago



Personal info

Security

Accessibility

Sharing

Privacy

### Administration

Overview

Basic settings

Sharing

Security

LDAP / AD integration

Theming

Groupware

Tag management

## Suspicious login detection

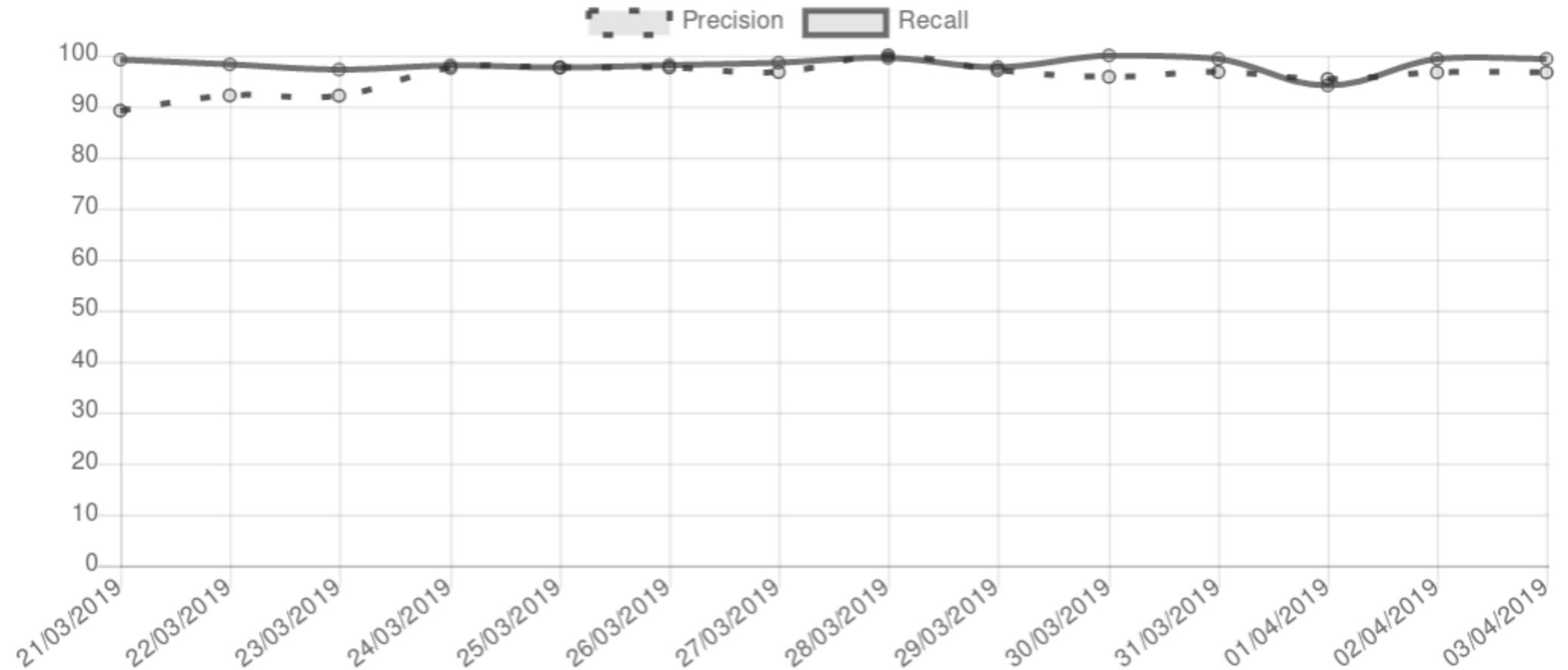
The suspicious login app is enabled on this instance. It will keep track of IP addresses users successfully log in from and build a classifier that warns if a new login comes from a suspicious IP address.

### Training data statistics

So far the app has captured 258058 logins (including client connections), of which 591 are distinct (IP, UID) tuples.

### Classifier model statistics

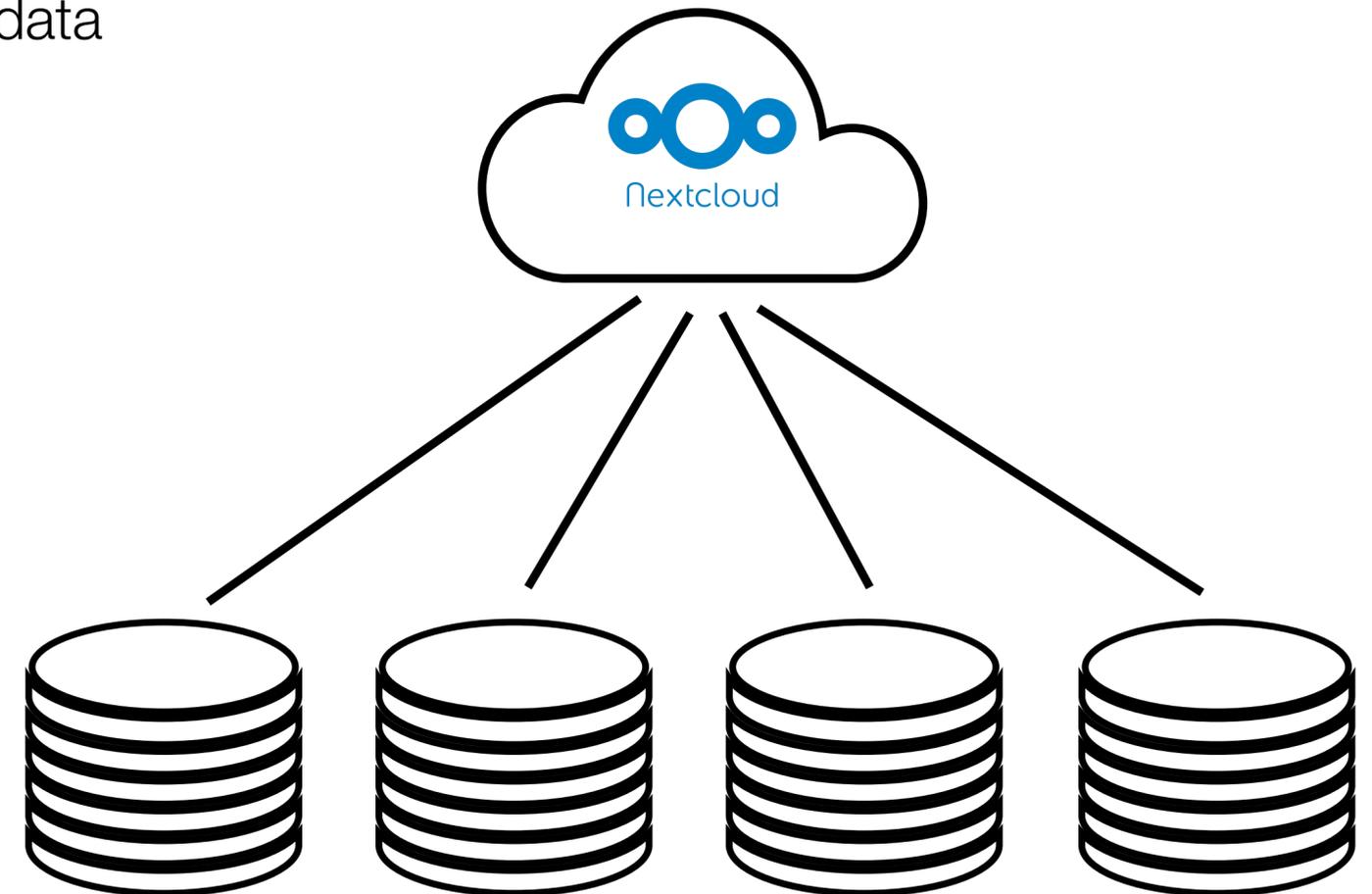
During evaluation, the latest model (trained 18 hours ago) has shown to capture 99.315% of all suspicious logins (recall), whereas 96.667% of the logins classified as suspicious are indeed suspicious (precision). Below you see a visualization of historic model performance.



# Data Access Engine

Nextcloud as central access point for all enterprise data

- SMB/CIFS
- Sharepoint
- S3
- Swift
- FTP
- Dropbox
- Google Drive
- Local
- WebDAV
- Nextcloud



Mount by: user, group, global

Authentication: per user, global, cached

Central auditing, access control, authentication, clients

- All files
- Recent
- Favorites
- Shares
- Tags

---

- Deleted files
- 12.3 MB used
- Settings

Home > +

Financial reports  
Recently edited

Quarterly reports  
Recently edited

About.txt  
Recently edited

<input type="checkbox"/>	Name ▲	Size	Modified
<input type="checkbox"/>	Documents	2.5 MB	2 hours ago
<input type="checkbox"/>	Financial reports	0 KB	2 hours ago
<input type="checkbox"/>	Photos	3 MB	2 hours ago
<input type="checkbox"/>	reimbursement forms	0 KB	2 hours ago
<input type="checkbox"/>	Nextcloud.mp4	452 KB	2 hours ago
<input type="checkbox"/>	Nextcloud.png	36 KB	2 hours ago
<input type="checkbox"/>	Nextcloud Manual.pdf	6.3 MB	2 hours ago
4 folders and 3 files		12.3 MB	

Financial reports
✕

★ 0 KB, 2 hours ago 🏷️ Tags

⚡ Activity
💬 Comments
🔗 Sharing

Share link +

Groupfolder Read Write Create Delete Share

finance (Group) ✓ ✓ ✓ Remove access rule

leon ✓ ⚡ ✓ ⚡ ⚡ ✕

+ Add advanced permission rule

Add to a project  
Connect items to a project to make them easier to find

- Personal
- i* Personal info
- Security
- External storages
- Sharing
- Pico CMS
- Additional settings
  
- Administration
- Basic settings
- Sharing
- Security
- External storages
- Theming
- Encryption
- Activity
- Full Next Search

Please check the [wiki](#) for documentation related to the installation and the configuration of the Full Text Search within your Nextcloud

## Full Next Search

Search Platform :

Select the app that will be used to index content and answer search queries.

Indexing Chunk Size :

Lower the value if the server is short on memory.

## Elastic Search

Address of the Servlet:

Include your credential in case authentication is required.

Index :

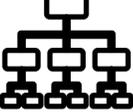
Name of your index.

## Files

External Files:

Index the content of external files.



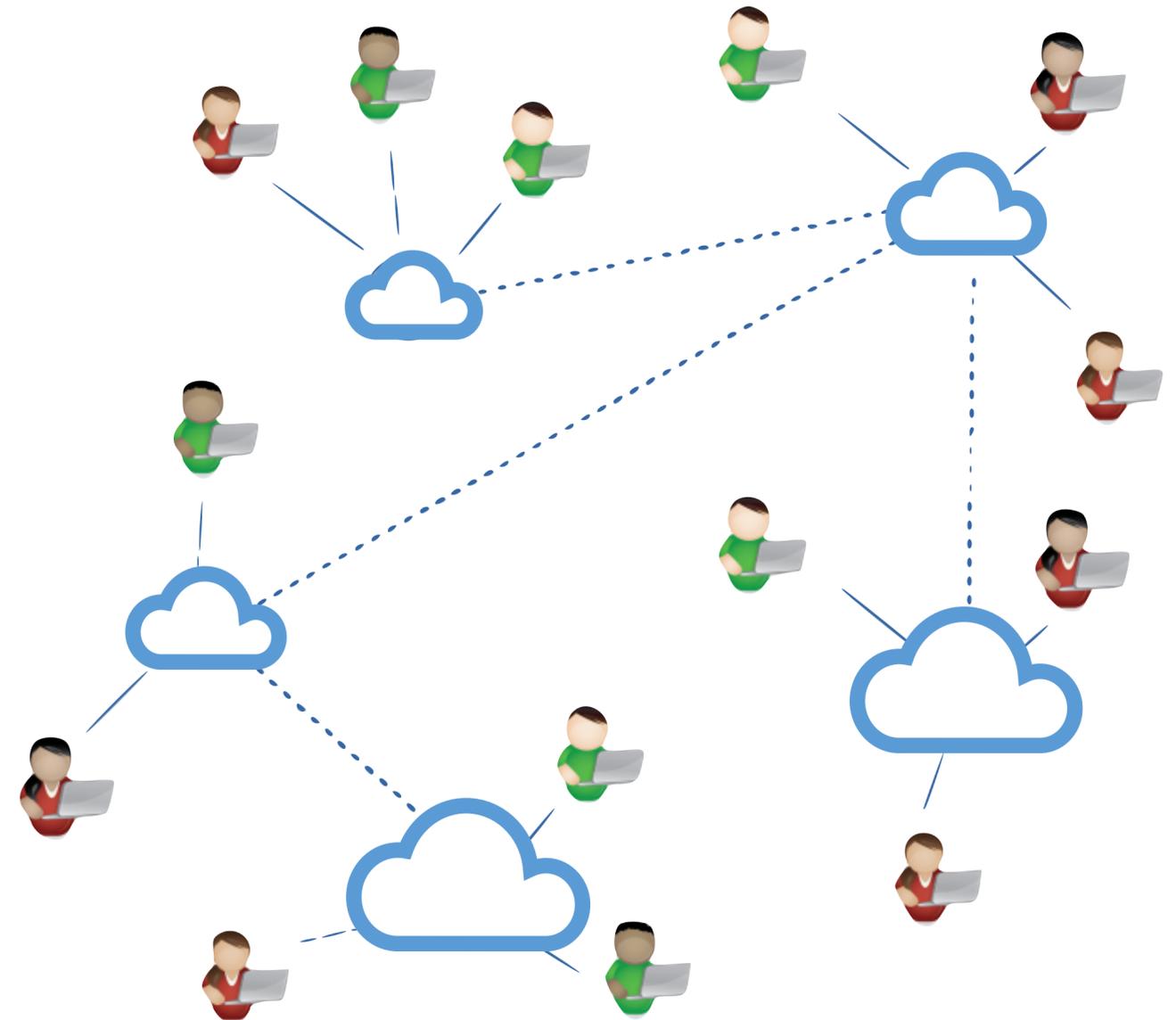


# Federation

- Server 2 Server sharing
- Folder / Files
- Behaves as one service
- Open Cloud Mesh
- Trusted servers
- Autocompletion with Lookup Server
- Access control via File Firewall



OPENCLOUDMESH



# File Access Control

Block access and sharing

Based on:

- IP
- tag
- LDAP group
- time
- name
- mime type
- size
- user agent
- ...

## File access control *i*

Restrict access to files based on factors such as filetype, user group memberships, time and more.

Each rule group consists of one or more rules. A request matches a group if all rules evaluate to true. If a request matches at least one of the defined groups, the request is blocked and the file content can not be read or written.

blog file sharing

User group membership	is member of	users	
File MIME type	does not match	/^textV(plain html)\$/i	
File name	matches	/^dummy-.+\$/i	
File size (upload)	less	12 MB	
File system tag	is tagged with	Select tag...	
Request remote address	matches IPv4	127.0.0.1/32	
Request time	between	09:00 18:00	Europe/Berlin
Request URL	is	https://localhost/index.php	
Request user agent	matches	/^MozillaV5\0 (.*)\$/i	
User group membership	is member of		

**Add rule** **Save**

group 1

**Add rule** **Save**

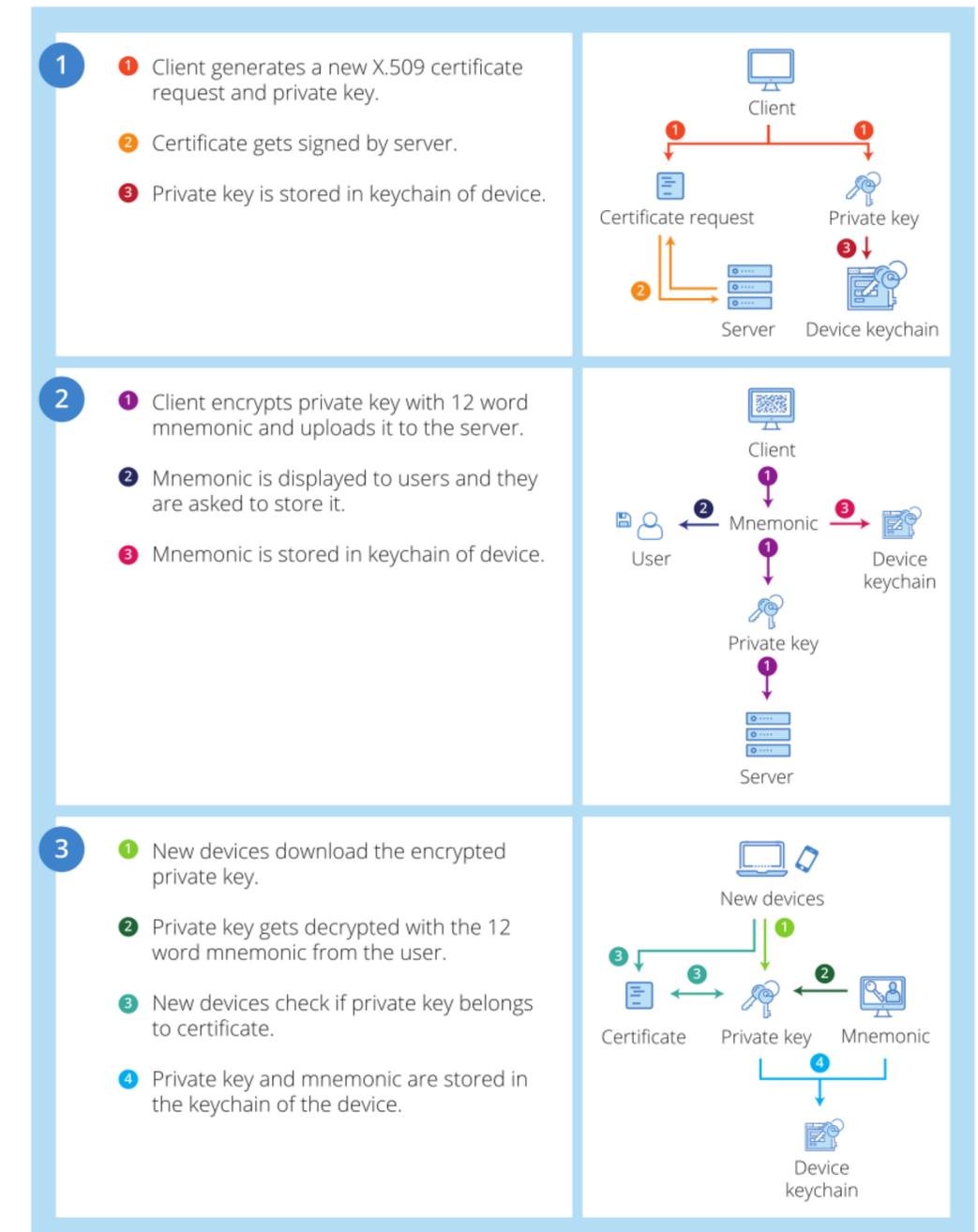
**Add rule group**

# 🔑 End 2 End Encryption

- Most requested feature
- Final in Nextcloud 13
- Supported in
  - iOS
  - Android
  - Mac
  - Windows
  - Linux
- Enterprise grade key management
- Optional Key Recovery

## Nextcloud end-to-end encryption

### Create and sync identity



## Global Scale

- Scalability > 500k users
- Global distribution
- Cost efficiency
  
- Independent nodes
- Federated sharing between nodes
- Lookup Server
- Global Site Selector
- Balancer
- In production for 20M users



Share Files Upload   Share Public Folder   Settings

To...  
Cc...  
Subject

Send

 **Add files to email**

With this dialog you can upload (large) files to your secure Nextcloud server, which may otherwise be too large for a mail-attachment.

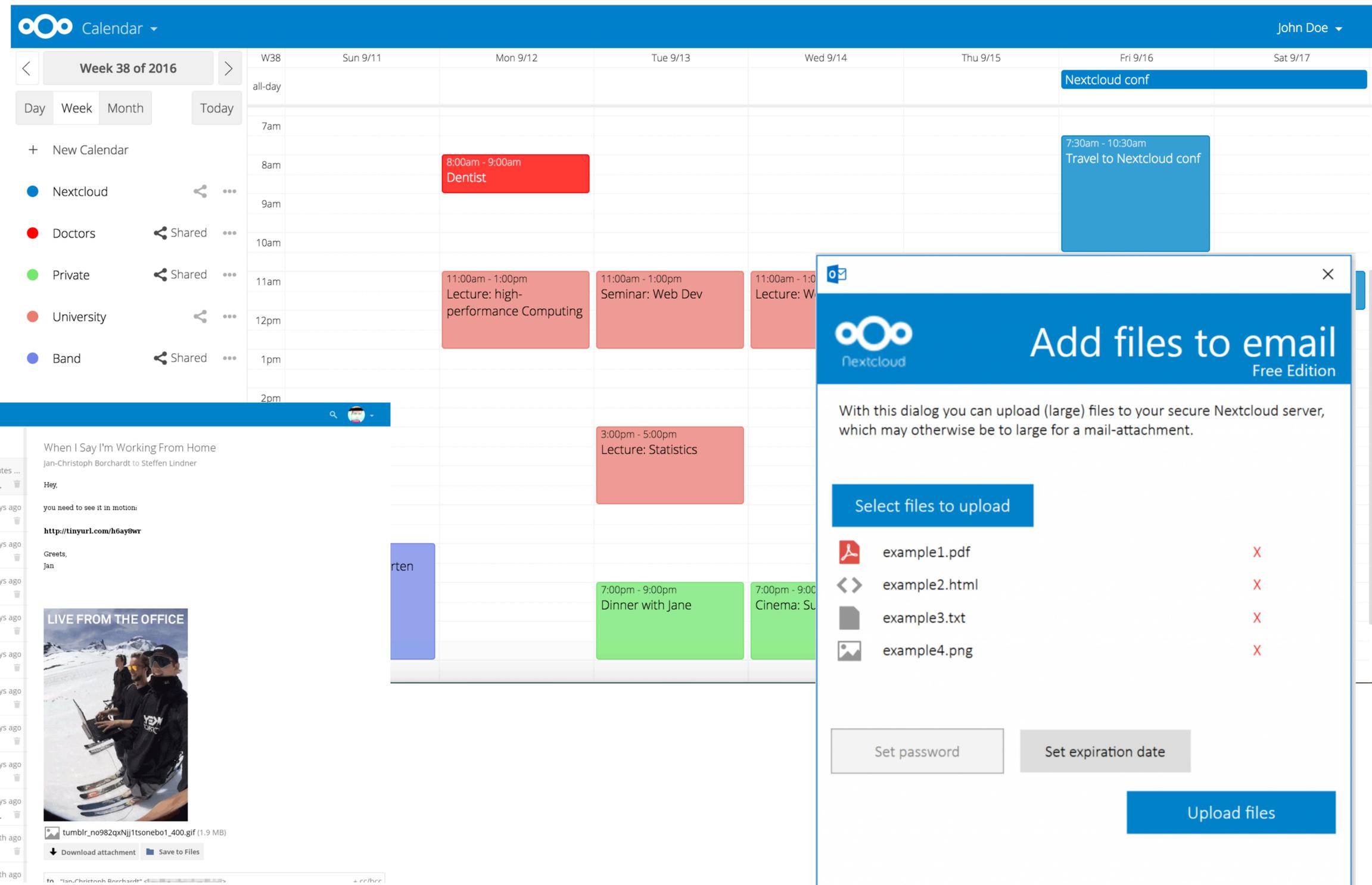
Select files to upload

	1000024.test	X
	Nota.zip	X
	outlook-plugin-size.png	X
	planning.xlsx	X

Set password   Set expiration date   Set share name

# Groupware

- Calendar
- Contacts
- Email
  
- CalDAV / CardDAV
- Outlook plugin
- Thunderbird plugin



The screenshot displays the Nextcloud user interface. At the top, the user is identified as 'John Doe'. The main area is divided into three sections:

- Calendar:** Shows a weekly view for 'Week 38 of 2016'. The calendar grid includes events such as 'Dentist' (8:00am - 9:00am), 'Lecture: high-performance Computing' (11:00am - 1:00pm), 'Seminar: Web Dev' (11:00am - 1:00pm), 'Lecture: Statistics' (3:00pm - 5:00pm), and 'Dinner with Jane' (7:00pm - 9:00pm). A 'Nextcloud conf' event is also visible on Friday, 9/16.
- Email:** A list of messages is shown on the left, with the selected message titled 'When I Say I'm Working From Home' from Jan-Christoph Borchardt to Steffen Lindner. The message content includes a link to a TinyURL and a 'LIVE FROM THE OFFICE' image.
- File Upload Dialog:** A modal window titled 'Add files to email' is open. It provides instructions on uploading files to a secure Nextcloud server. A list of files to be uploaded is shown:
 

File Name	Status
example1.pdf	X
example2.html	X
example3.txt	X
example4.png	X

 The dialog also features buttons for 'Set password', 'Set expiration date', and 'Upload files'.

- Alle Boards
- Archivierte Boards
- Geteilte Boards
- App Development
- Business
- Server Setup
- Neues Board erstellen

## App Development

### Backlog

Mobile App

+ (Add button)

Neuen Stapel hinzu + (Add button)

### ToDo

Documentation

in 11 Tagen

Public API Specification

+ (Add button)

## Documentation

Geändert: vor 5 Minuten Erstellt: vor 9 Minuten von djoma

Später x (Move button)

2017-06-30 22:20 (Date and Time)

🗑️ (Delete icon)

### Beschreibung *i*

#### What is Markdown

The [wikipedia markdown entry](#) introduced markdown as :

Markdown is a lightweight markup language with plain text formatting syntax. It is designed so that it can be converted to HTML and many other formats using a tool by the same name. Markdown is often used to format readme files, for writing messages in online discussion forums, and to create rich text using a plain text editor. As the initial description of Markdown contained ambiguities and unanswered questions, many implementations and extensions of Markdown appeared over the years to answer these issues.

#### Markdown in Deck

The Deck application plugin uses the [markdown-it](#) script to offer support for markdown in the cards description field.

#### Supported Markdown

Markdown comes in many flavors. The best way to learn markdown and understand how to use it, is simply to [try it](#) on the original script official playground. That same link offers also a comprehensive list of what is supported, and what is not - rendering it unnecessary to duplicate that content in here.

- Timeline
- Your account
- Friends
- Favorites
- Direct messages 3



**Julius Haertl**  
@admin@cloud.example.com

Public posts	3
Following	23
Followers	42

### Public posts

- Nextcloud @nextcloud@mastodon.xyz 1 day ago  
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪  
Get started right now: <https://nextcloud.com/signup>
- Nextcloud @nextcloud@mastodon.xyz 1 day ago  
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪  
Get started right now: <https://nextcloud.com/signup>
- Nextcloud @nextcloud@mastodon.xyz 1 day ago  
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪  
Get started right now: <https://nextcloud.com/signup>
- Nextcloud @nextcloud@mastodon.xyz 1 day ago  
Want to #DropDropbox? #DeleteGoogle? #decentralize? We got you covered, easy as a piece of 🍪  
Get started right now: <https://nextcloud.com/signup>

# Nextcloud Talk



## Communication Product

- Alternative to:
  - Zoom
  - Skype for Business
  - WebEx
  - Microsoft Teams
  - Slack
- Audio / Video calls
- Chat
- Integrated into Nextcloud Files
- Integrated into Collabora Online
- Self Hosted
- Webinar use-case
- Phone use-case
- Group chat use-case

- Choose person ...
- Discuss Nextcloud...
- Press informatio...
- Mario Danic
- Nina Cercy
- Sales Weekly call
- Mathias Conradt,...
- Sales
- Collabora plans
- Company Call
- Frank Karlitschek
- Ivan Sein Santiago
- I have renamed t...
- You
- tomaz
- F-Droid
- Lukas Reschke

Hi team, I'd like to go over Nextcloud Talk features today.

Mathias Conradt  
Ok

Jos Poortvliet  
Find notes here: <https://cloud.nextcloud.com/apps/files/?dir=/shared&fileid=48728>

Guest  
I have joined too

Mathias Conradt  
Great

Vanessa Steeg  
Cool!

Guest  
I am Caspar.

Jos Poortvliet  
I have to join by phone...

Jos Poortvliet

New message...

Carrier 6:31 PM

Back Talk team

Today

Ivan Sein 18:19  
Hey!  
I'm using the Nextcloud Talk iOS app  
It's nice that it has chat now 👍

Joas Schilling 18:20  
You can also mention people @Ivan Sein

Daniel Calvino Sanchez 18:20  
Great!

Daniel Calvino Sanchez 18:21  
same for Nextcloud Talk Android app @Mario Danic ?

Mario Danic 18:21  
Yes 😊

Ivan Sein 18:24  
Also you receive push notifications on mentions in both iOS and Android

New message ...

Discuss Nextcloud Talk

Set password →

Participants

- nt
- vliet (moderator)
- Conradt (moderator)
- Steeg (moderator)
- alther

- New conversation ...
- Nextcloud internal
- Jan-C. Borchardt, Joas Schilling
- Marius Blüm
- Sales Weekly call
- Mgmt Coordination
- Mario Danic
- test run
- Marie Gutbub
- Berliners
- storj.io discussion
- discuss puri.sm
- Frank Karlitschek
- Barthélemy Briand
- Jan-C. Borchardt
- Talk with Marcel
- Camila Ayres
- Frank Karlitschek, Julius Härtl, Ar...
- Univention

Joas Schilling created the conversation 1:17:50 PM

Joas Schilling added you

Joas Schilling

Hi Jos Poortvliet you can test it now



terms\_of\_service-1600x900.png

Jos Poortvliet



14-logo.png

Jos Poortvliet

Social Skill

- \* Commur
- \* trust
- \* negativi

conf talk ideas.txt

1:17:50 PM

1:18:00 PM

5:54:09 PM

5:55:06 PM

Conversation name

Start call

Share link

Participants

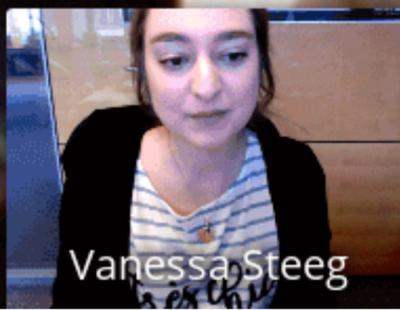
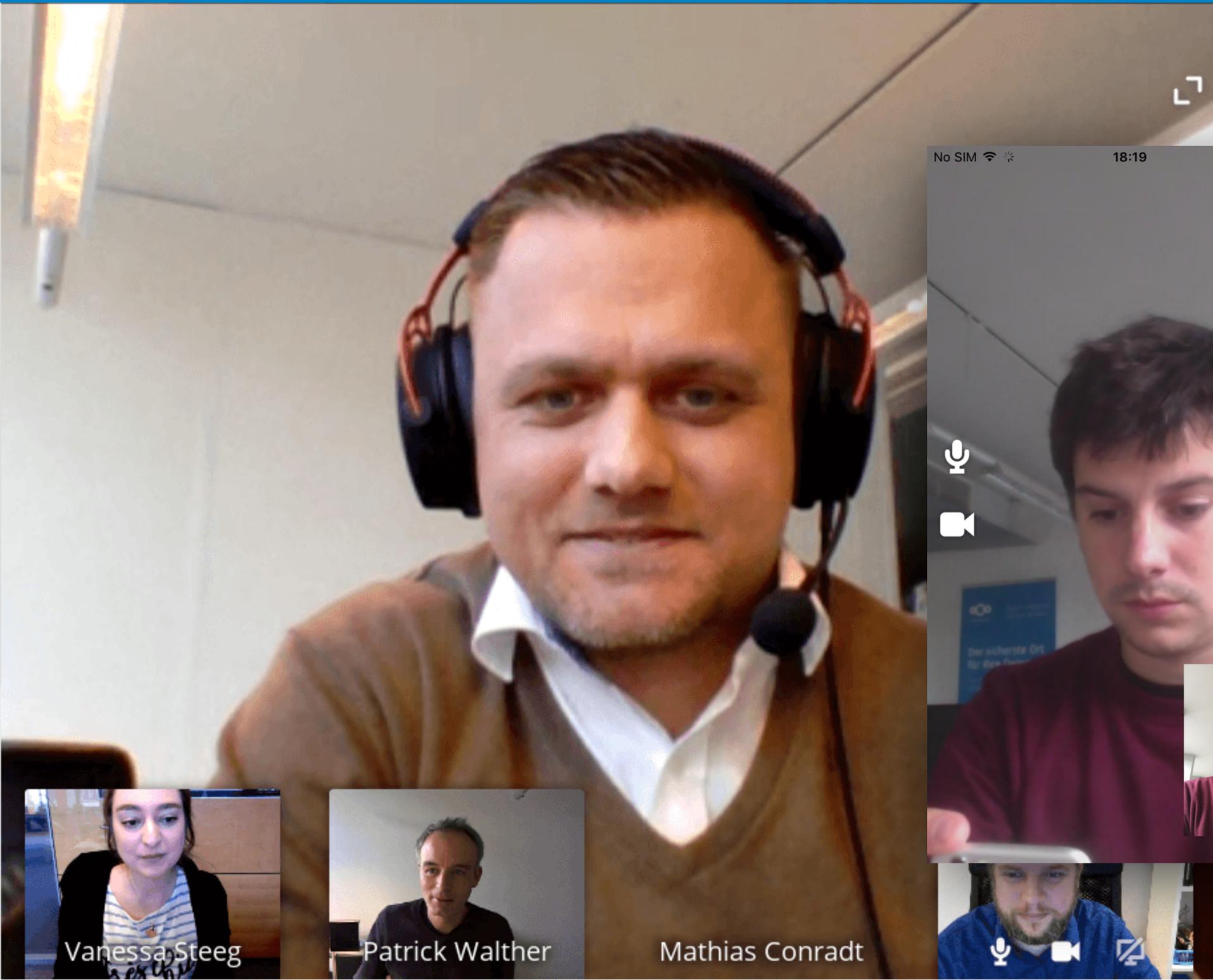
Add participant ...

- Jos Poortvliet (moderator)
- Joas Schilling (moderator)
- Jan-C. Borchardt

New message ...

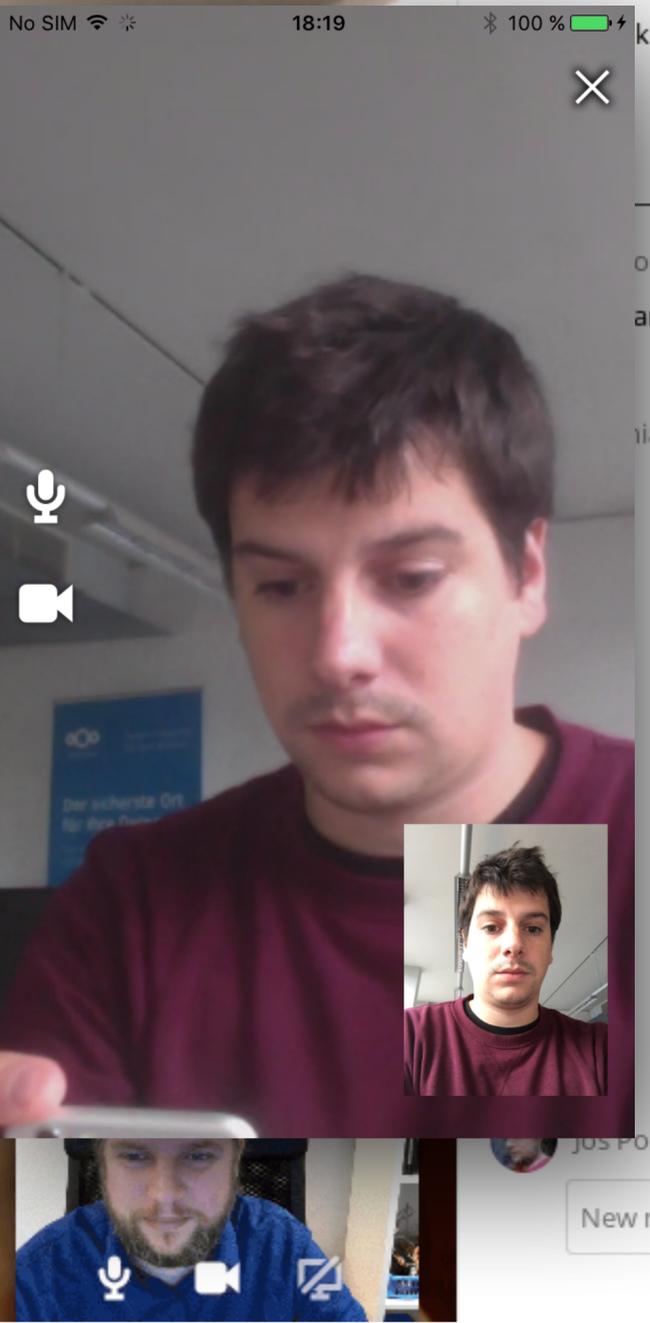
Choose person...

- Discuss Nextclou... [More]
- Press informatio... [More]
- Mario Danic [More]
- Nina Cercy [More]
- Sales Weekly call [More]
- Mathias Conradt,... [More]
- Sales [More]
- Collabora plans [More]
- Company Call [More]
- Frank Karlitschek [More]
- Ivan Sein Santiago [More]
- I have renamed t... [More]
- You [More]
- tomaz [More]
- F-Droid [More]
- Lukas Reschke [More]



Discuss Nextcloud Talk

Leave call



Chat

Participants

oortvliet 9 minutes ago  
am, I'd like to go over Nextcloud Talk features today.

ias Conradt 4 minutes ago

New message... →

Choose person ...

- Discuss Nextclou...
- Press informatio...
- Mario Danic
- Nina Cery
- Sales Weekly call
- Mathias Conradt...
- Sales
- Collabora plans
- Company Call
- Frank Karlitschek
- Ivan Sein Santiago
- I have renamed t...
- You
- tomaz
- F-Droid
- Lukas Reschke

The screenshot shows a presentation slide with the following content:

- Control over data flow**
- Logging and monitoring**
- Permissions**
- Hint-grained File Access Control**
- Link system**
- Virus scanning**
- Data Retention**

Vanessa Steeg's screen



### Discuss Nextcloud Talk

Leave call

Share link

Set password

Chat

Participants

Add participant

- Jos Poortvliet (moderator)
- Mathias Conradt (moderator)
- Vanessa Steeg (moderator)
- Patrick Walther
- Guest

New conversation ...

- Project Starfish chat
- Talk updates ✓

/calc - A basic calculator for Nextcloud Talk based on gnu BC

calculator-bot 8 minutes ago  
5\*115 =  
575

wikipedia-bot 7 minutes ago  
Wikipedia search results for "starfish":  
\* Starfish - Starfish or sea stars are star-shaped echinoderms belonging to the class Asteroidea. Common usag... - [en.wikipedia.org/wiki/Starfish](https://en.wikipedia.org/wiki/Starfish)  
\* Starfish Prime - Starfish Prime was a July 9, 1962 high-altitude nuclear test conducted by the United... - [en.wikipedia.org/wiki/Starfish\\_Prime](https://en.wikipedia.org/wiki/Starfish_Prime)  
\* Starfish (album) - Starfish is the fifth album by the Australian rock band The Church, released in ... - [en.wikipedia.org/wiki/Starfish\\_\(album\)](https://en.wikipedia.org/wiki/Starfish_(album))  
\* Starfish site - Starfish sites were large-scale night-time decoys created during the Blitz to simulate... - [en.wikipedia.org/wiki/Starfish\\_site](https://en.wikipedia.org/wiki/Starfish_site)  
\* Starfish Greathearts Foundation - Starfish Greathearts Foundation is an internationa... - [en.wikipedia.org/wiki/Starfish\\_Greathearts\\_Foundation](https://en.wikipedia.org/wiki/Starfish_Greathearts_Foundation)  
\* and 5 more articles found

talk-bot 7 minutes ago  
/wiki - A simple command to find wikipedia articles for a term  
/hackernews - A simple command to list the Top 5 top, new or best stories  
/calc - A basic calculator for Nextcloud Talk based on gnu BC

Christine Scott

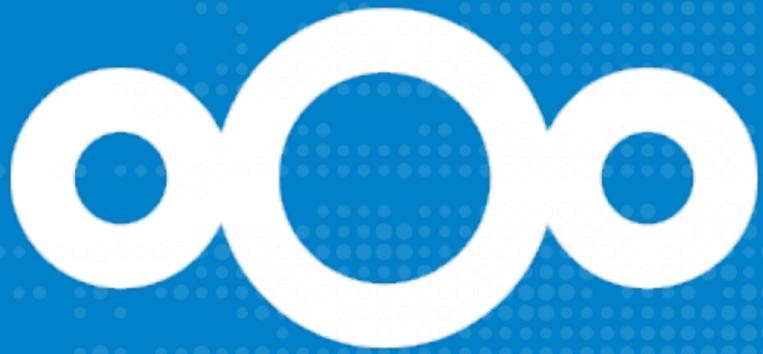
New message ... → +

### Project Starfish chat

Start call

- Participants
- Projects

- Add to a project  
Connect items to a project to make them easier to find
- Project Starfish
  - and a final test file.md
  - colors.jpeg
  - Project Starfish
  - Feature description.md
  - Project Starfish chat



Document Editing



# The 6 Nextcloud Subscription benefits

The Nextcloud subscription includes everything that is needed to run Nextcloud in mission critical environments.

## Expertise

- A full Proof of Concept package where our experts help you integrate Nextcloud in your infrastructure.
- Migration assistance: We help to migrate from your previous solution.
- Upgrade support: We ensure your upgrades go smooth: advise when to upgrade, stand-by help.
- Support delivered directly by the Nextcloud engineers who wrote the software.
- Dedicated Support Account Manager.
- Enterprise grade SLA up to 24/7.
- Long term support for stable Nextcloud releases up to 5/10 years.

## Influence

- Influence on road map.
- Seat at the product advisory board.

## Security

- Early notification about critical security issues.



Company profile

full company name: Collabora Productivity Ltd.
company address + phone + fax:
The Platinum Building
St John's Innovation Park
Cambridge
CB4 0DS
United Kingdom



Telephone: +44 (0)1223 362967
Fax: +44 (0) 1223 351966

4000 signs (including blanks)

Collabora is powered by the largest team of certified LibreOffice engineers in the world and is one of the leading contributors to the LibreOffice codebase.

Collabora Productivity provides you the powerful on-premise office suites, that enable you to access documents, author new content and work collaboratively.

Our flagship products, Collabora Online and Collabora Office, are 100% Open Source, using new and existing code that has been carefully tested in-house and packaged for enterprise use.



Leave call

However I think that the "News" section needs more work

Mary Server shall we edit it together?

Mary Server 2 minutes ago
sure

let me start a call for better communication

Mary Server started a call a minute ago

You joined the call a minute ago

John Board James Data

I would like the input too of @jame



## All apps

Authentication &amp; authorization

Customization

Files

Integration

Monitoring

Multimedia

Office &amp; text

Organization

Social &amp; communication

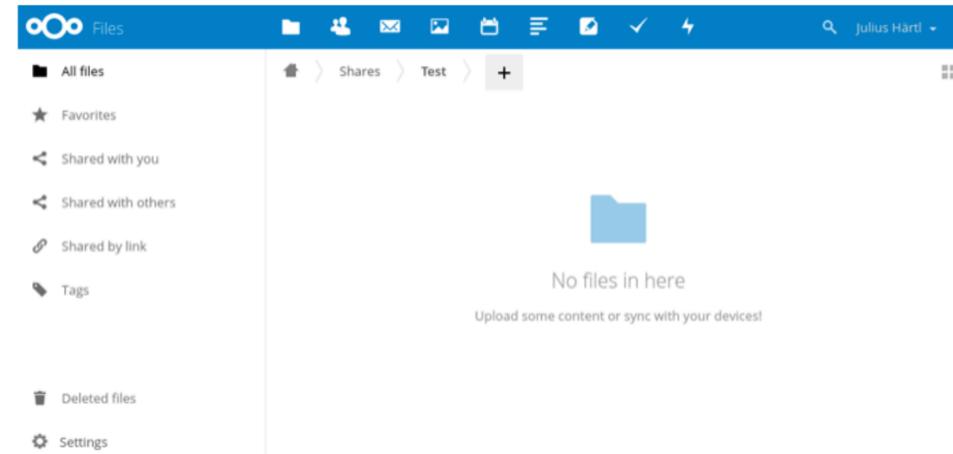
Tools

## Rating

Rating (recent)

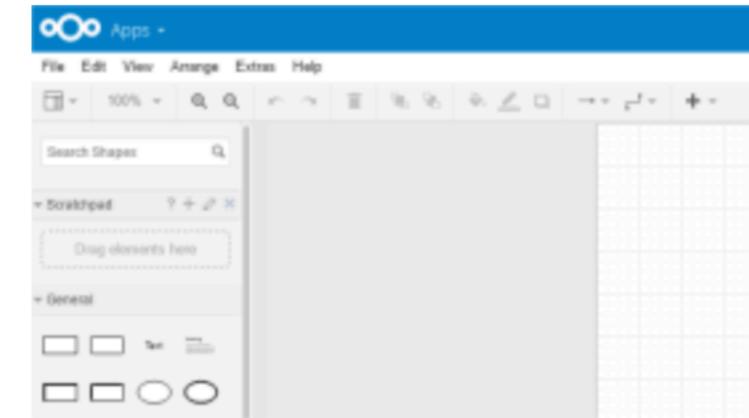
Latest

▼ Alphabetical

 Featured

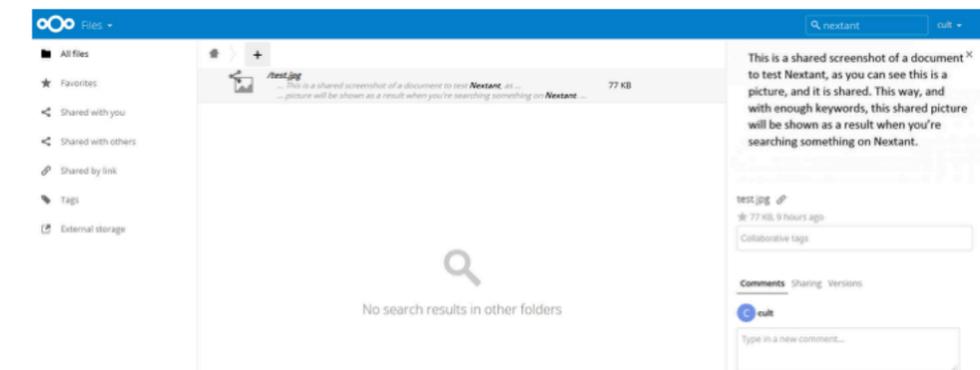
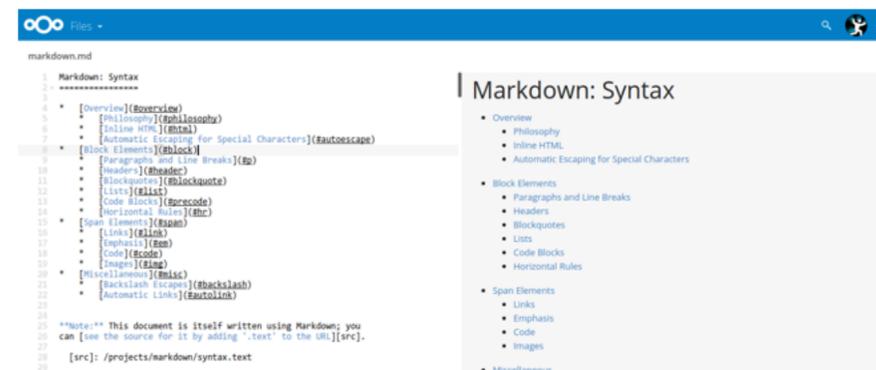
## Direct Menu

Provide easy access to all apps in the header.



## Draw.io

Draw.io intergration app





# The history behind Nextcloud

Frank Karlitschek

 @fkarlitschek

# KDE

- Got involved in the late 90s
- Completely community driven
- Everyone can contribute and commit
- 100% Free Software
- Community decided about features and strategy
- Going Strong
- Dream of the year of the Linux Desktop
- Problems: Rotating Team Members
- Dream of hiring people to work full time on free software

# ownCloud

- Founded in January 2010 by Frank Karlitschek
- AGPL licensed
- Open development process and community
- Growing community of contributors
- Growing community of users
- Releases of 1.0, 1.1, 1.2 and 2.0
- Quickly became the most popular open source FSS software
- First developer meetups
- First good press coverage
- First interest from bigger customers
  
- Maybe we can do pay people to work full time on Free Software?

# Opportunity to found a company?

End of 2011

Got in contact with 2 people

- CEO
- Sales / Marketing
- CTO

# ownCloud Inc.

- Founded end of 2011
- Based in Boston, USA
- Venture capital funded from day one
- Optimized for aggressive growth and exit
- Win fast / fail fast
- Key management and VCs unfamiliar with open source
- Some friends from KDE were skeptical



Issues

# Issues 2015 and 2016

- Bad alignment between management / investors and community
- Sustainability and open vs. Quick money
- Tension between management and open source developers
- Contributors unhappy and leaving the project
- Mismanagement

# Business model

- Dual Licensing
- Open Core / Enterprise edition
- Contributor License Agreement with transfer of code ownership to company

Conflict between community interests and company interests

Open core is inherently unstable

# Product management

- Company required control over roadmap/feature planing
- Predictability
- Reject community features if enterprise feature exist

# Investors

- VC mind set
- EFSS market defined by Gartner

# Issues 2015 and 2016

- No happy community
- Not happy employees
- Not happy customers

I tried to fix it but failed

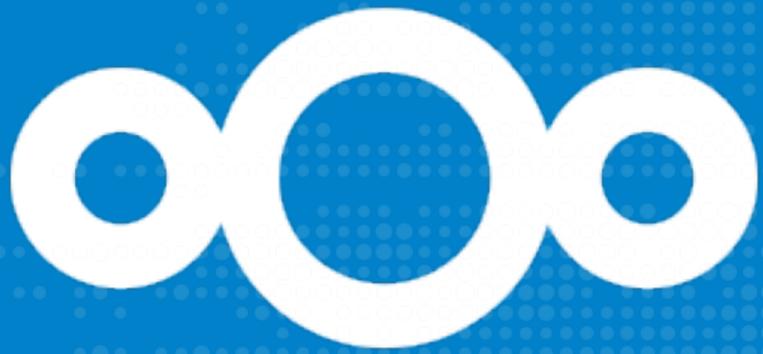
Bad alignment with Open Source Principles

Financial trouble

# Issues 2015 and 2016

- Closed source software companies would have died
- Customers and users lose their product

Opportunity to fork and fix mistakes



The Nextcloud fork

# The Nextcloud fork

- May 2016
- 12 core people left ownCloud
- Founded Nextcloud





# The Nextcloud Principles

1. Sustainable / No external investment

2. 100 % open source / free software

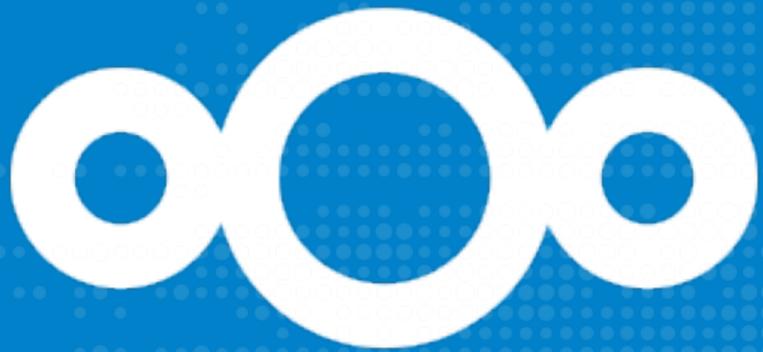
### 3. No Contributor License Agreement

## 4. Open Standards

## 5. Federation / Decentralisation

## 6. Open Community processes

## 7. Diversity



# The Open Source Business Model

# What we offer

- Focus on big customers only
- Inspired by RedHat, SUSE and others
  
- Enterprise subscriptions
- Support
- Security consulting
- Scalability consulting
- Branding service
- Professional services



Today and Tomorrow

# Today and Tomorrow

- More contributions then ever.
- Over 45 full time employees and growing
- Profitable
- No external investment
- Growing customer base
  - Governments / universities / enterprises
  - Biggest customer with >20M users
- Fast growing / Hiring

# Today and Tomorrow

- No contributor agreement
- 100% free software / open source
- First release was out 2 week after the fork
- All PRs have the same priority
- Remove Community PR roadblock
- Even website is in git with community contributions



nextcloud

● nextcloud  
Search term

● owncloud  
Search term

+ Add comparison

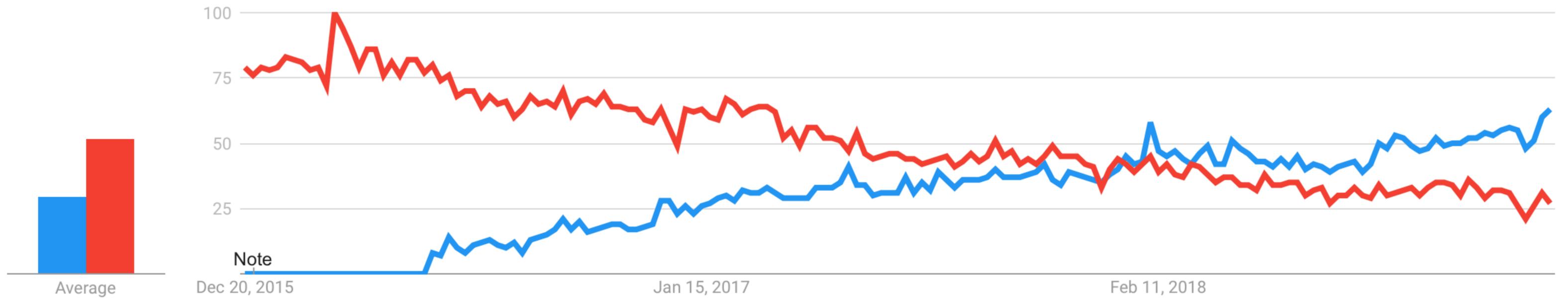
Worldwide ▼

12/20/15 - 1/20/19 ▼

All categories ▼

Web Search ▼

Interest over time



# Customers

> 150 customers

**DEGES**

**ARD** 



**WIKIPEDIA**  
The Free Encyclopedia



Informations  
Technik  
Zentrum Bund

**MAHLE**



**MAX-PLANCK-GESELLSCHAFT**



Deutsches  
Rotes  
Kreuz

Raiffeisen Informatik Center  
Steiermark



**Germania**

**SIEMENS**

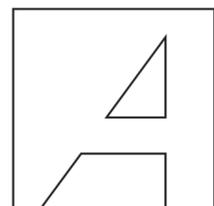


BETRIEBSKRANKENKASSE

**Miele**



Technische  
Universität  
Berlin



Konrad  
Adenauer  
Stiftung

MMEC **MANNESMANN**

**BUNDESNOTARKAMMER**  
KÖRPERSCHAFT DES ÖFFENTLICHEN RECHTS



# Summary

# Nextcloud

Alternative to

- Dropbox
- Google Suite
- Office 365

but

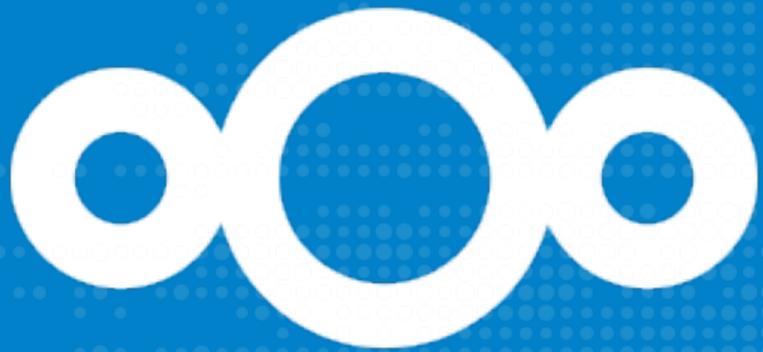
- Self hosted
- 100% open source
- Distributed / Federated

# Download

- [nextcloud.com/install](https://nextcloud.com/install)

# Get involved

- [github.com/nextcloud](https://github.com/nextcloud)
- [nextcloud.com/contribute/](https://nextcloud.com/contribute/)
- [nextcloud.com/include/](https://nextcloud.com/include/)



Questions?

Frank Karlitschek

 @fkarlitschek