

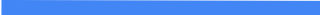


# LF Research 2026 Sponsorship Prospectus




# What is LF Research?


LF Research applies empirical methodologies to systematically investigate open source collaboration, communities, and industry dynamics, establishing independent facts and reaching new conclusions about the use and impact of open source in solving challenges around the world.




Explore areas of new systemic risks or opportunities



Identify best practices and how to leverage open source



Demystify the myths and misconceptions of open source value



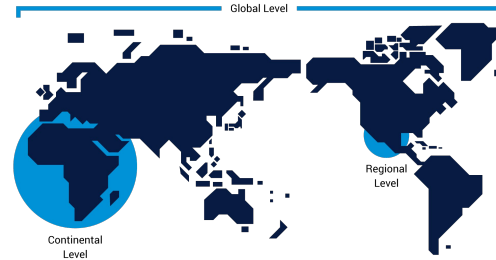
Provide expertise and data-driven paths forward

# Frameworks for Analysis

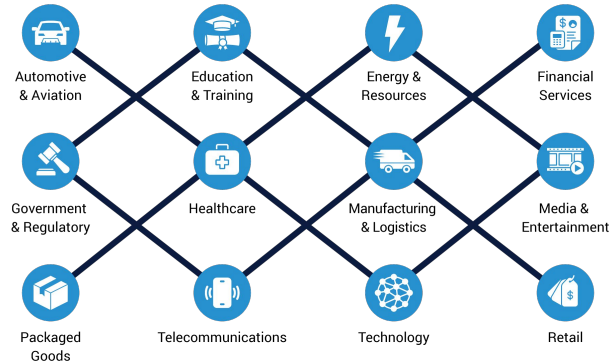
## Technology Domain

- AI, ML, Data & Analytics
- Blockchain
- CI/CD & Site Reliability
- Cloud
- Containers & Virtualization
- Cross-Technology
- DevOps
- IoT & Embedded
- Linux Kernel
- Networking & Edge
- Open Hardware
- Open Source Best Practices
- Safety-Critical Systems
- Security
- Storage
- System Administration
- System Engineering
- Web & Application Development

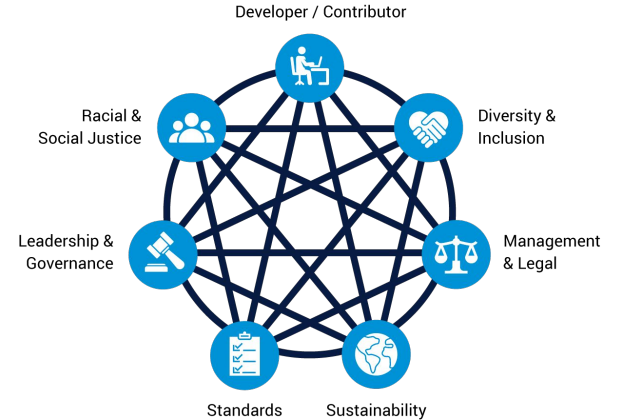
## Geography



## Industry Vertical



## Ecosystem



# What Makes LF Research Unique? “Open source first.”

The Linux Foundation is at **the center of 100,000+ open source leaders, engineers and end users**, working at some of the world’s most important companies.

Engaging our network of open source practitioners allows us to deliver primary research that creates:



A **richer, more complete understanding** of the uniqueness of open source development vs. product development

**In-depth insight** from our community’s expertise that hones in on the critical topics.

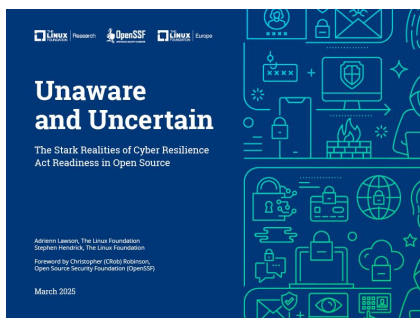
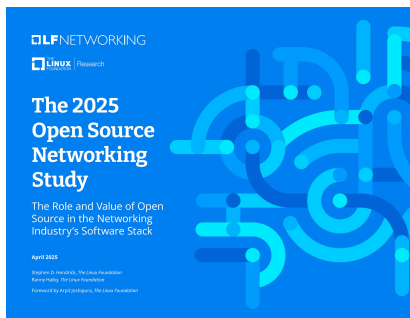
**Actionable conclusions** to inform decision makers.

**Open data** available for other analysts to incorporate into their work, and publications released under Creative Commons license.

Dozens of unique reports published since inception in April, 2021.

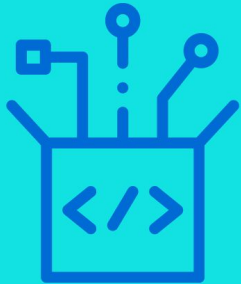
100s of deliverables.

1000s of open data points.



# AI\_Dev Keynote, December 2023: “Organizations prefer open source GenAI technology.”

## 2023 GENAI REPORT



Openness is important.  
63% of respondents are  
extremely or moderately  
concerned by the openness of  
GenAI systems their companies  
are using or developing.



# Open Source in Finance Forum, September 2024: "OSS delivers business value."

## THE 2024 STATE OF OPEN SOURCE IN FINANCIAL SERVICES



84% of respondents agree that using OSS *delivers business value* to their organization.

## SHOW ME THE ~~MONEY~~ VALUE

### THE 2024 STATE OF OPEN SOURCE IN FINANCIAL SERVICES

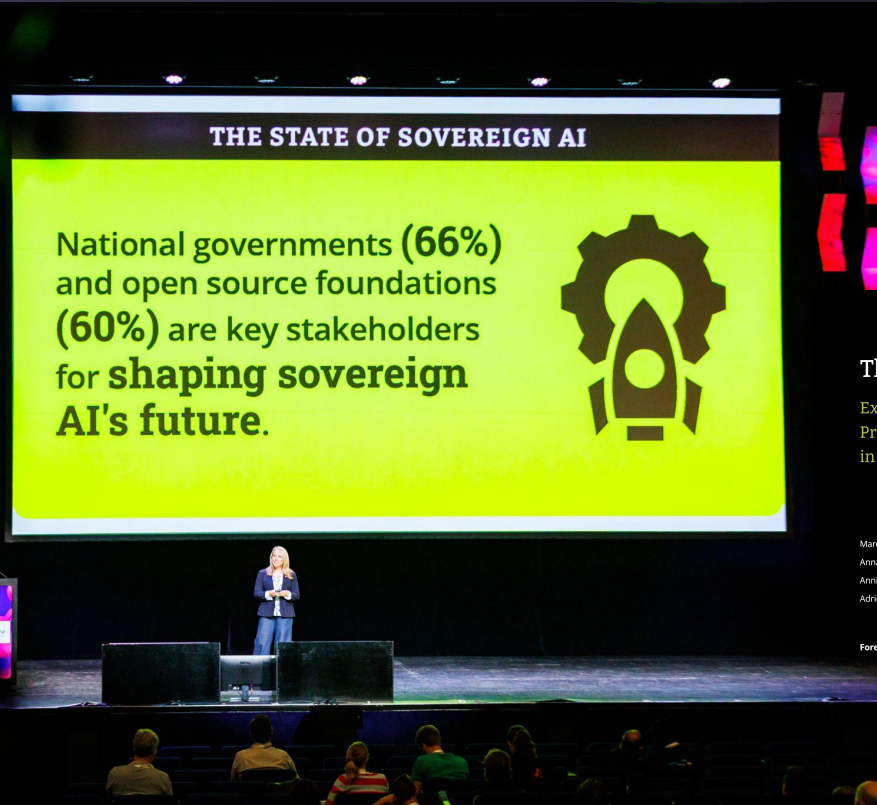


84% of respondents agree that using OSS *delivers business value* to their organization.

The supply side (cost of creating the code) value of OSS is 4.15 billion versus the demand side (value of the code generated in the market from goods and services) value is 8.8 trillion

*Harvard Census II Study (2022)*

# AI\_Dev Keynote, September 2025: “Governments and foundations shape Sovereign AI.”



## The State of Sovereign AI

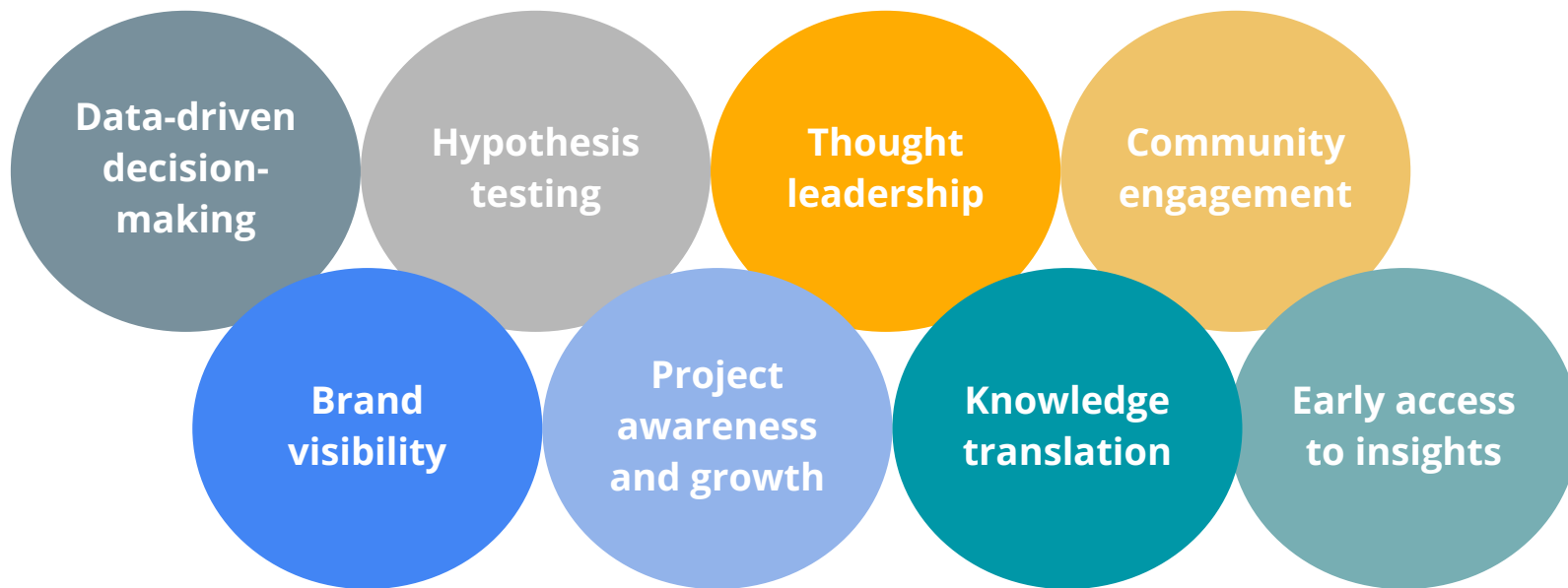
Exploring the Role of Open Source Projects and Global Collaboration in Global AI Strategy

Marco Gerosa, Ph.D., *Northern Arizona University*  
Anna Hermansen, *The Linux Foundation*  
Anni Lai, *Futurewei*  
Adrienn Lawson, *The Linux Foundation*

Foreword by



# Benefits of Research



# How Research Benefits Different Stakeholders

## Government:

Inform policymakers on the value of open source.

### OPEN SOURCE IN EUROPE'S PUBLIC SECTOR



Outdated procurement processes, limited technical competences, and a lack of managerial buy-in are preventing the public sector from realising the full potential of OSS.

### THE STATE OF COMMERCIAL OPEN SOURCE 2025



**COSS companies** get **superior exit valuations** (7x higher at IPO and 14x higher at M&A)

## Enterprise:

Insight to inform investment, funding, & ROI

### OPENSEARCH AWARENESS AND PERCEPTIONS REPORT

87% of users would like to see better integration of openSearch with other open source projects.



## Projects:

Data to drive strategy & operating budgets.

## Society:

Evidence into open source for social good.

### THE VALUE OF OPEN SOURCE AI FOR APEC ECONOMIES

Open source AI can help address **demographic challenges in aging societies** through ongoing monitoring of daily activity and chronic disease and robotic-powered mobility supports.



# Examples of Sponsored Research from Companies, Governments, & Projects

# Canonical: Open Source as Europe's Strategic Advantage



## OPEN SOURCE AS EUROPE'S STRATEGIC ADVANTAGE

69% of respondents believe their organisation's engagement with **OSS makes their organisation more competitive.**



## OPEN SOURCE AS EUROPE'S STRATEGIC ADVANTAGE

**42% of organisations actively contribute** to the OSS projects they depend on, while 30% use OSS but do not contribute back.



## OPEN SOURCE AS EUROPE'S STRATEGIC ADVANTAGE

**The strategic value of OSS at the C-suite level** is not yet sufficiently clear, with fewer executives (62%) recognising its value than other employees (86%).



## OPEN SOURCE AS EUROPE'S STRATEGIC ADVANTAGE

**34% of European organisations maintain formal OSS strategies** and only 22% have established OSPOs, compared to 37% and 28% respectively in the global sample.



Foreword by Cédric Gégout, Canonical

Download at [linuxfoundation.org/research/world-of-open-source-eu-2025](https://linuxfoundation.org/research/world-of-open-source-eu-2025)

# AWS: OpenSearch Awareness & Perceptions Report



### OPENSEARCH AWARENESS AND PERCEPTIONS REPORT



**89% of organizations** say that tools to address search, observability, and security analytics are important.

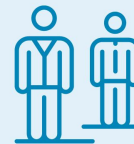
### OPENSEARCH AWARENESS AND PERCEPTIONS REPORT



**73% of users believe** that OpenSearch is delivering search capabilities very or extremely well.

### OPENSEARCH AWARENESS AND PERCEPTIONS REPORT

**25% of organizations** have experience with OpenSearch.



### OPENSEARCH AWARENESS AND PERCEPTIONS REPORT

**48% of users would like to see OpenSearch** training and certification courses.



Foreword by Jonah Kowall

Download at [linuxfoundation.org/research/opensearch-awareness-study-2024](https://linuxfoundation.org/research/opensearch-awareness-study-2024)

# Natural Resources Canada: Energy Interoperability



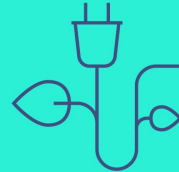
### OPEN SOURCE AND ENERGY INTEROPERABILITY

#### Energy Sector

**Challenges:** The energy sector needs to meet a 50% increase in demand by 2050 while becoming greener and smarter.



### OPEN SOURCE AND ENERGY INTEROPERABILITY



**Promise of Open Source:** Open source technology shows the greatest promise to accelerate the transition to clean energy.

### OPEN SOURCE AND ENERGY INTEROPERABILITY

#### Open Source Benefits:

Open source platforms reduce costs, enhance interoperability, and improve integration across energy systems.



### OPEN SOURCE AND ENERGY INTEROPERABILITY

#### Interoperability solution:

The EVERest project empowers industry stakeholders by simplifying compliance while providing a scalable, interoperable foundation for innovation in EV charging.



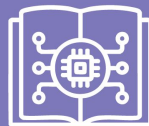
Download at [linuxfoundation.org/research/canadian-energy-interoperability](https://linuxfoundation.org/research/canadian-energy-interoperability)

# Meta: Workforce & Economic Impacts of OSAI



## THE ECONOMIC AND WORKFORCE IMPACTS OF OPEN SOURCE AI

According to industry research, nearly all developers have experimented with open models and **almost two thirds (63%) of companies are using an open model.**



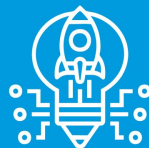
## THE ECONOMIC AND WORKFORCE IMPACTS OF OPEN SOURCE AI

Two thirds of organizations report that **OSAI is cheaper to deploy than proprietary AI**, and nearly half choose OSAI because of their cost savings.



## THE ECONOMIC AND WORKFORCE IMPACTS OF OPEN SOURCE AI

**Open source positively impacts AI innovation:** increased inter-organizational collaboration leads to faster development of high-quality models.



## THE ECONOMIC AND WORKFORCE IMPACTS OF OPEN SOURCE AI

**Smaller businesses are adopting OSAI at a higher rate** than larger businesses.



Download at [linuxfoundation.org/research/economic-impacts-of-open-source-ai](https://linuxfoundation.org/research/economic-impacts-of-open-source-ai)

# Intel: Open Source Software Developer Dynamics



OPEN SOURCE SOFTWARE DEVELOPER REPORT 2024



96% of respondents reported that **staying up to date with fast-paced changes to technologies** is important.

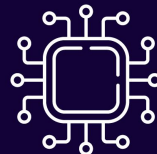
OPEN SOURCE SOFTWARE DEVELOPER REPORT 2024



82% of respondents believe **Open Source Summits and conferences** are important for career development.

OPEN SOURCE SOFTWARE DEVELOPER REPORT 2024

53% of respondents **see GenAI as important** to their current role and career.



OPEN SOURCE SOFTWARE DEVELOPER REPORT 2024



The most significant value from attending professional events is **finding inspiration and motivation**.

Foreword by Arun Gupta, Intel

Download at [linuxfoundation.org/research/open-source-developer-survey-2024](https://linuxfoundation.org/research/open-source-developer-survey-2024)

# Futurewei: Open Source Opportunity for Microgrids



**Open source enables market innovation toward energy resilience at scale** via open source-enabled business models, security, talent pipelines, and cost reductions.



**Data sharing, education, and goal alignment** will support energy incumbents as they face economic hurdles and uncertainty in the adoption of microgrids.



The diverse group of stakeholders—from utilities to governments to communities—need a **central hub to collaborate, engage, and build the microgrid landscape.**



Resistance to technical adoption and talent gaps can be diminished through a focus on **education, community access, and skills development.**

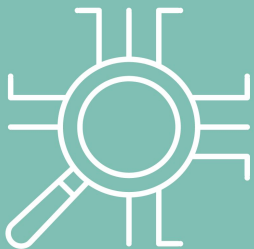
Foreword by Chris Xie and Yue Chen, Futurewei

Download at [linuxfoundation.org/research/open-source-opportunity-for-microgrids](https://linuxfoundation.org/research/open-source-opportunity-for-microgrids)

# CNCF: Kubernetes Turns 10

We studied different aspects of the awareness and impact of Kubernetes in celebration of the project's 10th anniversary, revealing positive perceptions & creating opportunities for constructive feedback.

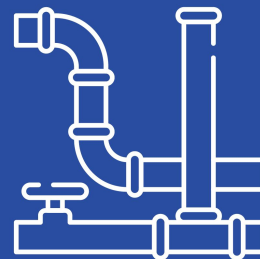
## KUBERNETES TURNS 10 REPORT



The top challenges for Kubernetes are the **learning curve** (59%), **security** (44%), and **talent shortage** (36%).

## KUBERNETES TURNS 10 REPORT

90% of organizations believe that Kubernetes **improved their software development processes.**



Foreword by Joe Beda

Download at [linuxfoundation.org/research/kubernetes-turns-10](https://linuxfoundation.org/research/kubernetes-turns-10)

# TODO: The Impact of OSPOs on Management & Strategy

Our latest study from the TODO Group & LF Research shows the **significance of OSPOs** once again, in terms of their impact on developer experience, ecosystem influence, and code quality.

THE 2025 STATE OF OSPOS AND OPEN SOURCE MANAGEMENT

89% of organizations report improved **DEVELOPER EXPERIENCE** through their OSPO initiatives.



THE 2025 STATE OF OSPOS AND OPEN SOURCE MANAGEMENT

85% of organizations gained **INCREASED INFLUENCE** within open source ecosystems due to having an OSPO.



THE 2025 STATE OF OSPOS AND OPEN SOURCE MANAGEMENT

88% of organizations perceive improved **SOFTWARE QUALITY AND SECURITY** as an impactful outcome of having an OSPO.



OSPOs are **increasingly managing Generative AI risks** (70% in 2025 compared to 65% in 2024). There is still **room for growth**. Our study shows that only half of OSPOs (49%) using **internal compliance procedures**. The report advocates for greater adoption of OSPOs to improve **governance, sustainability, and education** on open source best practices.

# Engage Stakeholders & Test Hypotheses: Workshops & Executive Roundtables

intel.

INVITES YOU TO A

## Blockchain & Sustainability Roundtable

A virtual, invitation-only event in partnership with



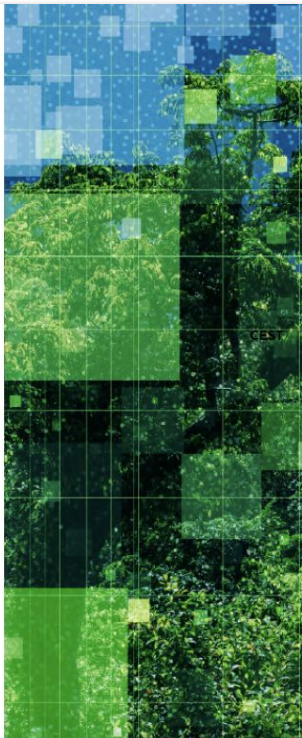
FRIDAY, JULY 29

10:30 A.M. TO 12:30 P.M. EDT

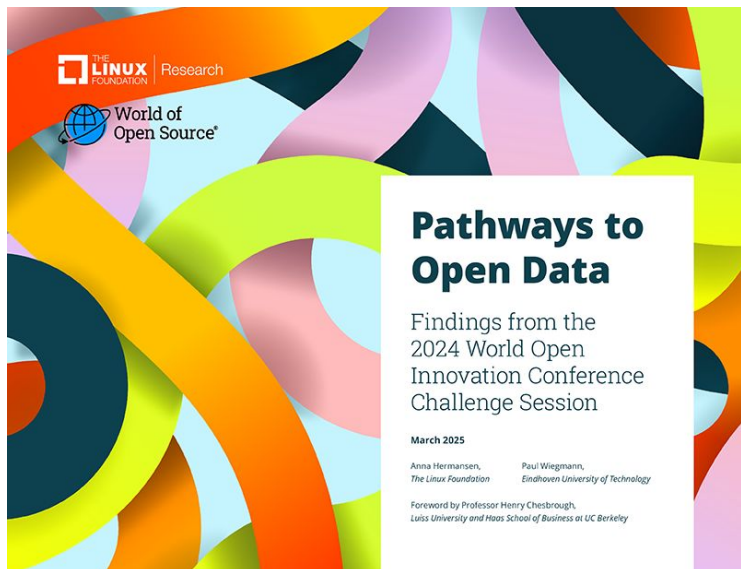
### OVERVIEW

This Roundtable brings together thought leaders from across the Web3 ecosystem who are 1) working towards making blockchains more sustainable and 2) implementing blockchain technology to help mitigate the effects of climate change (through carbon accounting, accountability, and offset verification).

RSVP BY FRIDAY, JULY 15  
to confirm your participation




# Roundtable Deliverable: Pathways to Open Data



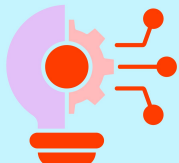
PATHWAYS TO OPEN DATA

Data silos hamstring research & innovation, and have become increasingly onerous alongside growing data needs to train AI models.




PATHWAYS TO OPEN DATA

Open data is freely accessible for universal use, leading to new avenues for innovation, greater reliability, & increased trust.




PATHWAYS TO OPEN DATA

**"Semi-open" data platforms** allow for collaborators to share best practices and other pre-competitive data while maintaining their competitive advantage.



PATHWAYS TO OPEN DATA

The financial & resource **costs of dataset maintenance** engender a **tradeoff between the quality** of the data & the **cost** of accessing it.



Foreword by Henry Chesbrough LUISS University, UC Berkeley  
Download at [linuxfoundation.org/research/pathways-to-open-data](https://linuxfoundation.org/research/pathways-to-open-data)

# Research Deliverables in Enterprise Marketing

**Serena** + Follow  
serena 27,227 followers  
1d · 🌐

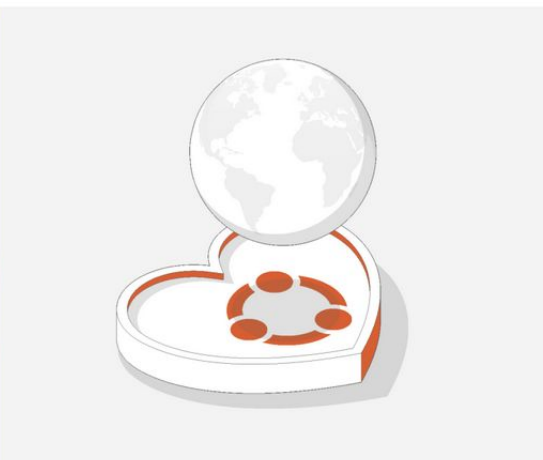
Open Source & Business: Foes or Friends? That's the question, **Matthieu Lavergne**, Partner, tackled live on stage at the Open Source Summit last ...more



**Canonical** + Follow  
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Open source is in full bloom this August 🌱🌍

Read our latest edition of *The Source* to explore how Europe is cultivating its ...more




**The Source** + Subscribe

Nurture your open source orchard, harvest the benefits: the latest Linux Foundation research 🌱🌿

Canonical

# Research Deliverables in Project Marketing

 **Confidential Computing Consortium** + Follow ...  
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🚀 **Just Released: The Case for Confidential Computing!** 🚀  
Real Stories, Real Success: Explore the Confidential Computing Use Case Report and discover how Confidential Computing enables organizations to securely leverage enterprise data.


Grow your business, improve service, tackle data challenges, and meet regulatory compliance.

Thanks also to [Vini Jaiswal](#), [Sal Kimmich](#), [CSM Anna Hermansen](#), [Riaan Kleinhans](#), [Suzanne Ambiel](#), [Hilary Carter](#), [@Kate George](#) and many others for their support.

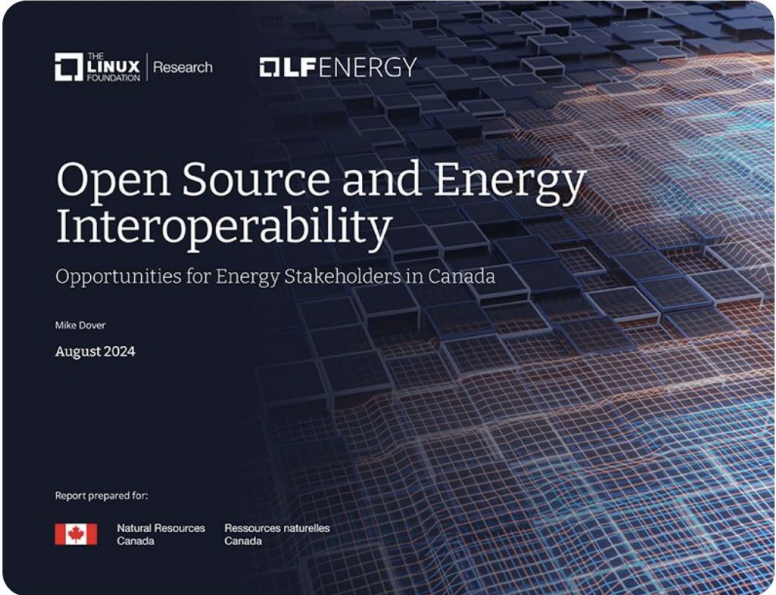
Read the full report: [https://hubs.la/Q02F\\_sp40](https://hubs.la/Q02F_sp40)



[#ConfidentialComputing](#) [#DataSecurity](#) [#AI](#) [#MachineLearning](#)  
[#BusinessGrowth](#) [#Compliance](#)



 **LF Energy** ...  
6,180 followers  
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A new report, "Open Source and Energy Interoperability" from LF Research and LF Energy thanks to sponsorship from [Natural Resources Canada \(NRCan\)](#), explores how open source solves the issue of ...more




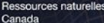
 Research 

## Open Source and Energy Interoperability

Opportunities for Energy Stakeholders in Canada

Mike Dover  
August 2024

Report prepared for:

 Natural Resources Canada 

# LF Research Publication Reach

- **LF email distribution:** +1,000,000
- **LinkedIn followers:**  
400,000 (as at Apr '26)
- **X followers:** 585,000 (as at Apr '26)
- **LF Research email subscribers:**  
2,500
- **Average number of report downloads:** 500

\*Reports & infographics are published under CC-BY-ND and are available for widespread publication and distribution.



The Linux Foundation  
370,131 followers  
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AI is transforming how organizations build their teams. 2.1x more companies in Japan are expanding their workforce rather than reducing it due to AI. But this rapid expansion is intensifying the talent shortage, especially in ...more

**2.1x** more organizations have **expanded** rather than reduced their workforce due to AI, intensifying the talent shortage.

JAPAN REPORT 2024

# LF Research in the News

CFotech

AUSTRALIA

# virtualisation # devops # digital transformation

## Linux report shows open source giving fivefold returns

Thu, 26th Feb 2026

### Forbes

The banking sector has expanded its approach to open source, from implementing new rules on how to use data with open banking to contributing to full open-source banking platforms. According to the most recent Fintech Open Source Foundation (FINOS) report, the number of contributions by fintech and banking contributors to open-source projects has from 429,258 contributions in 2021 to 595,860 contributions in 2023.

### diginomica

human intelligence • enterprise insights

## Open source is global by design - Europe's challenge is to keep it that way

ComputerWeekly.com

IT Management ▼

Industry Sectors ▼

Technology Topics ▼

The Linux Foundation's [Open source maturity in Europe report](#) paints a robust picture, stating that between 2022 and 2024, "more than half of the respondents each year reported seeing an increased business value from using OSS compared to the previous year".

TC TechCrunch

Latest Startups Venture Apple Security AI Apps Events Podcasts

Paul Sowers

### Linux Foundation report highlights the true state of open source libraries in production apps

There are many metrics to track the prevalence of open source components, such as GitHub stars and downloads, but they don't paint the full picture of how they're being used in production codebases.

[Census III of Free and Open Source Software: Application Libraries](#) leans on more than 12 million data points from software composition analysis (SCA) and application security tools such as [Black Duck](#), [FOSSA](#), [Snyk](#), and [Sonatype](#), which have been deployed at more than 10,000 companies.

2D NET

tomorrow belongs to those who embrace it today

trending tech innovation business security advice buying guides

/ innovation

Home / Innovation / Artificial Intelligence

## Nearly half of Gen AI adopters want it open source - here's why

A new report explores the frequently awkward relationship between open source and artificial intelligence.



Written by Steven Vaughan-Nichols, Senior Contributing Editor  
Nov 21, 2024 at 3:00 a.m. PT

THE NEW STACK

## Show Me the Data: the FINOS 2024 Survey

FINOS and the Linux Foundation [surveys the financial services community](#) every year to gauge open source adoption and key challenges.

The authors of the report discussed the results of the survey at the conference, including [Tosha Ellison](#), strategic advisor at FINOS, [Colin Eberhardt](#), CTO Scott Logic, [Hillary Carter](#), SVP Linux Foundation, and [Cara Delia](#), senior principal community architect at [Red Hat](#).

# Recognizing Research Engagement: Credly Badges



**Contributor** badges are issued to individuals in the open source community who have supported the research development process, as:

- Author / co-author / ghostwriter
- Foreword author
- Survey author
- In-kind contributor
- Data analyst

**Localization Partner** badges are issued to individuals who have assisted in the localization of surveys and reports.

**Badges appear on LFX [individual dashboards](#)** to illustrate engagement.

## How to Collaborate:

1. Commission a custom study
2. Co-sponsor one of the studies in our [agenda](#)

# Commissioning a Study: Questions to Consider

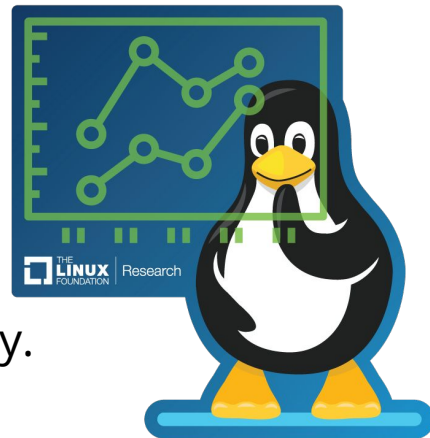
## Objective setting:

- What is the goal of the research?
- Who is the target audience for the research?
- What is the hypothesis to be tested, or headlines desired from research?
- When is the research to be launched and published?

## Methodology & logistical considerations:

- Survey, qualitative, dataset analysis, or a combination?
- Access to stakeholders & subject matter experts?
- Budget & timelines?

**Get started!** Complete the [LF Research Brief](#) to scope your study.



# Data Collection: LF Research Forum

The [Linux Foundation Research Forum \(LFRF\)](#) was founded in 2024 and brings together Linux Foundation subscribers, members, and partners who have a common interest in open source and are willing to share their knowledge by participating in surveys, interviews, or other research activities. LFRF was created to reduce our frequent shortfall in data collection and reliance on 3rd party panel providers, and attribute panel response cost savings to support LF travel scholarships.

Data collection by LFR across the LF community (multiple lists, multiple attempts), research partners, and LFRF members is on a best efforts basis.

- Data collection from the LF community is managed by LFR at no cost to the project.
- Data collection from partners is orchestrated by the sponsor and managed by LFR at no additional cost
- Shortfalls in data collection based on target sample size can often be addressed by purchasing completes from a 3rd party panel provider – typically \$24 to \$30 based on region and quality. Data collection from 3rd party panel providers is negotiated and managed by LFR but the cost is borne by the sponsor. There is no LFR markup.

## Pricing Scale: Survey-Based Research Commissions (custom)

Pricing Component	Tier A: Snapshot	Tier B: Strategic	Tier C: Global Deep-Dive
Survey Length (# Qs)	15 Questions	30 Questions	50 Questions
Target Completes (N)	150 Completes	300 Completes	500+ Completes
Cross-Tab Banners	5 Banners	15 Banners	30+ Banners
Insights & Charts	15 Deliverables	35 Deliverables	60+ Deliverables
<b>Base Investment</b>	<b>\$25,000</b>	<b>\$55,000</b>	<b>\$95,000+</b>

\*3rd party panel completes are charged separately. LF Research will distribute surveys to generate completes on a best efforts basis. Does not include travel should presentation at events be requested, or sample from 3rd party panel providers.

## Pricing Scale: Qualitative Research Commissions (custom)

Engagement Tier	SME Interviews	Word Count	Localization	Total Investment
Foundation	4 to 6	1,500 to 3,000	\$2,000	<b>\$25k - \$35k</b>
Strategic	6 to 8	3,000 to 7,500	\$2,500	<b>\$35k - \$50k</b>
Authority	8 to 12	7,500 to 10,000	\$3,000	<b>\$50k - \$75k</b>
Deep-Dive	12 to 20	10,000 to 15,000	\$3,500	<b>\$75k - \$95k</b>
Ecosystem	20 to 30	15,000+ words	\$5,000+	<b>\$95k +</b>

\*Minimum total costs assumes stakeholder introductions to preferred interviewees. Does not include travel should presentation at events be requested. Does not include hiring outside subject matter experts as authors or coordination of research workshops.

# Bespoke Workshops and Roundtables: Starting at USD 75K

## LF Research supports:

- Research / program design & planning
- Coordination with sponsor facilitators and/or subject matter expert speakers
- Hiring keynote speakers (costs extra)
- Invitation design
- Invitation brainstorming
- Recording & transcription (if LF hosted)
- Drafting of report (authorship)
- Report production, publication, & distribution




























## Sponsor benefits:

- Agenda input
- Speaking opportunities
- Coordination input
- Opportunity to review the research report prior to publication
- Logo placement on event and research deliverables
- About sponsor mention in report
- Embargo pitching of report

## Additional considerations:

- Virtual / in-person event hosting costs
- Engaging the LF Events team

# Sponsoring a study from our 2026 agenda

<b>Research Sponsorship Benefits</b> (per multistakeholder study, <a href="#">see 2026 agenda</a> )	<b>Title</b> (1 available)	<b>Leadership</b> (4 available)	<b>Innovation</b> (8 available)
<b>Front cover branding:</b> Company/project logo on the report cover & promo graphics	 Tier 1 size	 Tier 2 size	 Tier 2 size
<b>Acknowledgment:</b> Company/project logo included in “thank you to sponsors” page			
<b>Community insight:</b> Receive a unique survey collector link & dataset (sample permitting)			
<b>Influence:</b> Survey instrument / questionnaire review prior to fielding			
<b>Early access:</b> Preview of the research findings			
<b>Showcase:</b> Box feature in the report (POV / testimonial / “postcard”)			
<b>Back cover branding:</b> Company/project boilerplate on the report’s back page			
<b>Web page branding:</b> Company/project logo on research report landing page			
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# Examples of Front Cover Branding



# Tiered Sponsor Branding: Back Cover & Inside Back Cover



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**BIANCA TRINKENREICH** is an assistant professor of Computer Science at Colorado State University and a research analyst at LF Research. Her research on software engineering and open source software has resulted in several awards in top-tier venues. She serves on the program committees of renowned conferences and as both a reviewer and editor for several journals. Dr. Trinkenreich has a Ph.D., a master's in informatics, and a BS in computer science. She also has more than 20 years of IT industry experience. For more information, visit [biancatrink.github.io](https://biancatrink.github.io).

**ADRIENN LAWSON** serves as Director of Quantitative Research at The Linux Foundation, where she leads data-driven initiatives to understand open source ecosystems. With expertise in social data science from the University of Oxford and a background spanning academic and governmental research, she brings methodological rigor to analyzing distributed collaboration networks. At the Linux Foundation, Adrienn leads a team conducting cross-sectional research across industry verticals and geographic regions to provide comprehensive insights into open source dynamics. Her work encompasses empirical investigations into regulatory compliance, the implications of AI, and sustainable funding models. She produces evidence-based recommendations that inform strategic decision-making within the open source community.

## ACKNOWLEDGMENTS

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For years, questions have lingered over whether open source companies could deliver the kind of growth, defensibility, and returns that venture capital demands. Though research (including my own) has shown the importance of open source to startups, these questions about companies that have open source at the core of their business model remain. The evidence in this report makes the answer clear: not only can such companies become successful, they often do so more effectively than their proprietary counterparts.

Drawing on a quarter century of venture data, the picture that emerges is striking. Companies built on open source foundations routinely achieve higher valuations at exit — in some cases, several multiples greater than those of closed-source peers. They are not slower to reach those milestones, nor do they require more capital to get there. Instead, they tend to turn resources into enterprise value with greater efficiency. The effect is particularly pronounced in technology segments where developer adoption drives market leadership, such as with developer tools, DevOps platforms, and core infrastructure, areas where open source approaches are not the exception, but the rule.

Equally important is what the data reveals about the interplay between commercial performance and community strength. Far from existing in separate spheres, the two move together. Projects with broader contributor bases, higher diversity among contributors, and strong indicators of technical importance to the community (such as the OpenSSF Criticality Score) are consistently associated with higher company valuations.

Perhaps most encouraging for open source projects is that investment does not signal the beginning of a community's decline. On the contrary, the report finds that funding often sparks measurable growth: more contributors, more organizational participation, faster release cycles, and increased downstream adoption. The positive link between community vitality and company value actually strengthens as companies progress to later funding rounds, suggesting a reinforcing cycle where commercial resources and community engagement fuel each other. This report offers a data-backed framework to help investors identify promising opportunities and to give communities confidence that commercial partnerships can amplify their work rather than undermine it.


These results echo my own academic research (and that of others) on open source, which has shown that open collaboration drives innovation and creates measurable economic value for firms. The trends in this report, including stronger valuations, faster growth, and the interplay of community and commercial success, align with a broader body of evidence that open source is not just viable but strategically advantageous.

The future of software will be shaped in the open. By aligning the incentives of capital and community, we have the opportunity to create technologies that are not only commercially successful, but also resilient, widely adopted, and deeply collaborative. The data makes the case; it's now up to all of us to act on it.


**Frank Nagle**  
Chief Economist, The Linux Foundation  
Research Scientist,  
The Massachusetts Institute of Technology

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**TESTIMONIAL**  
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**KEVIN CROSBY**  
Sr. Director, Open Source  
Funding

*We are encouraged by the findings in the report, which demonstrate that commercial open source can create community durability and sustainability. Importantly, community health is a leading indicator of commercial success. Programs like GitHub Fund, GitHub Secure Open Source Fund, and GitHub Sponsors provide pathways to capital and community durability. As we explore new and diverse funding opportunities for maintainers of open source, identifying capital strategies and commercialization approaches that enable both open source software and communities to thrive is critical. This will help ensure that open source projects remain sustainable and continue to flourish, keeping their future open for all.*



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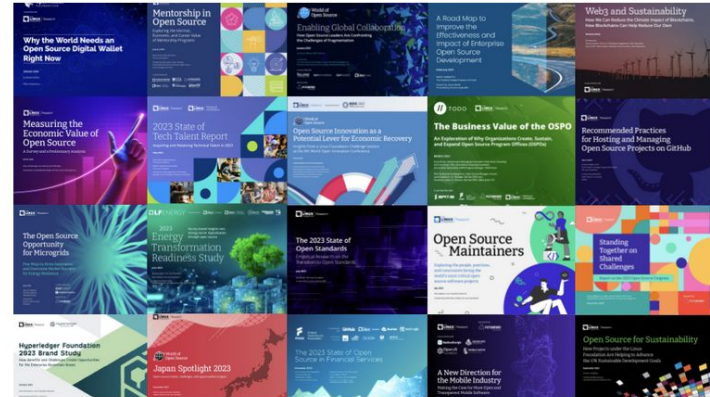
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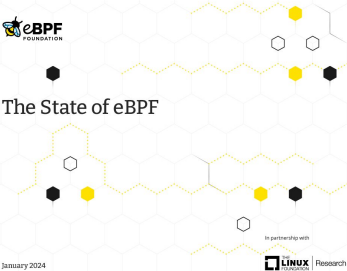
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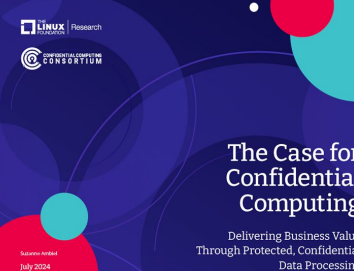


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