

A LibreOffice Business?



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No product to sell !



What is consultancy?



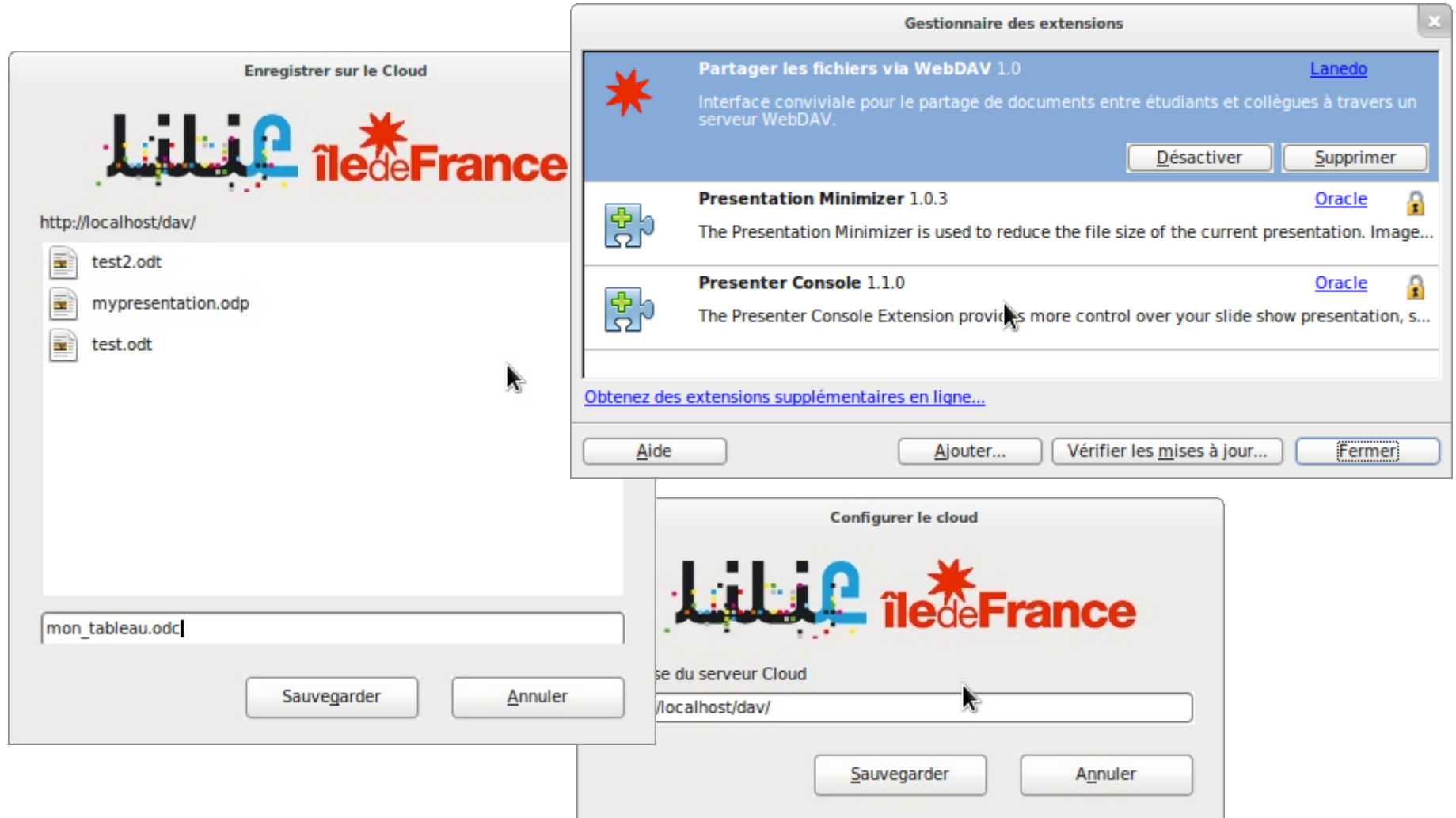
Help customer whose
spreadsheet is crashing



Improve
interoperability
for customers
migrating to
LibreOffice



Custom extensions



Consultants



What you think they do



What they think they do



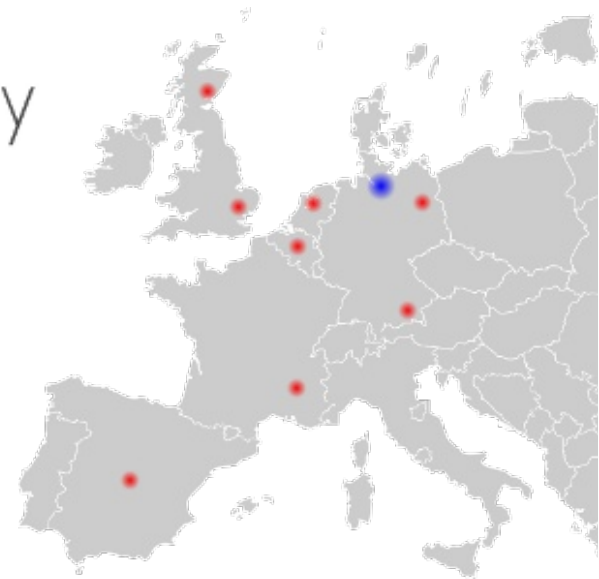
What they really do



LibreOffice consultancy since 2010



Professional Open Source Consultancy



Let's take a more generic
example...

LibreOffice

Everyday productivity

Commercial support for LibreOffice

Are you looking to modernise your organization by deploying LibreOffice? Collabora provides an **enterprise-ready and fully-supported version of LibreOffice on all major platforms**, with security fixes provided to ensure your productivity needs are met.

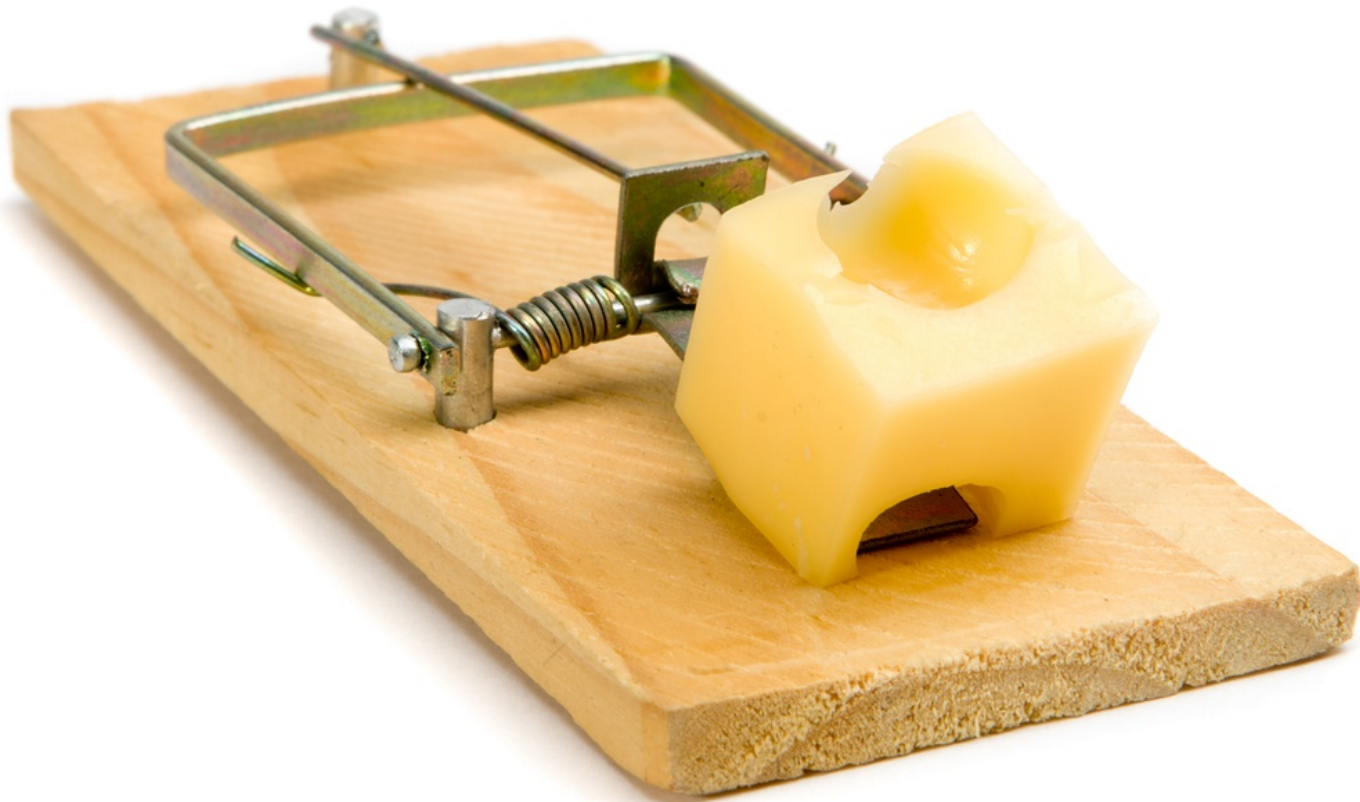
Collabora also provides **level 3 bugfixing support** for the issues you face with the software: we devise fixes for the bugs you encounter and provide updated builds (including MSP patch files for Windows), making the fixes easy to deploy.

Therefore, Collabora can offer you:

- Assistance in moving your deployment project from pilot status to full deployment
- The confidence of knowing there is a competent, experienced Level 3 support team behind you in order to deploy LibreOffice
- Longer term support over many years to reduce risk and administration overhead
- Support for heterogeneous environments on Windows, Mac and Linux



Mistakes M. should avoid



Be sure to reproduce the bug



Define a clear price model



Agree on the objective



Define how to measure the success



Any questions?



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