中國

Open Source in China

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知者不言

言者不知

道德經

Those who know don't talk,
Those who talk don't know

知者不言
言者不知

道德經

道可道非常道
名可名非常名
無名天地之始
有名萬物之母

道德經

The tao that can be told
is not the eternal Tao
The name that can be named
is not the eternal Name.

The unnamable is the eternally real.
Naming is the origin
of all particular things.

中國

A Tour of China

China By The Numbers

- No. 1 in FDI at around $60 billion since 2002
- Avg 9.4% annual GDP growth rate for 25 years
- Currently 4th largest economy
- Will surpass UK, Germany, Italy, and France by the end of the decade

China By The Numbers

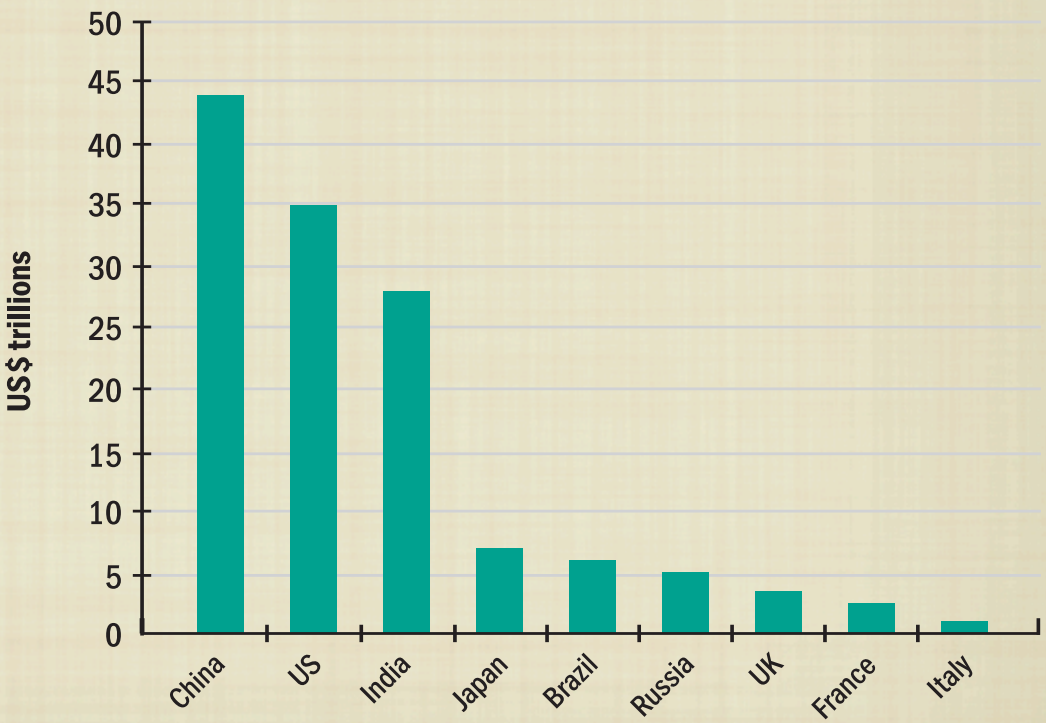
Foreign Direct Investment into China

U.S Dollars in Billions

Source: Ministry of Commerce PRC

Tomorrow's Giants

The largest economies in 2050



Goldman Sachs: Global Economics Paper 99

The Chinese Century

"We are about to wake up to a new business environment, with new ground rules for business competition, fresh terms of employment, and novel consumption patterns -- one that will redraw the battle lines on the political, economic, and social fronts, and one that will place new challenges at the doorstep of nations, firms, and individuals."

-Oded Shenkar
The Chinese Century

Go ~~West~~, Young Man

"... there's a sense that a renaissance is going on here. I'm thinking of Horatio Alger's dictum: "Go west, young man." We reached the end of Alger's directions in California. China is now true west from there. Go west, young man, go west. What happens in China over the next decade is going to shape the history of the world."

-Tim O'Reilly
http://radar.oreilly.com/archives/2007/11/china_foo_camp.html

顏淵問仁子曰克己復禮爲仁
一日克己復禮天下歸仁焉
爲仁由己而由仁乎哉
顏淵曰請問其目
子曰非禮勿視非禮勿聽
非禮勿言非禮勿動
顏淵曰回雖不敏請事斯語矣

Yen Yüan asked about the meaning of humaneness. The Master said, "To completely overcome selfishness and keep to propriety is humaneness. If for a full day you can overcome selfishness and keep to propriety, everyone in the world will return to humaneness. Does humaneness come from oneself, or from others?" Yen Yüan asked: "May I ask in further detail how this is to be brought about?" Confucius said, "Do not watch what is improper; do not listen to what is improper; do not speak improperly and do not act improperly." Yen Yüan said, "Although I am not so perspicacious, I will apply myself to this teaching."

文化

Chinese Culture

American	Chinese
individualist	collectivist
egalitarian	hierarchical
information oriented	relationship oriented
reductionist	holistic
sequential	circular
seeks the truth	seeks the way
argument culture	haggling culture

Chinese Culture

關係

Chinese Culture

Guan-Xi

Chinese Culture

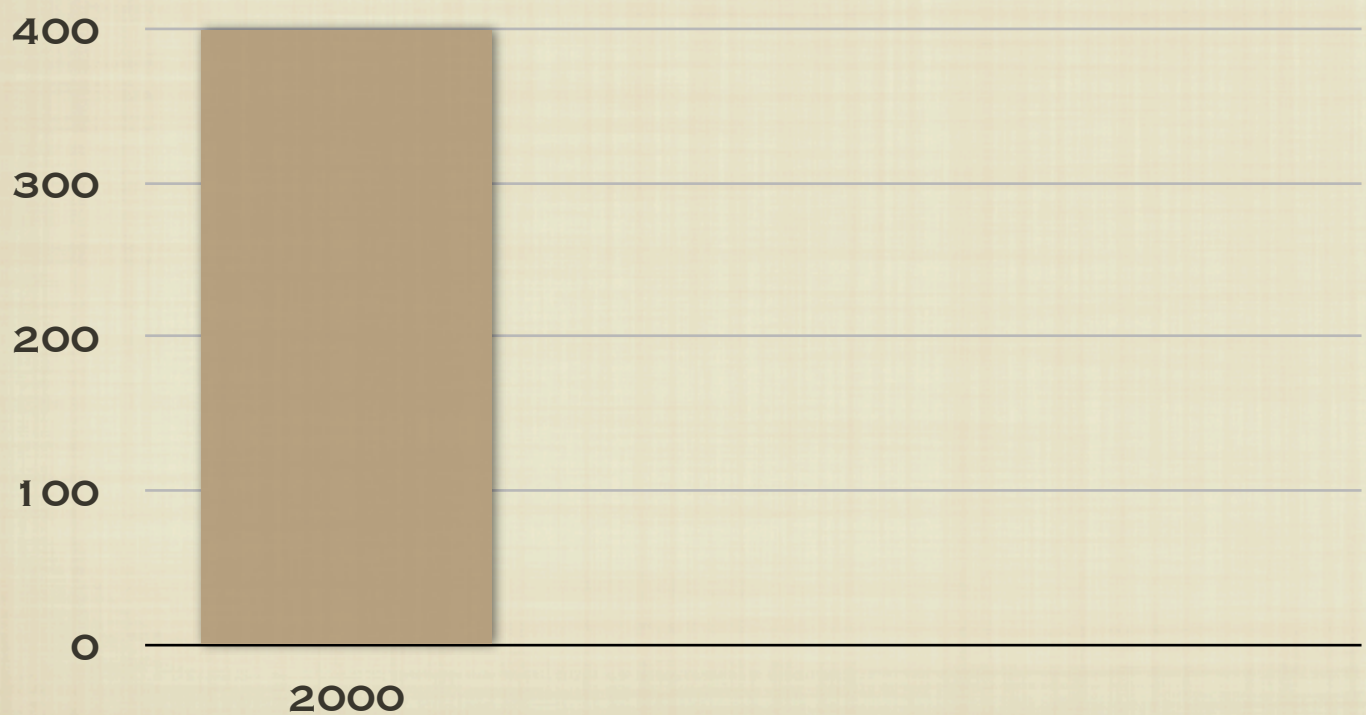
Relationships

大國者下流
天下之交
天下之牝
牝常以靜勝牡
以靜為下

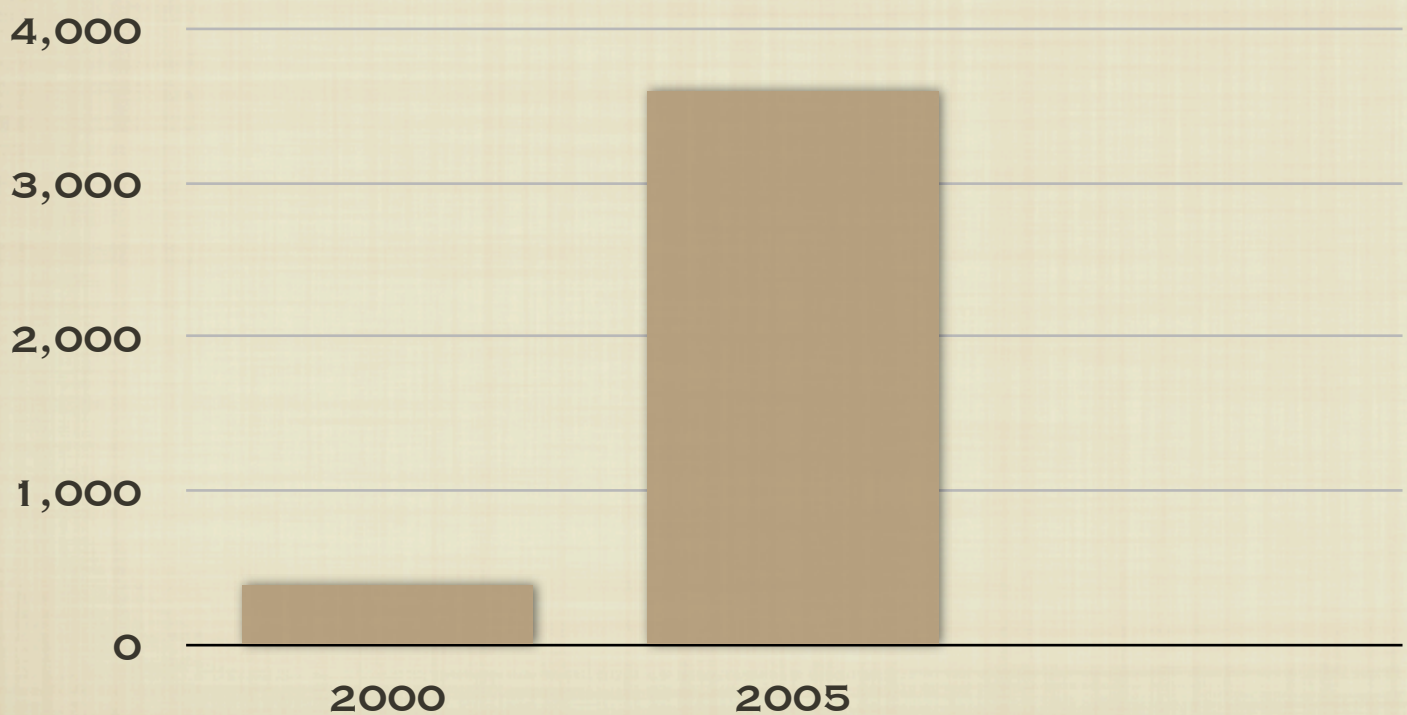
大國者下流
天下之交
天下之牝
牝常以靜
以靜為下
牝常以靜勝
When a country obtains great power,
it becomes like the sea:
all streams run downward into it.
The more powerful it grows,
the greater the need for humility.

软件市场

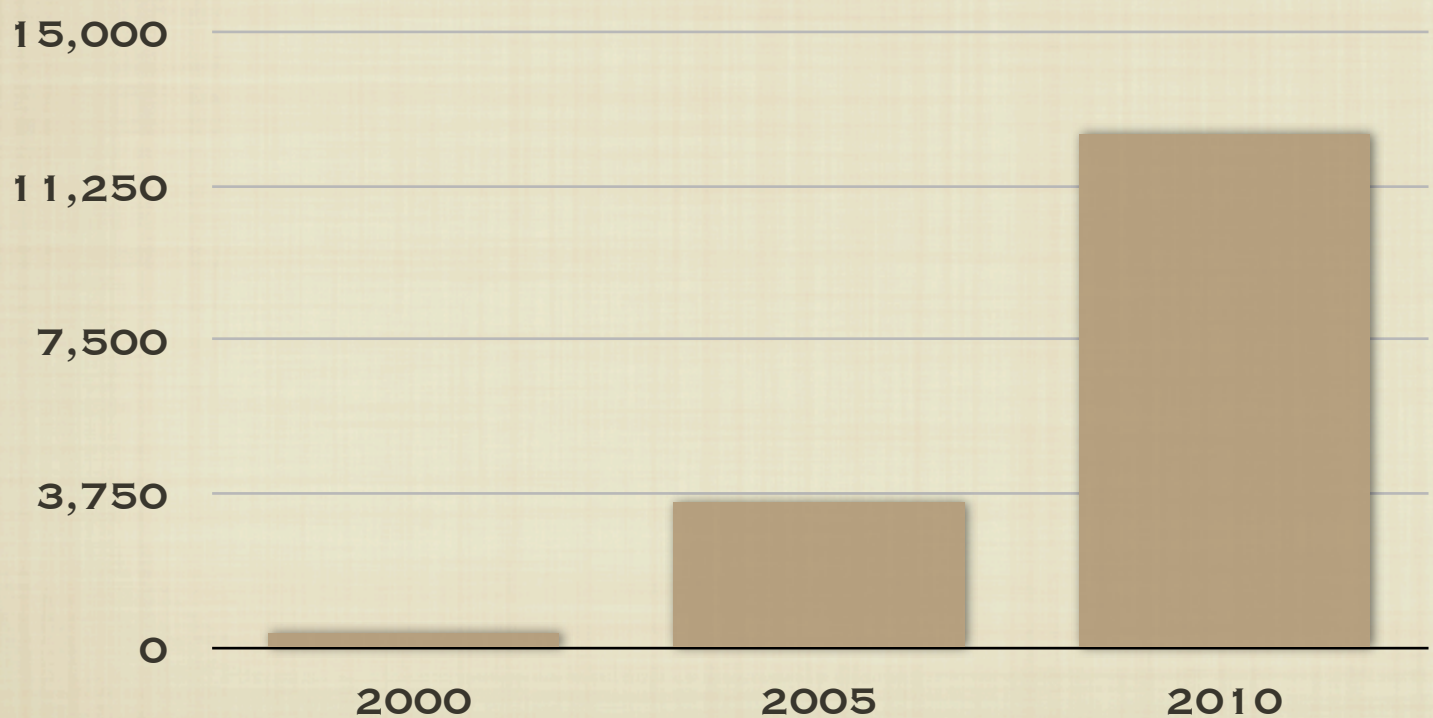
Software Exports



Software Exports



Software Exports



China Ministry of Information Industry

China IT Industry

- Graduate 100,000 programmers each year
- Domestic software market $5.8 billion in 2005, up 17%
- Domestic IT services market $9.8 billion, up 20%
- 160 million Internet users, 8% of the population
- Java developer hourly rate: under $10 USD

Intellectual Property

- Yamaha: 5 out of every 6 motorcycles are fakes
- DVD: 95% piracy rate
- Software: 94% piracy rate
- Example: xiaonei.com

China's Facebook

Economics of Piracy

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Economics of Piracy

- 2002: 852 raids for illegal CD/DVD
- 99.5% convicted
- 764 fined under $1,000
- Only 2 fined $5,000 - $10,000

為無為
事無事
味無味
大小多少
報怨以德

為無事
事無味
大小多少
味無味
報怨以德

Act without doing;
work without effort.
Find taste in the tasteless
Think of the small as large
and the few as many.
Answer evil with inner power.

开源软件

Open Source in China

- Analyst forecast China's Linux market will grow ~30% yearly from 2006-2010
- Linux sales in 2005 were $21 million, 81% increase
  - or $11.8 million, up 27.1%
- Other open source software sales $19 million
- Linux market share increase 4.2% to 9.8% between 2003 and 2005

Open Source in China

China's open source communities are relatively small and don't have much influence. There is a lack of big projects, few participants, and little money.

- Hu Ke, CCID Analyst

Linux in China

- In China, open source = Linux
  - Red Hat, Red Flag, Novell SUSE, TurboLinux
- Mobile Linux
  - OpenMoko, E28
- Embedded Linux
  - 1,000 results on Alibaba.com
  - IP Cameras, DVRs, Storage, Card Readers, etc.

Asus Eee PC

Projects

- RedFlag Linux
- Pugs (Perl 6 in Haskell)
- XOOPS
- Hong Kong Open Fonts Project
- Branches of almost *all* major open source projects
- OpenFoundry: 703 projects, 4214 users

Mozilla in China

- Mozilla China (non-profit) in 2005
- Mozilla Online in 2007
- 2-3% market share
- Web standards a problem
  - Example: Zeuux project

Opera Masks

- Open Source JSF toolkit
- http://www.operamasks.org/

Sites

- lupaworld.com
- linuxeden.com
- phpchina.com
- eclipseworld.org
- open-open.com

Organizations

- China Open Source Promotion Union
- Hong Kong Open Source Software Center
- GuangDong Linux Center
- Beijing Linux Users Group
- Taipei Open Source Software Users Group
- and many more...

Events

- Linux World China 2004-2007
- Open Source Software Summit, Beijing 2006
- Open Source Developers Conference, Taipei 2007
- Open China, Open World, Guangzhou 2007
- Wikimania, Taipei 2007
- and many more...

以正治國
以奇用兵
以無事取天下
吾何以知其然哉
以此

以正治國
以奇用兵
以無事取天下
吾何以知其然哉
以此

If you want to be a great leader,
you must learn to follow the Tao.
Stop trying to control.
Let go of fixed plans and concepts,
and the world will govern itself.

挑战

Challenges

- Open Source Software Projects create Communities
- Communities Communicate
- Communities share Culture
- The challenge we face is cultural first, technical second

Challenges

- Top down approach
- Closed community, open source
- Complexity in copyright laws
- Communities tend to be very fragile

Three Communities

- Industry
- Government
- “Grassroots”

Creating a Dialog

"I got the sense that there really are two tech communities in China: the one we reached, and another one, that is more distinctly Chinese. Both are important. It's not really that there's this outer ring of westerners and Western-connected Chinese, with the "core" being the local industry. It's more that there is a Western-facing industry, and an indigenous one that is growing up in parallel."

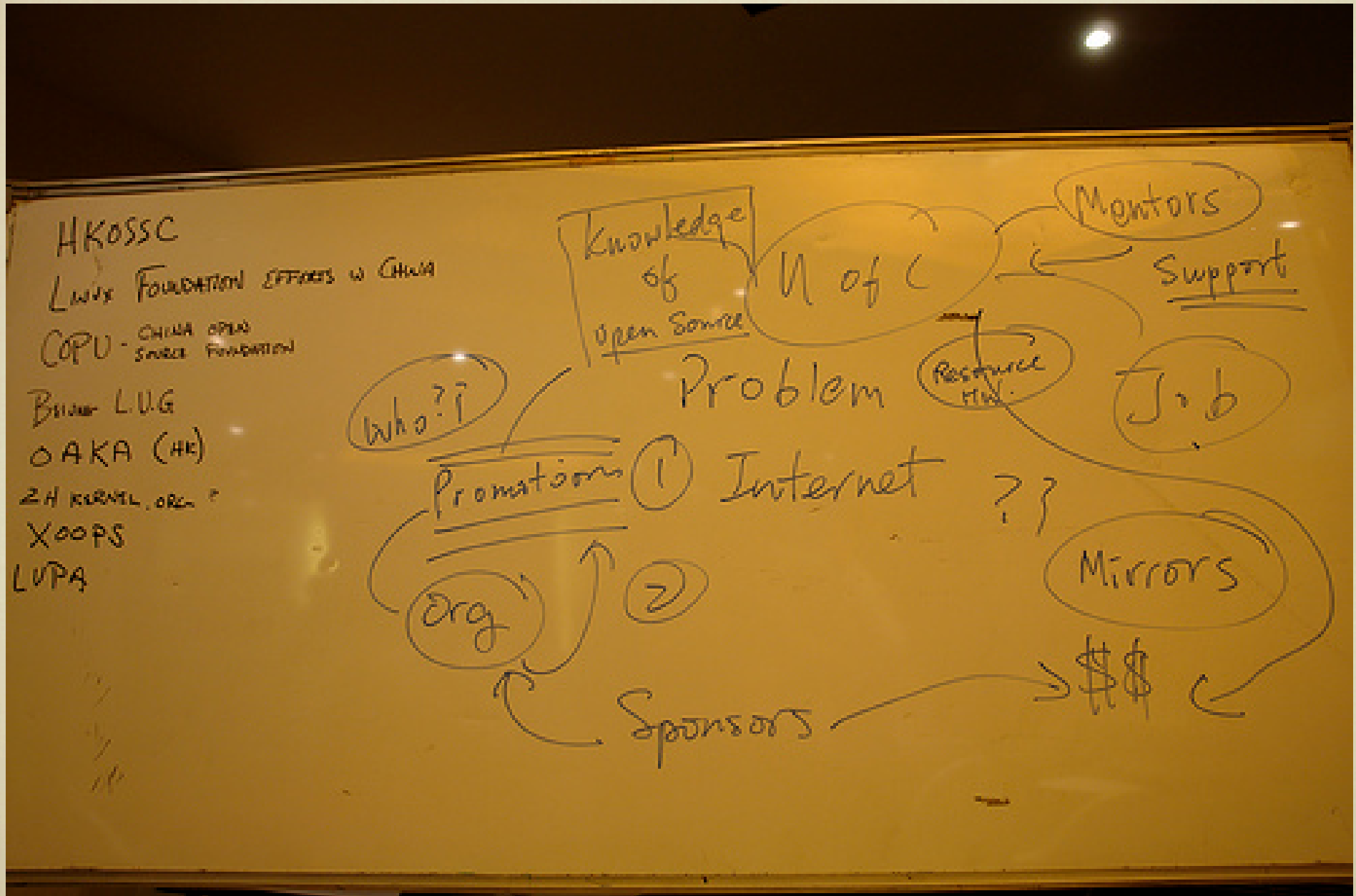
- Tim O'Reilly

Creating a Dialog

"with the Chinese-language Internet soon to become the largest part of the global Internet, we badly need more bridges, more collaboration, more dialogue, and better understanding."

- Rebecca MacKinnon

Chicken and the Egg



Moving Forward

- Reaching out to students
- Bringing communities together
- Training and education of business and the press
- Showing results

Competition vs Collaboration

- Active effort to encourage global participation
- Documentation Translation
- Encouragement of localized groups
- Coordination between communities

Recommended Reading

- http://rconversation.blogs.com/rconversation/2007/11/my-web20-week-1.html
- http://radar.oreilly.com/archives/2007/11/china_foo_camp.html
- http://stephesblog.blogs.com/my_weblog/2007/11/my-china-foo-pr.html

太上下知有之
其次親而譽之
其次畏之
其次侮之
信不足焉
有不信焉
悠兮其貴言
功成事遂
百姓皆謂我自然

When the Master governs, the
people
are hardly aware that he exists.
Next best is a leader who is loved.
Next, one who is feared.
The worst is one who is despised.

If you don't trust the people,
you make them untrustworthy.

The Master doesn't talk, he acts.
When his work is done,
the people say, "Amazing:
we did it, all by ourselves!"

謝謝

Thank You!

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