

# Free Software for companies

**LinEx PYME:  
(LinEx for SMEs)**

**Free Software,  
an Innovative Solution in  
Extremadura**

**Sofia - 9<sup>th</sup> June 2009**



## LinEx PYME Project: Free Software & Innovative Solution in Extremadura

### Our Experience:

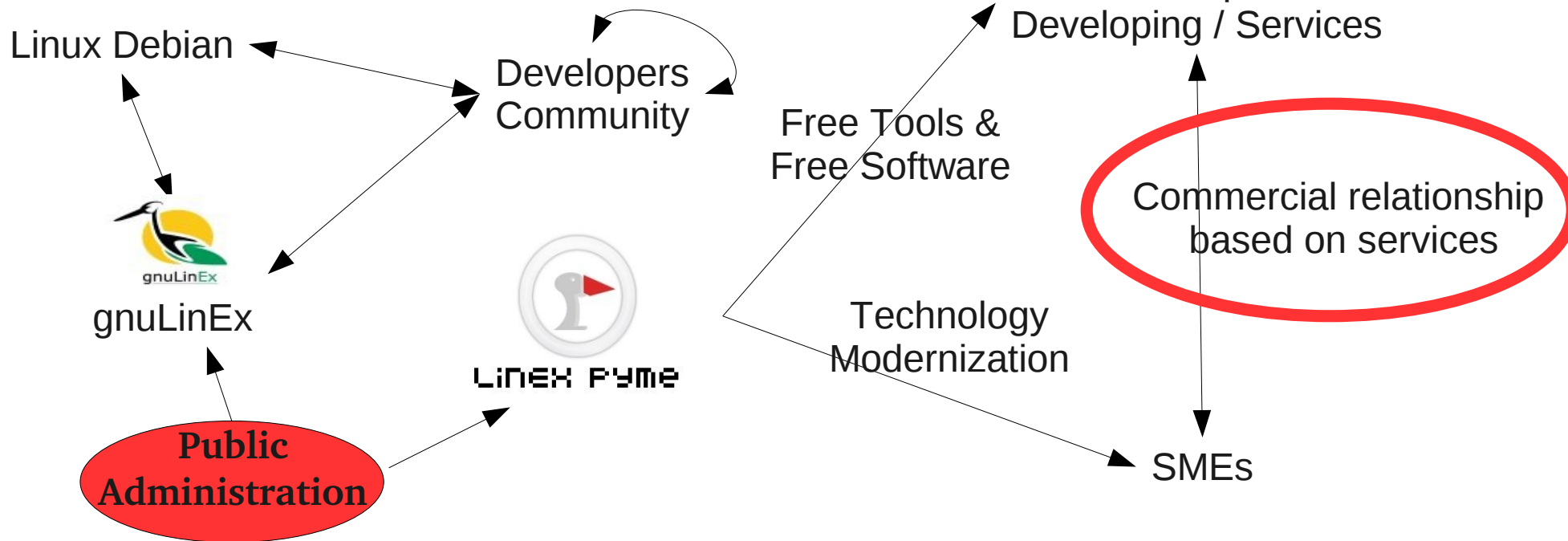
**2002:** The Autonomous Government of Extremadura bet for offering to their citizens a Free OS with GPL licence and with the aim of approaching the new technologies to the people: **gnuLinEx** was born.

**October 2003:** The Government of Extremadura considered the need of moving that philosophy to the company sector and started developing the LinEx PYME project: [www.gnulinex.net](http://www.gnulinex.net)

Thanks to this, a small suite of business tools was offered to the public aiming the advantageously cooperation between these tools, the businessman and woman, and the ITC companies.



## LinEx PYME Project:



From this, a natural cycle is created offering new market niches for the ITCs at the same time the SMEs count on free alternatives much more affordable.

**The main objective of LinEx Empresa: to create wealth in our region with the use of FLOSS. (Free/Libre & Open Source Software)**

## LinEx PYME Project:

In this project, three essential parts can be easily identified:

### Technological companies

- Those who provide, or will be able to provide, technological solutions based on FLOSS (*Free/Libre & Open Source Software*).

### Traditional SMEs

- Those who want to modernize themselves with the use of technological solutions.
- Final clients of the technological companies.

### Public Administration

- Interested in the local development and also in providing a quality public service to their citizens.



## LinEx PYME Project:

### TECHNOLOGICAL COMPANIES

#### Opportunities:

- To get into a traditionally based-on-licence market where the regional technological companies never could compete. They have never had enough resources to develop killer applications.
- To cooperate in innovation and to compete in services.

#### Challenges:

- Change their business model, getting the **return of the investment** by services and not licenses (consulting, updating, training...).



## LinEx PYME Project:

### TRADITIONAL SMEs

#### Opportunities:

- The use a better technological solution for their own management.
- Technological independence
- Saving costs.
- Adaptability.
- Security...

#### Challenges:

- To identify which is the best option for them, to pay for licenses or services.
- To bet for something new although difficult.
- To take time in learning a new management solution.



# LinEx PYME Project:

## PUBLIC ADMINISTRATION

### Opportunities

- To develop a strong regional sector of technological companies based on services around FLOSS applications. **Create wealth and employment in the region.**
- To modernize the local traditional SMEs with the best solution for them.
- To share their knowledge and putting it at disposal of all the citizens.

### Challenges

- Serving as intermediary informing the traditional SMEs of the existing technological solutions for their management.
- To guarantee the development of FLOSS in the region and the FLOSS applications in all fields.



## LinEx PYME Project: A Real Example:

### Technological company:

- Young local technological company.
- Offering services around GPL tools to traditional SMEs.

### Public Administration:

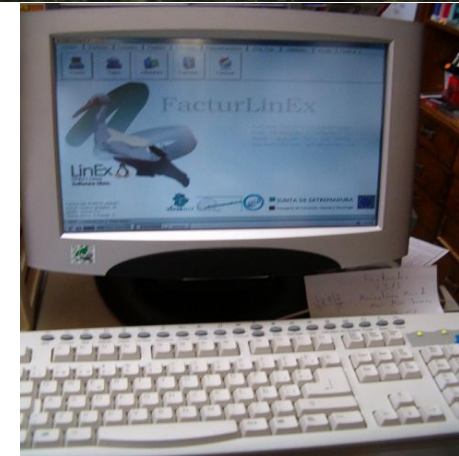
- Offering Facturlinex, a GPL management tool for all the technological companies of the region.
- To guarantee the stability and growth of Linex PYME.



## LinEx PYME Project: A Real Example:

### Traditional SMEs:

- They can contract with the technological company (or another similar company) the modernization and management system for their companies, based on FLOSS.
- They only pay for the services they receive.
- They save money and the services they get are services adapted to their needs. They are free, they share their knowledge and they support another Extremenian company.



# LinEx PYME Project:

More Examples:

CODIGO	DESCRIPCION	UND.	PRECIO	IMPORTE	MAP
201	CAFE	1	0,9	0,9	N
101	MAHOU	1	0,9	0,9	N
401	REFresco	1	1,3	1,3	N
104	BUCKLER	1	0,95	0,95	N
718	MECHERO	1	0,8	0,8	N



## LinEx PYME Tools:

2004:

- **FacturLinEx:** warehouses, providers, clients management tool, POS terminal.
- **ContaLinEx:** accounting management tool.
- **NominaLinEx:** payslips management tool.
- **ReciLinEx:** bank receipts management tool.

2008:

- **SigeLinEx:** SMEs information management system.
- **TrazaLinEx:** product traceability management tool.
- **QuaLinEx:** quality systems and business risks management tool.
- **EmprendeLinEx:** business plans creation tool.
- **AnfiLinEx:** financial analysis tool.

See a demo video!!



## LinEx PYME Project:

Thank you for your time!

alberto.reynolds@juntaextremadura.net

More Info:

<http://www.gnulinex.net>

<http://www.linex.org>

