



Nextcloud

Introduction

Frank Karlitschek

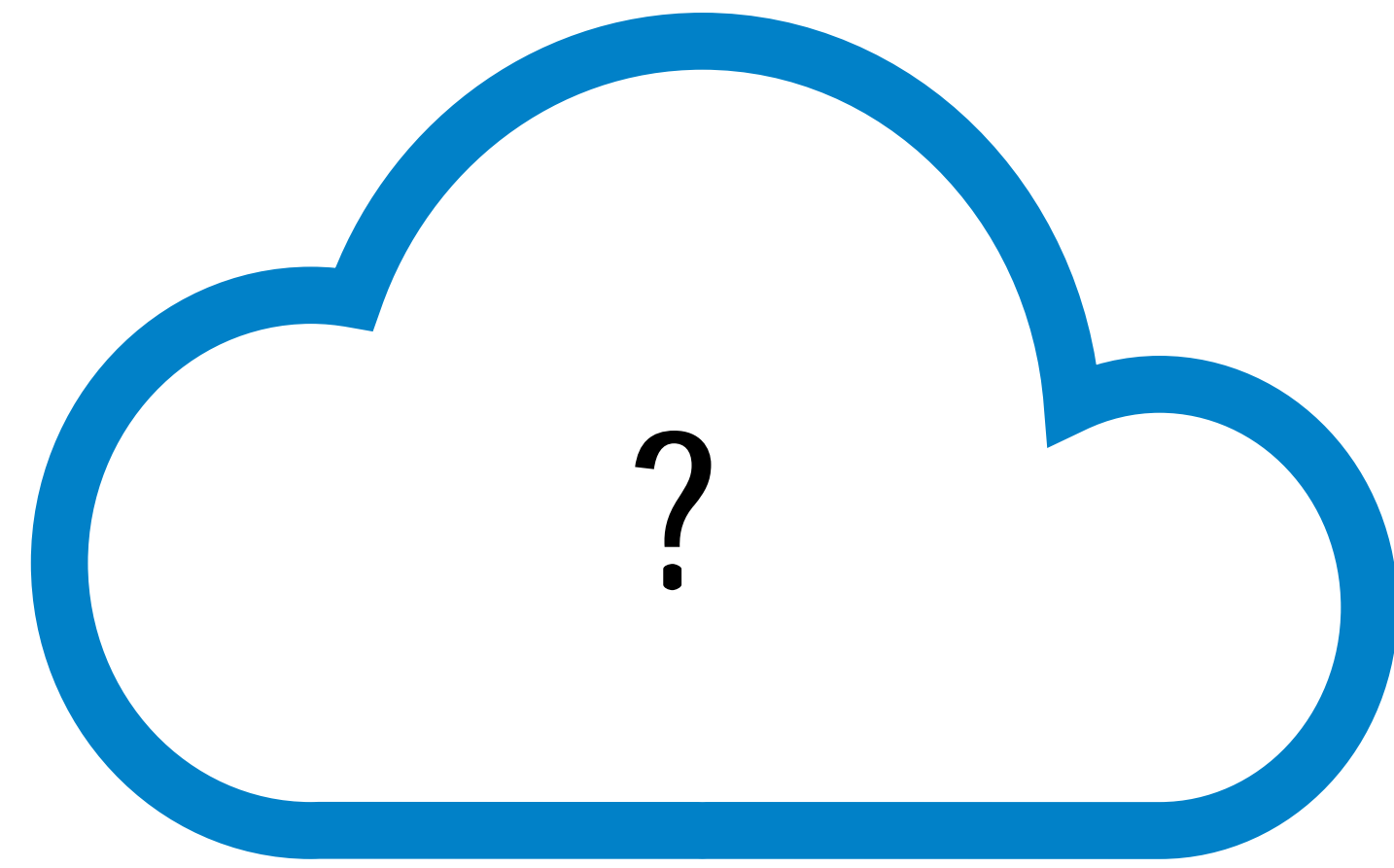
# Frank Karlitschek



- Born in Reutlingen, Germany
- Studied Computer Science in Tübingen
- Unit Manager and VP Engineering in different Internet companies
- Founded several startups
- Involved in open source and social networks for 20 years
- Developed openDesktop.org and a distributed social networking API 15 years ago
- W3C invited expert
- Fellow at Open Forum Europe
- Founded ownCloud
- Founded Nextcloud

# Agenda

- The challenges of Cloud Security
- Nextcloud Overview
- Use-cases
- The ownCloud to Nextcloud fork
- The Nextcloud Company
- Questions



# 2017 State of the Cloud Report: Security Concerns Come Out on Top

Interop ITX Research

<https://www.datapipe.com/blog/2017/01/23/2017-state-of-the-cloud-report-security-concerns-come-out-on-top/>

# Security, Vendor Lock-In Top Public Cloud Concerns

Stratoscale 07/2017

<https://awsinsider.net/articles/2017/07/28/stratoscale-public-cloud-concerns.aspx>

# What are your three most important public cloud concerns?



# European datacenter is no solution, recent developments show Cloud Act



<https://nextcloud.com/blog/european-datacenter-is-no-solution/>



Is there a way to combine the benefits of  
Cloud Software and On-Prem Software?

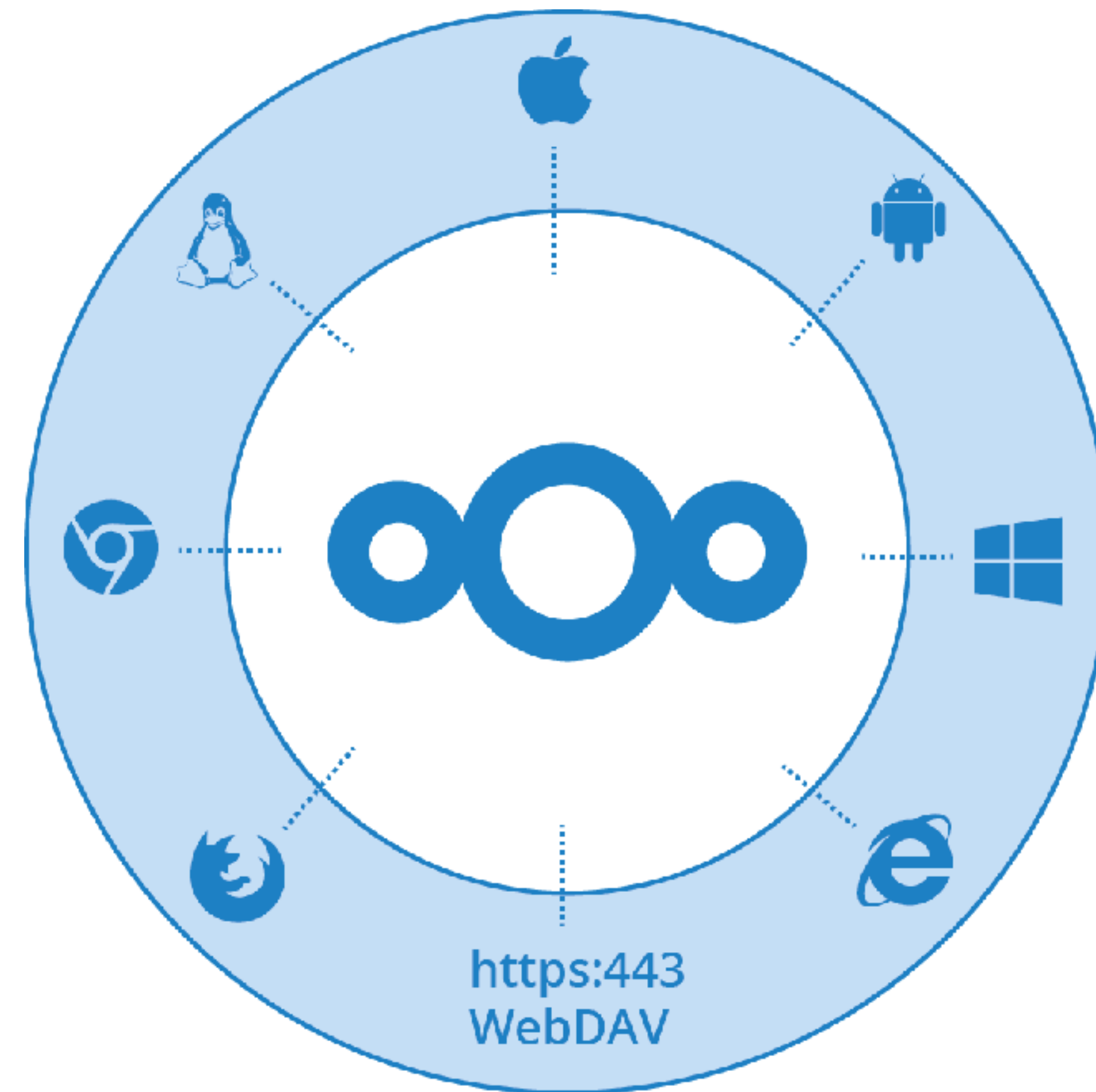


- Same User-Experience and features as Office 365 and Google Suite
- Hosted wherever wanted
- Compliant
- No foreign laws involved
- 100% open source and free software
- No vendor lock-in
- Optional support subscription available



What is Nextcloud?

# Enterprise File Sync and Share



- All files
- Recent
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags

Thumbnail	Filename	Share	More	Size	Time	Grid
	hamburg sides					
	QR5A3826 - Version 2.jpg			6.2 MB	2 years ago	
	QR5A4335.jpg	🔗	⋮	7.1 MB	4 years ago	
	QR5A4412.jpg	🔗	⋮	8.1 MB	4 years ago	
	QR5A4428 - Version 2.jpg	🔗	⋮	5 MB	3 years ago	
	QR5A4525 - Version 2.jpg	🔗	⋮	11.6 MB	3 years ago	
	QR5A4784 - Version 2.jpg	🔗	⋮	6.3 MB	2 years ago	
	QR5A4923 - Version 2.jpg	🔗	⋮	6.3 MB	2 years ago	
	QR5A5151 (1).jpg	🔗	⋮	6.1 MB	3 years ago	
	QR5A5298 (1).jpg	🔗	⋮	4.2 MB	3 years ago	
	QR5A5999.jpg	🔗	⋮	3.8 MB	3 years ago	
	QR5A6169 - Version 2.jpg	🔗	⋮	5.8 MB	3 years ago	
14 files				75.4 MB		



QR5A4784 - Version 2.jpg

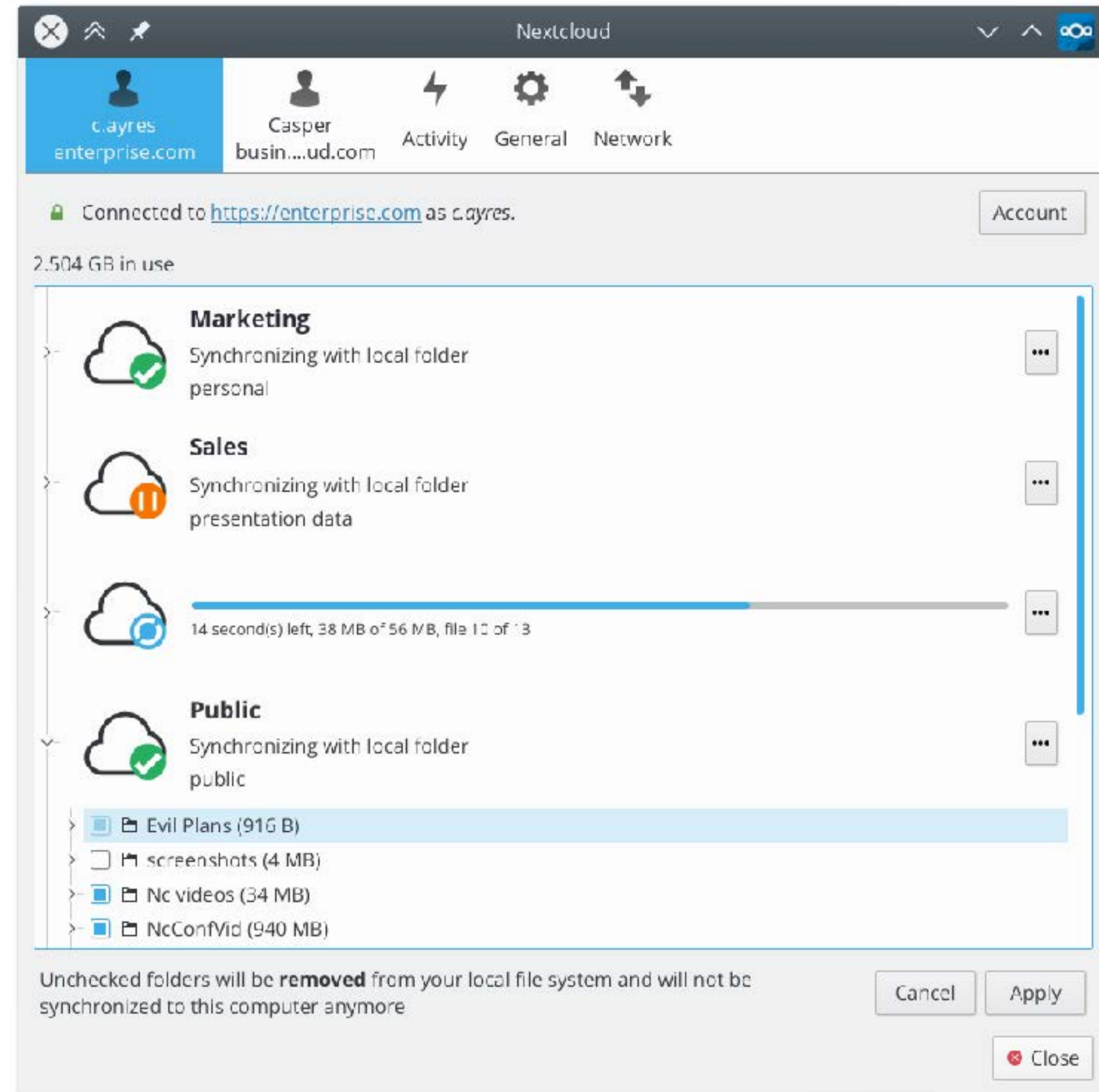
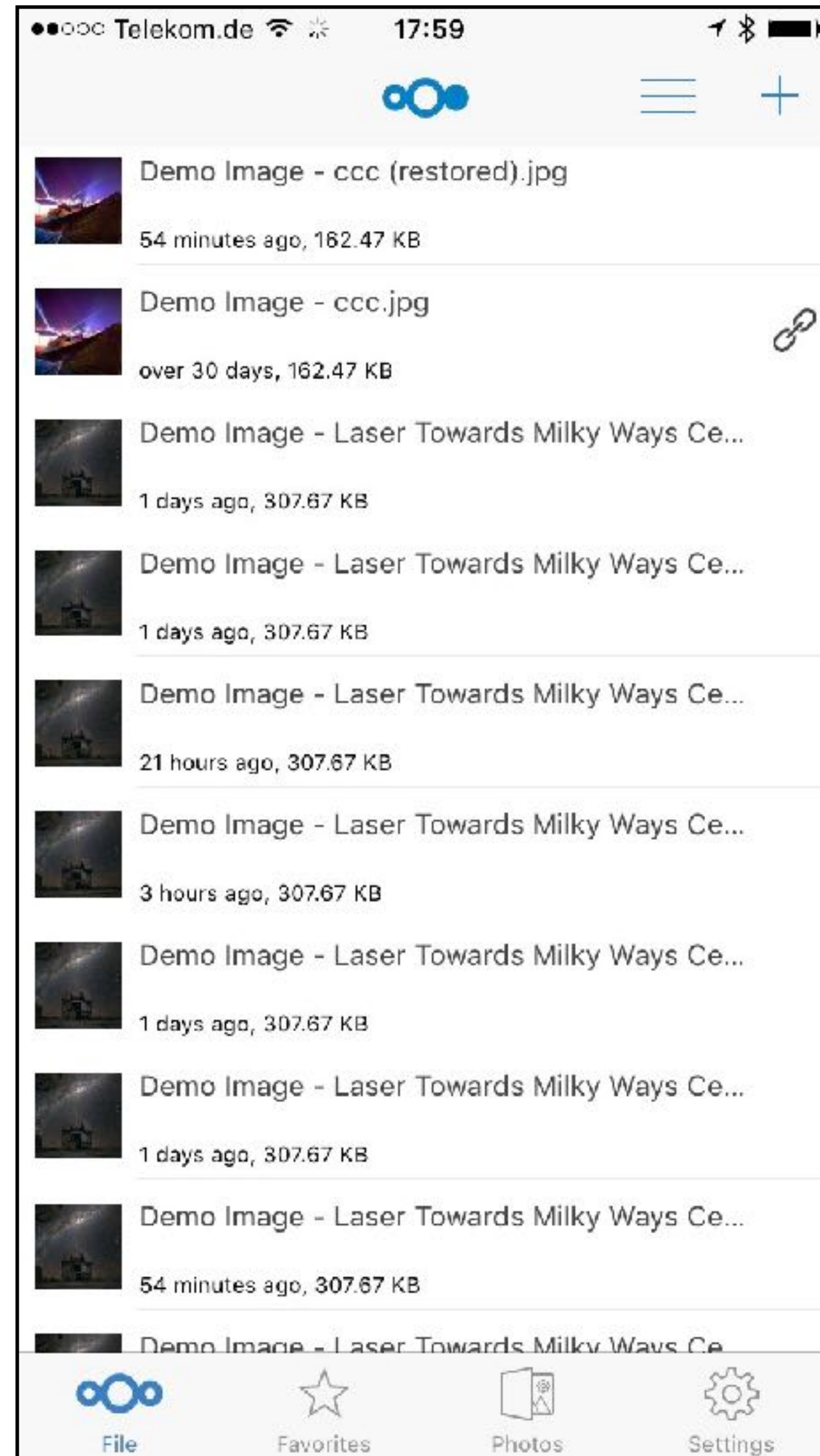
★ 6.3 MB, 2 years ago Tags

Activities Comm

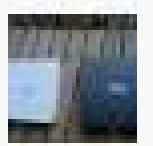
Share with people on other servers using their Federated Cloud ID username@example.com/nextcloud

Share with users, groups, remote users o...

Share link



- All files
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags
  
- Deleted files
- Settings

Name	Size	Modified
Documents	35 KB	2 months ago
Photos	663 KB	2 months ago
 _DSC8765.JPG	5.9 MB	5 minutes ago


2 folders and 1 file 6.6 MB



[\\_DSC8765.JPG](#) [🔗](#)  
★ 5.9 MB, 5 minutes ago


Collaboration Prototype

Activities **Comments** Sharing Versions

 **dave**

I think it looks freaking awesome! But should it be black or white?

Post

 **nienke** 4 minutes ago

Just took pictures of this new prototype. I think the logo should be a bit bigger but it looks awesome otherwise ;-)



Search contacts ...

Björn Schießle let's call it GNU/Nextcloud ...

Frank Karlitschek great, see you in Stuttgart!

Jos Poortvliet got a whole bunch of retwe...

- Call
- Email
- Chat
- Share
- Details







# Collabora Online v 2.1



**Collabora Online: the enterprise-ready LibreOffice-based Online Office Suite that allows you to stay in control of your own documents. full control of your office files.**

LibreOffice is the world's most popular Open Source Office suite with over 120 million users. Collabora, a leading contributor to the project, and developer of the enterprise-ready, Long Term Supported edition of LibreOffice, Collabora Office, has now brought LibreOffice to the Cloud with Collabora Online.

With Collabora Online you now have access to a powerful, enterprise-ready and 100% Open Source Online Office suite functionality, with excellent



john  
Thu Apr 27 2017  
**Insert ' v 2.1'**  
Good to add the version nu

jane  
Thu Apr 27 2017  
Can we add the version number h  
too?

Emily  
Thu Apr 27 2017  
Great idea! Let's check the rest of  
document too, and let's add a link:  
[www.collaboraoffice.com](http://www.collaboraoffice.com)

Alan  
Thu Apr 27 2017  
**Delete 'control o...cument**

= \$Data.E4

A B C D E F G H I J K L M N O

GuitarShopExample.com

1/1/2016 - 12/31/2016

john

Top Keywords

- Guitar Straps
- Bass Guitar Pick
- Gibson Acoustic
- Marshall Amp
- Les Paul Guitar
- Gibson Acoustic
- Peavey Amp
- Fender Black amp
- Hollowbody guitar
- Mesa Boogie amp

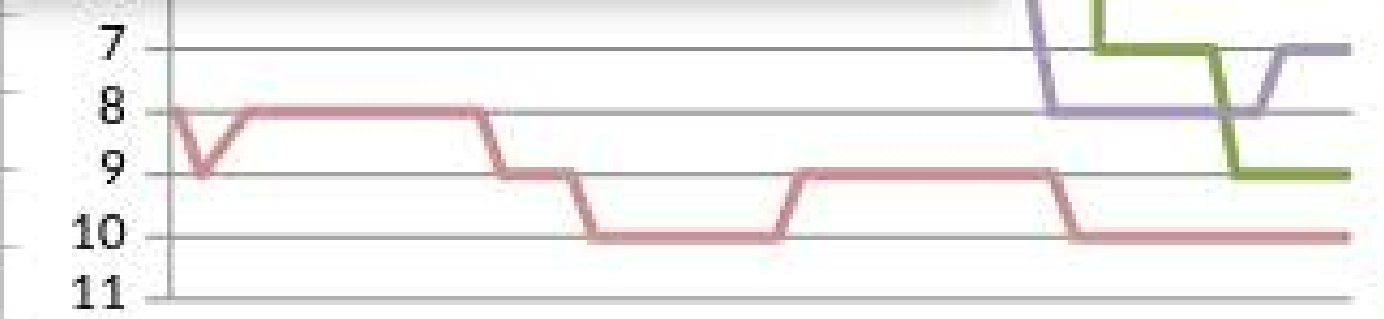
SERP Rank

01/01/16 01/04/16 01/07/16 01/10/16

Alan  
04/27/2017

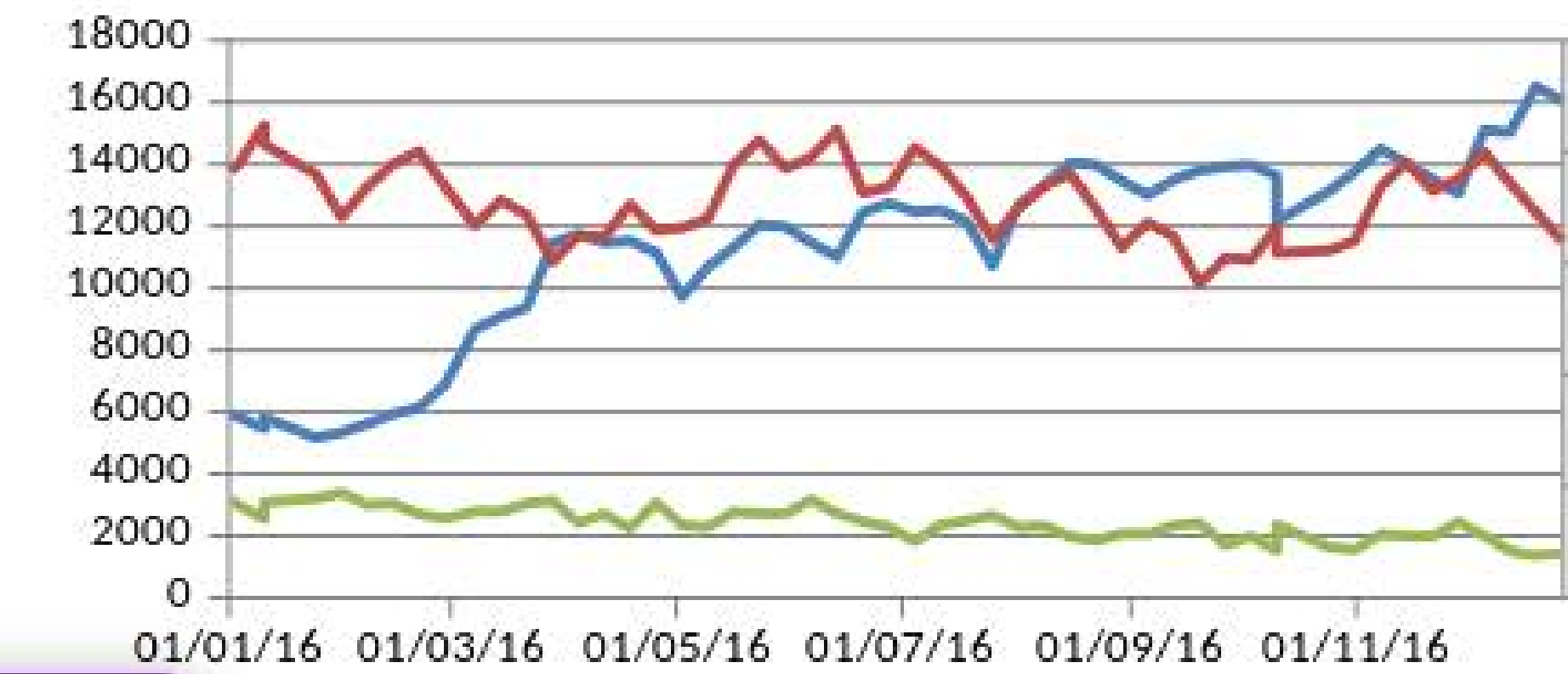
Our top product ranks number 1

- Guitar Straps
- Bass Guitar Pick
- Gibson Acoustic
- Marshall Amp
- Les Paul Guitar
- Gibson Acoustic
- Peavey Amp
- Fender Black amp
- Hollowbody guitar
- Mesa Boogie amp



jane

Non-Paid Search Traffic



Emily

Page	Backlinks	Indexed URLs	URLs
	953		637

Search	Conversions	Signups
	19,155	7,984

page-1/	30	
page-2/	79	
page-3/	97	
page-4/	285	
page-5/	18	

Guitar Straps	38		10
Bass Guitar Pick	236		197
Gibson Acoustic	143		90
Marshall Amp	550		391
Les Paul Guitar	90		37

- Server settings
- Sharing
- Security
- Theming
- Encryption
- Workflow
- SSO & SAML authentication**
- Logging
- Additional settings
- Tips & tricks

## SSO & SAML authentication *i*

Make sure to configure an administrative user that can access the instance via SSO. Logging-in with your regular Nextcloud account won't be possible anymore.

### General

Attribute to map the UID to.

- Only allow authentication if an account is existent on some other backend. (e.g. LDAP)
- Use SAML auth for the Nextcloud desktop clients (requires user re-authentication)

### Service Provider Data

If your Service Provider should use certificates you can optionally specify them here. [Show Service Provider settings ...](#)

### Identity Provider Data

Configure your IdP settings here.

Identifier of the IdP entity (must be a URI)

URL Target of the IdP where the SP will send the Authentication Request Message

[Show optional Identity Provider settings ...](#)

### Attribute mapping

If you want to optionally map SAML attributes to the user you can configure these here. [Show attribute mapping settings ...](#)

### Security settings

For increased security we recommend enabling the following settings if supported by your environment. [Show security settings ...](#)

[Download metadata XML](#)

All apps

Authentication & authorization

Customization

Files

Integration

Monitoring

Multimedia

Office & text

Organization

Social & communication

Tools

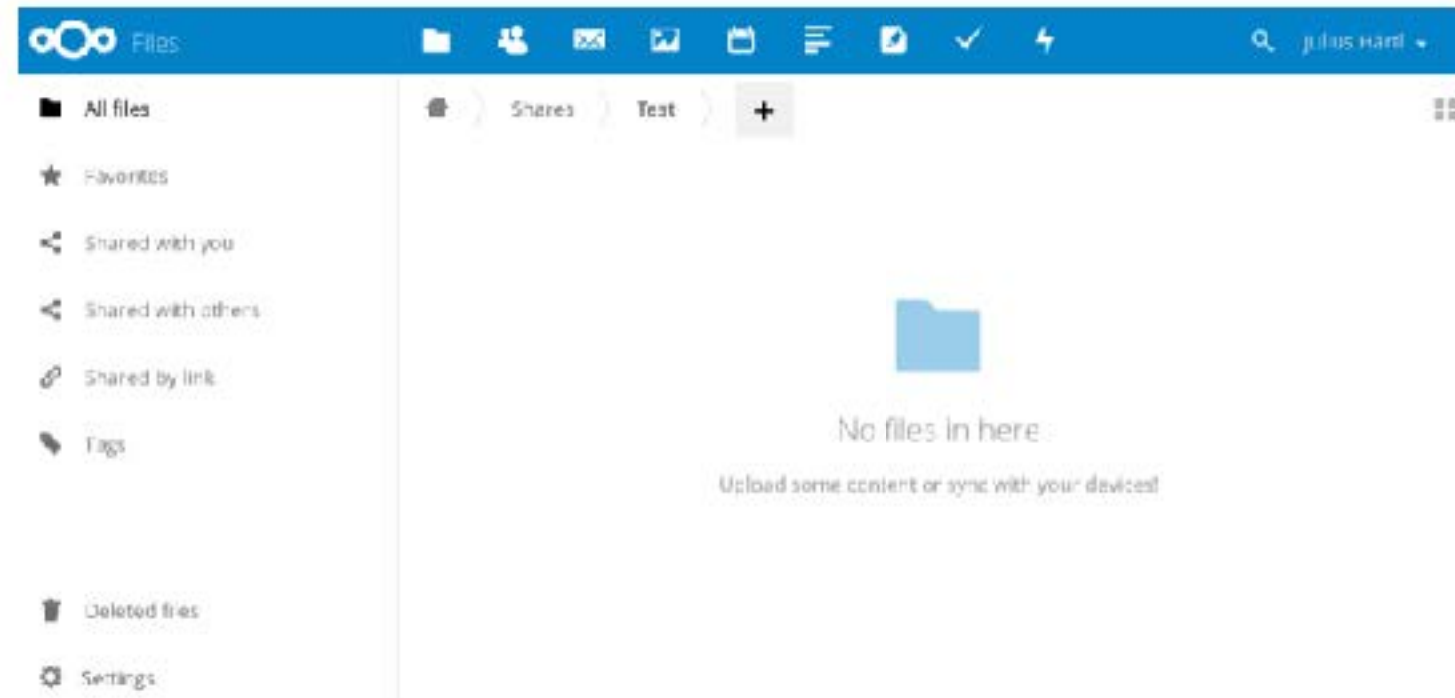
Rating

Rating (recent)

Latest

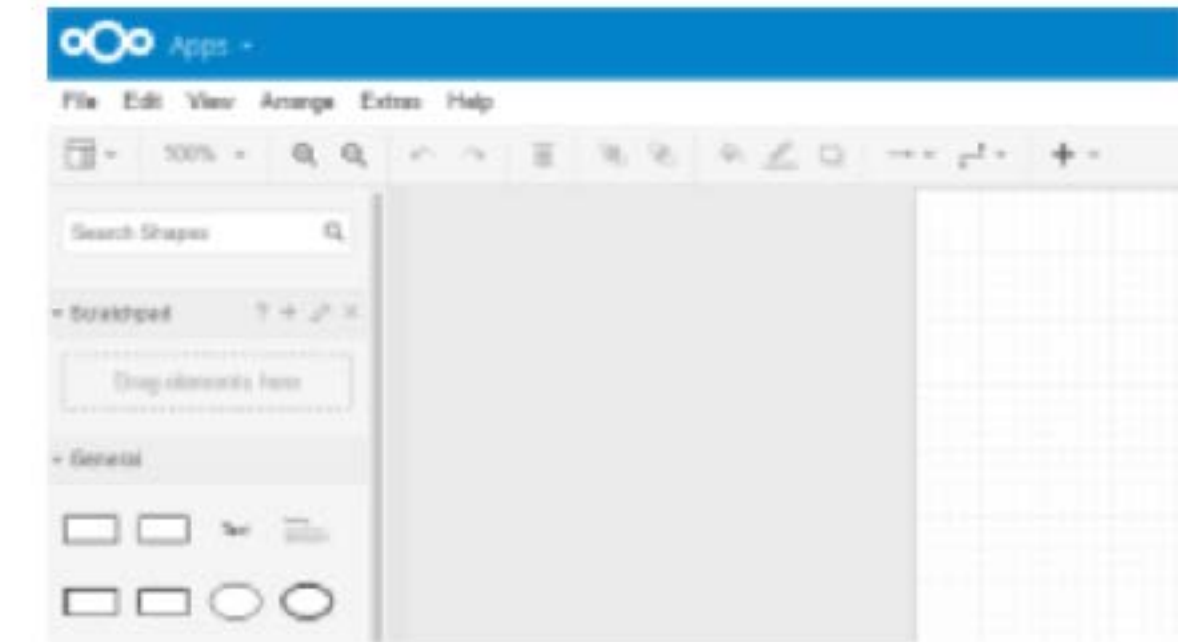
▼ Alphabetical

Featured



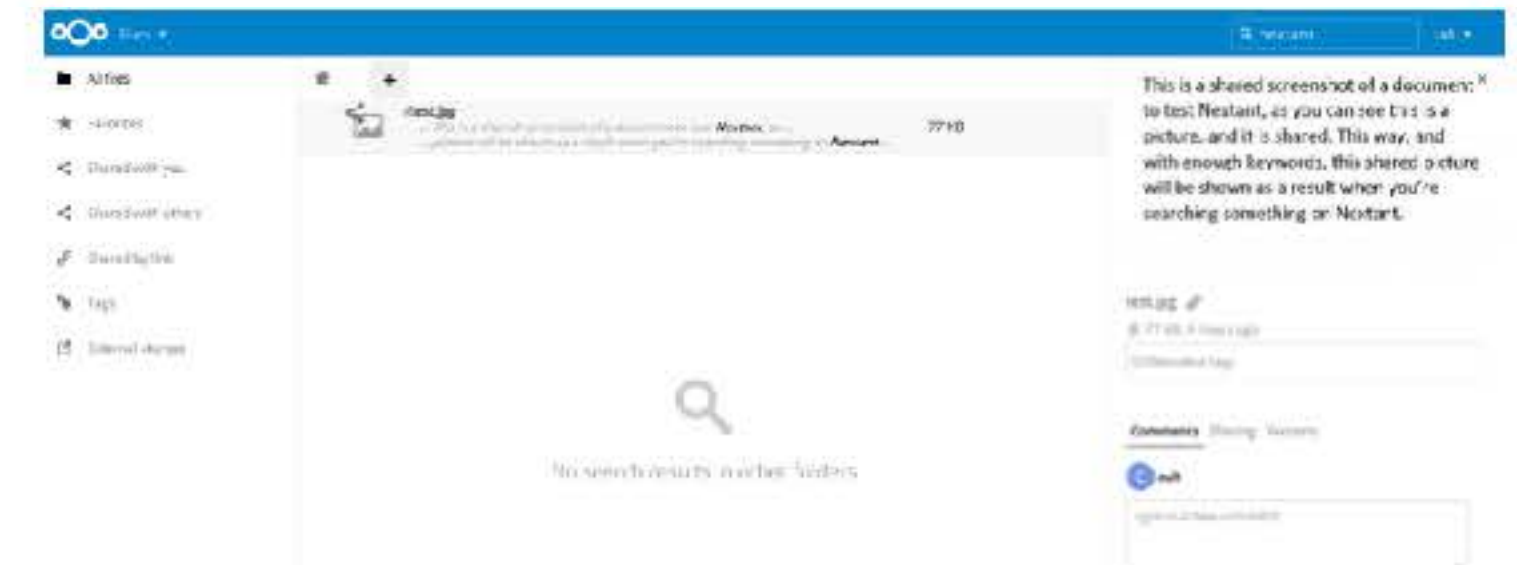
## Direct Menu

Provide easy access to all apps in the header.



## Draw.io

Draw.io intergration app





# Key Features

# Data Access Engine

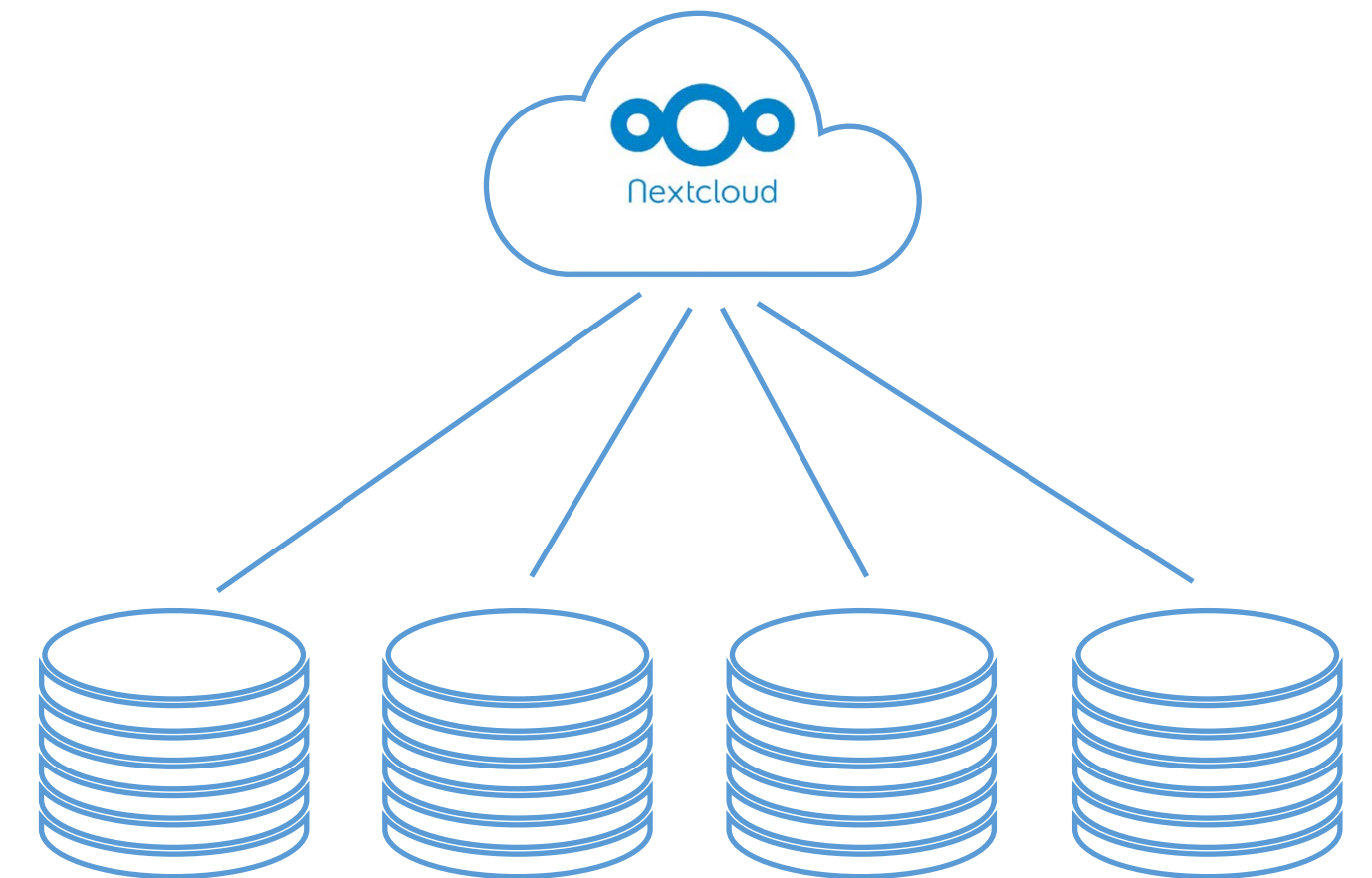
Nextcloud as central access point for all enterprise data

- 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



# Groupware

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

W38	Sun 9/11	Mon 9/12	Tue 9/13	Wed 9/14	Thu 9/15	Fri 9/16
all-day						Nextcloud conf
7am						
8am		8:00am - 9:00am Dentist				7:30am - 10:30am Travel to Nextcloud conf
9am						
10am						
11am		11:00am - 1:00pm Lecture: high-performance Computing	11:00am - 1:00pm Seminar: Web Dev	11:00am - 1:00pm Lecture: Web Dev		
12pm						
1pm					1:00pm - 3:00pm Seminar: Statistics	
2pm						
3pm			3:00pm - 5:00pm Lecture: Statistics			
4pm					4:00pm - 7:00pm rehearsal	
5pm						
6pm	6:00pm - 9:00pm Gig at local Biergarten					6:00pm - 8:00pm Join mysterious product presentation
7pm			7:00pm - 9:00pm Dinner with Jane	7:00pm - 9:00pm Cinema: Suicide Squad		
8pm						
9pm						



+ New message

Check messages

- All inboxes
- mail@...
- Inbox
- Favorites
- Drafts
- Sent
- Archives
- Junk
- Spam
- Trash
- Archiv
- Bestellungen
- Bestellungen\_Business

- Jan-Christoph Bor... 20 minutes ...  
When I Say I'm Working Fro...
- 5 days ago  
Re: Some buildout helpers
- 5 days ago  
Some buildout helpers
- 5 days ago  
noch ne idee?
- 6 days ago  
Re: Mail app status blog
- 6 days ago  
Re: Mail app status blog
- 11 days ago  
Verschieben von sync...
- 17 days ago  
Re: Wochenende
- 18 days ago

# When I Say I'm Working From Home

Jan-Christoph Borchardt to Steffen Lindner

Hey,

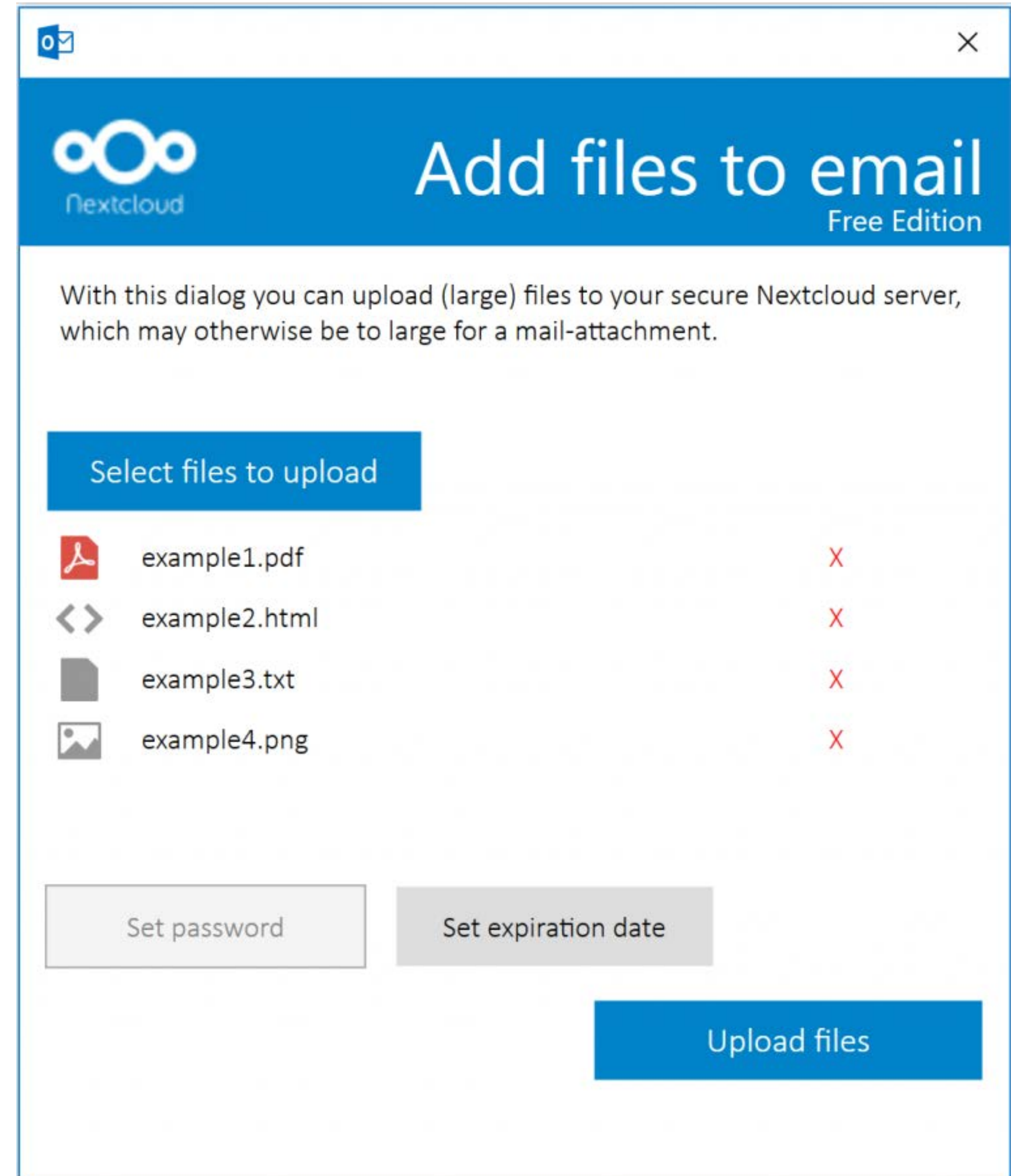
you need to see it in motion:

<http://tinyurl.com/h6ay8wr>

Greets,  
Jan

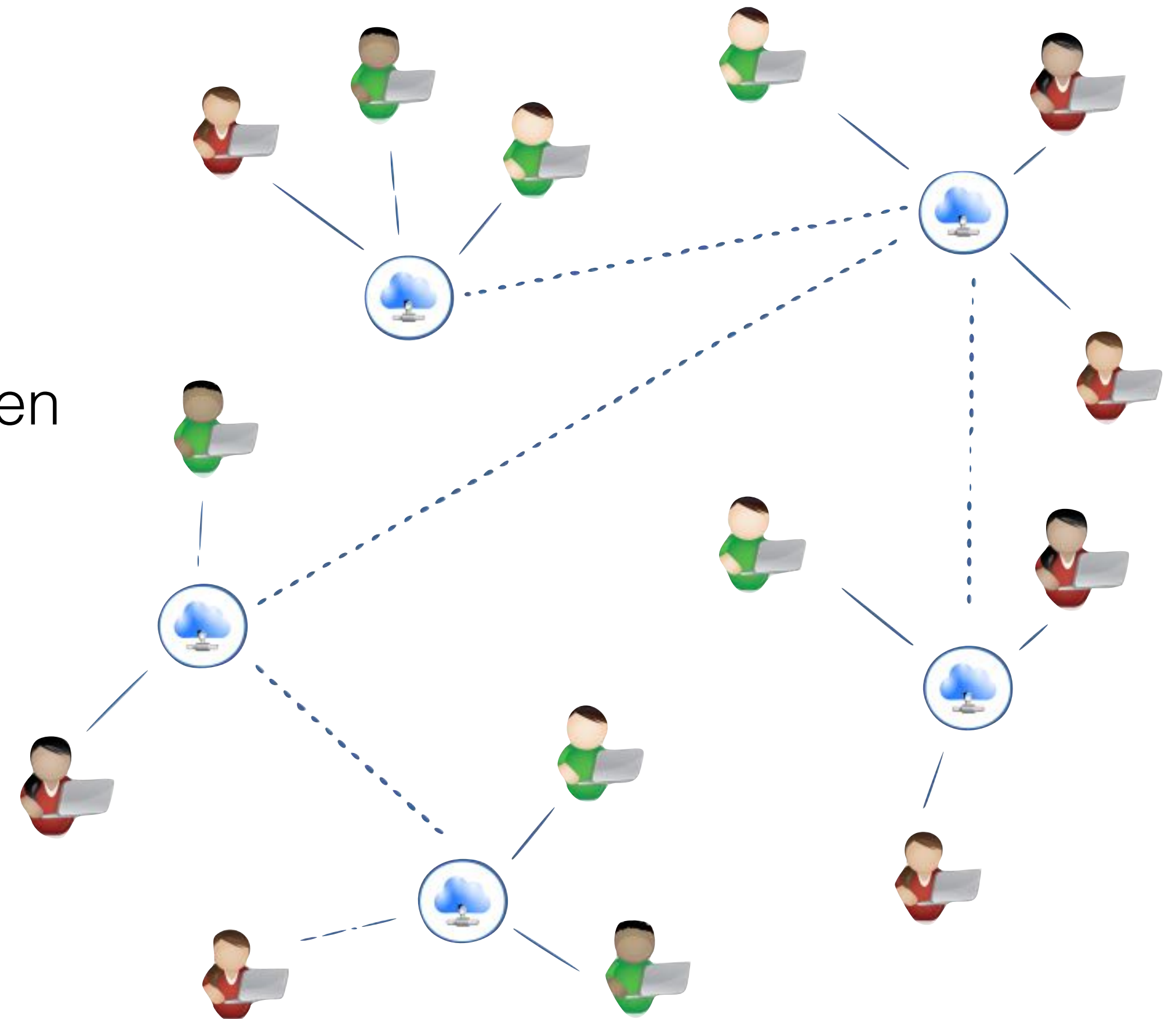


- Outlook plugin
- Thunderbird plugin
  
- Calendar / Contacts
- Attachment handling



# Federation

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



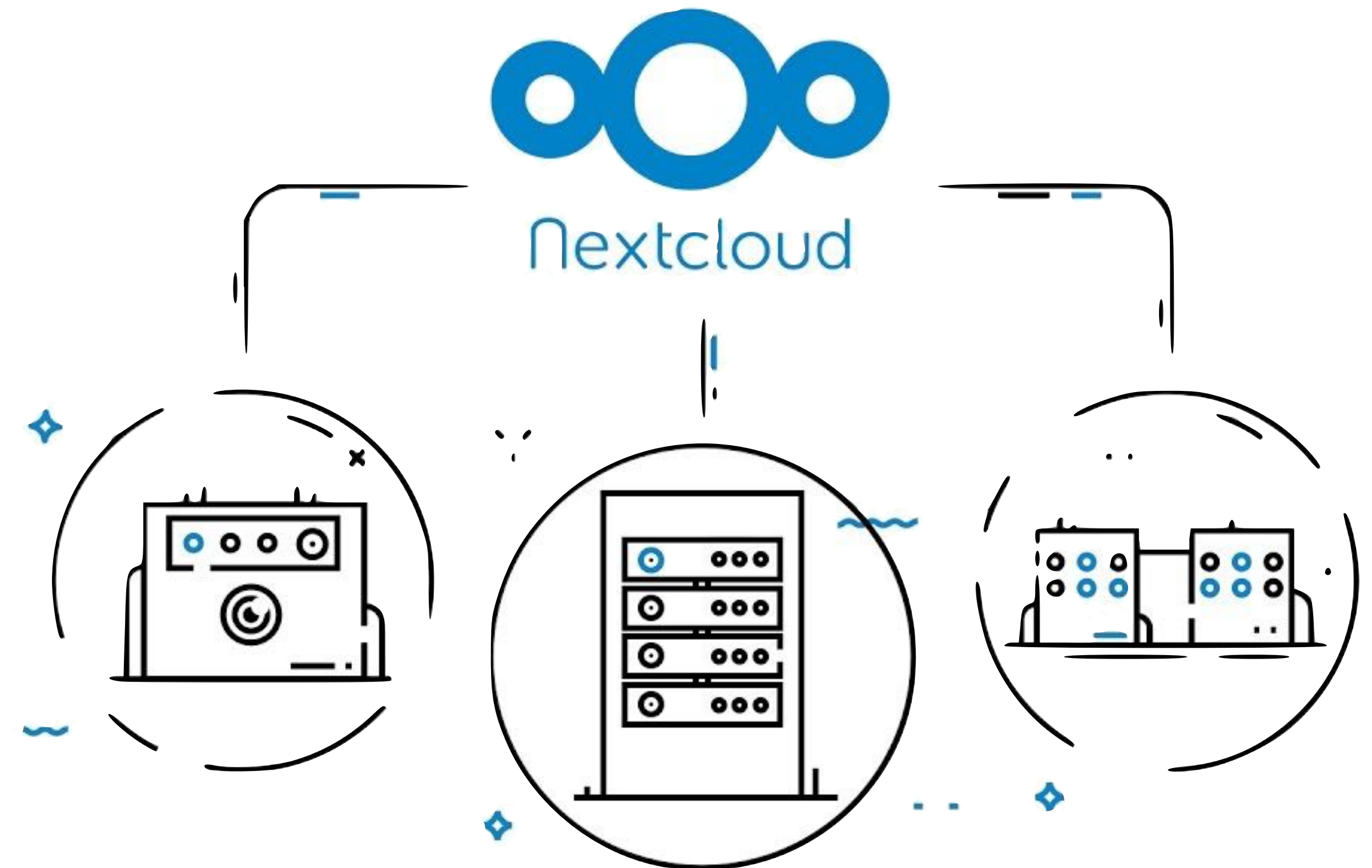
# Global Scale

Scalability without limits



# 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

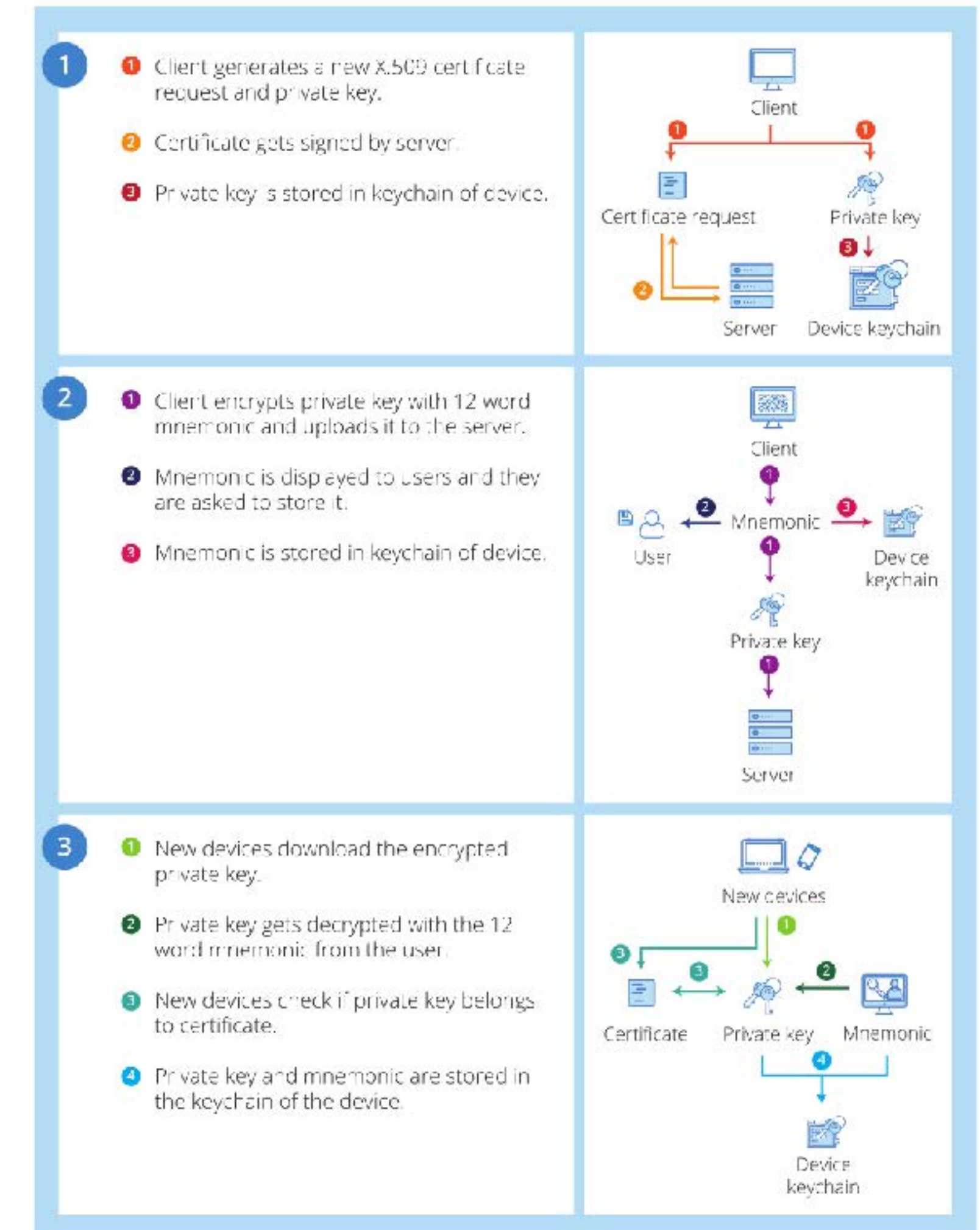


# End 2 End Encryption

- 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



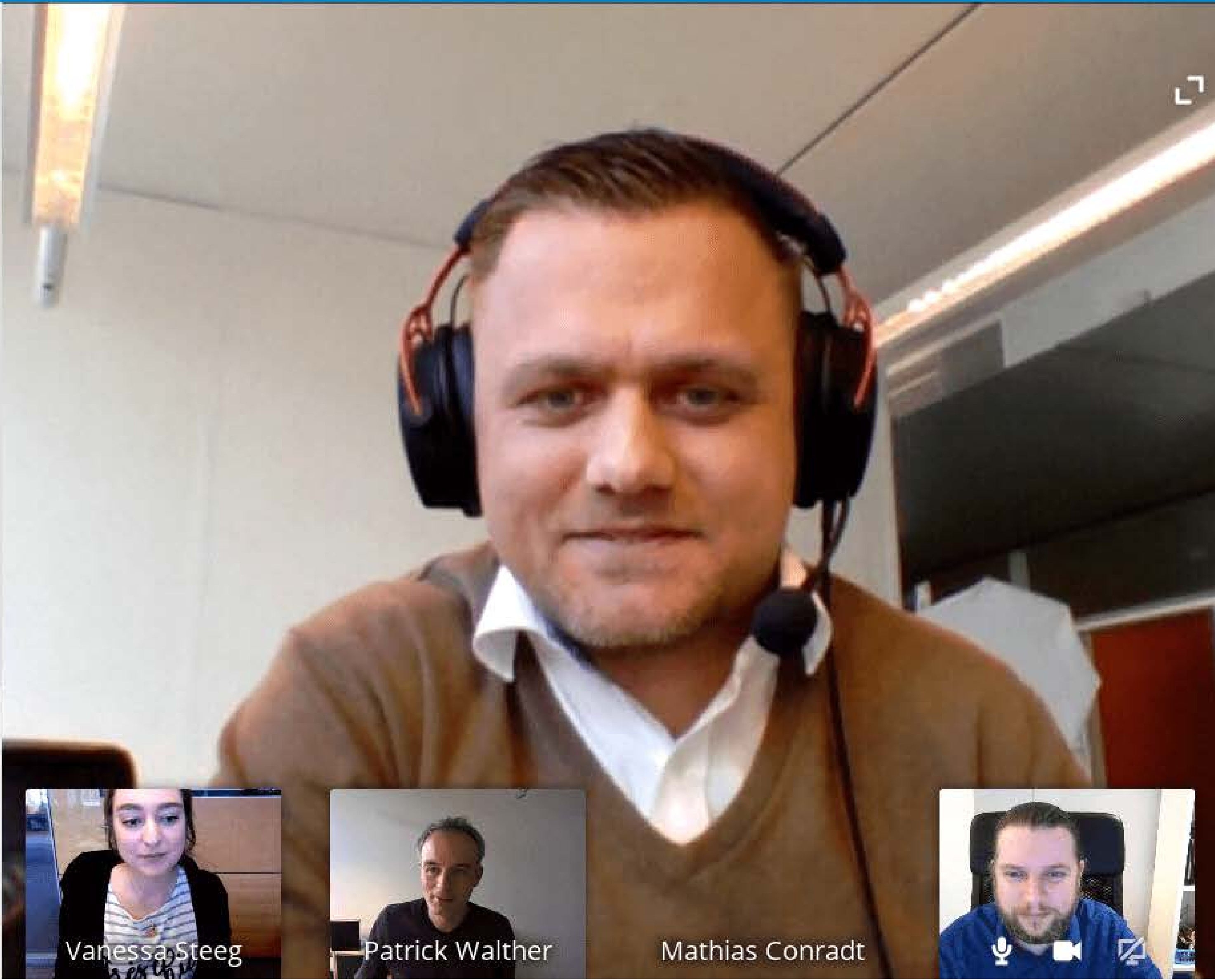
# Nextcloud Talk



- Audio / Video calling
- Chat
- Screensharing / Presentations
  
- Webinar use-case
- Phone use-case
  
- Web-UI
- Android App
- iOS App
- Federated Calls with OCM API
  
- Optional high scalability backend
- Signaling Server
- STUN, TURN, MCU
- SIP Bridge

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

Share link

Chat

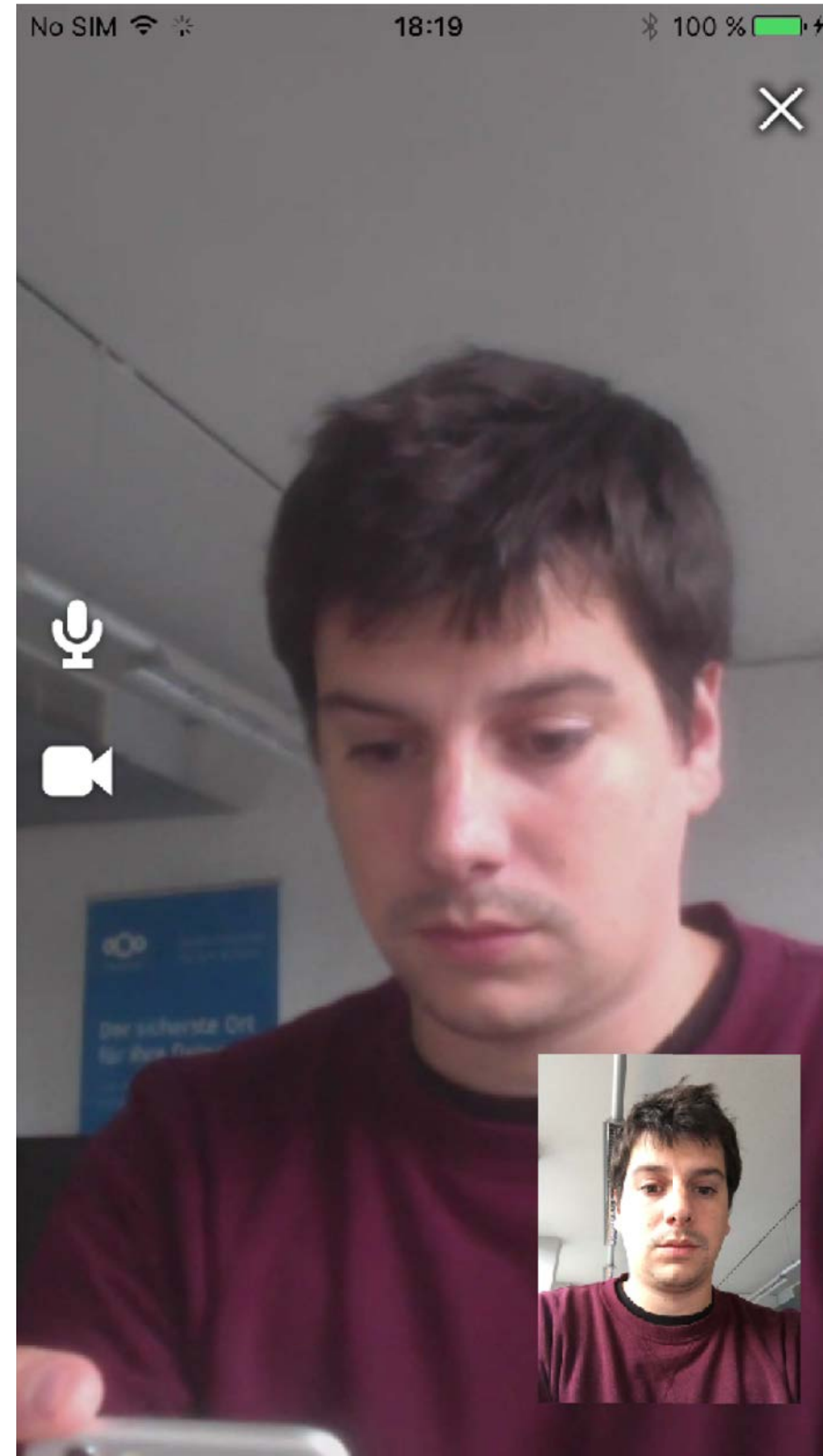
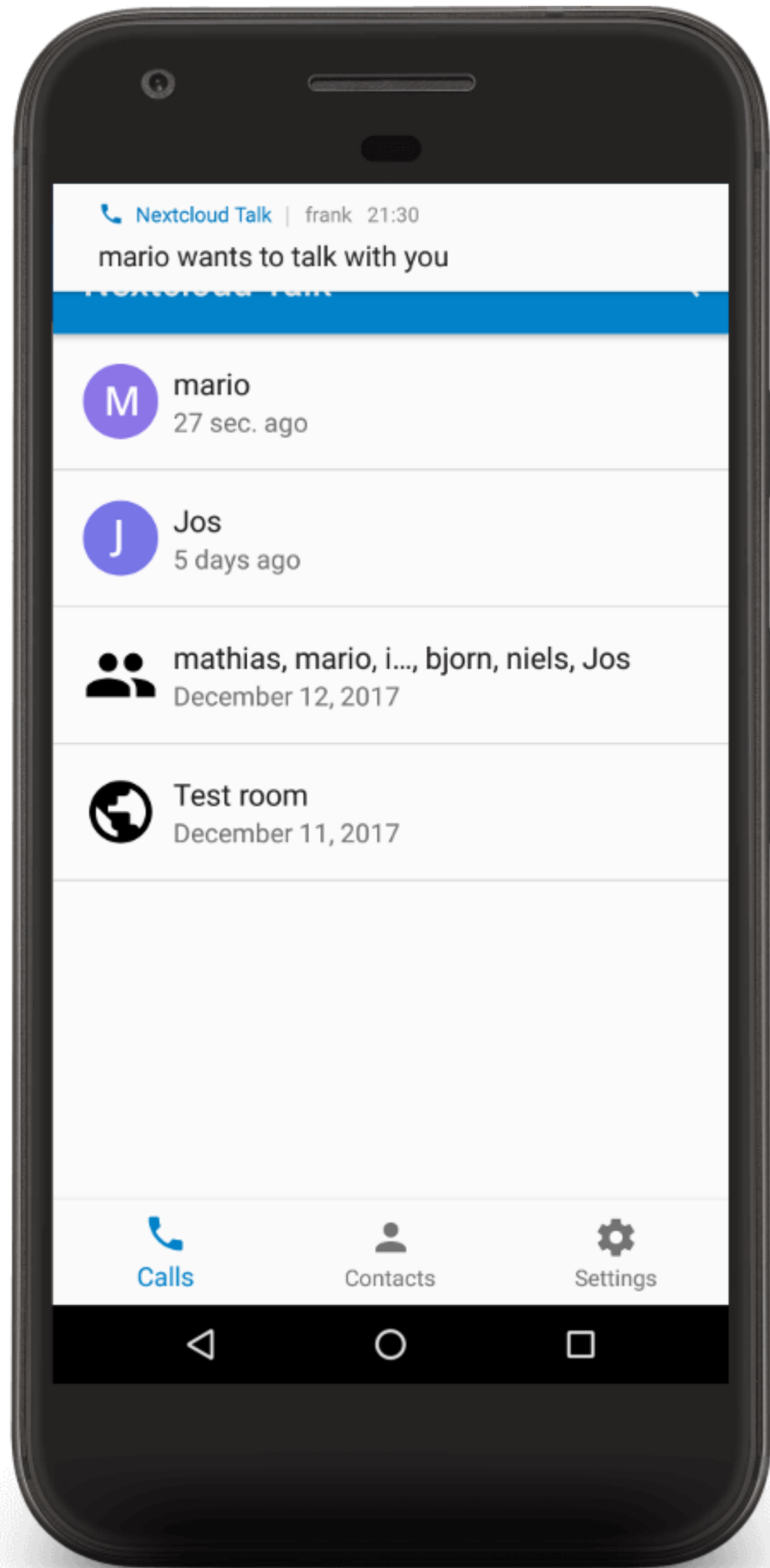
Participants

Jos Poortvliet 9 minutes ago  
Hi team, I'd like to go over Nextcloud Talk features today.

Mathias Conradt 4 minutes ago  
Ok

Jos Poortvliet  
New message... [Send]





- All files
- Recent
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags

Name	Size	Modified
foobar	0 KB	a month ago
welcome1 This is just The packa	< 1 KB	4 months ago
welco	< 1 KB	4 months ago
1 folder	328 B	

- Daniel  
I like [image] in [image]
- Georg  
[image]
- Marcel  
Are you online?
- Tobia

- Settings
- Mute
- Hide offline contacts
- Add contact
- Online help
- Join chat
- About
- Online

**Daniel**

Hi  
3:21:18 PM

Unverified Private conversation started.

Hi [image]  
3:21:32 PM

I like [image] in [image]  
3:21:51 PM

[Emoji tray]

Message

**Georg**

Hello Klaus 😊  
3:24:10 PM

[Image]  
3:24:40 PM

Awesome 👍  
3:25:45 PM

raumsuche (1).mp4  
3:28:41 PM

Looks good to me 😎  
3:28:37 PM

[Image]  
3:28:30 PM

Call terminated: hung up.

Message

**Marcel**  
Are you online?

- 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.

19 minutes ago

Mathias Conradt  
Ok

14 minutes ago

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

12 minutes ago

Guest  
I have joined too

12 minutes ago

Mathias Conradt  
Great

12 minutes ago

Vanessa Steeg  
Cool!

12 minutes ago

Guest  
I am Caspar.

5 minutes ago

Jos Poortvliet  
I have to join by phone...

Jos Poortvliet

New message... →

Discuss Nextcloud Talk

Join call

Share link  →

Participants

Add participant

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



# Use Cases



# Document Sharing

AutoSave OFF Document1 Search in Document

Home Insert Design Layout References Mailings Review View Share

Paste Paste

Calibri (Body) 10 A A Aa A

B I U abc X<sub>2</sub> X<sup>2</sup> A A

Styles Styles Pane

Test Document

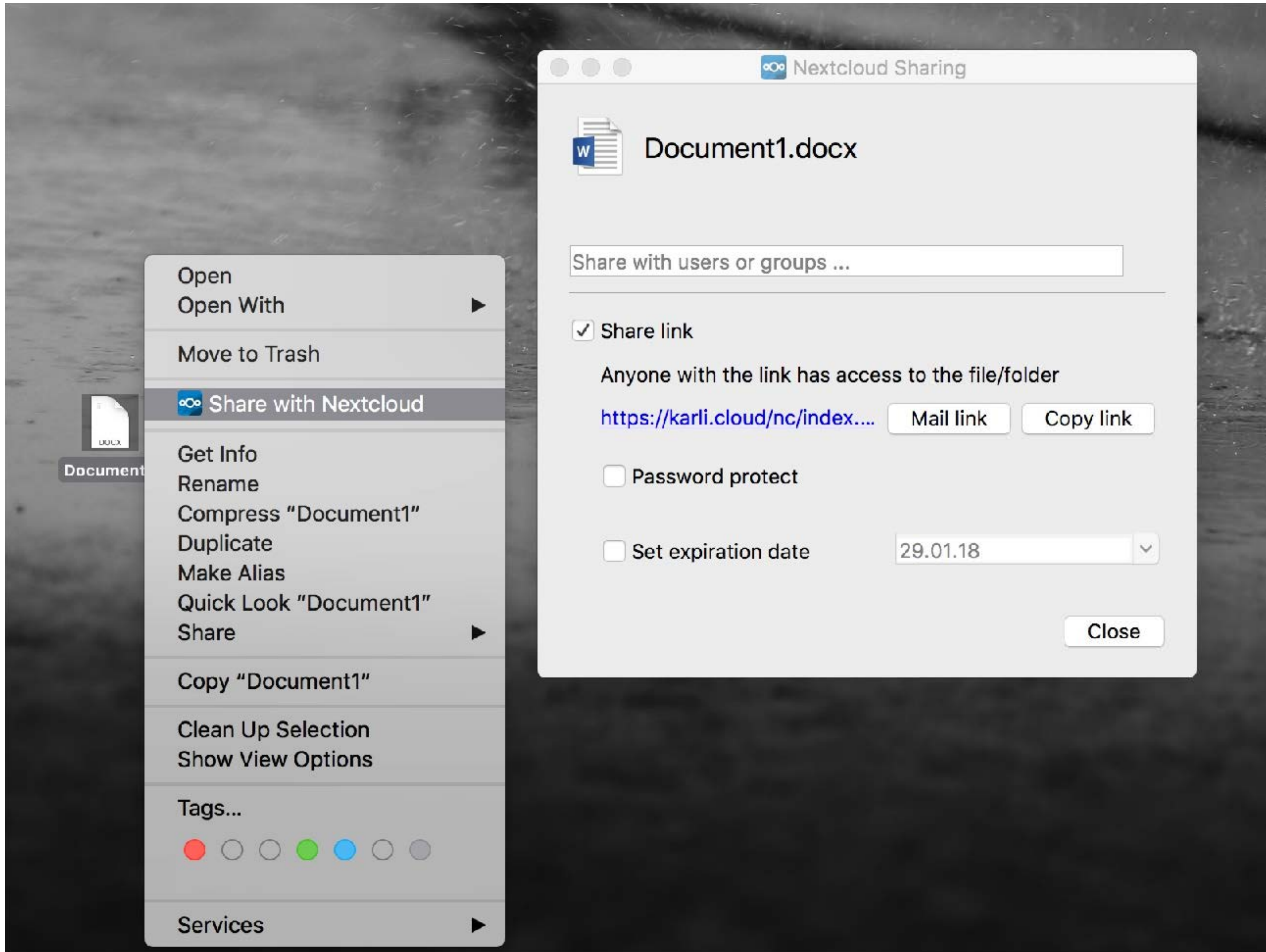
Lorem Ipsum

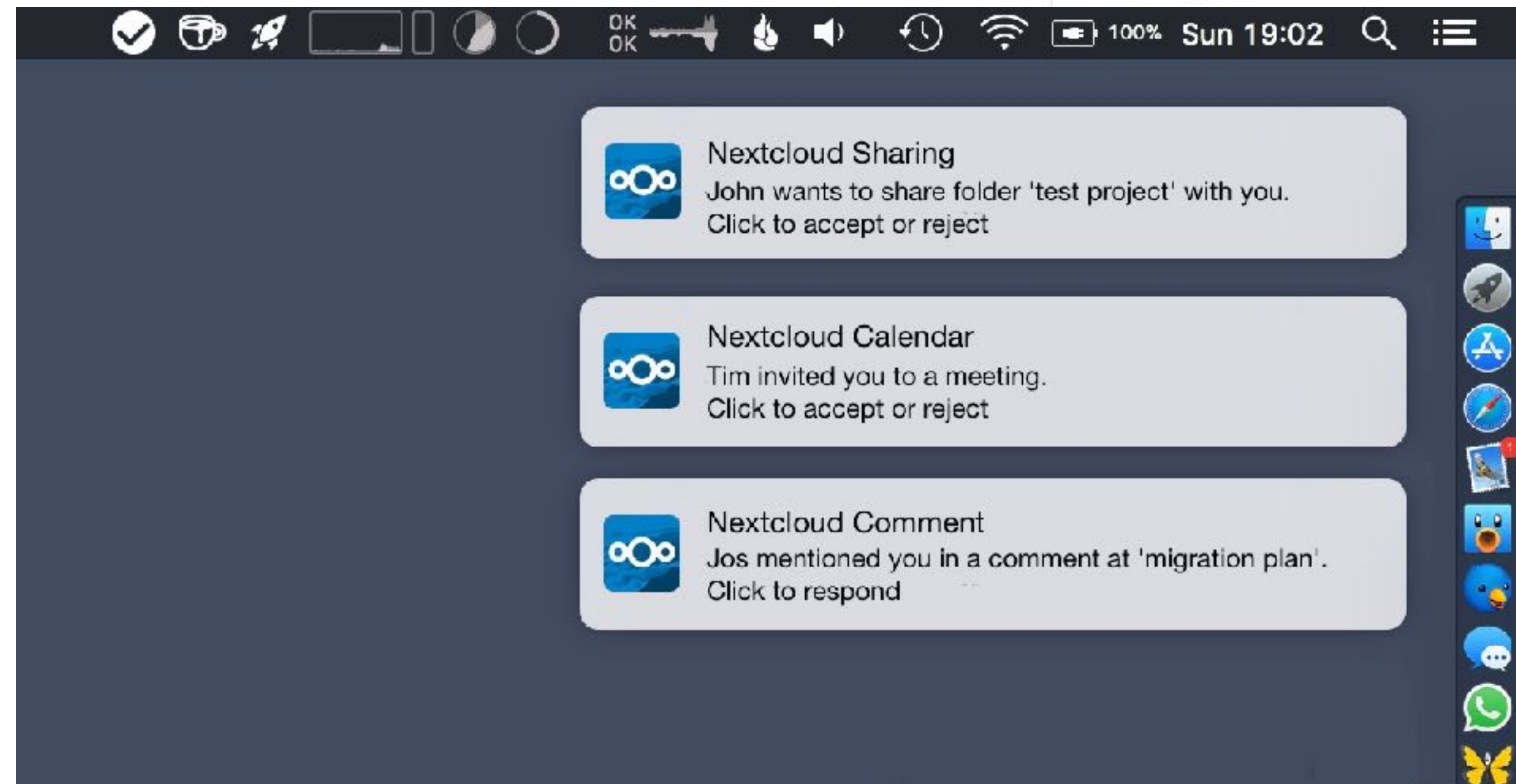
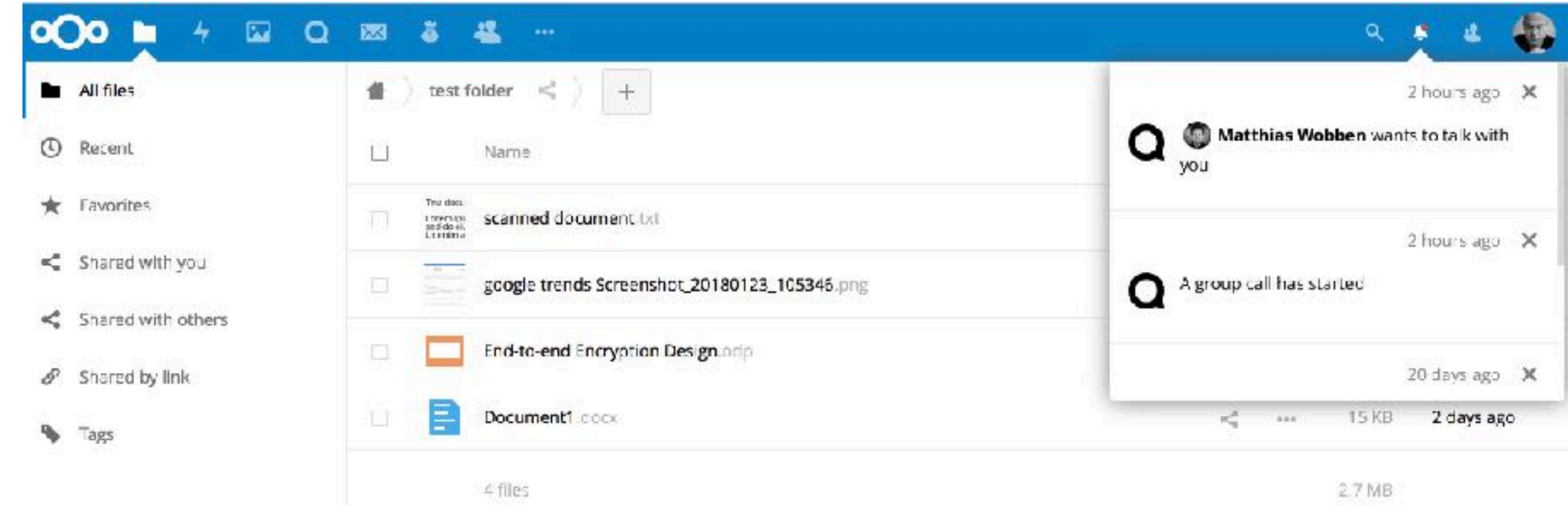
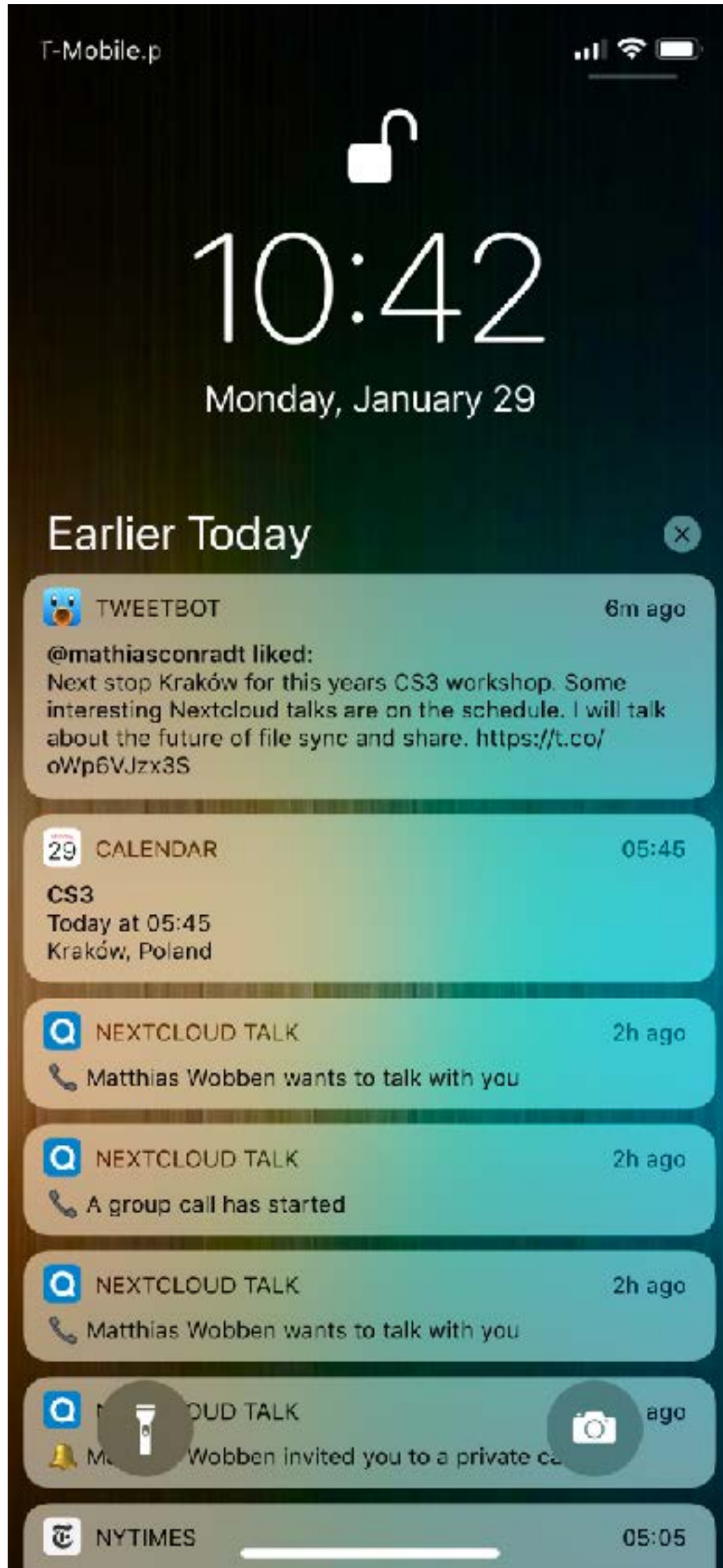
Lorem Ipsum  
Lorem Ipsum  
Lorem Ipsum

nextcloud

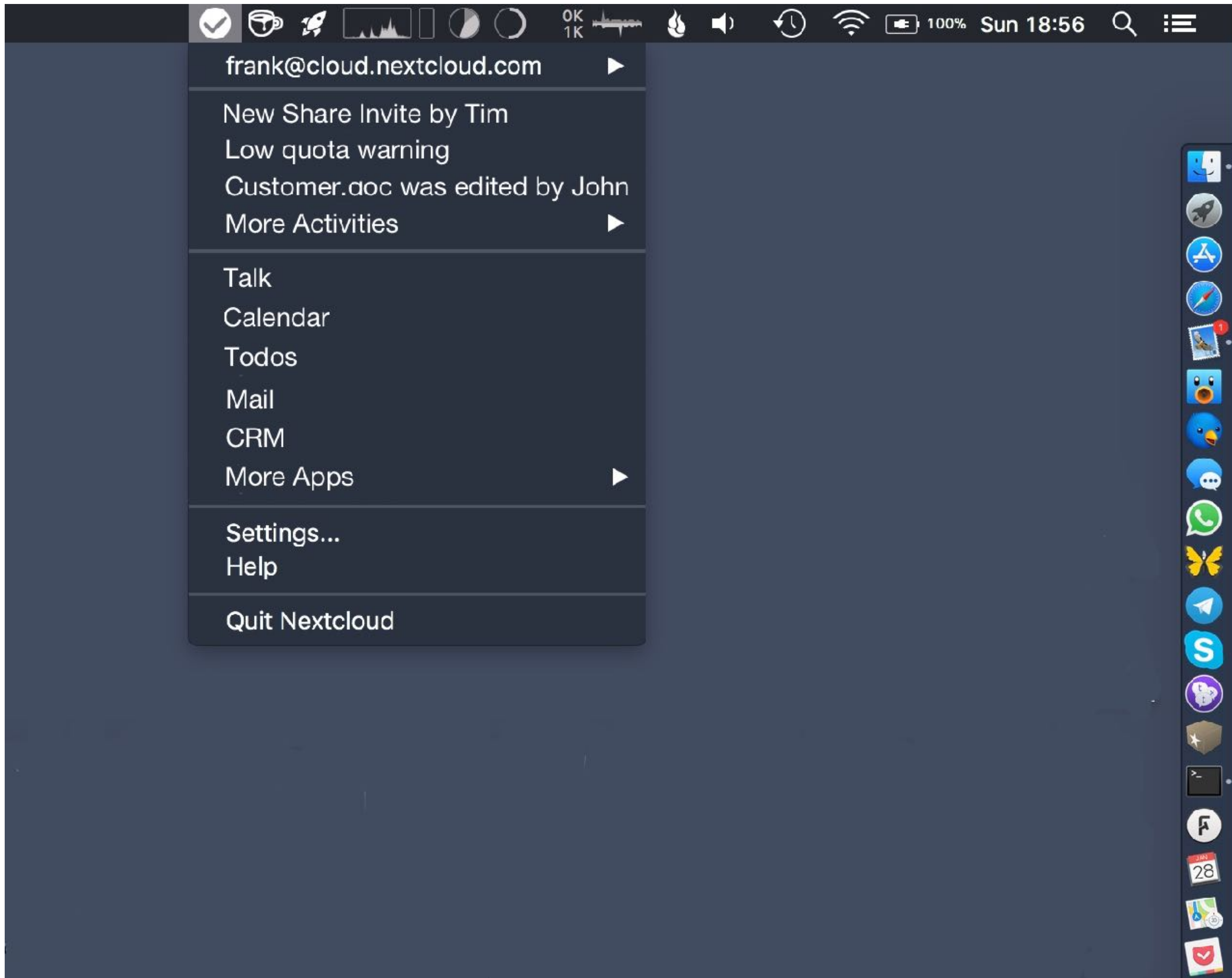
Page 1 of 1 10 words English (United States) Focus 140%











The image shows a desktop environment with a dark theme. At the top, a system tray contains various icons: a checkmark, a speech bubble, a rocket, a signal strength indicator, a battery icon showing 100%, and the date and time 'Sun 18:56'. Below the tray, a dropdown menu is open, displaying the user's email 'frank@cloud.nextcloud.com' and a list of notifications: 'New Share Invite by Tim', 'Low quota warning', and 'Customer.doc was edited by John', followed by a 'More Activities' link. The menu also lists several applications: 'Talk', 'Calendar', 'Todos', 'Mail', 'CRM', and 'More Apps'. At the bottom of the menu are 'Settings...', 'Help', and 'Quit Nextcloud'. On the right side of the desktop, a vertical dock contains icons for various applications, including a smiley face, a rocket, a blue triangle icon, a blue circle icon, a photo gallery with a red notification badge, a blue bird icon, a blue speech bubble icon, a green speech bubble icon, a yellow butterfly icon, a blue paper plane icon, a blue 'S' icon, a purple icon, a brown shield icon, a black terminal icon, a white 'F' icon, a calendar icon showing '28', a map icon, and a red heart icon.

- Choose person ...
- Test Conversation
  - Arthur Schiwon
  - Jos Poortvliet
  - I have renamed t...
  - Olivier Paroz
  - Weekly Marketing...
  - Matthias Wobben...
  - Roeland Douma
  - Press information...
  - Jan-C. Borchardt
  - Jan-C. Borchardt
  - Nextcloud Positio...
  - Andreas Rode, Oli...
  - Ivan Sein Santiago
  - kuba, massimo, fr...
  - You

**Frank Karlitschek** 4 minutes ago  
Hi guys. This is a test conversation  
Let's discuss what we do with this important and interesting document

**Björn Schießle** 2 minutes ago  
Hi Frank,  
I think the document is already a good starting point

**Matthias Wobben** a minute ago  
Hi Frank, I agree, let's start with it.

**Frank Karlitschek** seconds ago  
[cloud.nextcloud.com/s/PXsz2S5mKcYnq8Z](https://cloud.nextcloud.com/s/PXsz2S5mKcYnq8Z)

**Frank Karlitschek**

New message... →

Test Conversation

**Join call**

Share link

**Participants**

Add participant

- Björn Schießle** (moderator)
- Frank Karlitschek** (moderator)
- Matthias Wobben** (moderator)



### Test Document

Lorem Ipsum

Lorem Ipsum  
Lorem Ipsum  
Lorem Ipsum





File Edit View Insert Format Tables Tools Help



Default Style

Calibri

12



Download (15 KB)

Direct link

<https://cloud.nextcloud.com/s/PXs:>

Add to your Nextcloud



### Test Document

Lorem Ipsum















Lorem Ipsum











Lorem Ipsum


Lorem Ipsum



File Edit View Insert Format Tables Tools Help





 Default Style
  Calibri
  10
 










Test Document


Lorem Ipsum  
 Lorem Ipsum  
 Lorem Ipsum  
 Lorem Ipsum

This is a good starting point.


Test Conversation


**Leave call**


Share link


**Chat**  Participants


---

 Frank Karlitschek 5 minutes ago  
 Hi guys. This is a test conversation  
 Let's discuss what we do with this important and interesting document

 Björn Schießle 3 minutes ago  
 Hi Frank,  
 I think the document is already a good starting point

 Matthias Wobben a minute ago  
 Hi Frank, I agree, let's start with it.

 Frank Karlitschek seconds ago  
[cloud.nextcloud.com/s/PXsz2S5mKcYnq8Z](https://cloud.nextcloud.com/s/PXsz2S5mKcYnq8Z)

 Frank Karlitschek





Test Document

Lorem Ipsum

Lorem Ipsum  
Lorem Ipsum  
Lorem Ipsum



This is a good starting point.



- 



**Document1.docx**

21 minutes ago 12 KB


  - 



**End-to-end Encryption De...**

2 days ago 2.6 MB


  - 


**google trends Screenshot\_...**

2 days ago 46 KB


  - 

**scanned document.txt**

22 hours ago 507 bytes


- 4 files 2.7 MB



cloud.nextcloud.com

Tables Tools Help

Calibri 10 **B** *I* U ~~S~~ **T**

Test Document

Lorem Ipsum

Lorem Ipsum  
Lorem Ipsum  
Lorem Ipsum

This is a good starting point.

nextcloud

test folder

Search

- Document1.docx  
32 minutes ago 12 KB
- End-to-end Encryption De...  
2 days ago 2.6 MB
- google trends Screenshot\_...  
2 days ago 46 KB
- scanned document.txt  
22 hours ago 507 bytes

4 files 2.7 MB



test folder

Search

Document1.docx  
26 minutes ago 12 KB

End-to-end Encryption De...  
2 days ago 2.6 MB

google trends Screenshot\_...  
2 days ago 46 KB

scanned document.txt  
22 hours ago 507 bytes

4 files 2.7 MB

oud.nextcloud.com

Calibri 10

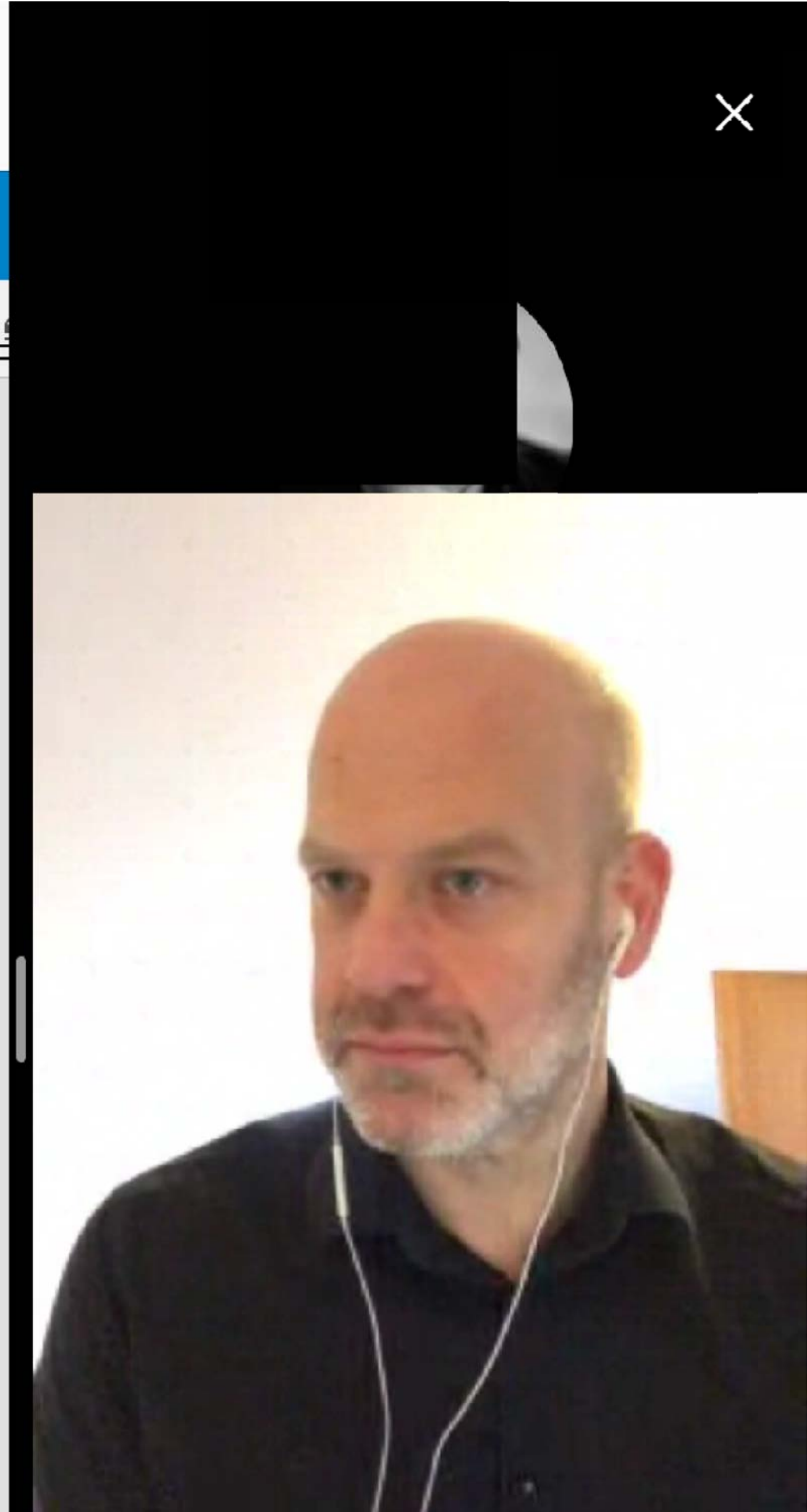
**B** *I* U ~~S~~ T

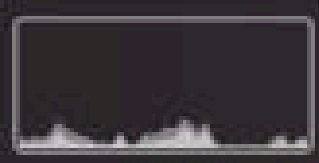
Test Document

nextcloud

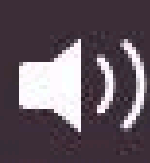
lo rem ips um  
lo rem ips um  
lo rem ips um

This is a good starting point.



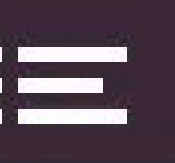


122K  
5K



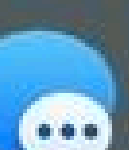
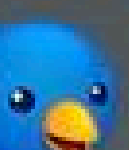
100%

Tue 07:55



### Sync Activity

test folder/Document1.docx has been updated.





# Document Workflow



- All files
- Recent
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags
- Deleted files
- Settings



Name

Size

Modified



peter.pdf



101 KB

6 days ago



peter\_OCR.pdf



> 1 KB

seconds ago



thedom.png



132 KB

6 days ago



thedom\_OCR.txt



< 1 KB

6 days ago



welcome.txt



< 1 KB

6 days ago

5 files

281 KB

- All files
- Recent
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags

test folder

Name	Size	Modified
scanned document.txt	< 1 KB	2 minutes ago
google trends Screensh... .png	46 KB	a day ago
End-to-end Encryption D...odp	2.6 MB	a day ago

3 files 2.7 MB

Test document

Lorem Ipsum Lorem ipsum dolor sit amet, consetetur sadipscid elitr, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

scanned document.txt

★ < 1 KB, 2 minutes ago

Tags

- Invoice
- review
- pi
- snap
- ubuntu core
- work in progress

No comments yet, start the conversation!

- All files
- Recent
- Favorites
- Shared with you
- Shared with others
- Shared by link
- Tags

test folder

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scanned document.txt	< 1 KB	5 minutes ago
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3 files		2.7 MB

Test document

Lorem Ipsum Lorem ipsum dolor sit amet, consetetur do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occididunt nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occididunt nisi ut aliquip ex ea commodo consequat.

scanned document.txt

< 1 KB, 5 minutes ago

Invoice review

Activities **Comments** Sharing Versions

Frank Karlitschek

New comment ...

Frank Karlitschek a minute ago

**Björn Schießle**

Can you review this invoice please?



### Nextcloud Sharing

John wants to share folder 'test project' with you.  
Click to accept or reject



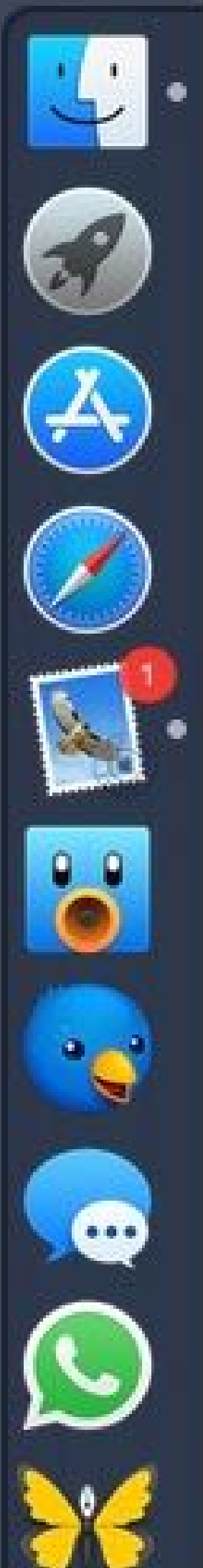
### Nextcloud Calendar

Tim invited you to a meeting.  
Click to accept or reject



### Nextcloud Comment

Jos mentioned you in a comment at 'migration plan'.  
Click to respond







10:39 📶 🔋


← More Activity

Monday, January 29, 2018 at 10:39:04


 Activity  
You changed scanned document.txt

Monday, January 29, 2018 at 10:37:20


 Upload 18-01-29 10-35-45 0674.png  
<https://karli.cloud/nc/remote.php/webdav/Photos/2018/01 Selector: uploadAutoUpload>




Monday, January 29, 2018 at 10:37:18

 Activity  
You created scanned document.txt and Photos/2018/01/18-01-29 10-35-45 0674.png


Monday, January 29, 2018 at 10:37:14



 Auto Upload  
Add Auto Upload, add new asset Selector: uploadAutoUpload

Monday, January 29, 2018 at 10:33:29


 Activity  
You changed Nextcloud - Future of EFSS 2.key

Monday, January 29, 2018 at 10:33:26

 Upload 18-01-29 10-02-54 0673.heic


Files Favorites  Photos 


T-Mobile p 📶 🔋







10:42  
Monday, January 29



Earlier Today ×




 TWEETBOT 6m ago  
@mathiasconradt liked:  
Next stop Kraków for this years CS3 workshop. Some interesting Nextcloud talks are on the schedule. I will talk about the future of file sync and share. <https://t.co/oWp6VJzx3S>


 CALENDAR 05:45  
CS3  
Today at 05:45  
Kraków, Poland

 NEXTCLOUD TALK 2h ago  
 Matthias Wobben wants to talk with you

 NEXTCLOUD TALK 2h ago  
 A group call has started

 NEXTCLOUD TALK 2h ago  
 Matthias Wobben wants to talk with you

 NEXTCLOUD TALK ago  
 Matthias Wobben invited you to a private ca 

 NYTIMES 05:05

- Server settings
- Server info
- Sharing
- External storages
- Theming
- Encryption
- File access control
- Usage report
- Logging
- Additional settings
- Tips & tricks

### Files automated tagging

Each rule group consists of one or more rules. A request matches a group if all rules evaluate to true. On uploading a file all defined groups are evaluated and when matching, the given collaborative tags are assigned to the file.

tagbig pictures
x picture

File mime type (upload) ▼	is ▼	image/jpg	
User group membership ▼	is member of ▼	testers ▼	
File mime type (upload) ▼	is ▼	image/png	
File size (upload) ▼	greater or equals ▼	10 MB	

Add rule

Add rule group

### File retention

Tag	Retention Time	
picture	10 days	
Select tag... ▼	10	Days ▼ <span style="margin-left: 10px;">Create</span>

- Server settings
- Server info
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- External storages
- Theming
- Encryption
- File access control**
- Usage report
- Logging
- Additional settings
- Tips & tricks

## File access control

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.

Keep .docx internal 🗑

User group membership ▼	is member of ▼	<input type="text" value="testers"/>	🗑
File mime type (upload) ▼	is ▼	<input type="text" value="text/docx"/>	🗑
Request remote address ▼	does not match IPv4 ▼	<input type="text" value="192.168.1.1/32"/>	🗑

Add rule
Save
Reset

Add rule group



Why I forked ownCloud to Nextcloud



History

# 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
- Optimised for aggressive growth and exit
- Win fast / fail fast
- Key management and VCs unfamiliar with open source
- Some friends from KDE were sceptical



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

- US based company
- US customers
- 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

# Open Source for Enterprises

- No vendor lock-in
- The right to change and distribute inside or outside the enterprise
- Security
- Participating in the big contributor community
- Clear licenses
- Insurance that the product exists and is developed



Today and Tomorrow

# Today and Tomorrow

- More contributions then ever.
- Over 40 full time employees and growing
- Profitable
- No external investment
- 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  
Search term

● owncloud  
Search term

+ Add comparison

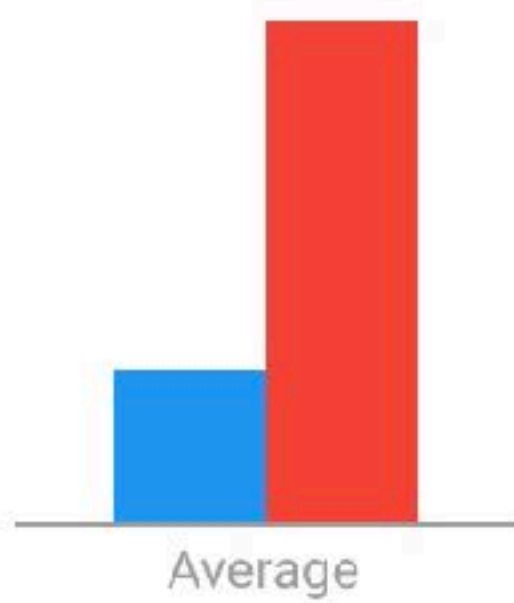
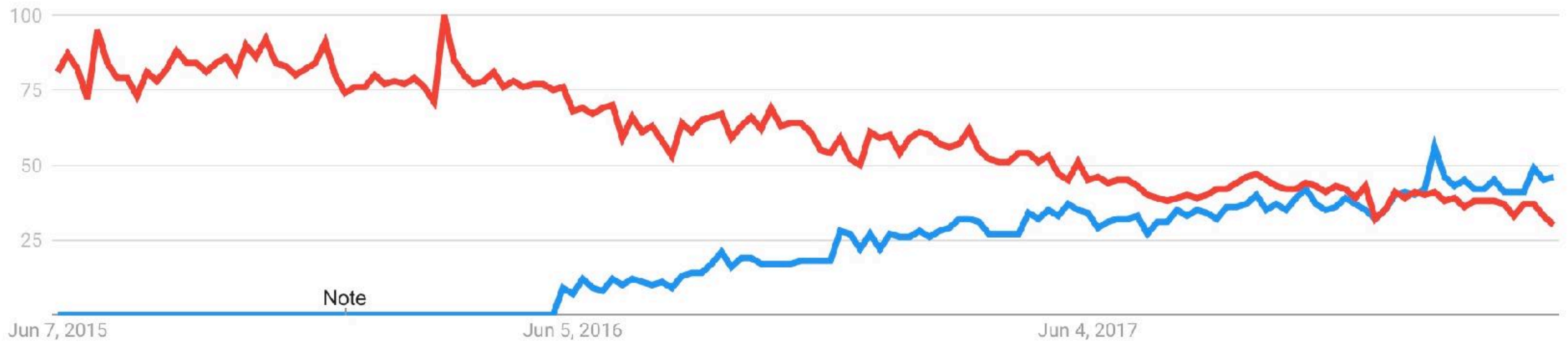
Worldwide ▾

6/1/15 - 5/5/18 ▾

All categories ▾

Web Search ▾

Interest over time ?



Note

# Customer

**SIEMENS**

- Siemens
- >100.000 users
- Compliance
- Espionage protection

# Customer



- TU Berlin + DFN
- 30.000 active users
- Active development partnership

# Customer

- One of the top 5 mobile carriers
- 20M users
- Consumer market
- SMB market
- whitelabeling

# Customer

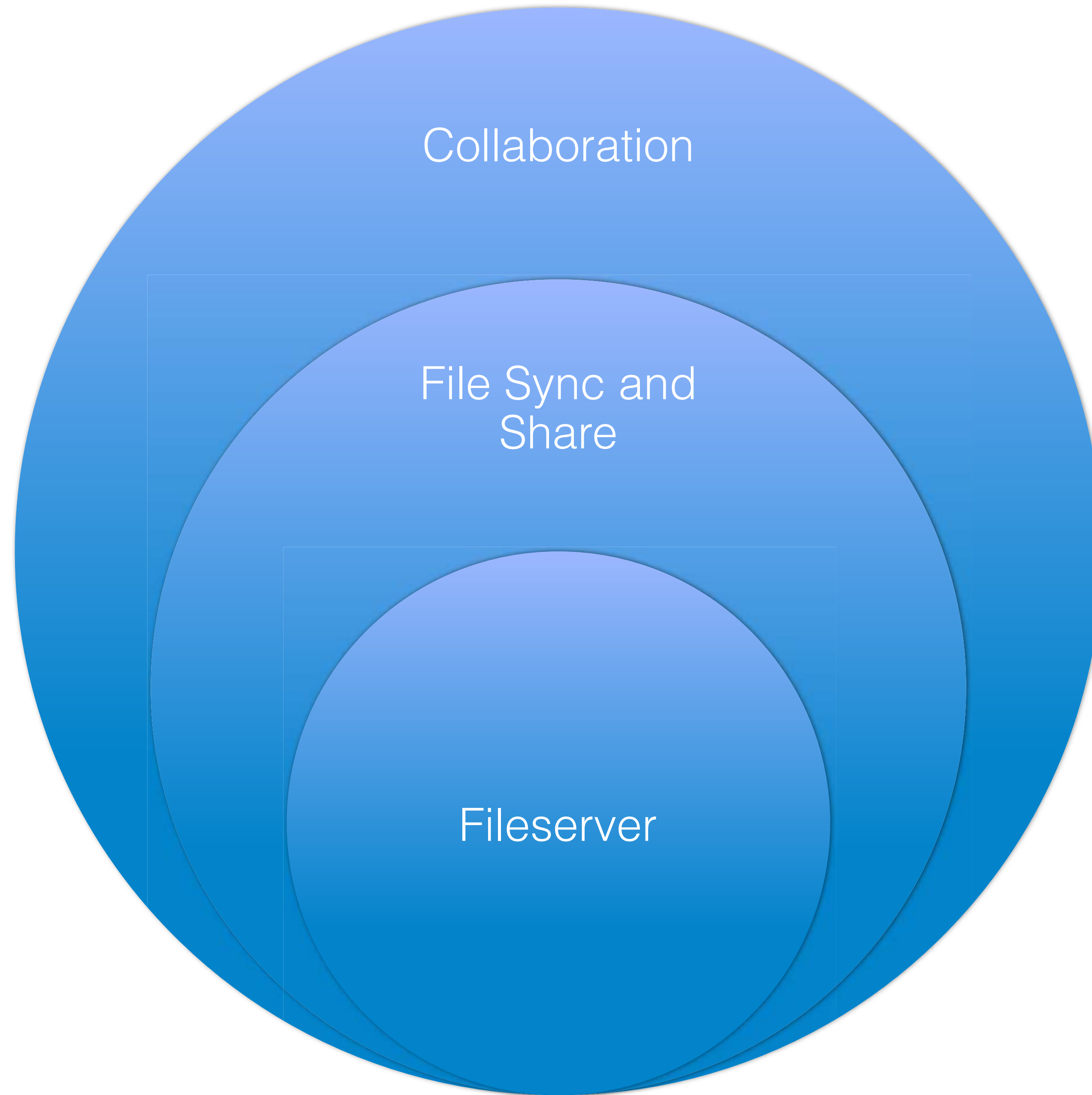


Informations  
Technik  
Zentrum Bund

- German government
- All ministries and federal organisations
- 300.000 users
- Chosen because of legal requirements
- Want to stay independent



# Summary





# Nextcloud

Alternative to

- Dropbox
- Google Suite
- Office 365

but

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



Questions?

Frank Karlitschek

 @fkarlitschek