

Cultural Challenges for Open Source in LATAM

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About me

Senior Software Maintainer Engineer at Red Hat

Enhanced OpenShift support for Telcos

I'M
BOTH
OF
THEM



About my experience in LATAM

- Ceph since 2015 using Firefly
- Stacker since 2013 using Havana
- First LATAM public cloud offer based on OpenStack and Ceph
- Private sector
 - Financial
 - Government
 - Health-care
 - E-commerce
 - Telecom
 - ***
- Mexico
- Colombia
- Bolivia
- Argentina
- Chile

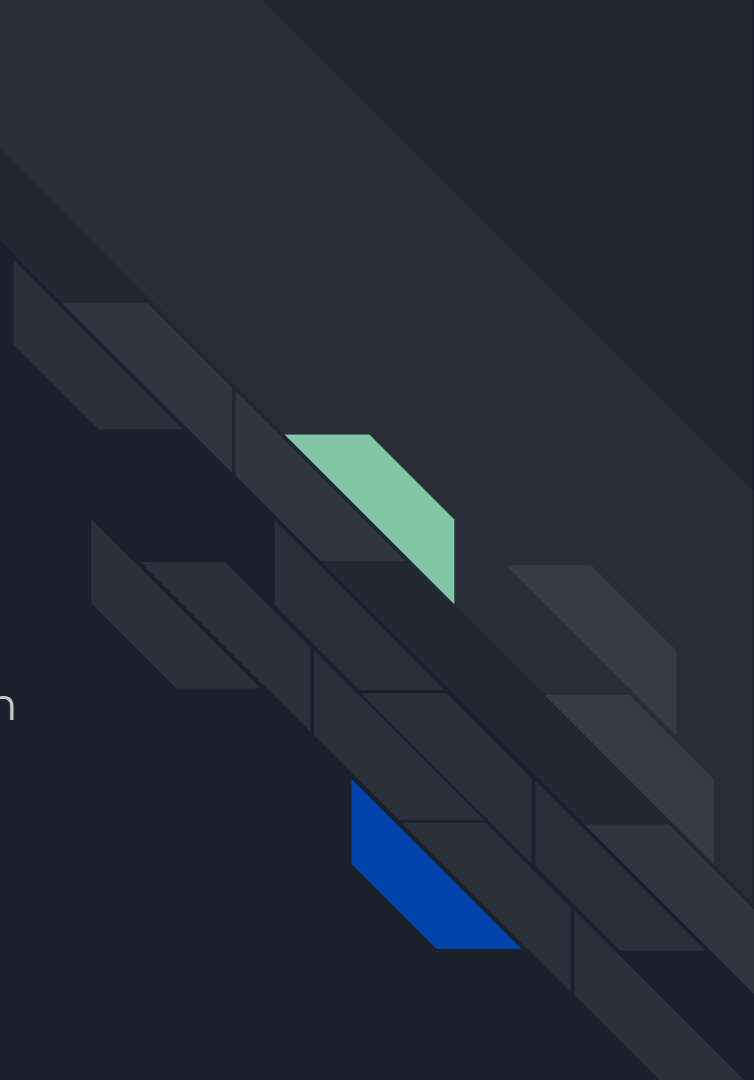


About my community focused experience

- Behind technical committee OpenStackDays LATAM
- OpenInfra Mexico City Meetup
- OpenInfra Guadalajara Meetup
- Ceph Mexico City Meetup
- BlueTeam InfoSec
 - Gentoo
 - Linux VServer containers
 - GRSecurity + PAX

DISCLAIMER: My own opinion

- Not my employer
- Not of the communities I work with



'My' Blameless Approach



Ceph users in LATAM

7% > 2018 > 5% > 2022 > 1%



From: ceph user survey

Two options while looking for an storage solution



RAID+NFS ?



Two options while looking for an storage solution



Open Source

Proprietary software

Outcome

- It's easier to pay millions for commercial products, where the vendor takes full responsibility from the delivery to the support
- The need to blame the success or failure on the vendor and the quality of the product
- Prefer local representatives who can assist in projects and support
- Companies will always go for the black-box and well-known solution
 - They don't have to know how it works
 - Easy to find manpower

Fix?

A challenge that can be tackled with a more specific business analysis of companies in LATAM, including an **organizational cultural transition**, to demonstrate the **benefits of Open Source in the mid-term**, putting them more in control and **accelerating their digital transformation**.

CERN uses CEPH !!!



Cool, now I need a bunch of PhD to make Ceph work?



Philosophy

- Open Source
- Community focused
- No single point of failure

Open Source Free

LATAM still has a cultural gap regarding Open Source.

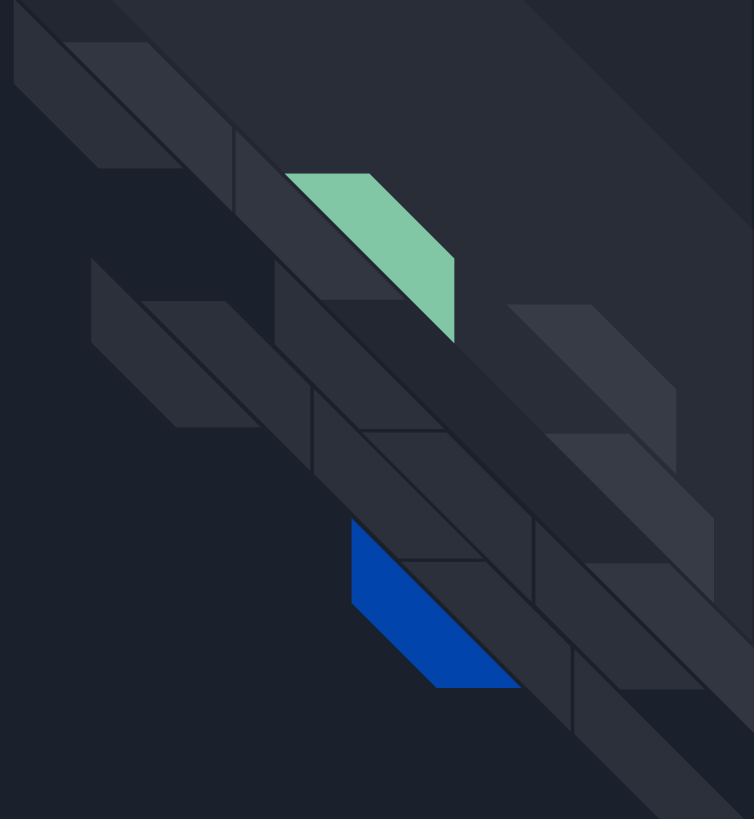
In Spanish words such as Open Source and free are wrongly interpreted as the philosophy and the meaning these words share may get lost in translation (it's hard to translate a desire).

Explain this to companies and engineers.



First real cause

People quickly finds the comfort zone



Why?

Easier to get proprietary software or solutions certifications than Open Source related certifications (language barrier)

Maybe world wide, but also maybe more in LATAM region

Two options while using Ceph

Pay for support

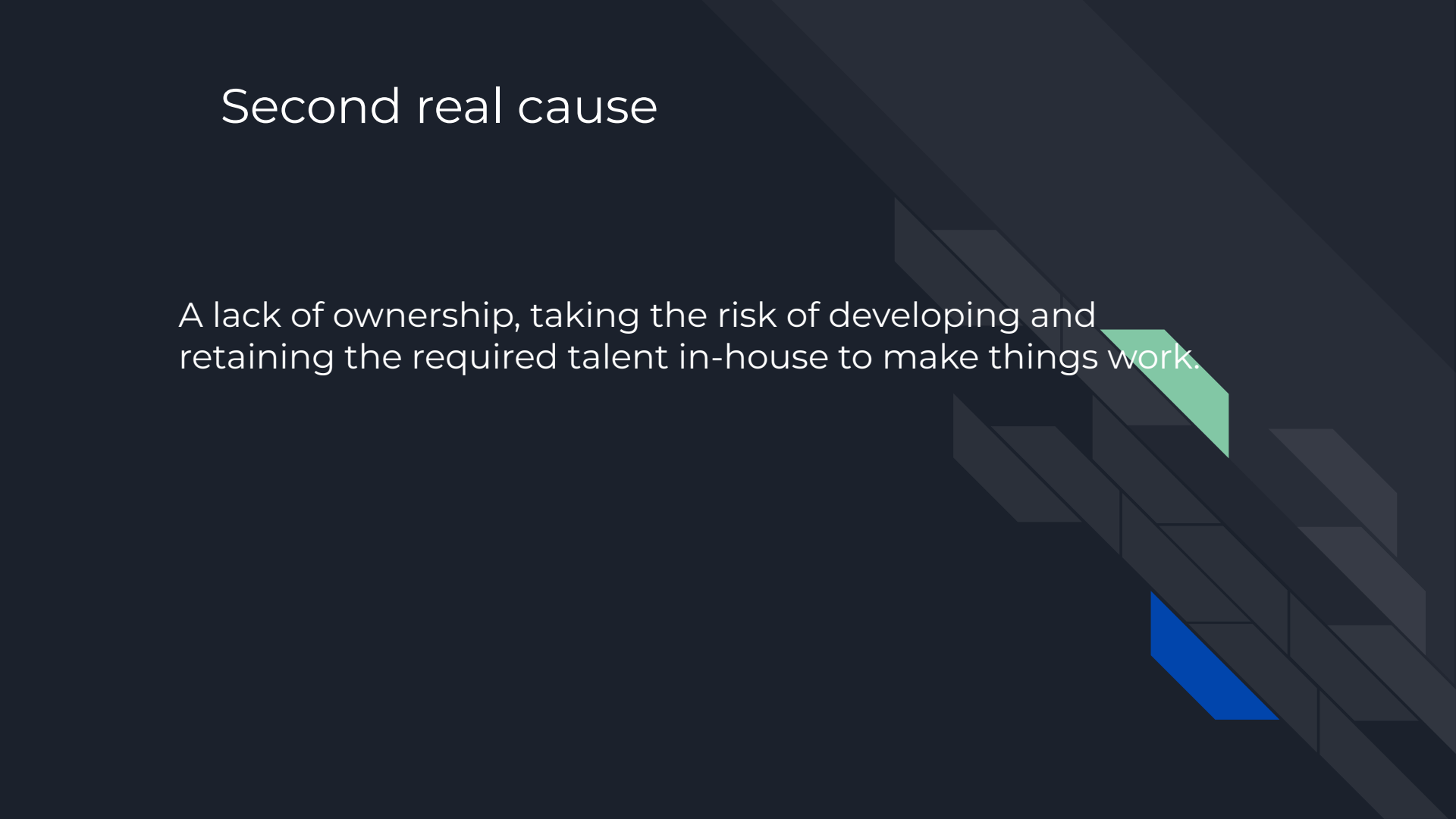
Create/use an internal team to get support

Create/use an internal team to get support



Second real cause

A lack of ownership, taking the risk of developing and retaining the required talent in-house to make things work.

The background features a series of dark grey, three-dimensional rectangular blocks arranged in a descending staircase pattern from the top right towards the bottom left. A single light green block is positioned on the second step from the top, and a single blue block is on the fourth step from the top. The overall aesthetic is modern and minimalist.

Why?

For entry level Linux engineer.

US =>	78,675 USD/yr
UK =>	47,548 USD/yr
LATAM =>	30,798 USD/yr

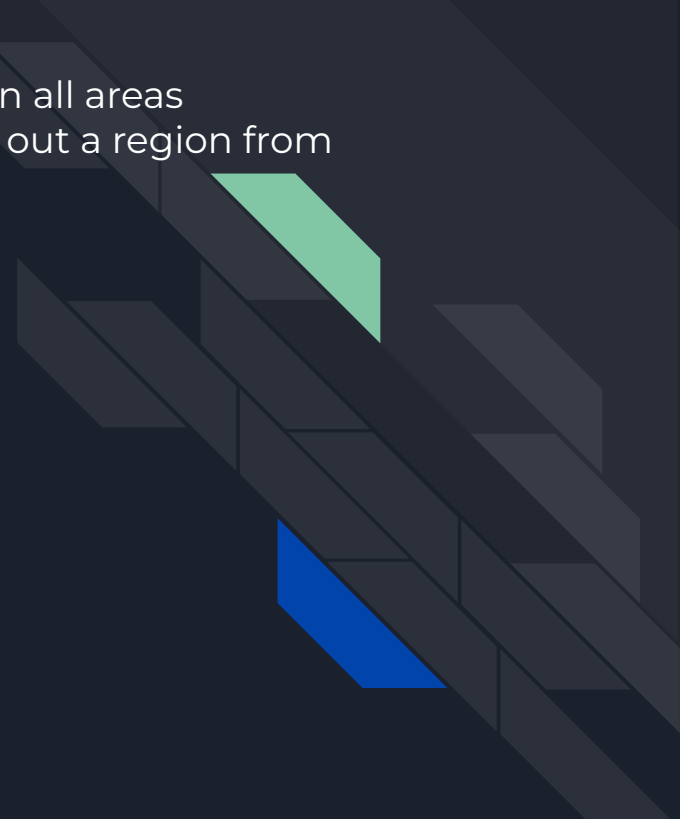
<https://uk.talent.com/salary?job=linux+engineer>

<https://www.salaryexpert.com/salary/job/linux-engineer/united-states>

<https://www.salaryexpert.com/salary/job/linux-engineer/mexico>

Why is a good idea to close the talent gap?

- The gap to find qualified professionals is global on all areas
- It's impossible expect a good outcome by drying out a region from good engineers



"All the empires of the future are going to be empires of knowledge, and only the people who understand how to generate knowledge and how to protect it will be successful."

- Albert Einstein



Thank you!



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