

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

Cultural Challenges for Open Source in LATAM

Alvaro Soto

REDHAT



HELLO!



DISCLAIMER: My own opinion

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

>> TOPICS TO TALK ABOUT

→ **About me**

→ **Outcome**

→ **Why?**

→ **Options**

→ **Real issues**

→ **Call for help**

HELLO!



About me

Senior Software Maintainer Engineer at Red Hat
Enhanced OpenShift support for Telcos

I'M
BOTH
OF
THEM



HELLO!

OpenInfra
SUMMIT > VANCOUVER '23

'My' Blameless Approach



HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23



Open Source

Proprietary
software

HELLO!

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

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

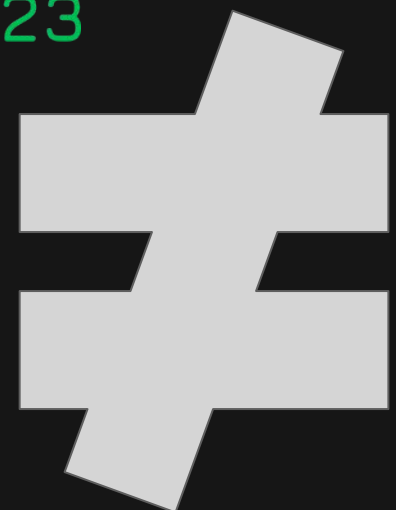
Fix?

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**.

HELLO!



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.



HELLO!

Two options while using Open Source

Pay for support

Create/use an internal team to get support

Create/use an internal team to get support



HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23



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

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

First real cause

People quickly finds their comfort zone

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

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

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

Second real cause

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

HELLO!

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>

HELLO!

 OpenInfra
SUMMIT > VANCOUVER '23

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

HELLO!

“The empires of the future are the empires of the mind.”

- Winston Churchill

“...and only the people who understand how to generate knowledge and how to protect it will be successful.”

- No Idea

Contacts

>> **Alvaro Soto**

TWITTER

@alsotoes

<https://slack.openinfra.mx>

THANKS!



OpenInfra

SUMMIT > VANCOUVER '23