

# Waving the Open Source Banner Isn't Enough

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Matt Asay has an interesting posting about the Ingres spin out. He posits that a serious foray by Ingres finally gives companies a real, competitive database market again. More interesting were his comments about the need for multiple vendors providing specifically open source versions of business software. Really? Is the market there yet?

It won't be enough to coast along with the "open source" tagline and expect that, alone, to bring revenues. (Not that either company had been doing so - I'm not making that argument.)"

I will make that argument! I spent months putting together this special report for BusinessWeek Online about where the open source revolution was heading next. And although they wouldn't come out and say it easily 90% of the young companies I talked to argued their entire value add was being "the" open source alternative to proprietary software.

[Full Article](#) [2].

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