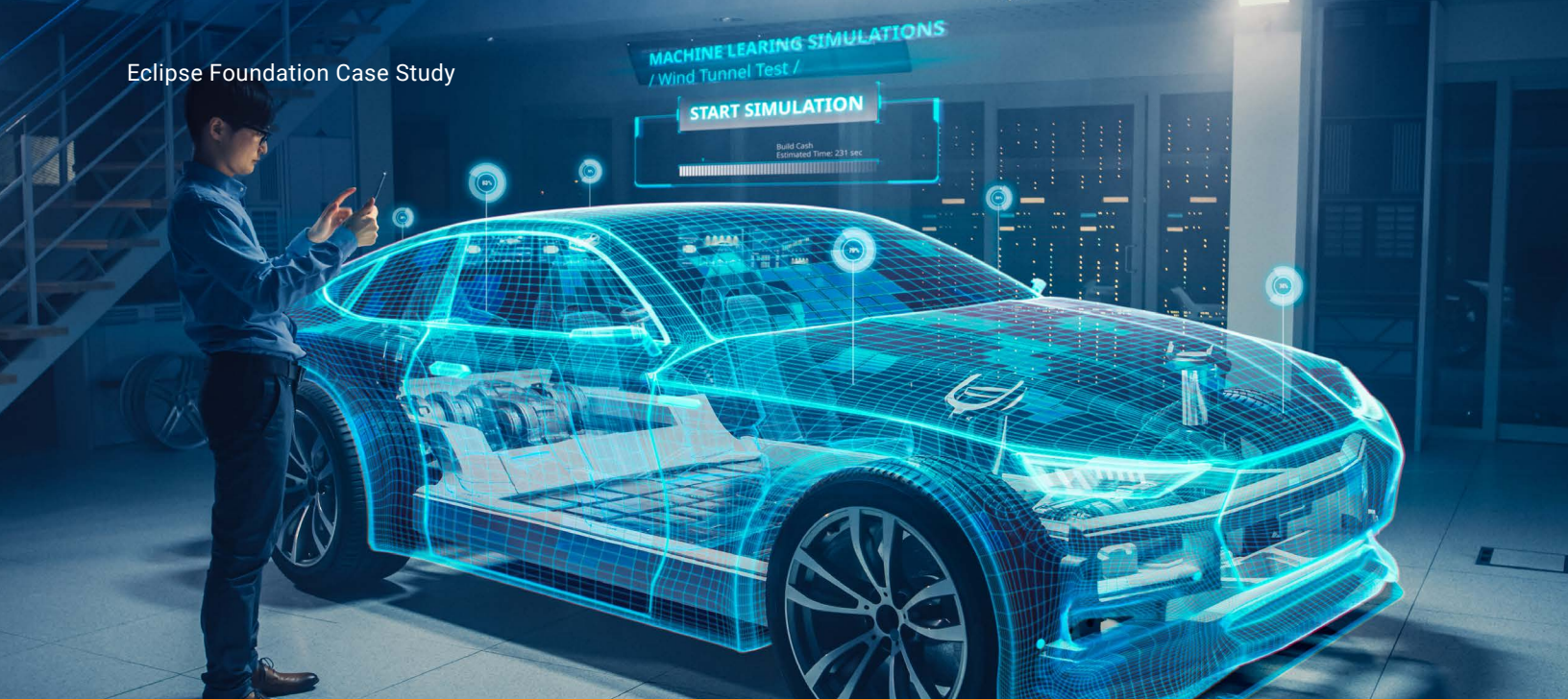




itemis Builds Its Automotive Industry Business Through Eclipse Foundation Membership

Case Study





Automotive Industry Leaders Recognize the Value of the Open Source Software Hosted at the Eclipse Foundation

For Andreas Graf, the business development manager for automotive at itemis AG, there's no question the company's involvement in the Eclipse Foundation has played an important role in the company's automotive industry success.

"We've often been chosen for projects in the automotive domain because we are heavily invested in Eclipse Foundation technologies," says Graf. "At some point in time, many European Tier-1s and OEMs have been a customer and that is a direct consequence of our involvement in the Eclipse Foundation and the technologies hosted at the Eclipse Foundation."

itemis was founded in 2003 and specializes in model-driven technologies. The company's software tools and services help customers plan, develop,

and implement software solutions that enable autonomous mobility, digitized processes, and other leading-edge capabilities. In addition to the automotive industry, the company's 250 employees support customers in aerospace, transportation, and other highly regulated industries. They also develop IoT solutions for multiple industries.

About half of itemis' software architects and engineers use, or are involved in, projects at the Eclipse Foundation. itemis technical staff are contributors or committers to about a dozen

projects hosted at the Eclipse Foundation, including the Eclipse Modeling Project, the Eclipse Tools Project, and Eclipse Xtext.

Technical Expertise, Continuous Innovation, and Long-Term Support Appeal to Automotive Companies

Graf says there are three key reasons companies in the automotive industry are increasingly interested in itemis and its active involvement in the open source technologies hosted at the Eclipse Foundation:

- Companies know they're working with an expert partner.
- Companies can be confident their expert partner is actively pushing key technologies forward.
- Companies know the technologies at the Eclipse Foundation will be maintained for a long time.

"The automotive industry, and especially the tooling departments, have learned a lot about the benefits of open source software and open source models," Graf explains. "They know that projects, such as Eclipse Sphinx, are the basis of important industry initiatives, such as the AUTOSAR Tool Platform, which is known as Artop. One of our top technical experts is the project lead for Eclipse Sphinx, and I can say with certainty that our involvement in the project is directly related to our success in the automotive domain."

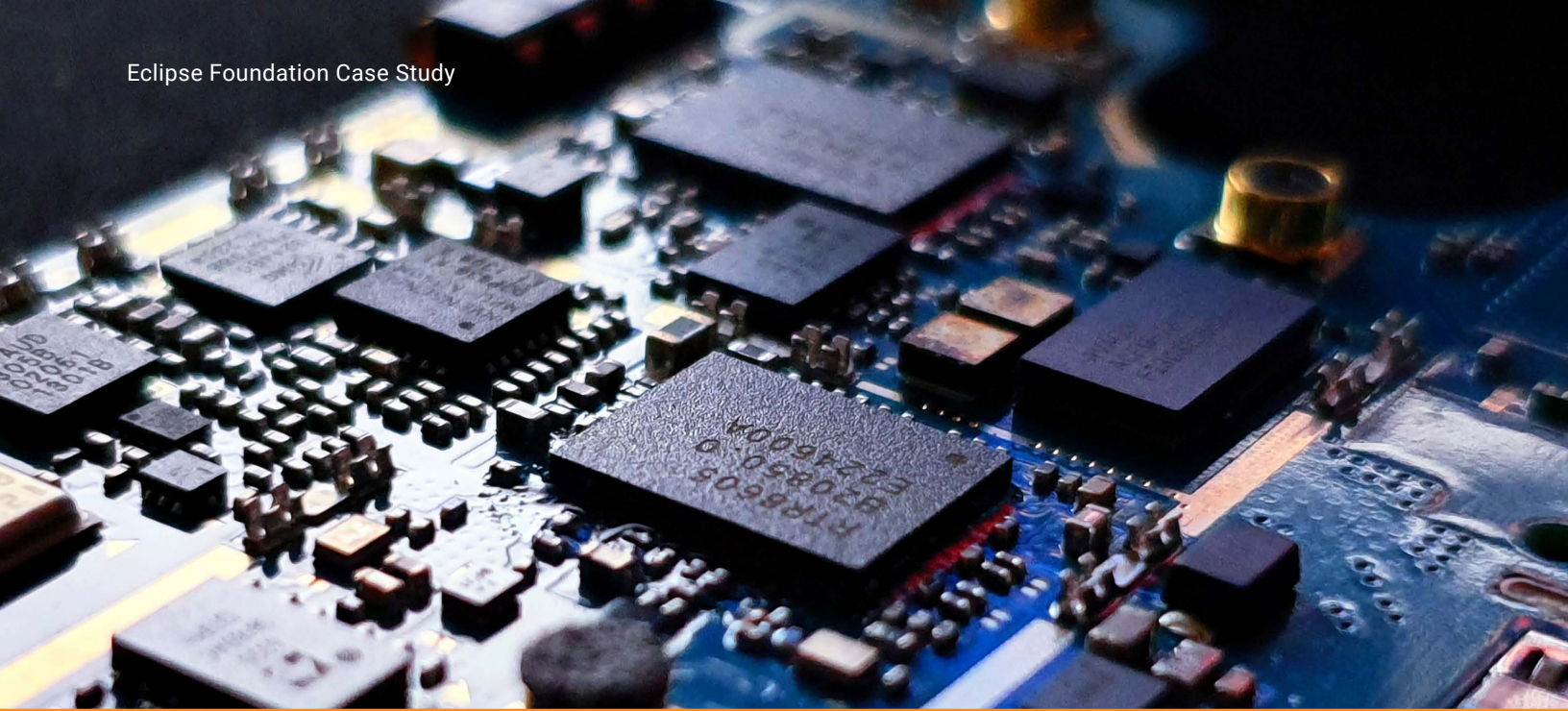


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"Our customers recognize that if you're heavily involved in projects at the Eclipse Foundation, you have a lot of technical expertise in those areas," adds Graf. "They have a strong partner that's actively involved in pushing the underlying open source project further to extend the framework and ensure it continues to develop."

Finally, itemis' involvement in the Eclipse Foundation gives its customers peace of mind.

"Our automotive customers are often building mission-critical tools, so it's essential to choose technology partners that can offer long-term maintenance and long-term support," Graf says. "They don't want a partner that might go bankrupt in a couple of years and take the technology with them."

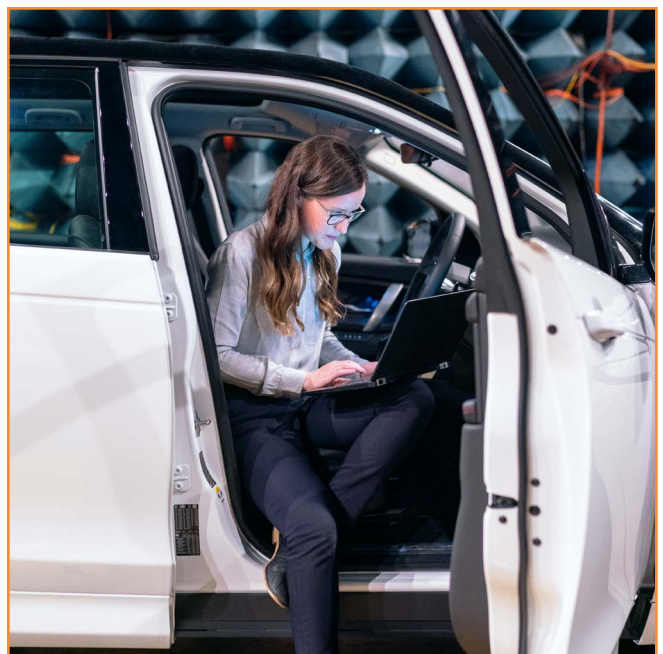


Flexible Membership Options Meet itemis' Evolving Needs

The decision to become an Eclipse Foundation member was an easy one for the team at itemis. “We already understood the limitations of commercial offerings and proprietary tooling. We were convinced that an open source business model and an open ecosystem have important benefits for companies that develop open source software and companies that use it,” says Graf.

When itemis joined the Eclipse Foundation in 2006, the company contributed the technology that is now the Eclipse Xtext project and chose the Strategic membership level.

“At the time, we had numerous committers and we wanted to contribute to the direction of the Eclipse Foundation,” explains Graf. “Since then, we decided the Eclipse Foundation was going in the right direction and our business was evolving, so we became a Contributing member,” he says. “The flexibility to adapt our membership to business goals has been very convenient for us.”



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— Andreas Graf, itemis



The Eclipse Foundation offers four membership levels, each of which enables a different level of involvement. Membership fees are based on a company’s annual corporate revenues, and each member has the same privileges as the other members at their level, no matter what size their company is, or how many employees are involved in projects at the Eclipse Foundation. The four membership levels are:

- **Strategic:** Members invest significant resources in advancing the technologies hosted at the Eclipse Foundation and have

a seat on the Eclipse Foundation’s Board of Directors.

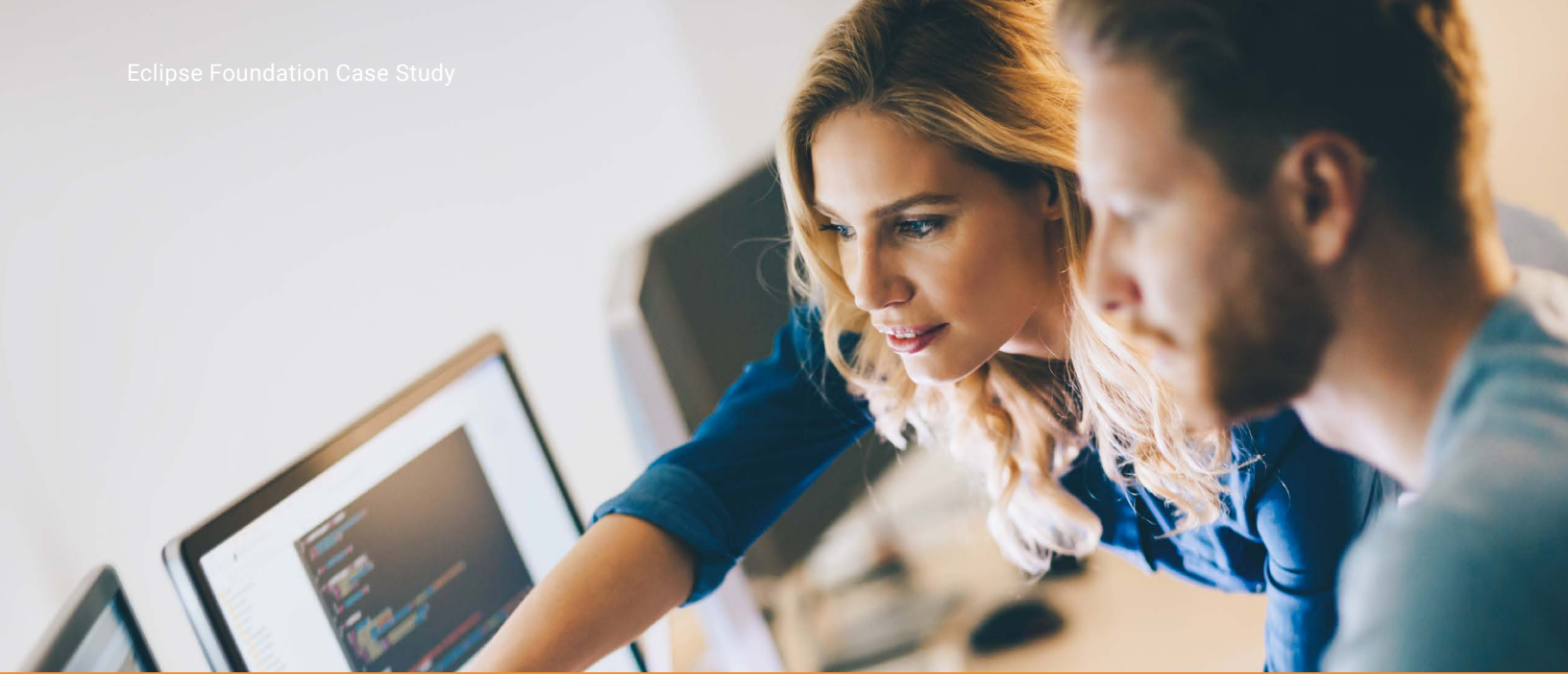
- **Contributing:** Members view Eclipse Foundation technologies as key to their strategies and offer products and services based on, or with, Eclipse Foundation technologies.
- **Associate:** Members participate in, and show support for, the Eclipse Foundation ecosystem.
- **Committer:** Members are the core developers of Eclipse Foundation projects who can commit changes to project source code.

Graf says the key for companies considering becoming members is to determine how the Eclipse Foundation fits into their business strategy.

“You need to know what you want to do with your Eclipse Foundation membership,” he says. “If you want to actively build solutions and tools that are based on the technologies at the Eclipse Foundation, it really makes sense to join.”

Graf also points out that the Eclipse Foundation’s administrative move to Europe is important for European companies who are considering membership.

“The move strengthens Europe’s position in the software ecosystem and it makes the legal aspects more attractive for European companies because they’re not dependent on import and export laws in other countries that might change,” he says.



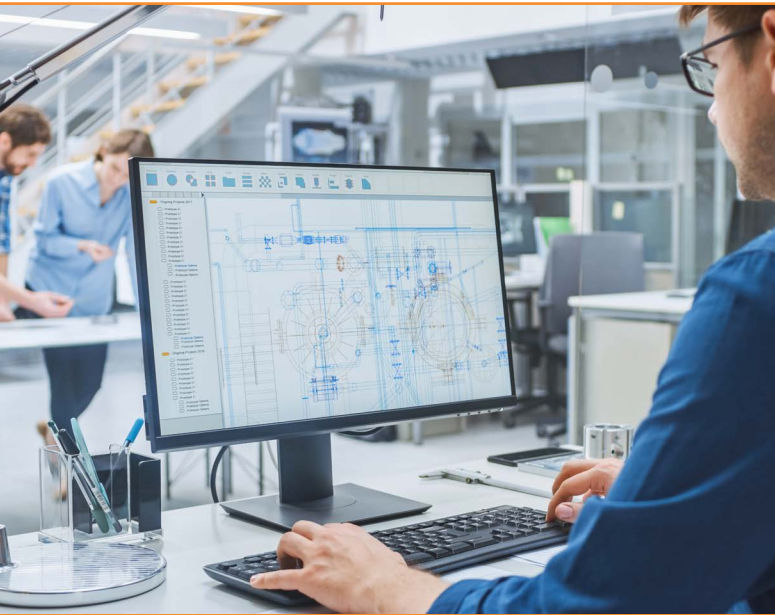
itemis' Open Source Strategy Supports Multiple Business Models

Once itemis was actively involved in the Eclipse Foundation, participating in additional projects was a natural next step. “The Xtext technology is a framework that allows you to create your own domain-specific language, so it’s textual modeling,” explains Graf. “From there, it’s a logical extension to get involved in graphical modeling.”

Today, itemis uses the technologies at the Eclipse Foundation to support two different business models:

- **Selling technical consulting and development services.** “Companies may want to develop a very sophisticated solution, or they may not have the in-house resources or expertise to develop their own solution,” says Graf. “They can approach us, tell us what type of tool they need, and we will leverage the open source technologies at the Eclipse Foundation to build whatever they need.”
- **Selling licenses for its commercial, off-the-shelf software tools.** itemis used the open source technologies at the Eclipse Foundation as the basis for its YAKINDU software tools. “In this case, we were able to build on top of well-established frameworks to deliver very good functionality, very quickly,” says Graf. “We can build the tools our customers need without having to reinvent the wheel again and again.”

One business model led to the other. itemis used the insight it gained providing services and developing custom software tools to determine where there would be market demand for off-the-shelf tools. “We saw recurring customer demand in some areas so we knew there was a business model for offering commercial tools,” explains Graf.



Eclipse Foundation Education and Support Contribute to itemis' Growth and Success

Graf credits the Eclipse Foundation for helping to educate companies in Europe, and around the world, about the benefits of open source software and open source ecosystems.

“The Eclipse Foundation really helped get the word out that open source is a viable business model and a professional, legally safe approach to software development. It’s not a bunch of geeks doing stuff

in the evenings,” says Graf. “They proved that the legal structure and the intellectual property reviews are in place so you can use Eclipse Foundation projects without getting into legal issues down the road. That has really helped us when doing business in the open source domain.”

The Eclipse Foundation also provides members with guidance and support to help them:

- Use the Eclipse Public License (EPL), an open source license approved by the Open Source Initiative
- Ensure intellectual property is tracked and properly managed
- Create and manage open source projects

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- Build a community around the project
- Increase project visibility within the broader Eclipse Foundation ecosystem and beyond

Graf points out these services and the benefits of working within a community are not available when open source software is simply downloaded from GitHub with no infrastructure or support services around it.

“The communities, the working groups, and the support the Eclipse Foundation provides justify the cost of the membership,” he says. “You get access to some very active and enthusiastic people who really help to drive projects and open source

forward. And there are great opportunities to talk to new people and expand your customer network.”

Graf concludes by pointing out that the Eclipse Foundation has come a long way since it was created in 2004 to provide an open source home for the Eclipse IDE.

“I can’t stress enough that the Eclipse Foundation is so much more than just the IDE. It’s a broad ecosystem with a huge technology base and a lot of excellent projects that are not related to the IDE,” he says.

About itemis

itemis AG helps customers in aerospace, automotive, IoT, transportation, and other industries dramatically simplify their product and software development. To achieve this goal, itemis offers:



- Fully tailored IT consulting and development services that help companies modernize legacy systems, take advantage of new opportunities, and optimize processes to achieve their business goals.
- The YAKINDU suite of software tools to help companies increase the efficiency and quality of software and systems engineering projects.

To ensure the company remains at the forefront of innovation, itemis employees spend 20 percent of their working hours exploring new technologies or working on research projects that will deliver the innovations of tomorrow. The company’s multidisciplinary teams include experts at all levels to ensure each customer’s project is carefully managed from requirements analysis through implementation and operation.

For more information, visit [itemis.com](https://www.itemis.com).



About the Eclipse Foundation

The Eclipse Foundation provides its global community of individuals and organizations with a mature, scalable, and business-friendly environment for open source software collaboration and innovation.

The Foundation is home to the Eclipse IDE, Jakarta EE, and more than 375 open source projects, including runtimes, tools, and frameworks for cloud and edge applications, IoT, AI, automotive, systems engineering, distributed ledger technologies, open processor designs, and many others.

The Eclipse Foundation is a not-for-profit organization supported by more than 300 members, including industry leaders who value open source as a key enabler for their business strategies.

To learn more about the benefits of membership in the Eclipse Foundation, visit eclipse.org/membership.

To stay connected with the Eclipse Foundation, follow us on Twitter @EclipseFdn, LinkedIn, or visit eclipse.org.