The activity of Air traffic controllers requires a series of safety-critical systems and software. In the domain of Surveillance, EUROCONTROL has conducted on behalf of their Member States the development of a number of systems, and has organized maintenance and support Service for the Users. As an intergovernmental Organisation, EUROCONTROL represents the Air National Services Providers and acts currently both as the system integrator and as the mediator for the users groups committed to surveillance products and services. The Air traffic management ecosystem is currently impacted by a global institutional and economic reorganization, in the framework of the introduction of the Single European sky legislative package, and by new strategic perspectives for the industry working on these systems. The emerging use of open source in ATM is quite promising, as it brings essential qualities that seems ideally suited to coping with these challenges.

A series of issues in governance and in the management of innovation has however emerged, leading EUROCONTROL to commission two studies about open source software and open innovation. The first one was developed in 2009 and focused on risks and opportunities for the use of OSS in this domain; it mainly addressed technology-related points and inquired the suitability of such a strategy for safety-critical products and software. The second study (2010) now focuses on governance issues and on the management of innovation; it aims at characterizing an "open business model" for EUROCONTROL, and at providing the agency with a scenario analysis pointing out the various governance options.

As the surveillance product system integrator, EUROCONTROL represents its stakeholders, to specify products and software specifications, and to manage intellectual property rights. As the mediation authority in the ecosystem, EUROCONTROL manages collaborative knowledge exchanges and information transparency for its stakeholders. The introduction of open source software has fostered this strategy. The institutional and economic reorganization faced by EUROCONTROL introduces challenges to be addressed in setting up an "open Air Traffic management business model". The study assesses various strategic options suitable for EUROCONTROL to cope with the introduction of new business drivers (in the industry, and among public stakeholders at national and European levels), and to adapt to new budgetary and charging modalities (against end-users and the industry).

The session will present EUROCONTROL's "open business model" options, and develop a scenario analysis discussing potential governance modalities suited for the collaborative management of knowledge.
**Background**

The session elaborates on a project commissioned by **EUROCONTROL** to a team of academics working also as consultants with the Brussels based company **Open Solutions SA/NV**. Disclosures have been granted by EUROCONTROL for the session proposed to FLOSS 4.0 conference.

**Elements about the session**

There are two options for this presentation, depending on the session length (60min or 90min). The interaction with the audience will be given as much space as possible. Here is outlined a tentative agenda for a 60min-long session, which may be easily adapted if the session were to cover 90min.

- Presentation by Jean-Marc DUFLOT (EUROCONTROL) ........................................................... 15'
- Presentation by David W VERSAILLES and Thomas LE TEXIER (Open Solutions SA/NV) ........ 15'
- Interaction, Questions and answers ............................................................................................ 25'

**Speakers**

- **Jean-Marc DUFLOT**, head of the Surveillance product and services Unit at EUROCONTROL HQ (Brussels)
- **Dr (Hab) David W VERSAILLES**, project manager, senior economist at Open Solutions SA/NV, and visiting research fellow at the I-Space Institute (Wharton Business school), Associate research fellow at PHARE (University Paris I Panthéon Sorbonne)
- **Dr Thomas LE TEXIER**, economist at Open Solutions SA/NV and research fellow, GREDEG, CNRS and University Nice Sophia Antipolis

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**Our academic websites**
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- Thomas Le Texier ........................................................................................................www.letexier.fr