**Research on Enterprise Adoption of FOSS in Kerala**

**QUESTIONS – PART A**

1. Our study is on enterprise adoption of FOSS in Kerala. Adoption studies have been done in other parts of the world; what is the view of the FOSS community in regards to the significance of this study?

2. Is there enough awareness about FOSS within the large human resource pool available in IT in Kerala; how to create increased awareness?

3. Research shows in many countries, there is an active community of FOSS developers and users. According to you what are the strategies to nurture the FOSS community in Kerala?

4. What is the community’s vision for FOSS for the next 10 years?

5. According to the community what are the major implementation challenges?

6. It is said "if one wants to have a producer culture, you need to have a user culture", how to nurture this in Kerala? within individuals, Govt. departments? Private Sector? NGOs?

7. What needs to happen to create an ecosystem for sustainable FOSS?

**QUESTIONS – PART B**

**Your Organization’s Attitude towards FOSS and its Adoption**

1. Number of projects involving FOSS
2. What proportion of software used in organization is available under:

-Open source license/Number of Packages

-Proprietary software/Number of Packages

1. What were your primary reasons for adopting FOSS?
2. Were there any cost factors associated with the adoption of FOSS products?
3. How do you describe the managerial innovativeness of your organization? Is your organization more actively looking for more IT options to solve the current issues you have in your organization?
4. In your organization, please describe the process of how it was decided to use particular software?
5. Please describe for what purpose FOSS is used specifically?
6. Do you have personnel with technical expertise who can enable FOSS adoption?
7. Who provides support for FOSS products in your organizations?

-In-house staff

-Software company/paid supplier

-Websites

-FOSS community

-Friends/Relatives

-Others

1. Does your organization train staff and users on FOSS products?
2. How important is FOSS for your company? In other words, what is your satisfaction with existing FOSS technology and how has it contributed to your organization?
3. How important is proprietary software for your company? In other words, what is your satisfaction with the existing proprietary software and how has it contributed to your organization?
4. When choosing to acquire FOSS; what quality attributes are important? For example interoperability, reliability, security, usability, maintainability or something else?
5. Are there others within the organization who play a significant role in making software adoption decision?
6. Within your organization are there people who are against FOSS use?
7. What are their reasons to discourage use of FOSS?
8. What have been your greatest concerns about FOSS?
9. What type of information would be the most useful for your organization’s FOSS adoption decision?

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|  | least useful                         most useful |
| Case studies and examples  of FOSS adoption in organizations |  |
| Return on Investment analysis on using FOSS applications |  |
| Evaluations of the reliability and security of FOSS applications |  |
| Feature comparisons among FOSS and proprietary solutions |  |
| Descriptions of FOSS licenses and legal constraints on what can be done with FOSS |  |

1. Please indicate the gross revenue of your organization.
2. Please indicate IT operating budget as a percent of your organization's total annual general budget.