Introducing DuraSpace
The largest provider of open source repository technology in the world

Business type:
501c(3) not-for-profit, high technology

DuraSpace at-a-glance:
DuraSpace is an independent not-for-profit serving the academic, scientific and cultural communities in creating practical solutions to help ensure that current and future generations have access to our collective digital heritage. We are dedicated to sustaining and improving the DSpace and Fedora open source repository software, while continuing to lead the development and improvement of open technologies that provide long-term, durable access to digital assets.

Mission and vision:
Our dynamic open source software portfolio that crosses the boundaries of institutional systems, the Web, and cloud infrastructure. DuraSpace is a leader in building capacity for our institutional partners with community programs aimed at increasing collection, curation and stewardship of global digital assets into the future.

Business model:
Multiple funding sources allow DuraSpace to execute a sustainable business model based on a diversified portfolio made up of community sponsorships, revenue generating services, and grants.

In 2011 funding sources brought in new revenue from sponsorships and cloud services.

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<th>2011</th>
<th>2014</th>
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<tr>
<td>42%</td>
<td>32%</td>
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<td>21%</td>
<td>31%</td>
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<td>21%</td>
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In 2014 we project that we will achieve balanced revenue sources: 33% revenue services, 32% sponsorships, and 35% grants.

Technologies:
The growing DuraSpace portfolio of open source technologies focuses on providing long-term, durable access to digital assets.

DSpace is a turn-key application for managing and providing access to digital content in an open access repository. DSpace provides a full set of tools for delivering any type of content to end users, with built-in work flows for content submission and review as well as search/browse features. DSpace is the most widely used repository software platform with more than 1,200 organizations such as MIT and the University of Michigan. DSpace is commonly used as an open access repository for managing faculty and student output.

Fedora is a robust, modular repository platform for the management and dissemination of content. Fedora’s flexibility provides organizations with a way to ensure long-term access, supports a rich variety of inter-relationships and can be integrated with information applications. Fedora repository software is used by libraries, archives and research projects like Stanford University and the Smithsonian Institution to preserve and provide specialized types of access to very large and complex aggregations of historic and cultural images, artifacts, text, media, datasets, and documents.

DuraCloud is a new managed service and open technology developed by DuraSpace that helps organizations use cloud services. DuraCloud uses existing commercial cloud infrastructure to enable long-term access to digital content. It is particularly focused on providing preservation support services and access services for academic libraries, academic research centers, and other cultural heritage organizations. The service offers cloud storage across multiple commercial and non-commercial providers, as well as compute services that enable digital preservation, data access, transformation, and sharing.
Markets:
There are more than 1,500 DSpace and Fedora repositories globally using our software to manage and preserve digital content giving DuraSpace the largest installed base of open source repositories.

Fedora markets

The Fedora platform is flexible, modular and more adaptable to meet specific requirements identified by the institution. Data portability is also a key principle and value of DSpace and Fedora; if systems are replaced or obsolete over time, the content can easily be exported without loss to another system.

DSpace markets

Users by type:
• University Libraries are the primary market for DuraSpace repository technologies and services.
• University IT departments have deployed Fedora as an enterprise digital asset management system across departments. DuraCloud is now offered as a Net+ service through a partnership with Internet2 supporting federated authentication.
• Research organizations will be offered an enterprise DuraCloud solution for data management in 2012. The DuraCloud for Research (DfR) initiative has been funded through a grant from the Sloan Foundation.
• Government organizations have installed Fedora within the last year, such as the National Library of Medicine, NASA and the Center for Disease Control (CDC).

The economic value of DuraSpace market is notable: “For 2009 the 114 members of the Association for Research Libraries reported a combined expenditure of $3.1 billion.”

Competition
There are a few open source competitors in the repository software market. The closest one in terms of usage, ePrints, is primarily used in the United Kingdom. In addition, while there are no significant commercial competitors, some organizations use content management systems (CMS). However, a CMS does not provide a long term path for managing, archiving and preserving digital content.

Key institutional users:
Cornell University
Johns Hopkins University
Massachusetts Institute of Technology
Stanford University
University of Illinois
University of Michigan
University of Virginia

For a full list of key institutional users visit http://duraspace.org/sponsors.

Effective in reaching new markets
Our active and vibrant user community relies on us for our dynamic, comprehensive coverage of relevant news and information.
“Eyeballs” that see daily twitter pointers to DuraSpace news and related information (DuraSpace, DSpacetweets, FedoraRepo, DuraCloud): 2,700+
• Aggregate followers of DuraSpace news and related information: 18,000+
• Estimated average number of eyeballs that see a pointer to a strategic DuraSpace press release: 13,000-14,000
• DuraSpace Digest subscribers: 6,500+
• Average percentage of opens per issue: 11%
• Increase in yearly visitors to the DuraSpace web site from 2010-2011: 100%

Strategic partnerships
DuraSpace is a leader and advocate for high profile national and international initiatives that benefit our community.

• **Academic Preservation Trust (APT)** A large consortium of universities committed to using DuraSpace technologies to aggregate curated content as part of a long-term preservation strategy for academic content.

• **Digital Preservation Network (DPN)** An academy-based initiative driven by the commitment of university leaders to create a federated preservation network by and for the academy to ensure that future generations have access to scholarly outputs.

• **EDUCAUSE** A 2,000+ university membership organization nonprofit member association whose mission is to advance higher education by promoting the intelligent use of information technology.

• **International Open Repositories Conference** An annual conference in its seventh year brings 300-500 global university, research laboratories, publishers, libraries, and commercial organizations together to share information about repositories’ role in the evolving information landscape.

• **Internet2** An organization of over 350 research and education, higher education, industry and government members who work to increase Internet capacity of to meet the needs of large-scale research and education.

• **National Digital Stewardship Alliance (NDSA)** Launched in 2010 by the Library of Congress National Digital Information Infrastructure and Preservation Program, NDSA is a collaborative effort among more than 100 government agencies, educational institutions, non-profit organizations and businesses to advance the capacity to preserve our nation's digital resources.

DSpace and Fedora repository growth

There are DuraSpace open source repositories in over 100 countries around the world. DSpace continues to be the most popular repository solution, with about 40% of the known institutional repositories using the DSpace software—or over 1,200 known DSpace instances. Fedora has seen a strong increase recently, with over 300 known instances world wide. Each year the DuraSpace repository software users grow on average by more than 250 instances. Last year repositories sprang up in Iraq, South Korea, Rwanda, Sudan, Lithuania and Malaysia.

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2 Aggregate followers of all DuraSpace plus related Twitter and LinkedIn feeds
3 Based on known frequent re-broadcasters of DuraSpace information (Library of Congress NDIIPP, Open Source FOSS wiki, others).