Charles-H. Schulz

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Masters of International trade management, ISEG Paris

General Degree of Law, Université Paris 2 Panthéon-Assas

Baccalauréat L (Literature – Philosophy -Latin)

Open Source Veteran, Public Policy, Cloud Computing & Cybersecurity Expert

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Skills and Expertise
- *Open Source strategy & Cybersecurity expert*
- *Community manager with a proven track record*
- *Deep knowledge of public policy matters on open source, cybersecurity and ICT sector*
- *Cloud security expert wiith deep knowledge of governmental environments*
- *Recognized expert in open standards for the IT industry*

Career highlights:

Since 2014:   FNISA/ANSSI: Information Systems Security & Industrial Policy Expert
- Manages the Open Source Software and cloud strategy of ANSSI.
- Handles the projects and relationship with the industry on behalf of ANSSI on cloud computing and open source software.
- This position inside the French national security has its specifics covered by a strict confidentiality agreement.

2012 - 2013: Mandriva SA: Open Source Relations & Marketing Manager (contracted through Ars Aperta)
- Manages the transition from a corporate-led Linux distribution to a community-run foundation. Helps turn around the corporate strategy by switching away from the desktop to server offerings.
- Handles marketing actitivities and communications as well as P.R. Agencies and events. Helps redefining the overall communication strategy and brand positioning.

Since 2010: The Document Foundation, home of the LibreOffice project: Founder & Director
- Jump-started the LibreOffice project, drafted the governance and formed a coalition of software vendors, developers and individuals to deliver software and the community structure from day one.
- Currently handles daily governance, strategic partnerships and special projects.

OASIS Consortium: Member of the Board of Directors
- The OASIS Consortium is an industry standards development organization in charge of developing IT standards for enterprise and public sector use. The Board of Directors handles the governance and management of the consortium.

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2005 -2013: Ars Aperta: Co-Founder & Partner
- Ars Aperta is an independent consulting firm focusing on open standards and open source software related strategies for corporate and governmental organizations.
- Handles daily management, provides expertise on standardization, public policy and open source strategy matters for clients.

2002 -2010: OpenOffice.org
- Elected member of the Community Council
- Lead of the Native-Language Confederation in charge of the worldwide community development
- Business Development project lead

Other positions held:
- Speaker & Auditor, the Institut des Hautes Etudes de la Defense Nationale (IHEDN)
- Mandriva: VAR business and channel manager
- Novell: Assistant to the Marketing Director, France
- Nuxeo: Sales engineer, Nuxeo CPS platform
- Paris In your Hand: Chairman

Some achievements:

- **Open Source Strategy and Communication Expert**

  - On behalf of ANSSI I have successfully enabled a relationship with the Open Information Security Foundation (OISF) that led to a significant investment (resources and funding) of ANSSI into the OISF. OISF is critical to cybersecurity in general and to specific requirements on critical infrastructure in France through the software projects it supports, the Suricata IDS. As a result I have been nominated at the board of directors of OISF and continue to support the foundation and the project in that capacity.
  - I have helped various clients define and improve their open source strategy in my capacity, as partner at Ars Aperta. Acquiring and running Open Source Software can sometimes be a challenge in terms of procurement and suppliers management. I have helped the Paris public transportation network (RATP) in their project to effectively lower the costs of their IT infrastructure and their negotiations with their Open Source suppliers.
  - I have helped several small companies assessing why they were considering to contribute to an Open Source project or were looking to create one with their software. I studied the options that were available to them, whether joining an existing Open Source project or creating one was the best course, as well as specific and more fine-grained strategies they could implement. Both the use and adoption of specific technologies and the choice of licensing were carefully considered.

- **Community Manager with a proven track record**

  - I joined the OpenOffice.org project a few months after its opening. I was first tasked with local marketing tasks and was then appointed to the role of "native-language leader". In this role I managed to grow the existing community from a small set of three teams of localizers and documentation writers to a full community of over a hundred of native language projects, each of them localizing, providing users support, local marketing and quality assurance in their own native language. This significantly grew the market share and the size of OpenOffice.org .
  - Later on I was able to achieve a similar result with the LibreOffice project albeit with different conditions. I was not in charge of a specific part of the community anymore, but I had to tackle the challenges of a major fork. This role entails many different and sometimes challenging tasks that need to be completed in order to develop an effective community that develops a popular software and bring coherence to the whole project. Late in 2013 I was

contracted by the Document Foundation to lead the project for the new LibreOffice website. This role allowed me to help both with my expertise in community management, leadership, as well as a project manager in web design and online marketing experiences.

- **Deep knowledge of public policy matters on open source, competition and ICT sector**

    - I have been involved in many public policy projects pertaining to Open Source, competition and standards. I have been particularly active in the field of public procurement and have been making the case for Open Source by drafting policy proposals, engaging in discussions with public policy players and stakeholders in Europe and in France, and speaking at public events organized by the European Commission and the European Parliament.
    - I have also been working with the French central administration on defining the role of Open Source Software in the national public procurement strategy and been participating in the collaborative drafting of the European Software Strategy. I was also able to observe and analyze several types of anti-competitive strategies led by specific players from the IT industry and been providing expertise on these matters to several clients organizations.

- **Recognized expert in open standards for the IT industry**

    - I have engaged very early on in the standardization of the OpenDocument Format and have been participating in the standardization effort of the Microsoft OOXML format of which I have been a vocal critic. I have played an active role in the campaign against OOXML and have helped raise the awareness around both this format and the flaws in the international standardization processes.
    - Both my involvement at the OASIS Consortium's technical and adoption committee's levels and my work at the Consortium's board level have provided me with an advanced and informed view on digital standardization today, and how it struggles to meet the needs of the industry while providing a level-playing field for an open and inclusive ecosystem of players and users.