



Thursday, May 28, 2015

Edgar Landivar  
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Guayaquil, Ecuador

RE: Elastix included FreePBX Versions, Copyright Notices, and Partnership Opportunities for Elastix World 2015

Hello Edgar,

I haven't seen you since my last visit to Ecuador. I hope you're keeping well! When Sangoma closed our acquisition of FreePBX/Schmooze earlier this year I made it a priority for our staff to reach out immediately to inform you and reinforce that the Elastix Project is a valuable strategic partner of Sangoma. **I reach out again today to renew that sentiment and to open discussions on 3 items that we should address, so that Sangoma and Elastix/PaloSanto can continue our relationship in a mutually beneficial manner, as we have for close to a decade.**

Before I explain the 3 items I'd like to discuss, I want to provide a framework for this discussion. If you look at our relationship with other entities (an example might be Digium, for instance, considering we have a similar product line), you would think that we could be bitter enemies. But to be completely honest, that is not the case. In many aspects we of course have competing products, and allow those products to compete in the marketplace on their own merits. Where things get interesting is that we have a strong relationship and work together to improve the Open Source components of FreePBX and Asterisk, which both provide benefits to the entire open source telephony community. This effort at 'coopetition' is some that Sangoma has worked hard at the past few years since I came in as CEO, and it allows us (both Sangoma and Digium, I hope they'd agree) to focus on working to build better solutions that impact both of our product lines, and more importantly, the community of users. Just as an example, we recently hosted members of Digium's team in our Toronto office in a development conference to help build a more cohesive and better integration with Asterisk and FreePBX. There is a saying that 'a rising tide lifts all boats'. Consistent with this saying, improvements to our open source software, benefits all participants in the open source marketplace. It is not generally advantageous for open source contributors to battle in the open source market place for end users or customers. There are much larger opportunities in strengthening our products to compete against the proprietary platforms that have much higher revenues. In other words, there is no reason for us to fight over the same piece of pie, when there is an entire cake that no one is touching. I hope the above will make sense to you and that you'd also like to cooperate, rather than fight for users. So let me move to my 3 points now.

1. The first item I would like to address is the version of FreePBX that you are utilizing in your Elastix 4.0 releases. We loved how the Elastix community embraced your efforts to move to newer OS options with your crowd funding campaign, which definitely shows the passion that your user base has for Elastix. We were a disappointed to see that your 4.0 release was preloaded with FreePBX 2.11, which at this point is close to 3 years behind our current stable releases and about to go 'end of life' when our release 13 is finalized in the next weeks. To get the biggest benefits out of open source development, you really need to have as many users as possible implementing, testing and developing on the same and current release packages.

By introducing a brand new distribution that incorporates a FreePBX release that is about to go end of life, we are not putting our best combined foot forward. This means we are precluding a significant user base from realizing the expansion of the open source components and feature sets that are key to differentiating and attracting more of the PBX market to our collective open source space. Also in the near future that is likely to cause some problems as FreePBX 2.11 is not designed to support the latest FreePBX feature sets, nor the latest stable LTS releases of



Asterisk. We would like to see you upgrade your FreePBX versions installed in Elastix 4.0. Further, we will commit to providing some assistance with any hurdles you may encounter within the FreePBX 12 code during that process.

2. Secondly, last year when you initially released your Elastix MT platform it was discovered that there were many pieces of code that had been inherited from the FreePBX Project. That's not necessarily a problem, since we understand that is how open source works. During a review of your MT code at that time, it became apparent to the FreePBX development team, that in fact the MT code did utilize code from FreePBX and that the GPL-required copyright notices had been removed. The FreePBX team notified members of your staff, and were told it was an accident, and that it would be rectified. When you announced just recently that the Elastix MT codebase moved to GIT from SVN, we took that opportunity to see if our copyrights had in fact been added back in as promised.

We do see that in some places you have added the following disclaimer:

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| asterisk dialplan are based in FreePBX code.           |
| FreePBX® is a Registered Trademark of Schmooze Com, Inc. |
| http://www.freepbx.org - http://www.schmoozecom.com |
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However, this really does not cover your requirements under the GPL license. There are many instances where FreePBX code was copied directly, or where there is new code that is substantially derived from FreePBX code with functions changed to methods within classes, or variable names changed. Such changes are derived from FreePBX and require the original Copyright notices be retained. We therefore ask that you please reinsert the proper copyrights in all locations where FreePBX Code was utilized.

Please understand we do not make this request with any malice, but due to the nature of copyright law, and prior copyright case law we must protect the integrity of our copyrights and the copyrights of other contributors who have entrusted us to steward the project. We hope you understand this as software developers yourself, and would expect this of other developers who may someday take your work and derive other projects from it. I'm certain now that you moved your code to GIT this is something that you will be able to easily and quickly address.

3. And finally I would like to open the dialog on sponsorship opportunities and ways we can get involved in Elastix World 2015. This year we have partnered with Digium to hold our FreePBX-World event in conjunction with AstriCon in Orlando, and think that there may be mutually beneficial ways for us to provide and show support for Elastix at your event in Bogota. I'm not sure what may make sense, but think that a strong presence from Sangoma and the FreePBX team would go a long way to showing the world the maturity of our open source solutions, and why the marketplace should be shifting the billions in revenue currently captured by legacy PBX providers, to the solid solutions within our ecosystem and provided by our companies respectively.

**I believe there are many ways our companies can work together so we can both benefit. I really hope you agree and if so, please let me know and let's schedule a time to talk.**

Best Regards,

Bill Wignall  
President and CEO  
Sangoma Technologies Inc