



**STORIES OF BATTLES FOUGHT AND WON:
CONVERTING CUSTOMERS TO SAMBA-AD**

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Tranquil IT ?



- ▶ Since 2002
- ▶ In Nantes, western France
- ▶ 22 persons
- ▶ Two passions :
 - Endpoint management with WAPT
 - Identity management with Samba-AD

20+ Years of Samba domains at Tranquil IT

- ▶ 2004 : first Samba3-NT4 deployments
- ▶ 2011 : first Samba-AD deployments (was still in alpha !)
- ▶ 2017 : first SambaXP presentation
- ▶ 2021 : first mention by ANSSI of Samba-AD as a « tolerated » alternative on French inter-ministries mailing lists
- ▶ 2023 : first mention by ANSSI of Samba-AD as an alternative in its communications
- ▶ 2026 : first SambaXP event sponsoring by Tranquil IT !
- ▶ At Tranquil IT : « In Samba we trust... »



20+ Years of Samba domains at Tranquil IT

- ▶ In the 2000's, we used to
 - ▶ do workgroup to Samba3NT4 migrations
 - ▶ Mostly for people who liked free as in beer and free as in speech
- ▶ In the 2010's, we used to
 - ▶ do samba3NT4 to Samba4-AD migrations
 - ▶ Mostly for people who liked free as in beer and/or free as in speech
 - ▶ But most people went on the easy path, MSAD
- ▶ So what's left ?

Motivations have evolved

- ▶ Free as in beer... yeah but
 - ▶ Cybersecurity is important, there is money to spend /waste
- ▶ Free as in speech... yeah but
 - ▶ Most people seem too old or too busy to care
- ▶ Free as in
 - ▶ Having a better control of dependancies
 - The cloud is someone else's computer
 - « BFF ♥ » does not always last... Friends can become antagonistic
 - ▶ Having a better resiliency
 - no one can be fully sovereign in tech, choose carefully your deps...
 - ▶ After « know your customer », « know your providers » !

The world has moved on ...

- ▶ Samba3NT4 domains are on the highly endangered species list
 - ▶ And that's good !
 - ▶ NTLM has to die !
- ▶ Many smaller companies gave up their IdM to large cloud actors
- ▶ What used to be a calm space has become the front line of cybersecurity
 - ▶ AD is now one of the main targets for cyber-attacks
- ▶ MS-AD is a mature technology, why change to something else, Samba-AD, which is basically the same?
- ▶ Everything is going to the web, Oauth is the future... why bother ?

Need to evolve to a new model

- ▶ MS-AD to Samba-AD migrations
 - ▶ For who ? People who can't or don't want to go to the cloud
 - eg. DGFIP with 100k+ desktops
 - eg. chicken production giant (10k+ desktop)
 - ▶ Domain housekeeping : Samba as a tool
 - ▶ Domain merging (because administrations love to merge and unmerge)
 - ▶ Domain splitting (and split again...)
 - ▶ Domain renaming (the way to change without changing anything)
 - ▶ Domain cleanups through rebuilding
 - ▶ Domain hardening
 - ▶ Samba is much more versatile and practical for all of these tasks



We're evolving to a new model

- ▶ Positioning Samba-AD as a simpler way to achieve high AD security
 - ▶ On premise
- ▶ AD security is complex
- ▶ AD security is expensive
 - ▶ Tooling
 - ▶ Consulting
 - ▶ Tiering
- ▶ Samba-AD is easier to secure
 - ▶ Still need tooling and consulting, but much less
- ▶ Samba-AD provides better resiliency

But the journey will be long ...

- ▶ Most (IT) people still don't know Samba exists
 - ▶ And when they do, they only know about the file server
- ▶ There is a lack of knowledge
 - ▶ Lack of knowledge in AD in general
 - ▶ Lack of knowledge in Linux
- ▶ Everything needs to be AI powered nowadays !!
 - ▶ No AI and no blockchain in Samba... that's a hard sale !
- ▶ There is a lack of curiosity in this field
 - ▶ 10 years of « cloud first » / « web interface » have toasted brains
 - And AI is coming to finish the job
 - ▶ « On premise is for dinosaurs »

... But there are signs of hope :-)

- ▶ Some teachers are now teaching Samba-AD in IT trade schools in France
- ▶ We brought to SambaXP 2026 :
 - ▶ 3 youths < 25 yo
 - ▶ and 1 half youth < 35 yo with us
 - ▶ They are skewing the average age of the conference !
- ▶ More and more networks are isolated from internet
- ▶ The cloud is not always an option

But not everything is rosy

- ▶ Still some missing features to easily switch MS-AD people :
 - ▶ Recycle bin
 - ▶ ADWS (for PowerShell commandlets)
 - ▶ LAPSv2 (with GDKI encryption)
 - ▶ Sysvol replication
 - ▶ SDProp
 - ▶ WMI Service
 - ▶ Event service
- ▶ Performance is still somewhat lagging behind MS-AD for large domains
- ▶ It already works well to get people to adopt Samba-AD
 - ▶ but we need these features for mass adoption

Not everything is rosy

- ▶ Dozens of small bugs
 - ▶ Replication queue logic is too simple, there is no protection against non-responding Domain Controllers
 - ▶ DNS still has long-lived issues
 - Internal DNS too basic (no caching, etc.)
 - Bind-dlz performance bottleneck and on the chopping block
 - ▶ LDAP queries are not sorted properly for MS-RSAT
 - But we sorted them in our OpenRSAT :-)
 - ▶ Pagination in group member enumeration is missing
 - ▶ Tokengroupname is not implemented
 - ▶ And many other small things...

Samba-AD business model

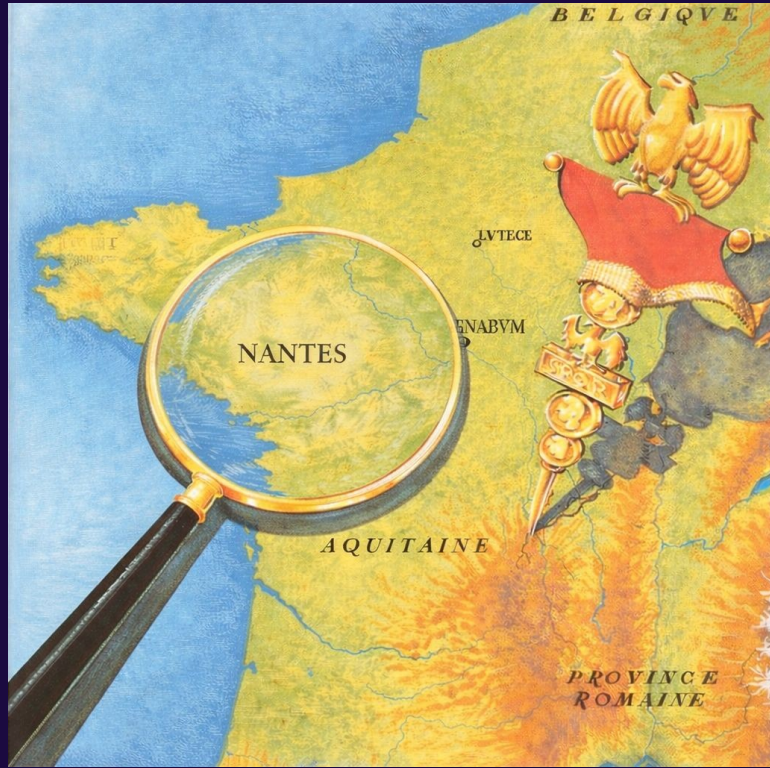
- ▶ Most people who consume Samba don't pay for Samba
- ▶ Current financing model is for large chunks of work
 - ▶ A lot of house keeping has to be financed also
- ▶ It is hard to get into Samba development
- ▶ It would be great to have a large Samba actor that took interest in the Active Directory part of Samba :-)
- ▶ We want to find a sustainable business model for financial freedom
 - ▶ SambaToolBox by Tranquil IT ?

Samba-AD has a great future

- ▶ With NIS2 in Europe, more and more organisations will need to meet higher security targets
- ▶ Industrial networks need to be disconnected from internet
 - ▶ No cloud !
 - ▶ Need easy patch strategy
 - ▶ Need future proof technology
 - Future proof from change of strategy from the provider
- ▶ But most companies are not IT companies
 - ▶ They need a way to keep improving Samba-AD through vendors
 - ▶ They want many support providers to readily switch to if needed

Samba-AD has a great future

- ▶ The web is not the alpha and omega of IT
- ▶ Oauth is just one auth protocol among others
- ▶ LDAP is not great but has stood the test of time
- ▶ Kerberos is kind of great but lacks of love
- ▶ DCE-RPC (MS-RPC) lacks of love (and mostly deserve it?)
- ▶ Just hope your water treatment plants don't run on Oauth in the Cloud...
 - ▶ Otherwise be smart, and drink beer (or wine) !



**THANKS !
QUESTION ?**



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