

How to choose an open source ERP?

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Audaxis

Profoss ERP conference

Nov 18th 2008



AGENDA

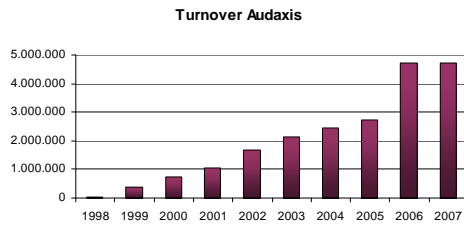
- Why open source ERP ?
- ERP traditional evaluation process
- Open source ERP new selection criteria et processes
- Open source ERP benefits : case studies & product quick view



Audaxis

N°1 on services for OS enterprise software in french speaking countries

- 20 years track record in ERP implementation
- 6 years perpetual investment on Compiere
- +50 customers on **Compiere**

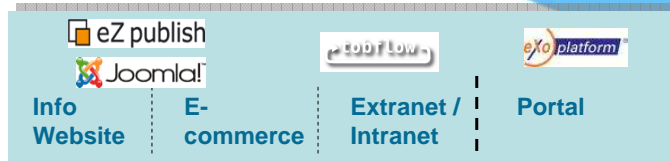


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Offer 100% open source

FRONT OFFICE



JAVA – J2EE – JBOSS – PHP – WEB 2.0

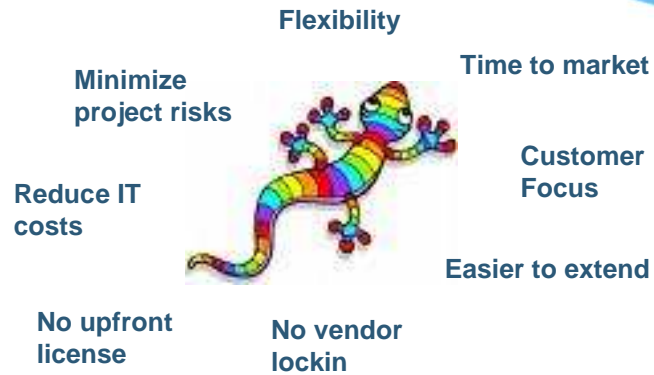
BACK OFFICE



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Why open source ERP ?



ERP traditional evaluation process

Most Use Criteria

Features
References
Vendor Size
License Costs

Risk

Product disruption
Cost for organization charges
Extensions costs
Migration costs
Incomplete requirements

ERP traditional evaluation process

RFI

RFP

Quotations

Démo 1

Short list

Demos 2, 3..

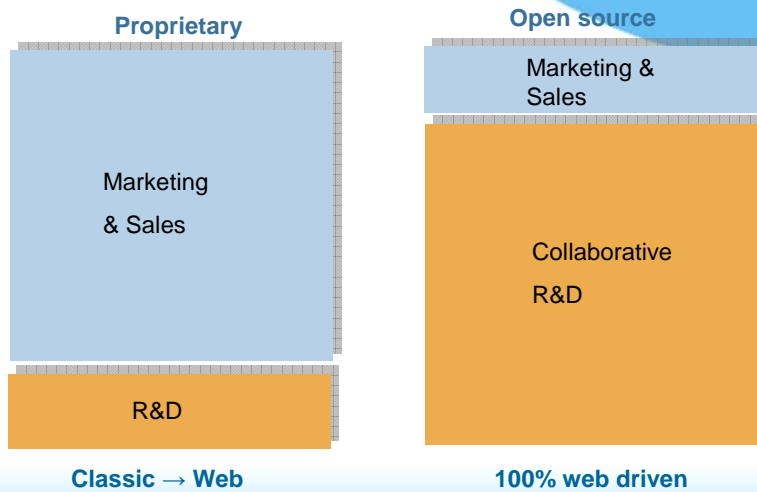
Site visit

6 months

Choice

Why doesn't it apply to open source ?

Opposite Business models (still changing)

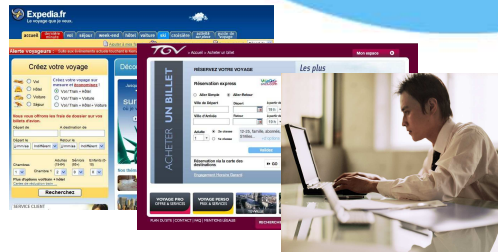


Internet & collaborative based model

Proprietary



Open source



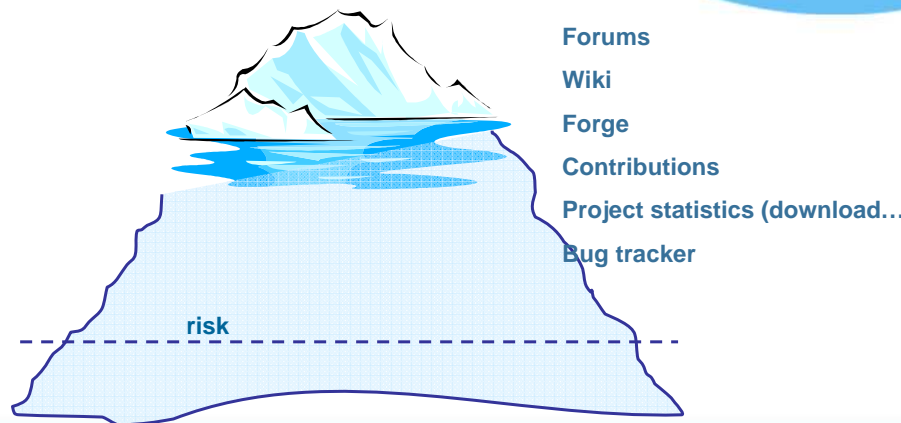
PUSH Model
Marketing driven

PULL Model
Access ALL information
Focus on your needs

How to evaluate open source ERP ?

New selection criteria

New Tools



New selection process

Self-service

Download

Forums

Training

Which profile ?

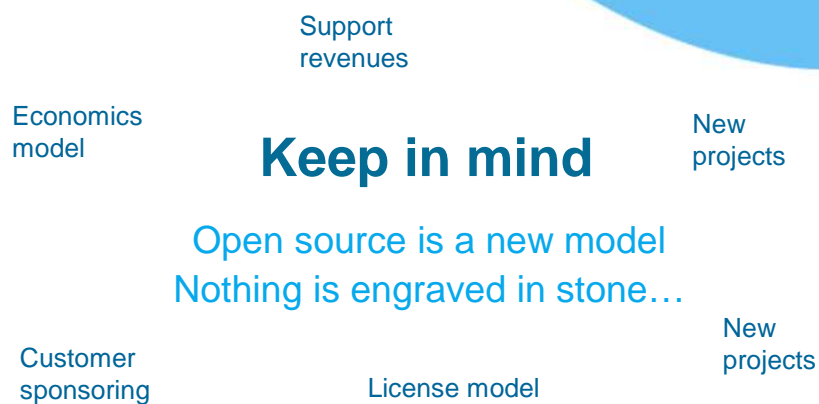
- * No critical timeframe
- * Internal Ressources
- * Self learning

Proof of concept

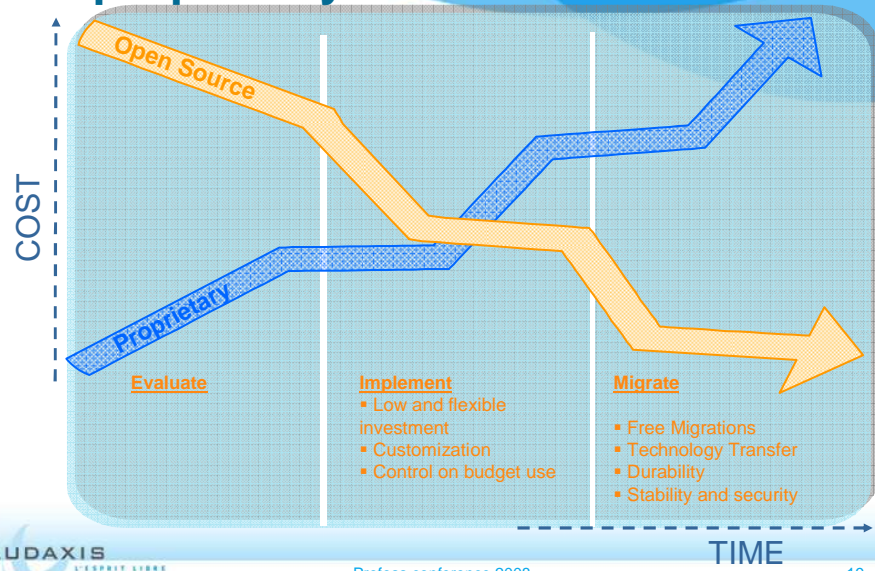


- Which profile ?
- * Fast decision
 - * Controlled Budget
 - * Controlled Risk

Keep in mind



Benefits of open source Vs proprietary ERP



Compiere customer case studies

- ☺ International organization
- ☺ Small business – 15 people

International organization

- ↳ **Company**
 - * Worldwide standards management
 - * 150 people, 150 distributors, 50.000 experts
- ↳ **Scope**
 - * Multi channel distribution
 - » Webstore
 - » Subscriptions
 - » Normal order processing
 - * Customer service
 - * Product (multimedia, multilingual)
 - * Purchase
 - * Accounting & finance
- ↳ **Benefits**
 - * Integrated webstore
 - * Integrated processes
 - * Ease of business extensions

Small Business : Parts & bathroom products

- ↳ **Company**
 - * 15 people
 - * 45.000 items references
 - * 5.000 customers B2B & B2C
- ↳ **Scope**
 - * Quotations & Sales
 - * POS
 - * Multi-discount pricing
 - * Replenishment
 - * Accounting
- ↳ **Benefits**
 - * Perfect fit with distribution business
 - * System Stability
 - * Data consistency Security



Compiere®

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L'ESPRIT LIBRE

Global User Base

1.4 million downloads
2000 subscribers
Partners in 25 countries

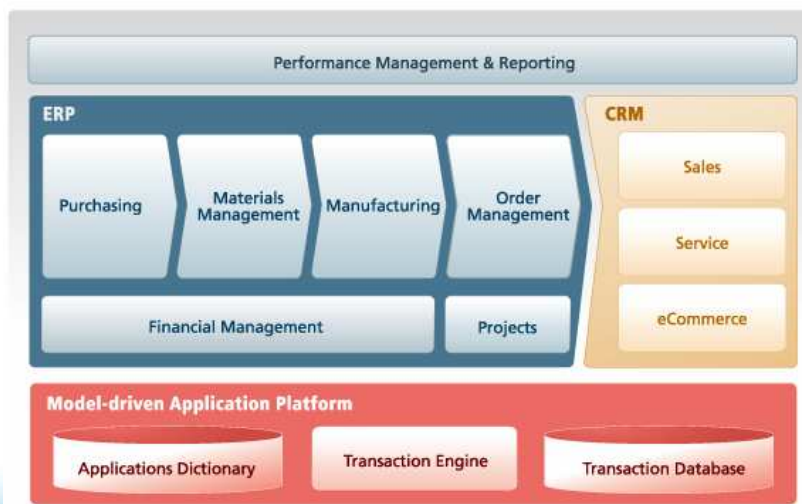


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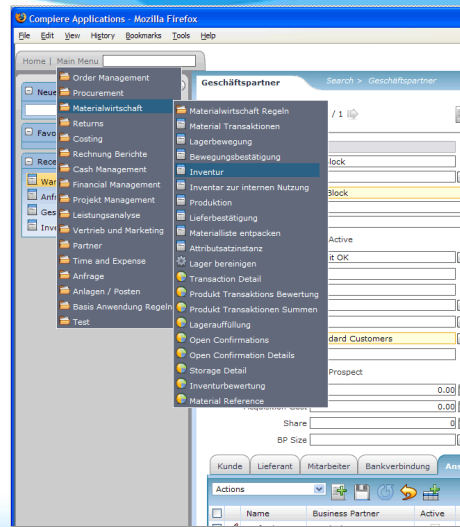
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Business Solution Platform

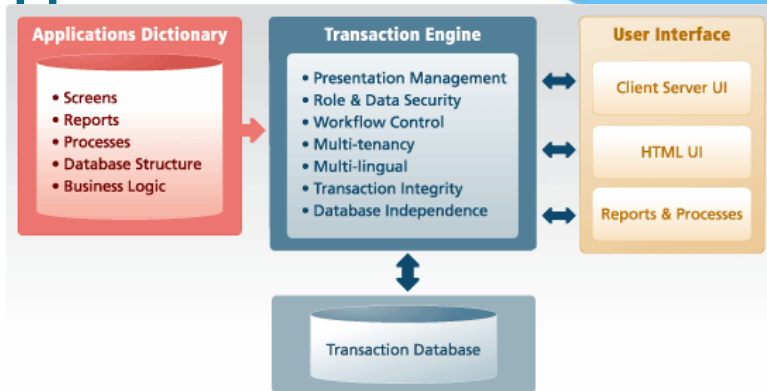


Compiere 2008 achievements

- ☛ WEBUI
- ☛ Warehouse management
- ☛ Product code quality



Model-driven Application Platform



- Business logic stored in applications dictionary not hard-coded into programs
- Customize business logic and user interaction without programming
- Customizations remain in place, even through software upgrades

Compiere quick demo



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