Profoss ERP

Migrating from Closed to Open Source ERP

Azur.be case study

Agenda

Azur.be : this started 4 years ago

- Why did this project happen ?
- Which functionality is covered ?
- What are our lessons learned ?

Integrations

- Azur.be examples
- Other cases

Looking back & ahead

- Conclusions

Q & A

Providing context

www.azur.be
Voor wie slim rekent!

Waar bent u naar op zoek? [_____] [Alle categorieen ▼] [Go] Uitgebreid zoeken

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Gratis levering in uw buurt

TAXIPOST

Meer info

Gent | Sim | PICK·UP & GO

1 2 3 4

‹ ›

Doe wat aan uw gezondheid !

kortingen tot -25%

START TO RUN

HET DIKKE AFVALBOEK | Kook je slank en fit

Doe wat aan uw gezondheid ! ▸

Sara DVD box

KNALPRIJS Sara

Reserveer nu aan 185,99 euro ▸

Bestsellers fictie

tot 25% korting

BOEKEN BEURS

Vind hier alle toppers fictie ▸

Inschrijven nieuwsbrief

Lees onze nieuwsbrief en blijf op de hoogte van het laatste nieuws.

[e-mailadres] [Go ▸]

Deze gegevens worden enkel voor het versturen van de e-mail nieuwsbrief gebruikt

Klanten getuigen

Dat was snel geleverd!

Ik wil jullie team zeker even bedanken! Dankzij de snelle afhandeling van mijn bestelling...

Wendeline Wilms, Studente

Nieuwe boeken - Steeds met kortingen tot 25%!

Meer Nieuwe boeken - Steeds met kortingen tot 25%!

SOS Piet

Sos Piet 2 (huysentruyt.piet), Zachte Kaft
Azurprijs: € 15,29
Uw voordeel: € 2,70

Voorbij De Grens (blancquaert L.), Zachte Kaf
Azurprijs: € 21,24
Uw voordeel: € 3,75

Godverdomse Dagen Op Een Godverdomse Bol (ver
Azurprijs: € 16,14
Uw voordeel: € 2,85

Terug Naar Siberie (heylen Martin), Harde Kaft
azurprijs: **€ 21,24**
Adviesprijs: € 24,99
Uw voordeel: € 3,75

🛒 **NU KOPEN** | ⭐ Verlanglijstje

Voor 'Man Bijt Hond' reisde Martin in de winter van 2005 dwars door Siberië. Het toeval bracht hem in de huizen en de levens van gewone Russen. Een jaar later maakte hij dezelfde reis in volle zomer, ...

Lees meer ▸

🛒 **Mijn winkelwagentje**

0 producten | € 0

azur voordeel | € 0

[Bekijk ▸] [Bestelling afronden ▸]

▸ Bevallen en baby's opvoeden

▸ Bekende sporters

▸ Pieter Aspe-special

▸ Chicklits vanaf 5,69 €

▸ Zwarte Beertjes vanaf 5,57 €

Top 5 - Azur.be

1 Sos Piet (huysentruy...

MedioEurope

Home | DVD Video | DVD Music | Books NL | Books UK | CD-Rom | Games | Accessories | Language Tools | Business

Bienvenue chez MedioEurope, le plus grand magasin multimedia du Benelux

e-mail

login

Quick Search:

All

○ NL   ○ FR   ● All

search

Advanced Search

Your Basket:

0 items
0 €

MEDIOBIB
BLOG

screen
icons
collection

21 oktober 2008 - berichtgeving

Door een databaseprobleem op dinsdag 21 oktober 2008 zijn een aantal beschikbare artikels per vergissing van de website verwijderd .
Vanaf 22 oktober kunt u terug normaal bestellen. Onze verontschuldigingen hiervoor.

DVD's

Nieuwe releases, collecties en TV-series

Alle promoties, nieuwe releases, collecties en selecties vindt u op onze DVD pagina
Nieuwe promoties op onze handige collectie- en selectiepagina. Lees er meer over

VIRTUELE ZICHTZENDING. Lees er meer over

Nieuw in ons assortiment :

Muziekdvd's

Deze DVD pagina bevat enkel muziekdvd's. Van klassiek tot populair. U vindt ze op onze
Muziek DVD - pagina

Boeken

Ons aanbod Nederlandse en Engelse boeken

Voor ons volledig aanbod Nederlandstalige boeken, promoties en selecties, ga naar onze
Nederlandstalige boeken - pagina

Voor ons aanbod Engelstalige boeken, ga naar onze Engelse boeken - pagina
Het Vreemdtalig Boekenpakket is hier terug te vinden

EXCLUSIEF !
Boek Op Verzoek (Printing On Demand)

Wij laten voor u boeken drukken die niet meer verkrijgbaar zijn! Ja, ook één enkel exemplaar en dit aan de normale prijs en niet te onderscheiden van een "normaal" boek! Ontdek het titelaanbod (wordt dagelijks uitgebreid!) in onze afdeling Printing on Demand.

Games en software

Games en CD-roms

X-BOX, Nintendo, GameBoy, GameCube, Wii, PC games, Playstation, PSP. U vindt ze

Languages Tools

De nieuwe Petit Robert nodig? Van Dale of Petit Larrousse. Netwerkversies en

MEN OF
ACTION

An E-commerce pioneer

Azur.be & MedioEurope

- Azur = one of the biggest internetshops in the Benelux (B-2-C)
- MedioEurope = for libraries, government & companies (B-2-B)

Scalability was important from the beginning

- Database is now over 1.600 K articles (250K at start)
- Amount of transactions followed that growth rate
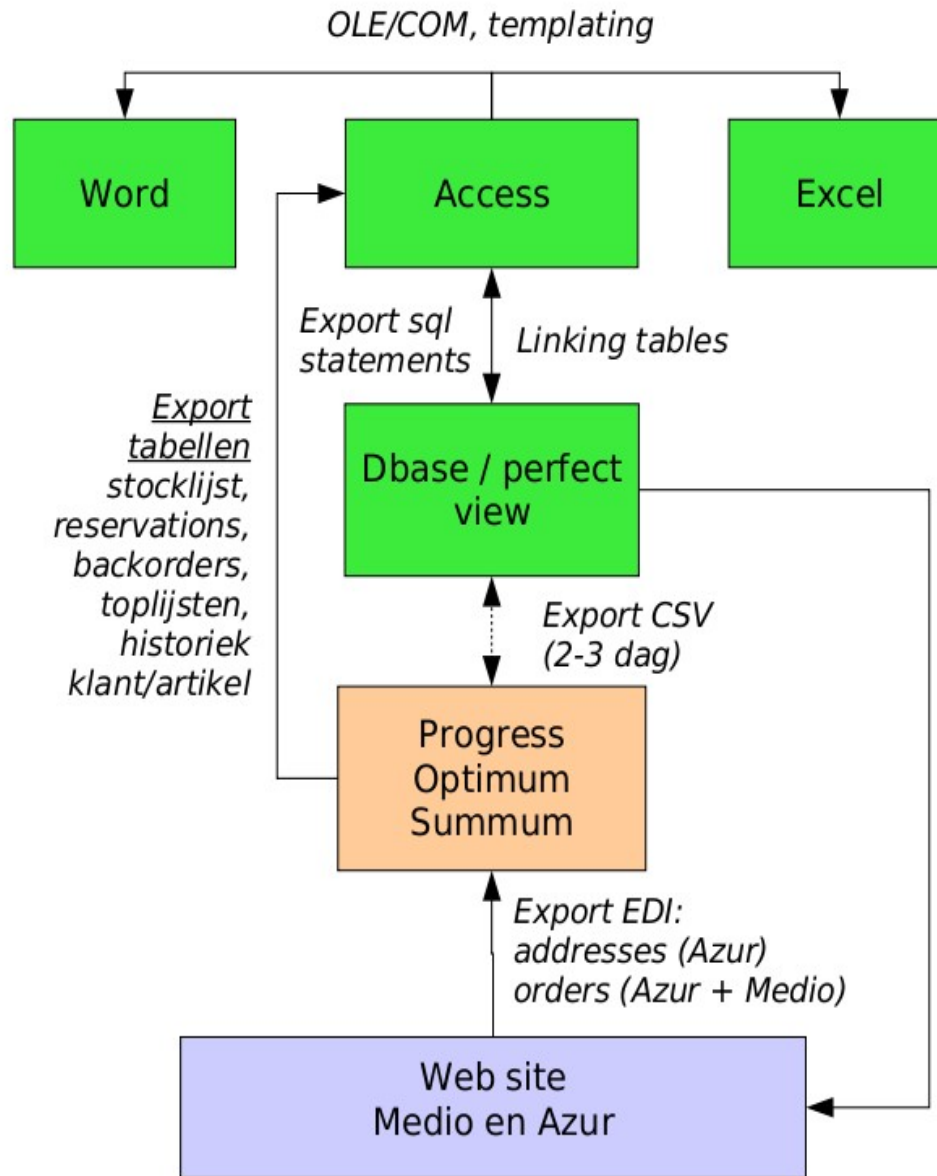
High-Level "As Is" Situation

Technical overview

- Progress Software as Closed Source ERP
- MS Word, MS Excel, MS Acces as operational tools
- Dbase for article management

So-called Island situation

- No real integrated business application
- One-way link only between front-end & back-end

Overview of existing issues

Business

- No integrated ERP
- Lock-in situation with existing vendor

Technical

- Problems with article management
- Long upload times
- No link from ERP to website

Operational

- Manual overhead
- Variety of repetitive processes

Drivers and KPI for the project

Business

- Escape recurrent license cost
- System integration

Technical

- Bi-directional link between front-end & back-end

Operational

- Extensive automation of business processes

KPI

- Reduce internal cost per transaction
- Handle increasing demand with existing resources

Next step

Filling the gap

Analysis phase (functional & technical)

- Documenting existing workflows
- Prioritizing must-haves versus nice-to-haves
- Interview with key users

Selection of Open Source ERP applications

- Long-list
- Use of a product & requirements matrix to evaluate
- Scoring to reduce to a short-list

Long-list at the time

- ERP5
- Compiere
- OFBiz
- SQL-Ledger
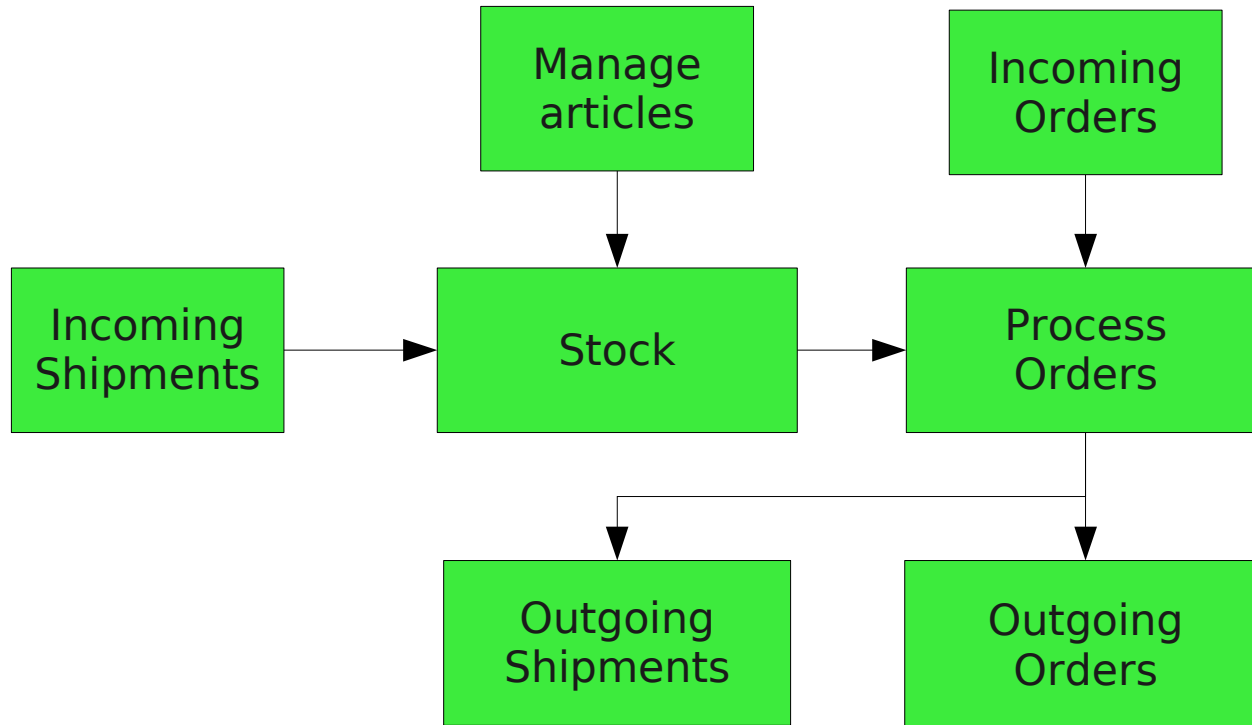
And we choose...

SQL-Ledger

- Platform independent
- Webbased
- HTML / PDF templates
- Multi-language
- Extensible, REST like API for easy integration & automation

In 2008

- All 4 applications still exist ;-)

Integrated workflows

Functional decomposition

Available functionality (not exhaustive)

Financial management

- Accounting
- CODA & Isabel integration
- Ogone integration for credit card clearance

Oder management

- Processing incoming orders
- Automated ordering flow

Stock management

- Pick lists

Article management

- Flexible pricing handling

Clients & Supplier management

- B-2-B & B-2-C
- Budget automation

... be wize.
think wize.

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Proces improvements (not exhaustive)

Incoming goods

- Barcode scanning & RMA processing
- Stock & purchase orders are automatically updated
- RMA's are generated

Stock management

- Automatic Re-ordering Point
- Allocate storage location
- Automatic detection of not rotating articles

Article management

- Automated import profiles
- Cancellation of articles that are not supplied for a certain period

Shipments

- Based on a minimum amount (B-2-B)
- Triggered based on rule-sets

Migrating

Project timeline

December 2004

- Selection of Think Wize as partner

January – February 2005

- Analysis

March – May 2005

- Implementation

June 2005

- Testing & Training

July 1st 2005

- Go Live

July - September 2005

- Troubleshooting & Support

Lessons learned

These are not Open Source specific

ERP projects need management support
- And this does not stop with providing a budget

Analysis is not optional
- Big part of project success lies in preparation

Involve end-user during the implementation
- We use prototyping as a methodology

Some things will go wrong
- Be realistic, this will bring extra pressure on the workfloor

Communication
- Is key, also with external world

THINK WIZE.

Integrations

Integrations: where value-add kicks in

THINK WIZE.

ERP applications by nature need to integrate

- As central application they have data-streams to handle
- A strong need for integration is driven by the business

EAI, ESB, SOA....

- Sure, adopting Open Standards will only help these trends

Azur.be: "financial" integrations

Isabel - technically
- Import-Export module
- Parsing of CODA(2) format

Isabel – business improvements
- Payments of suppliers are generated automatically
- Bookings are directly allocated based on bank statements

Ogone - technically
- Ogone Batch

Ogone - business improvements
- Reduce amount of manual transactions per payment

Azur.be: "article" integrations

Import profiles - technically

- Mix of CSV & XML
- Parsing of external data
- Profile is created for each supplier

Import profiles – business improvements

- Enhance data integrity
- Allow more flexible application of business logic
- Run during night time, staging review only needed for exceptions

Order protocols - technically

- CSV
- Agreed FTP & e-mail transfers

Order protocols -business improvements

- On a daily basis orders are being send out to various suppliers
- Order management has a very high degree of automation

Azur.be: "services" integrations

Nagios - technically
- Monitoring of 59 services

Nagios – business improvements
- Increased pro-activity
- Enhanced management of overall operations

Taxipost Pickup & Go - technically
- Webservice

Taxipost Pickup & Go - business improvements
- Extra service for customers
- Increased business

Other integration cases

Integration with ?

- MapInfo
- Professional (closed source) GIS application

Context of this case

- Customer is local market leader in outdoor advertising
- As an intermediate their key expertise is campaign planning
- Geo-marketing is one of their services

What did we do ?

- Develop application to manage & report on billboards
- Integration of this application with MapInfo

Benefits of this integration ?

- Visualisation of billboard data on MapInfo maps
- Selection on MapInfo maps links directly back to the database

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Other integration cases

Integration with ?

- Car-Pass
- Central database application for car registration
- Goal is to prevent fraude with car mileage

Context of this case

- Customer is a local carrossier
- Requirement to report this data & mention on invoices

What did we do ?

- Integrate SQL-Ledger with Car-Pass

Benefits of this integration ?

- Re-use of available data

Other integration cases

Integration with ?

- AutoCAD
- Professional (closed source) CAD application

Context of this case

- Customer in automotive industry
- Web-based application to manage roof loads for a production facility

What did we do ?

- Import of over 4.000 AutoCAD files on original data import
- Make an integration between both applications

Benefits of this integration ?

- Adding an element in the database also writes it to AutoCAD-file
- In AutoCAD, clicking on a beam opens relevant data in the web app

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What happened over a period of 5 years?

Open Source ERP: some changes...

Business applications were not considered

- Focus was on infrastructure, desktop, virtualisation...
- Early adopters (like Azur.be) took it on-board
- *This event showcases it is mainstreaming*

Consolidation & diversification

- Closed source vendors consolidated
- Open Source ERP projects diversified
- *Customer playfield did become bigger (SME's)*

Professional – Commercial Open Source

- VC-funding for Compiere & OpenBravo
- Community-driven projects also thrive
- *Clear intrest & demand proove there is place in the market*

Some trends

What is changing now ?

Web-technology has an impact
- On user interaction with our applications
- On business models (SaaS-offerings)

Open Source ERP adoption
- Keeps growing
- Is taken on-board by a more diverse audience

Open Source ERP projects
- Remain attractive for open source developers
- Are working on breaking down that final frontier

Size of ERP projects
- Become smaller

Our conclusions

Importance of the integrator

- Team & expertise are key criteria
- Complement this with a strong management support

Added value over feature count

- Most important is value for your specific business case
- Consider this as an investment and not as a cost

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think wize.

Q & A