

# A robust and feature rich ERP solution for SMBs (Small and Medium Businesses)

Syed Asim Zaman

Lead Consultant / System Integration Specialist

asim@g3itcon.com

G3 IT Consultants ([www.g3itcon.com](http://www.g3itcon.com))

Phone: +971 4 3488456    Fax: +971 4 3986215    FMT: +971 50 4400274    PO Box: 113579,  
Dubai UAE

# What is your Situation?

- Outgrown your current environment?
- Globalizing your business?
- A new company looking for a solution?
- Frustrated with the cost of your current system?
- Struggling with multiple business application silos?

# Problems with Traditional ERP

- Complex
  - Bloated with features you'll never use
  - Complicated and time consuming to implement
- Inflexible
  - Force you to modify your business to match the software
  - Difficult to change once implemented
  - Many local solutions won't scale globally
- Expensive
  - Costly licenses, IT infrastructure, maintenance and upgrades
- Proprietary, Locked-in
  - Don't control your own destiny

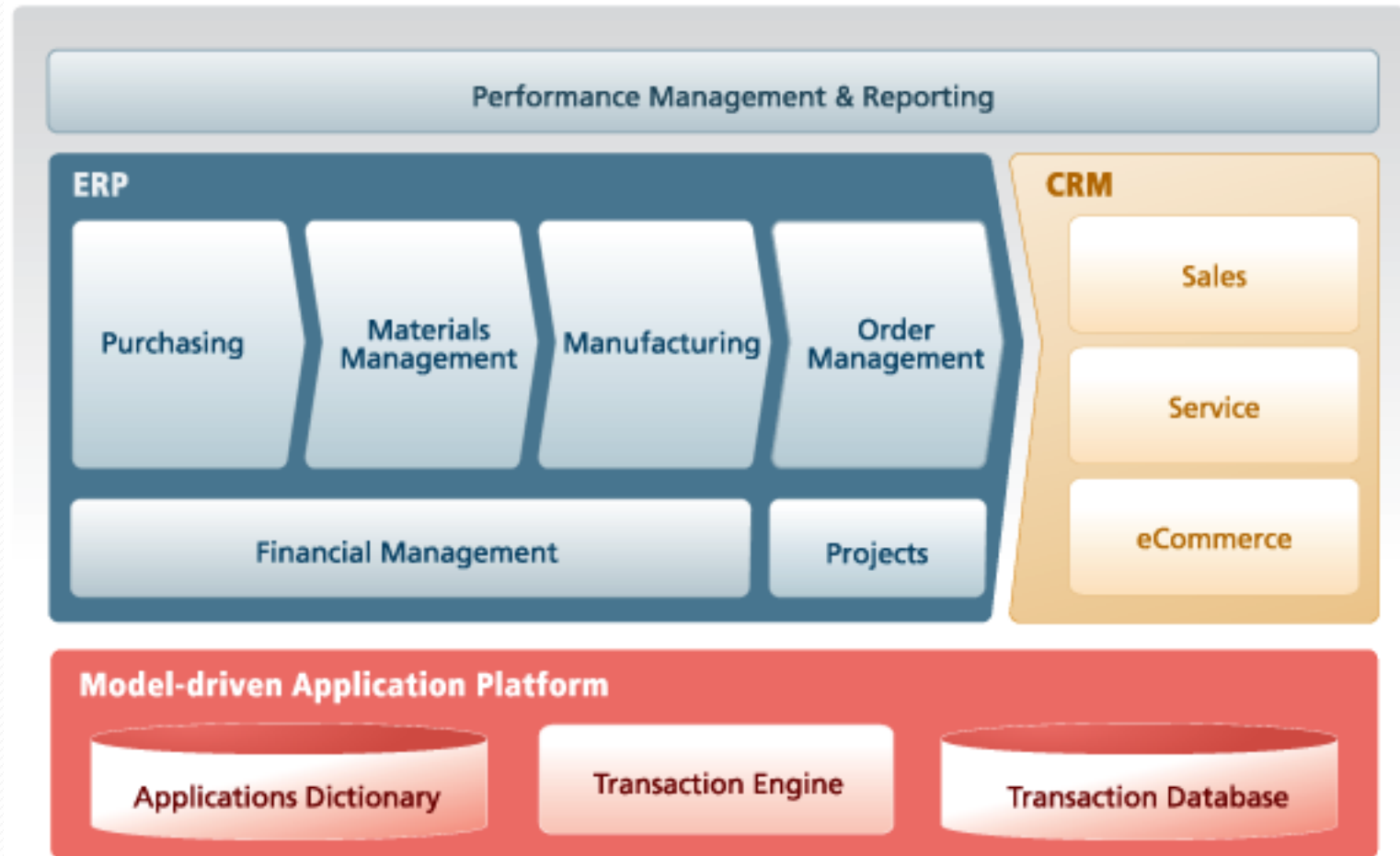
***Traditional ERP may not be a cost effective***

# Adempiere's Fresh Approach

- Adapts to the way YOU do business
  - Setup and re-configure the system without programming
  - Quickly adapt to business change – change anything, anytime
- Available at fraction of the cost of any competing solution
  - Leverage the disruptive economics of open source
  - No up-front software license fees
- Backed by the reliability of a commercial corporation
  - Experienced leadership
  - Consistent processes for product innovation, quality and support
  - Resources for flexible licensing, sponsored development and more

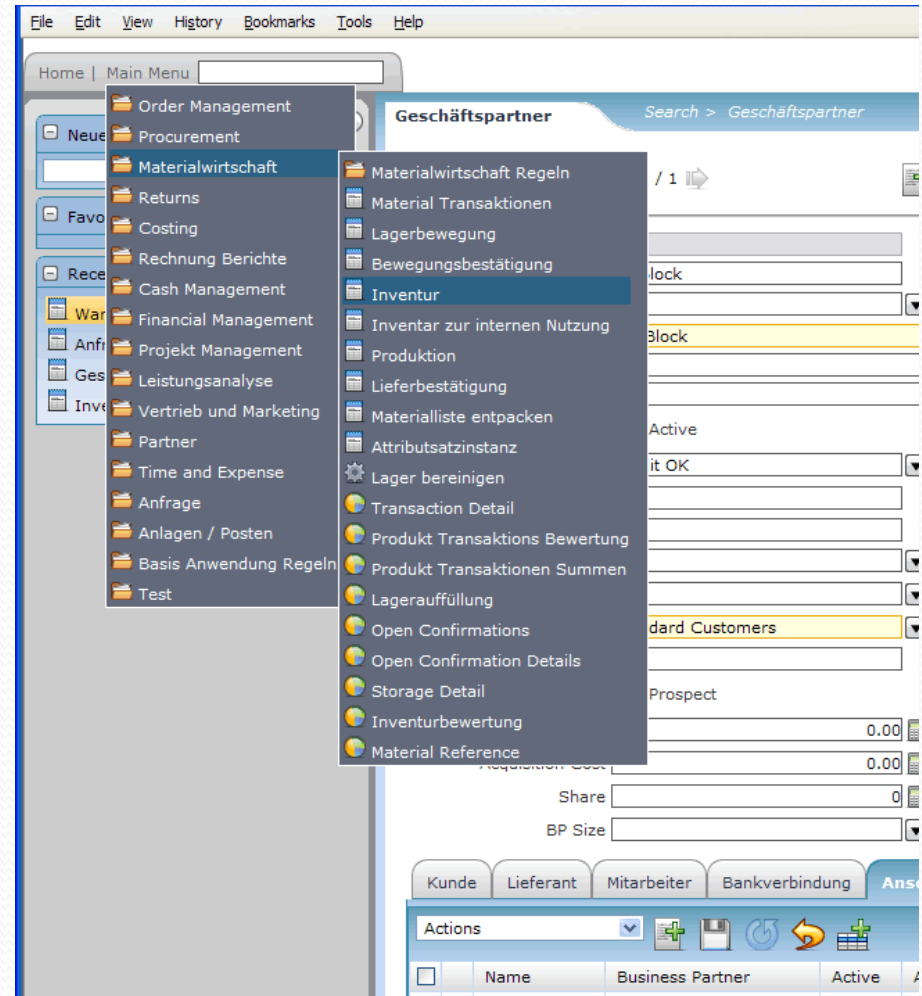
# Functional Introduction

# Integrated ERP and CRM



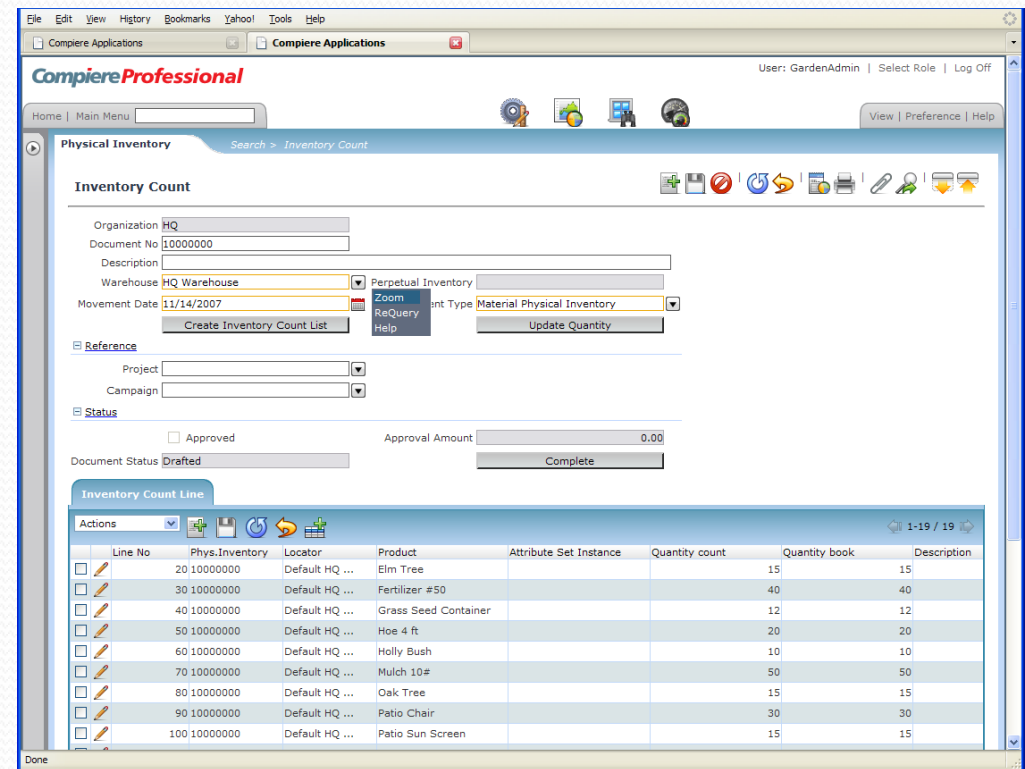
# Global-ready Features

- Fully internationalized
  - Localizations isolated from code
  - Partners deliver translated and localized Adempiere solutions in over 16 languages e.g. (shown)
- Out-of-the-box support for multiple:
  - Business units
  - Accounting standards
  - Tax laws
  - Currencies



# Modern Web Architecture and UI

- First mid-market ERP with a modern RIA Web architecture
- Great user experience
  - Rich functionality
  - Optimized usability
  - Highly responsive
  - Personalized interface
- Standards-based design
  - Service Oriented Architecture
  - AJAX features through open source Google Web Toolkit





# Configurability & Extendibility

# Customization without Programming

*Easy & manageable customizations through the Applications Dictionary include:*

The screenshot shows a 'Sales Order' application window with various fields and a table. Annotations point to specific customization features:

- Add new windows**: Points to the 'Home | Main Menu' bar at the top.
- Change field names**: Points to the 'Organization' field.
- Per user default values**: Points to the 'Sales Order No' field.
- Set security at the row/field level**: Points to the 'Order Line' table.
- Add fields**: Points to the 'Order Reference' field.
- Dynamically hide fields**: Points to the 'Self-Service' checkbox.
- Change window layout**: Points to the 'Order Tax' tab.

The 'Order Line' table contains the following data:

Line No	Product	Quantity	UOM	Price	Line Amount
10	Planting Service	1	Hour	42.75	42.75
20	Plum Tree	1	Each	47.50	47.50
30	Oak Tree	1	Each	61.75	61.75

# Configuring & Extending Adempiere

## *... without programming*

### Configure Business Rules

- Application setups
- Workflow & security
- Accounting Dimensions
- Change setups at any time

### Configure User Interface

- Field, windows, labels
- Layout, theme, language
- Search fields

### Configure Reports

- Dynamically create reports
- Format reports w/ Adempiere or 3<sup>rd</sup> party report designer

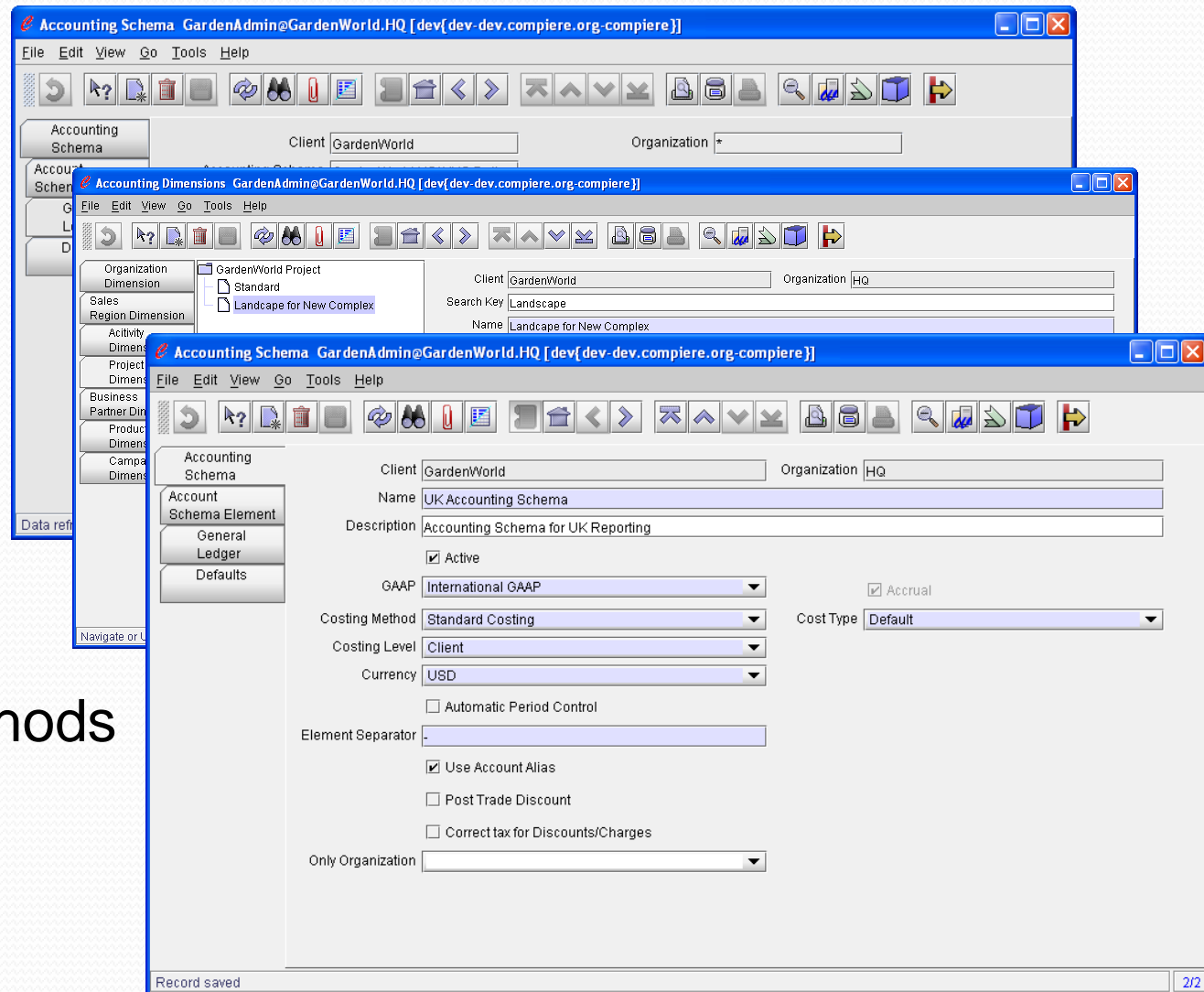
### Extend Adempiere Applications

- Add new fields (DB columns)
- Add new entities (DB tables)
- Add data validation & defaults
- Add new workflows
- Change security rules
- Add performance measures
- Link to external systems
- Callout to java processes & integrate results back into UI

# No Final Decisions

- Change:
  - Accounting elements
    - › Dimensions
    - › Hierarchies
    - › Costing methods

...at any time

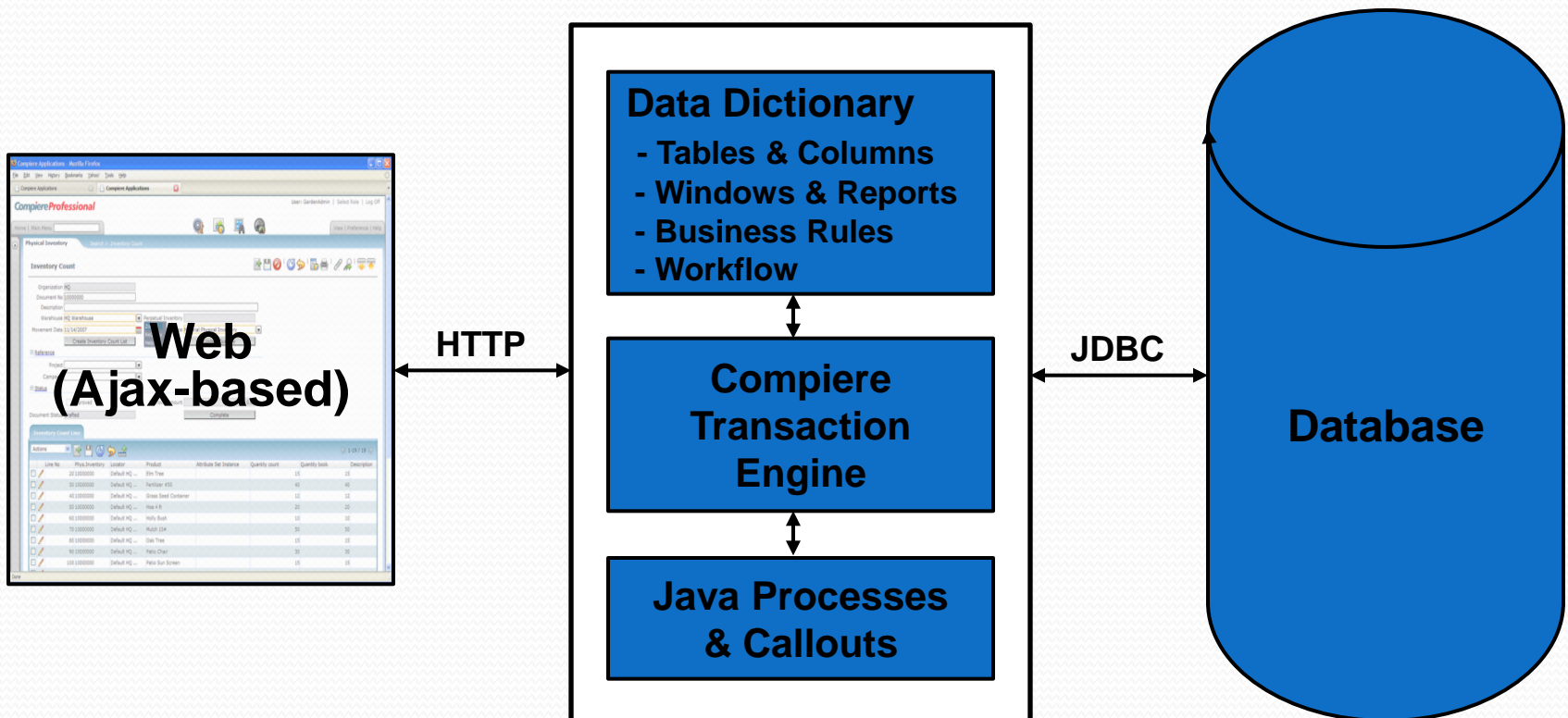


# Multi-Tier Web Architecture

**Desktop  
User Interface**

**Application  
Server**

**Database  
Server**

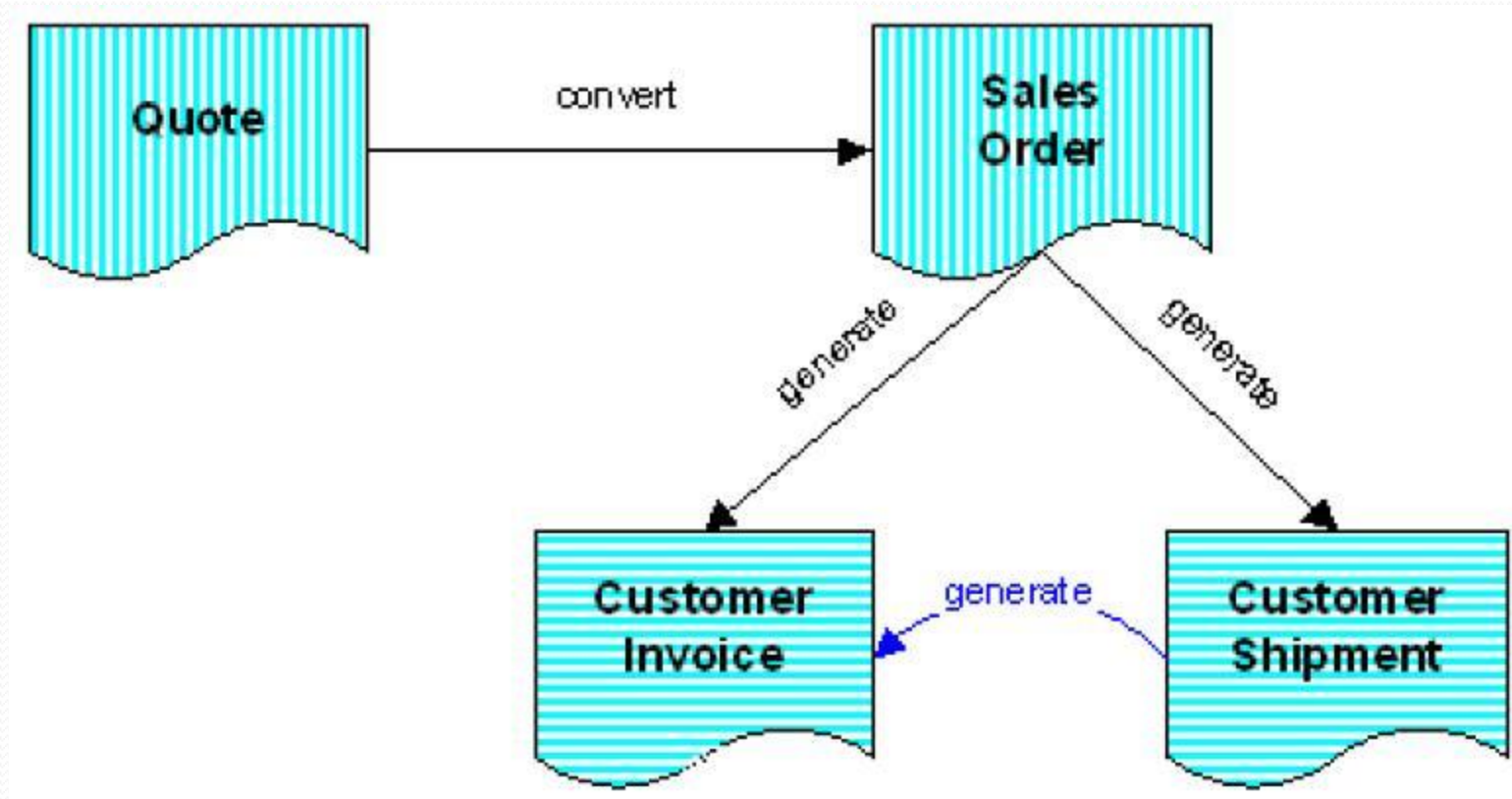


# Features and Functionality Overview

# Features Summary

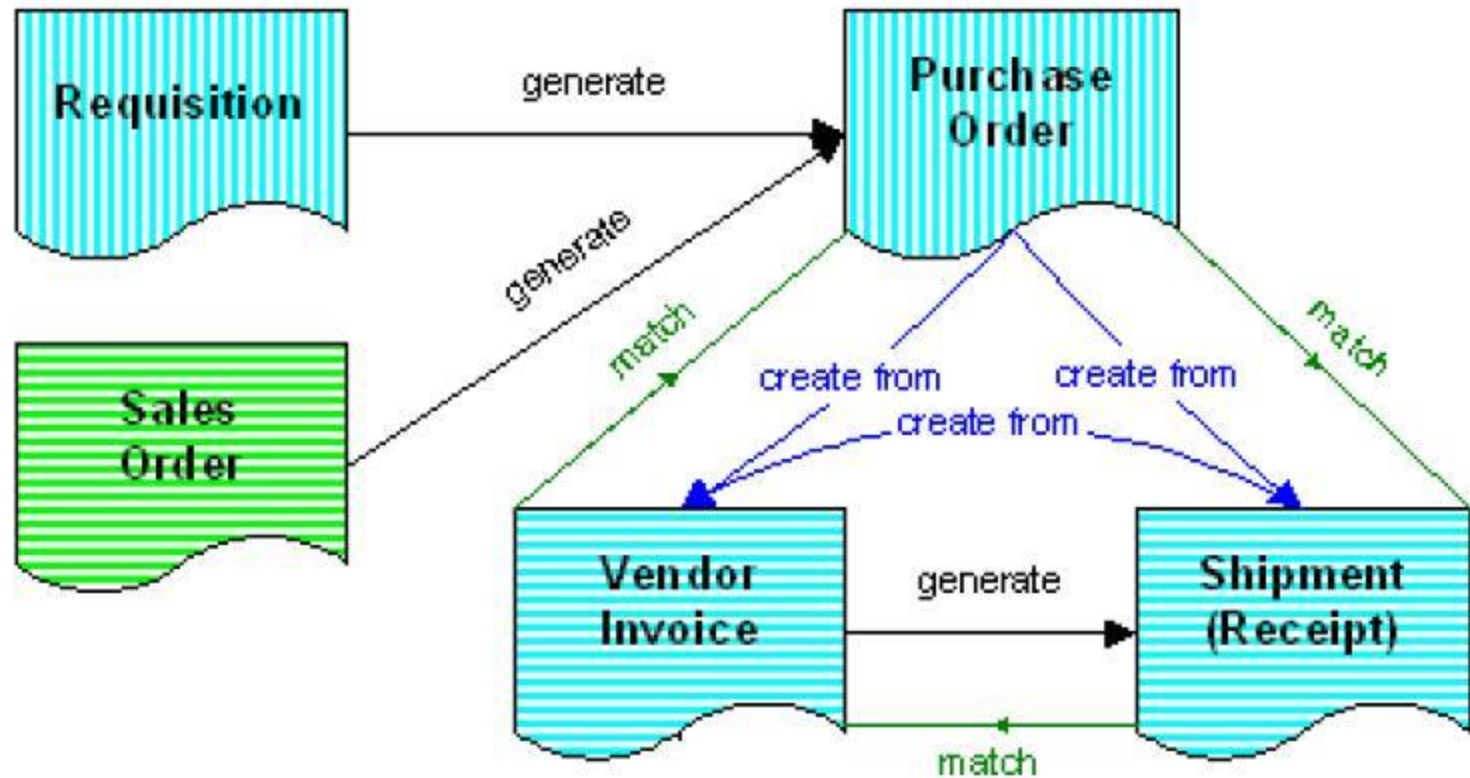
- Multi Company
- Multi Organization within Company
- Multi Currency
- Multi Lingual
- Multiple Accounting Schemas
- Global Ready Tax System (whenever needed)
- Webstore / Self-Service Portal
- Sales / Purchase / Inventory / CRM / POS
- Role Based Security (restrict access to screen, reports or processes based on role)
- Faster implementation and highly adaptable solution.
- Scheduled Tasks (invoicing, posting, emailing), Alerts, Chat, Record attachments
- + more

# Sales Cycle

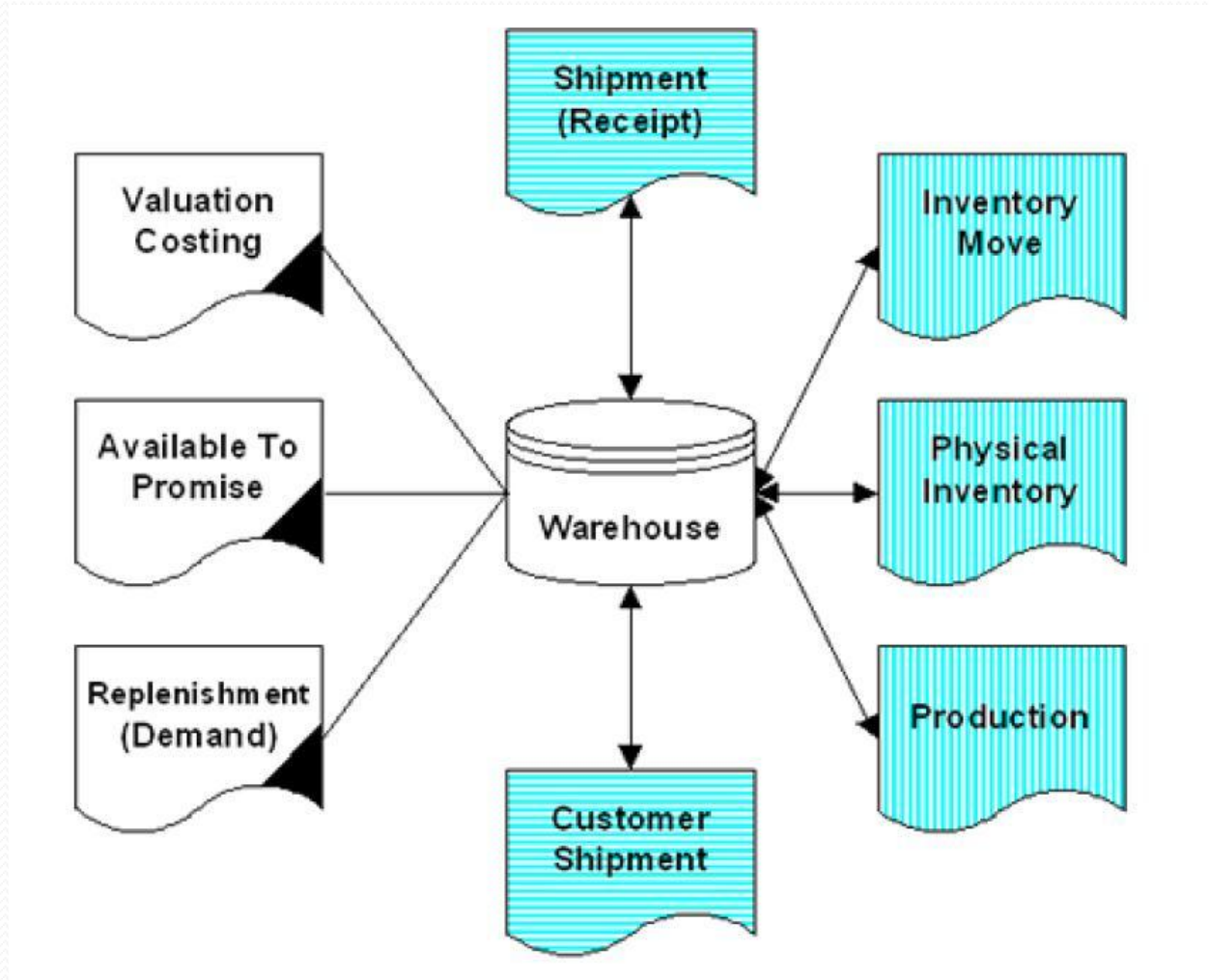




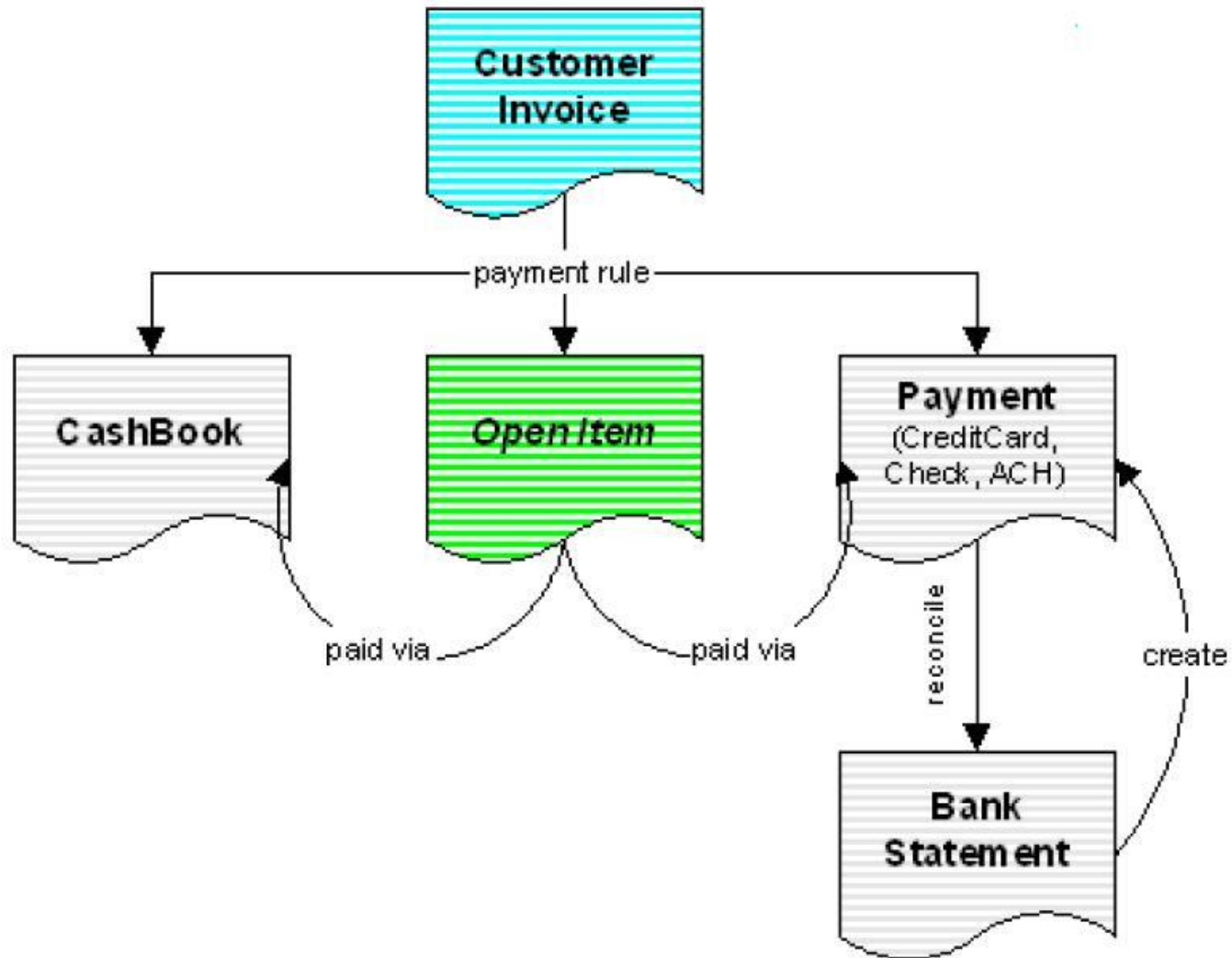
# Purchase Cycle



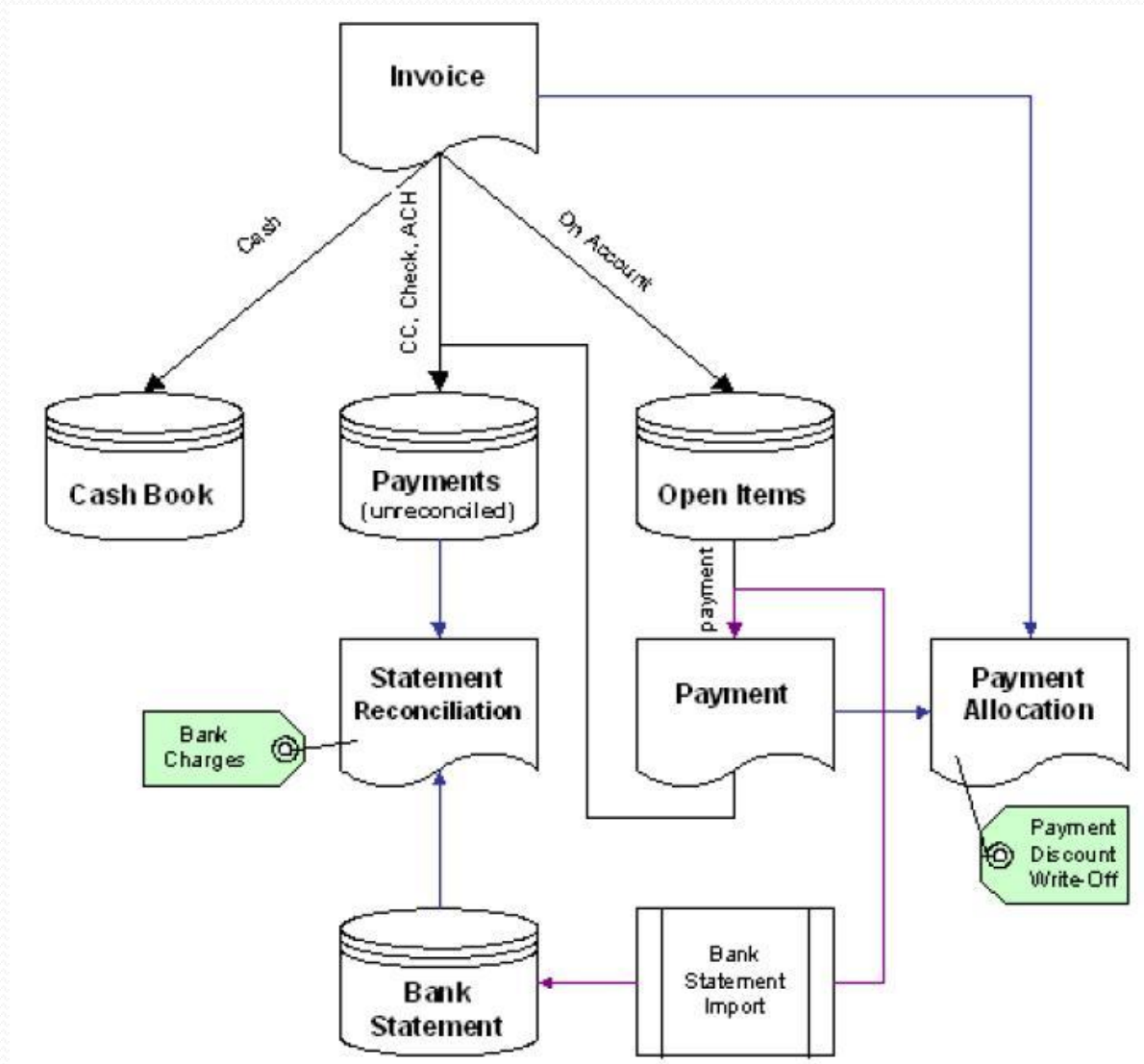
# Warehouse Management



# Payment Handling



# Payment Workflow



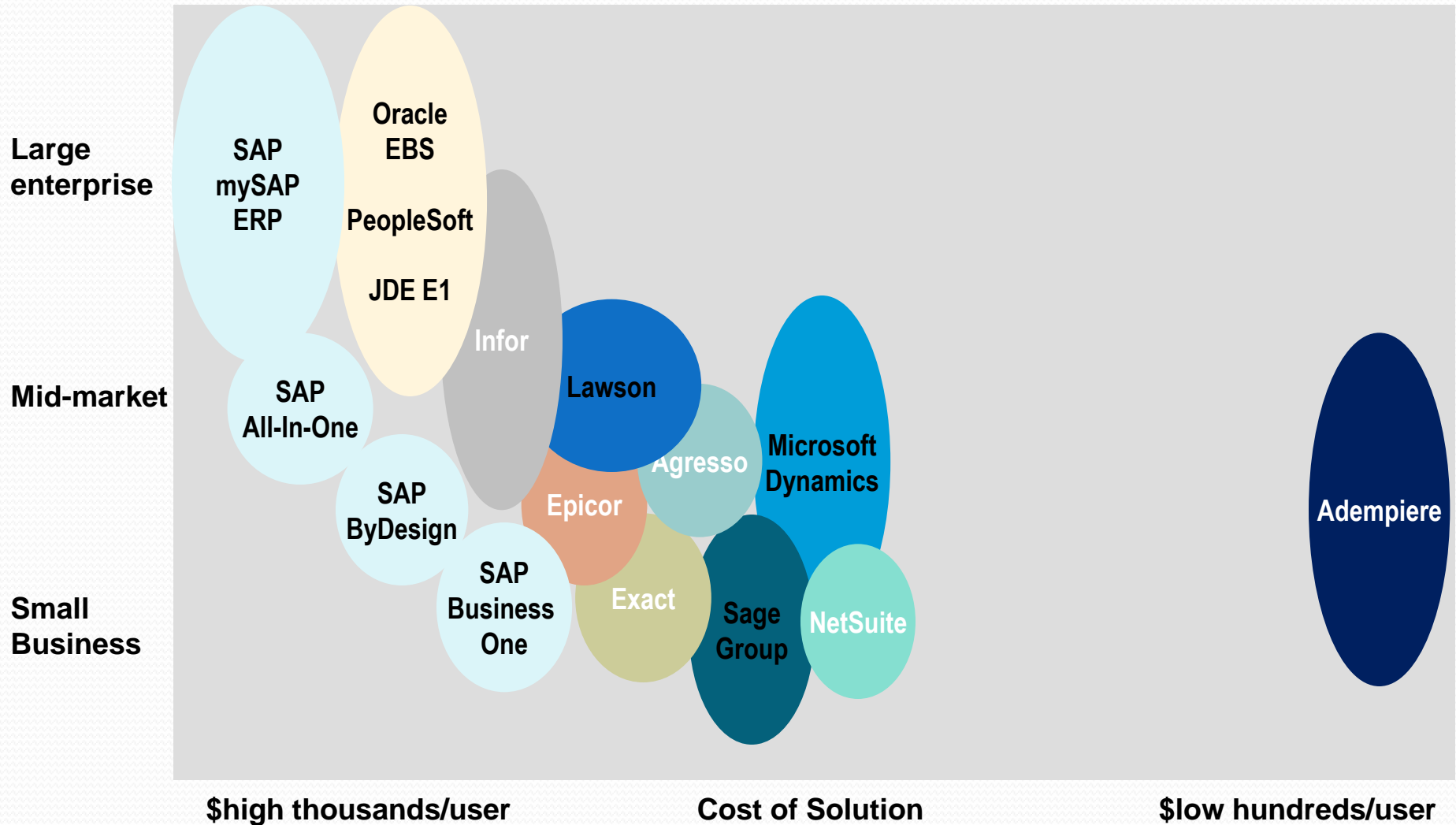
# Documents Actions and Process

*Create document types; select who can access them and automatically execute business actions.*

- **Proposal: Non-binding offer**, which can be converted manually to any other Sales document type.
- **Quotation: Binding Offer**, which automatically reserves stock and can be converted to any other Sales document type.
- **Standard Order**: Batch derive, which automatically reserves stock. Shipment and Invoice can be generated manually.
- **Warehouse Order**: The goods are picked up with a Delivery Note. This type automatically generates a Shipment or Delivery Note. You can create the Invoice manually.
- **On Credit Order**: The goods are picked up with an Invoice. This type automatically generates a shipment and an Invoice. Once the goods are paid for you enter the payment manually.
- **POS Order**: This document type is more flexible. The goods are picked up with an Invoice and optionally paid. The payment term could also be on account. This type automatically generates a Shipment, and Invoice and depending upon the payment terms a payment.

# Disruptive Economics

# Adempiere's Disruptive Economics



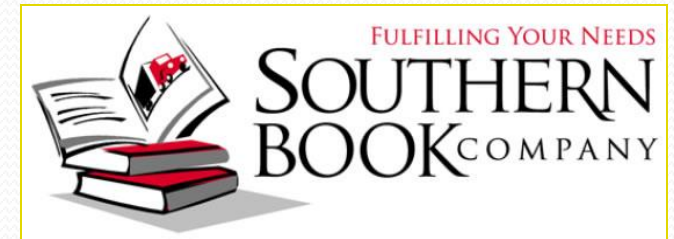
# Customer Success



# Success Stories

- Company Overview

- Educational books distribution
- HQ in Georgia; US market focus
- Two warehouses totaling 140,000 ft<sup>2</sup>
- Hosted Adempiere deployment through KnowledgeBlue




- Requirements

- Integrated accounting, distribution and warehousing management
- 3<sup>rd</sup> party shipper integration with FedEx, DHL and UPS
- Business-specific reports and dashboards
- Outsourced operations: hosted solution without internal IT/ERP staff

- Benefits

- 10% increase in net margins through Adempiere-related efficiencies
- 100% increase in revenue through growth of existing businesses plus entry into a new business that leverages their automated warehouse operations
- Rapid deployment completed on time and in ¼ the time of competing solutions

# Adempiere Success



**INDUSTRY**  
Wholesale Distribution


**BACKGROUND**  
Southern Book Company, an educational publishing distributor, has warehouses in Georgia and North Carolina

**CHALLENGE**  
Integrating accounting, distribution and warehousing functions using a hosted open source solution

**SOLUTION**  
Compiere partner, KnowledgeBlue, customized Compiere ERP and implemented the hosted solution in July 2006

**RESULTS**  
Southern Book Company has increased net margins by 10 percent and more than doubled revenues

**COMPIERE PARTNER**  
KnowledgeBlue



## Book Distributor Achieves Streamlined Operations and Margin Growth with Compiere

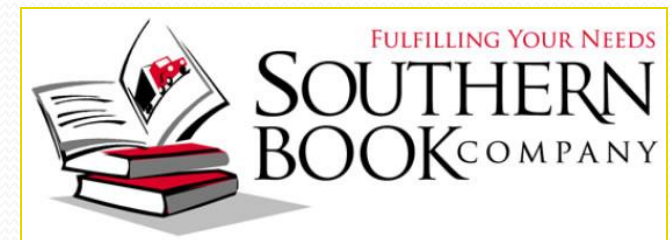
**BUSINESS OVERVIEW**  
Southern Book Company specializes in the distribution of educational publishing materials and other goods and services across the United States. Founded in 1996, the company is based in Atlanta, where it has a 60,000 square foot warehouse, and it operates an 80,000 square foot warehouse facility in Asheboro, North Carolina. Southern Book Company's customer base is growing and now includes product manufacturers in addition to leading educational publishing companies such as Alfred Publishers and William H. Sadlier

**CHALLENGE**  
Southern Book Company (SBC) was using a number of different application programs to manage ordering, warehousing and shipping for its two locations, both of which were handling these processes differently. As a result, day to day operations required manual data transfer between the various programs, and the existing setup lacked a number of the warehousing capabilities the growing distributor needed. In order to improve productivity and reach the company's growth objectives, SBC needed

to integrate its operations and systems between the two locations. The company also wanted to provide customers with access to real-time inventory information in order to provide better customer service.

SBC's president, Brian Schoenbaechler, was primarily interested in open source ERP options because he believed open source technology could provide the needed integration and functionality at an affordable price. Because the company didn't have a dedicated IT department, it also needed a technology partner that could provide ERP implementation assistance as well as deliver a hosted solution.

**SOLUTION**  
Schoenbaechler researched a number of open source ERP solutions including Compiere. After thorough evaluation, he concluded Compiere would provide the integrated functionality SBC needed, as well as advanced features such as support for multiple locations and multiple warehouses that other ERP options did not offer. Compiere also had a dedicated partner network that could provide implementation support as well as hosting services.



***“ With Adempiere’s open source ERP, we’ve increased our net margin by 10 percent during the past two years, and our revenue has more than doubled during that time.”***

**— Brian Schoenbaechler,  
President of Southern Book  
Company**

# Adempiere Success

- Company Overview

- Pharmaceutical manufacturing and distribution
- HQ in Denmark; sales subsidiaries and channel partners in 50 countries
- Privately owned with over 500 global employees



- Requirements

- Integrated sales order management, inventory control, and global accounting
- Manage product batches, lot numbers and expiration dates
- Platform flexibility, ease of integration and rapid customization
- Open source licensing and Linux platform support

- Benefits

- Continuity: Adempiere customer since 2002
- Integrated solution scaled from one subsidiary to global operations
- Company-specific extensions easily migrated to new releases over time
- Improved distribution efficiency for 50 product lines and over 10,000 SKUs

# Success Stories





**INDUSTRY**  
Pharmaceutical

**BACKGROUND**  
Pharma Nord is a 500-person pharmaceutical manufacturer and distributor with corporate headquarters in Denmark.

**CHALLENGE**  
Finding the right balance between specific out-of-the-box functionality, platform flexibility and open source licensing

**SOLUTION**  
Initially implemented in 2002, Compiere manages Pharma Nord's inventory, ordering, shipments and accounting processes.

**RESULTS**  
The current Compiere solution streamlines the distribution of over 10,000 SKUs through more than 50 subsidiaries and channel partners

**Seven Years and Still Growing with Compiere Open Source ERP**

**BUSINESS OVERVIEW**  
Denmark-based Pharma Nord is one of Europe's largest manufacturers of preventive dietary supplements and herbal remedies. The 500-person company, founded in 1981, develops, manufactures and markets scientifically well-founded dietary supplements, herbal remedies and medical drugs with optimal bio-availability. Pharma Nord's products are available in 50 countries throughout Europe, Asia and North America.

**CHALLENGE**  
Due to market success with its initial line of dietary supplements, Pharma Nord was continually expanding its product line and markets served. Growth in the regulated pharmaceutical industry, however, requires precise inventory management to address business and regulatory complexity.

"In the pharmaceutical business you don't just sell one product to every country," explains Jacob Pedersen, Compiere Project Manager at Pharma Nord. "You have to respect the national regulations of every country. Different sizes. Different packaging. Different labeling. We have thousands of variants that we need to handle. Even though we have only 50 base products, we

Pharma Nord's ERP solution requirements extended well beyond the standard set of distribution and accounting functionality that performs at a global scale. They viewed the selection of an ERP solution as having a 15-20 year life. For a solution to succeed for more than 15 years, product licensing, ease of customization and confidence in the vendor were as important as out-of-the-box functionality.

**SOLUTION**  
Pharma Nord uses Compiere to manage its sales orders, invoicing, cash collections, purchasing and accounting for its sales subsidiaries and also to manage receipts and shipments in its warehouses. According to Pedersen, "Compiere helps us manage this whole process. It enforces rules that propose which lot number to ship using 'first in first out' principles. It helps us respect certain customers' requirements that the expiry dates not be too close together."

Pharma Nord liked what they saw in the earliest versions of Compiere in 2001. "Compiere is extremely flexible," Pedersen added. "You can customize the way it works to a very high degree."



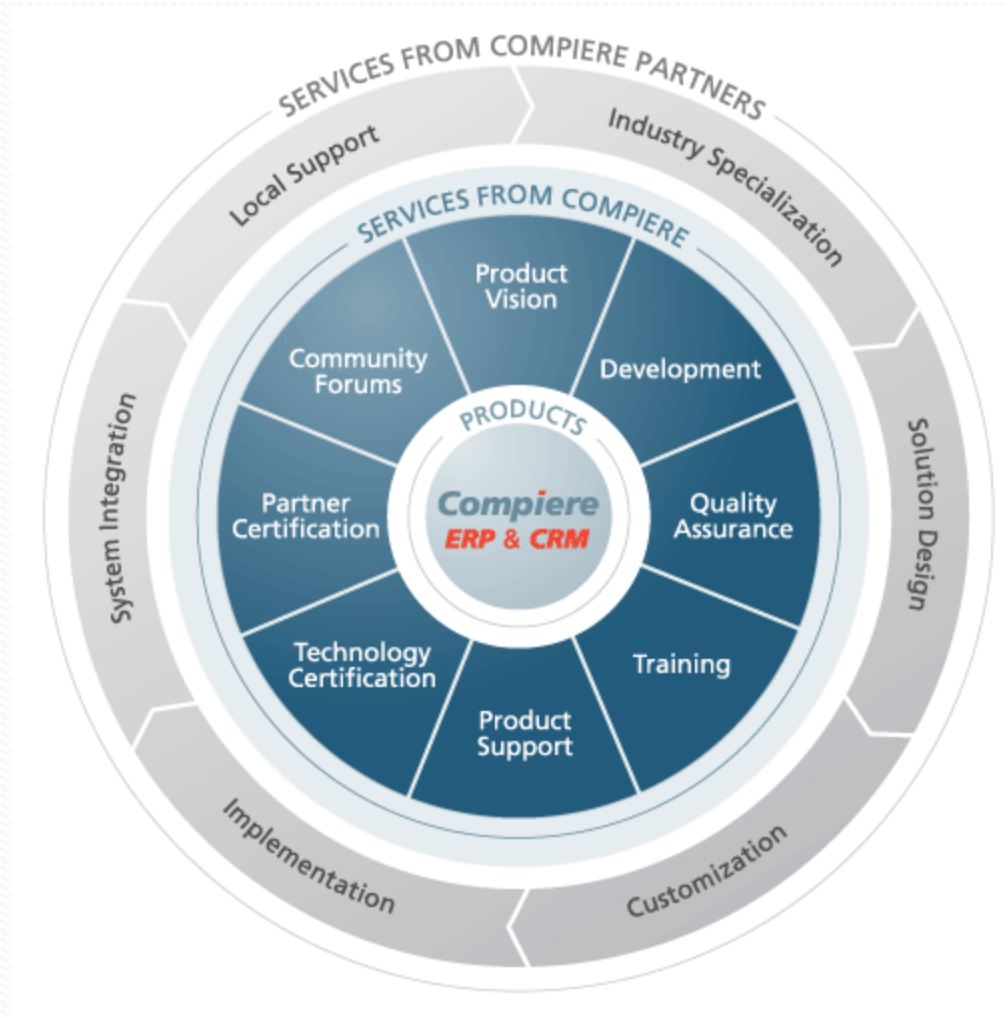
***"Adempiere is extremely flexible. You can customize the way it works to a very high degree."***

**— Jacob Pedersen, Project Manager Pharma Nord**



Next Steps.....

# Customer Success with Adempiere



**The Adempiere Product and Partner Ecosystem**



# Evaluating Adempiere for your Business

- Information

- Adempiere Web site:  
[www.adempiere.com](http://www.adempiere.com)
- *Adempiere Overview* white paper
- Adempiere product demos
- Online introduction webcasts
- Adempiere / Compiere Documentation

- Training (Func. / Tech)

- On-demand eLearning
- On-Site Training

- Partner Network Services

- Needs analysis
- Pilot and production deployments
- Industry- and region-specific solutions

- Questions?

- [asim@g3itcon.com](mailto:asim@g3itcon.com)
- [www.g3itcon.com](http://www.g3itcon.com)

# Thank you

Call or email us now for a free on-site product demonstration.

Syed Asim Zaman

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