socrate open
powered by Compiere

Changing the Economics of Business Software by Making ERP Easier

Prepared for:

2008 eLiberatica
The Benefits of Open & Free Technologies

Open Source is Changing the World

Open Source is "the most significant all-encompassing and long-term trend that the software industry has seen since the early 1980s" and will "fundamentally change the value proposition of packaged software for customers."

-- Anthony C. Picardi
SVP, Global Software and Services
IDC

Source: http://www.idc.com/getdoc.jsp?containerId=prUS20311906

Agenda

- **Taking your business forward with open source ERP**
- **SocrateOpen/Compiere advantages for *your* business**
- **Customer success with SocrateOpen/ Compiere**
- **Evaluating SocrateOpen/Compiere for your specific needs**

What is the current 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?

The ERP Opportunity

- **ERP benefits well proven in large companies**
  - Improve operational efficiencies
  - Enable global market expansion
  - Improve customer service to drive revenue
  - Leverage information for better decisions
  - Adapt to business growth & change
- **Mid-market and emerging market companies need the same benefits**

Top CIO Business Priorities
• Business process improvement • Controlling enterprise-wide operating costs • Attract, retain and grow customer relationships • Improve effectiveness of enterprise workforce • Revenue growth

Source: Gartner EXP (February 2007)
http://www.gartner.com/it/page.jsp?id=501189

Problems with Traditional ERP

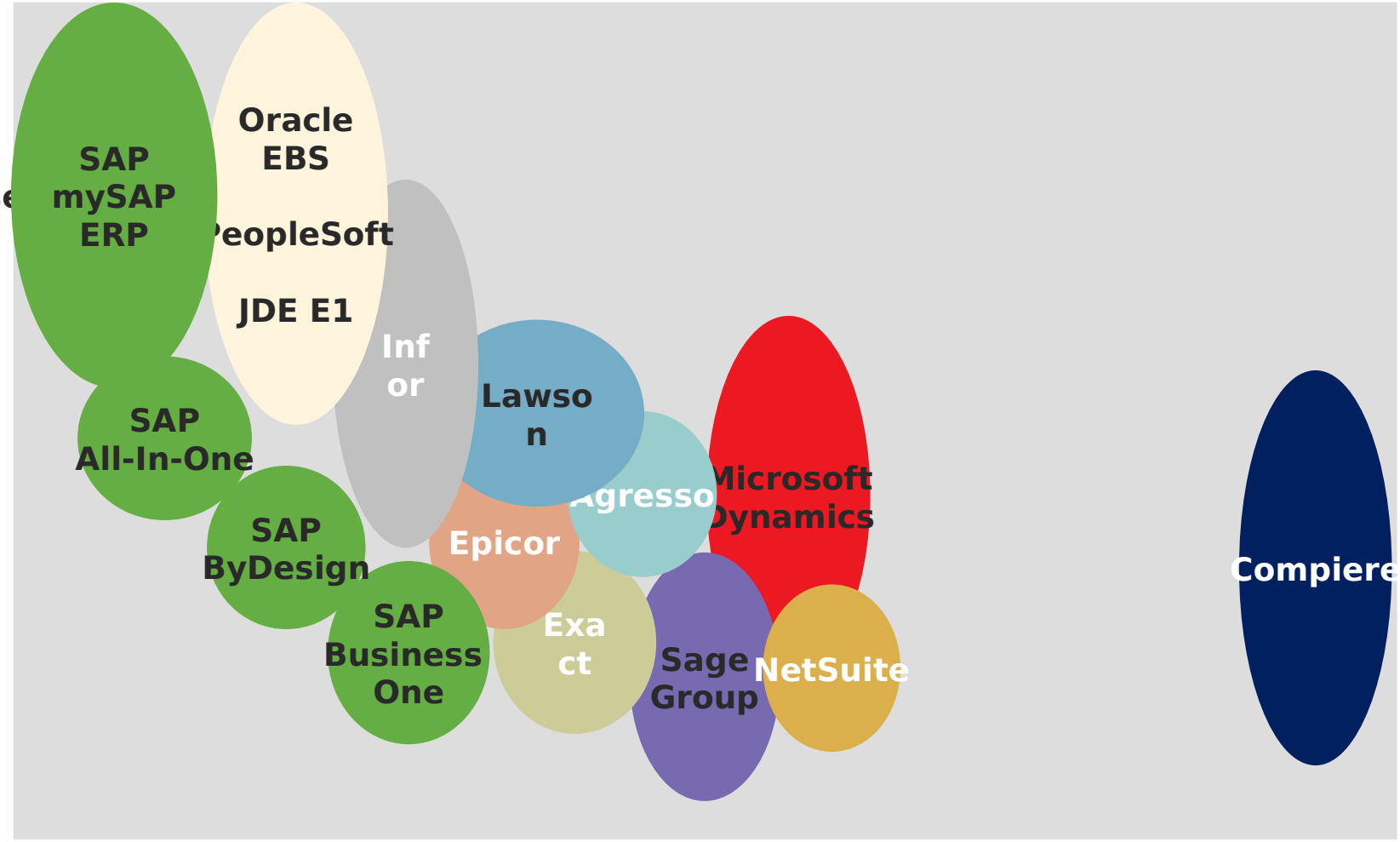
- **Complex**
  - Bloated with features you'll never use
  - Complicated and time consuming to implement
- **Inflexible**
  - Force you to modify your business to match the software
  - Difficult to change once implemented
  - Many local solutions won't scale globally
- **Expensive**
  - Costly licenses,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

Traditional ERP is out of reach of SMBs and emerging markets.

Compiere's Fresh Approach

- **Easier path to ERP benefits…**
  - Easier to evaluate and acquire
  - Easier to implement and use
  - Easier to extend and maintain
- **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

Compiere's Disruptive Economics



Source: Compiere derivative work based on Forrester Research "Next-Generation ERP Strategies," Sept. 2007.

Compiere Advantages

- Leader in Open Source ERP
- Integrated ERP and CRM functionality
- Unique model-driven application platform
- Modern Web architecture and UI
- Global-ready features
- Choice and value

Compiere Leadership

Most successful open source ERP project

Leading commercial open source ERP company

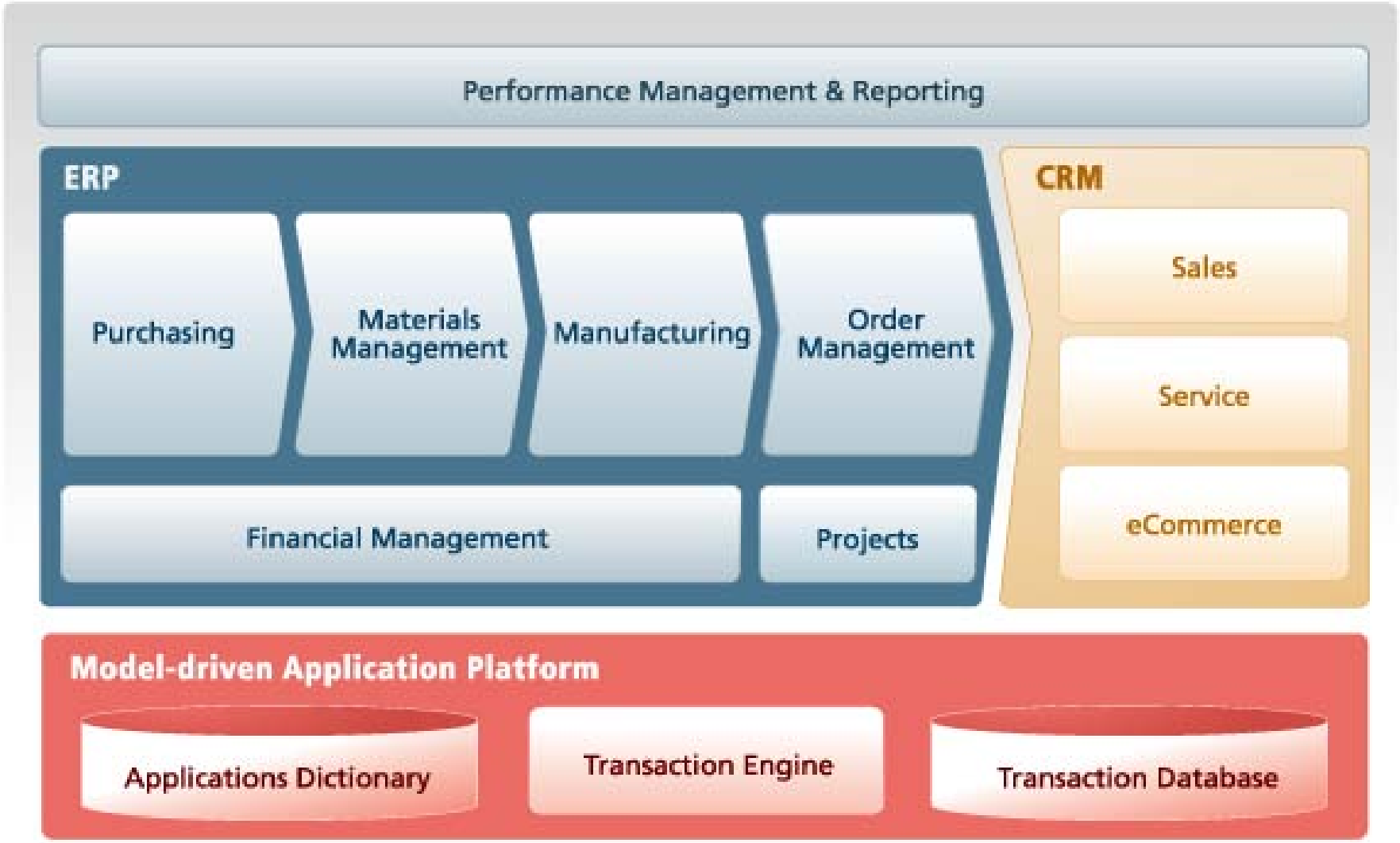
Leader in Next-generation business solutions

- **World's first open source ERP solution**
- **World's first full model-based ERP platform**
- **With over 1.3 million software downloads Compiere is:**
  - #1 Enterprise Application (2718 listed projects)
  - #1 ERP Solution (491 listed projects)

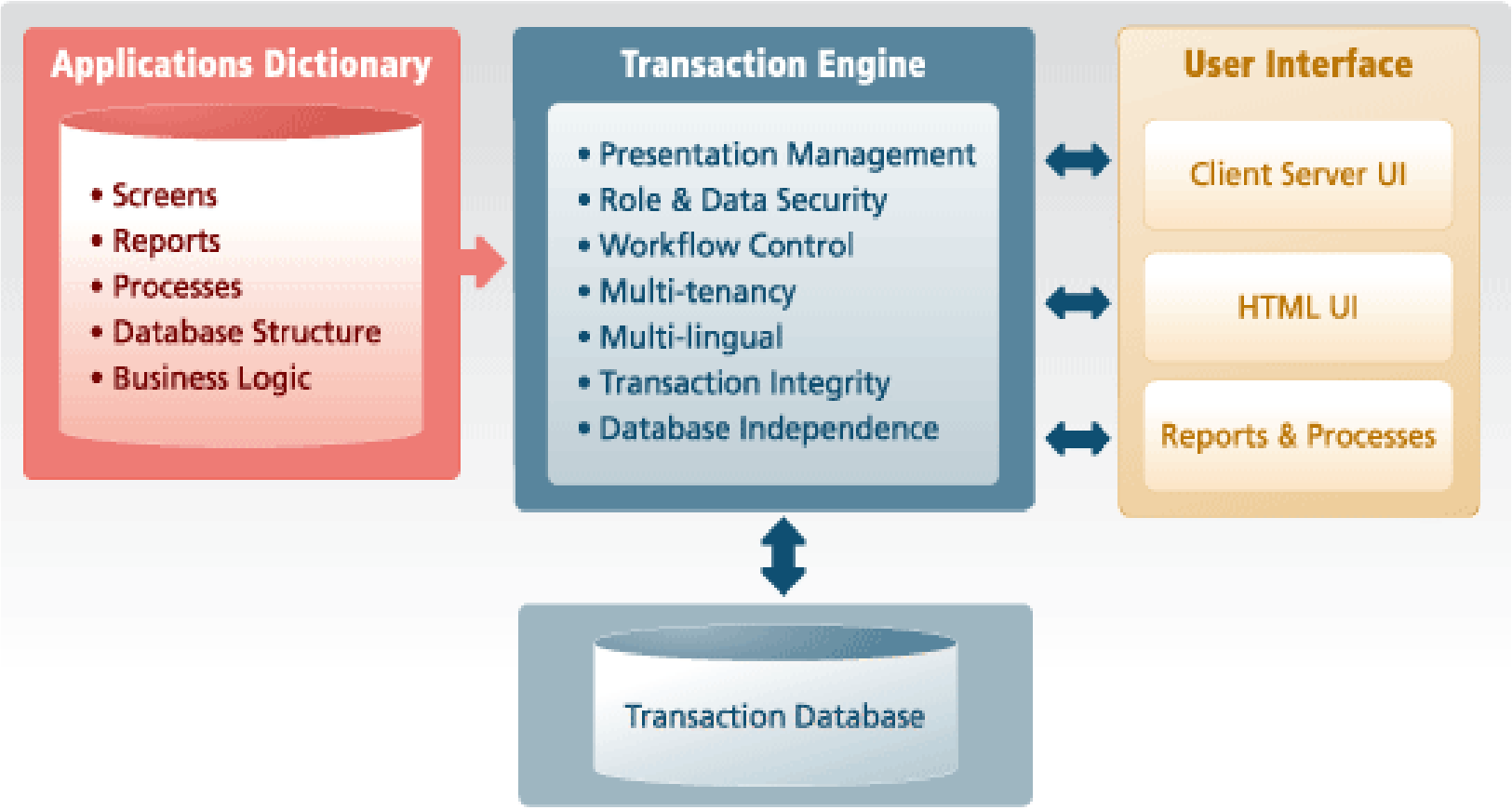
- **World class team**
- **Providing professional-quality support**
- **Shift from client server to web technology**
- **Shift primary revenue source to subscription-based services**
- **Reinvigorated VAR and open source community**

- **Disruptive force in ERP marketplace**
- **Transforming ERP economics**
- **Driving innovation**

Integrated ERP & CRM Functionality



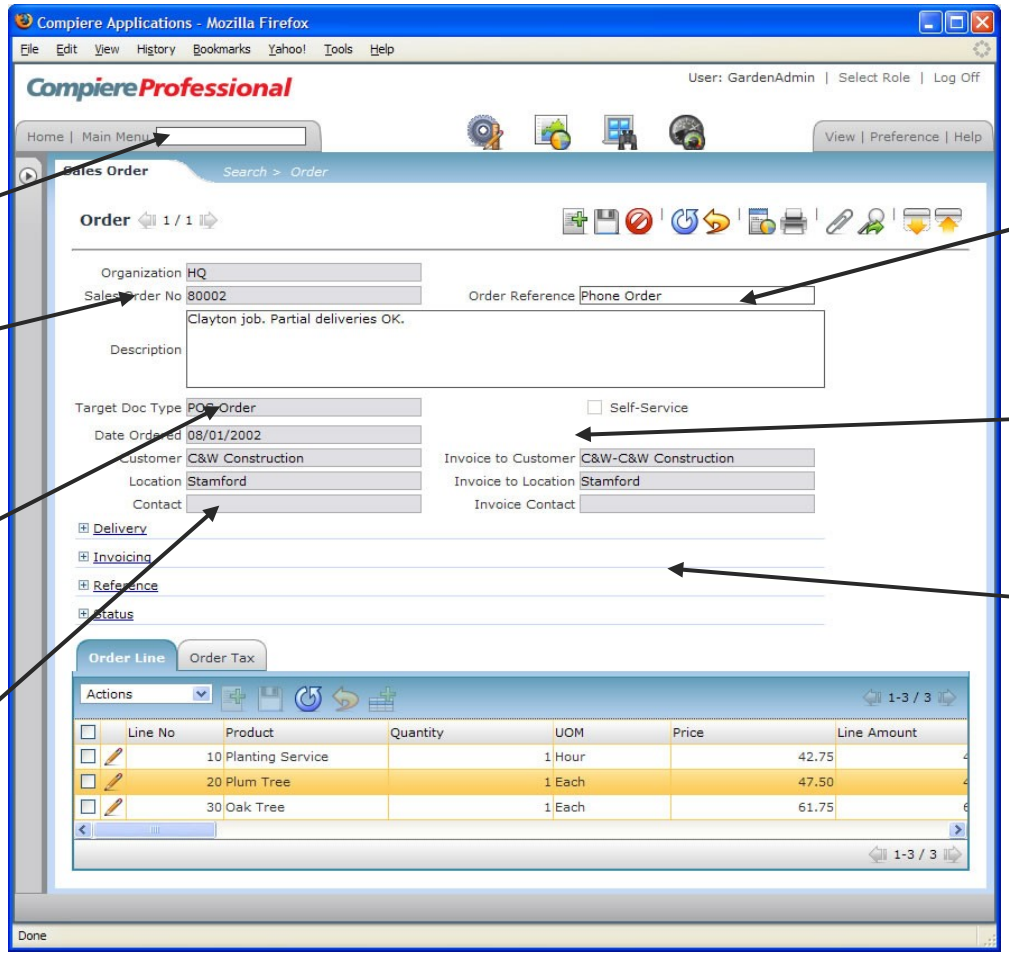
Model-driven Application Platform



- 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

Customization without Programming

Easy & manageable customizations through the Applications Dictionary include:



Add new windows

Change field names

Per user default values

Set security at the row/field level

Add fields

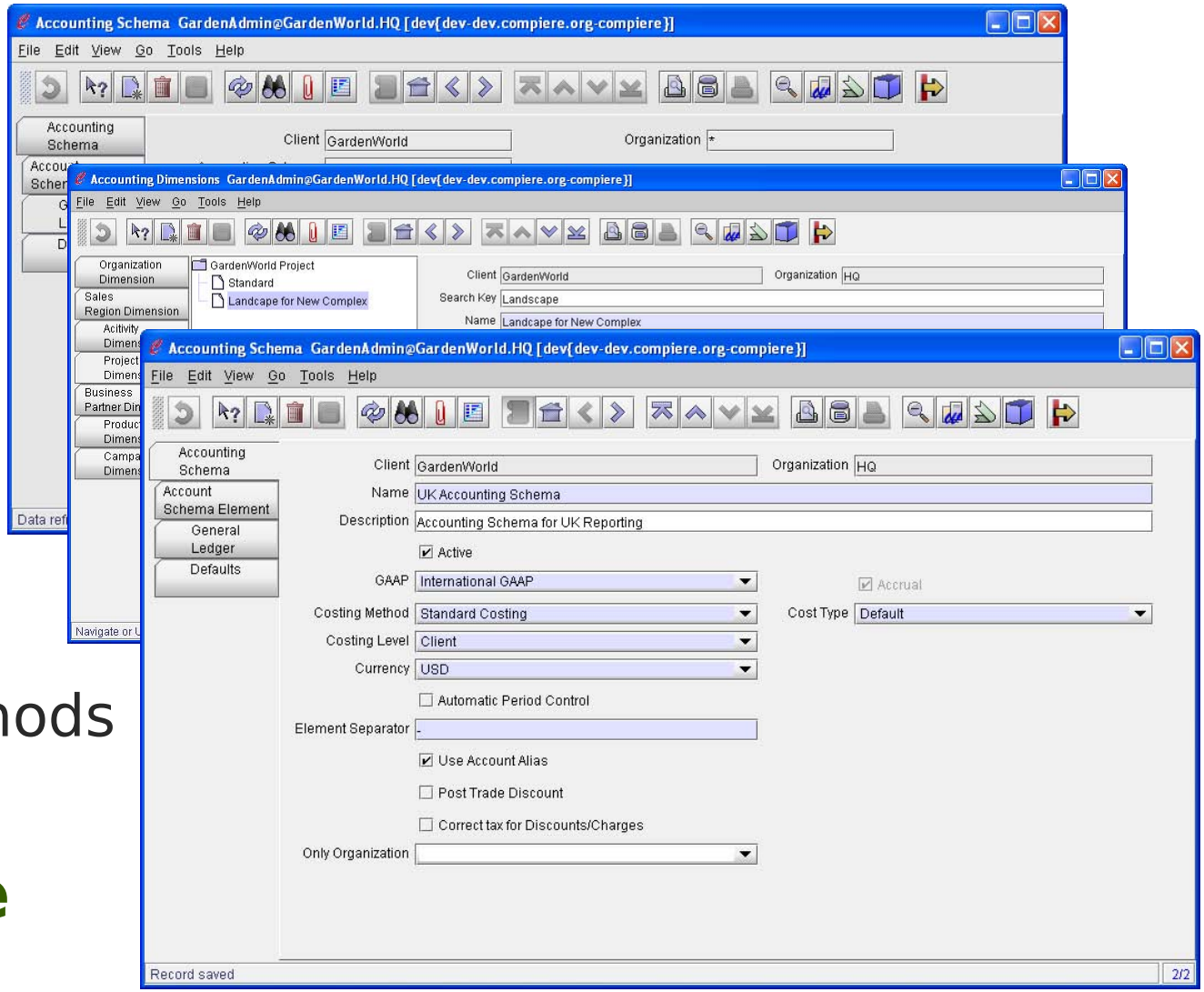
Dynamically hide fields

Change window layout

No Final Decisions

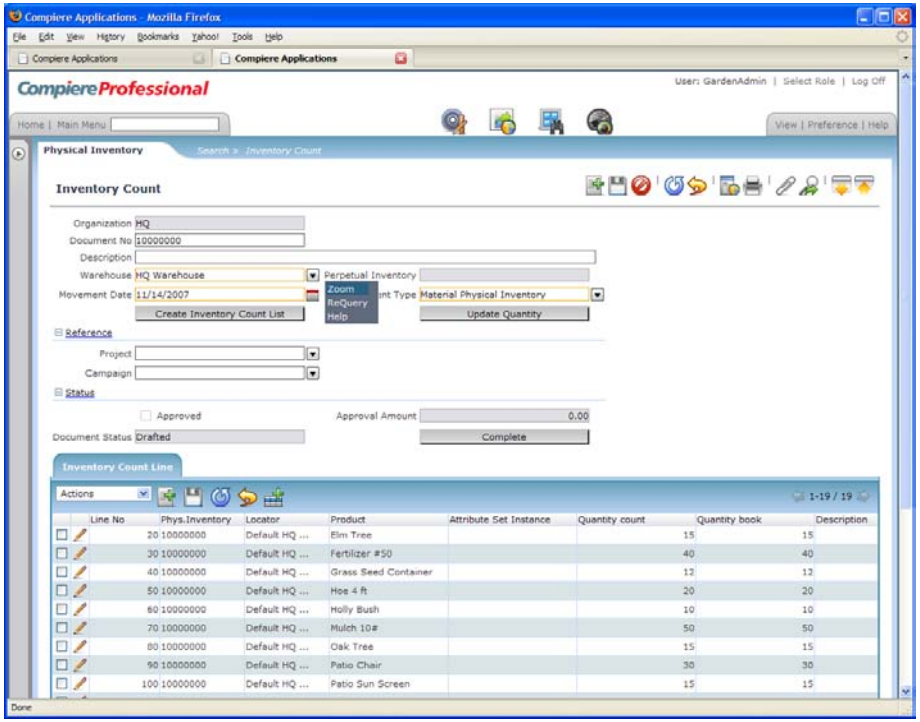
- **Change:**
  - Accounting elements
    - Dimensions
    - Hierarchies
    - Costing methods

...at any time



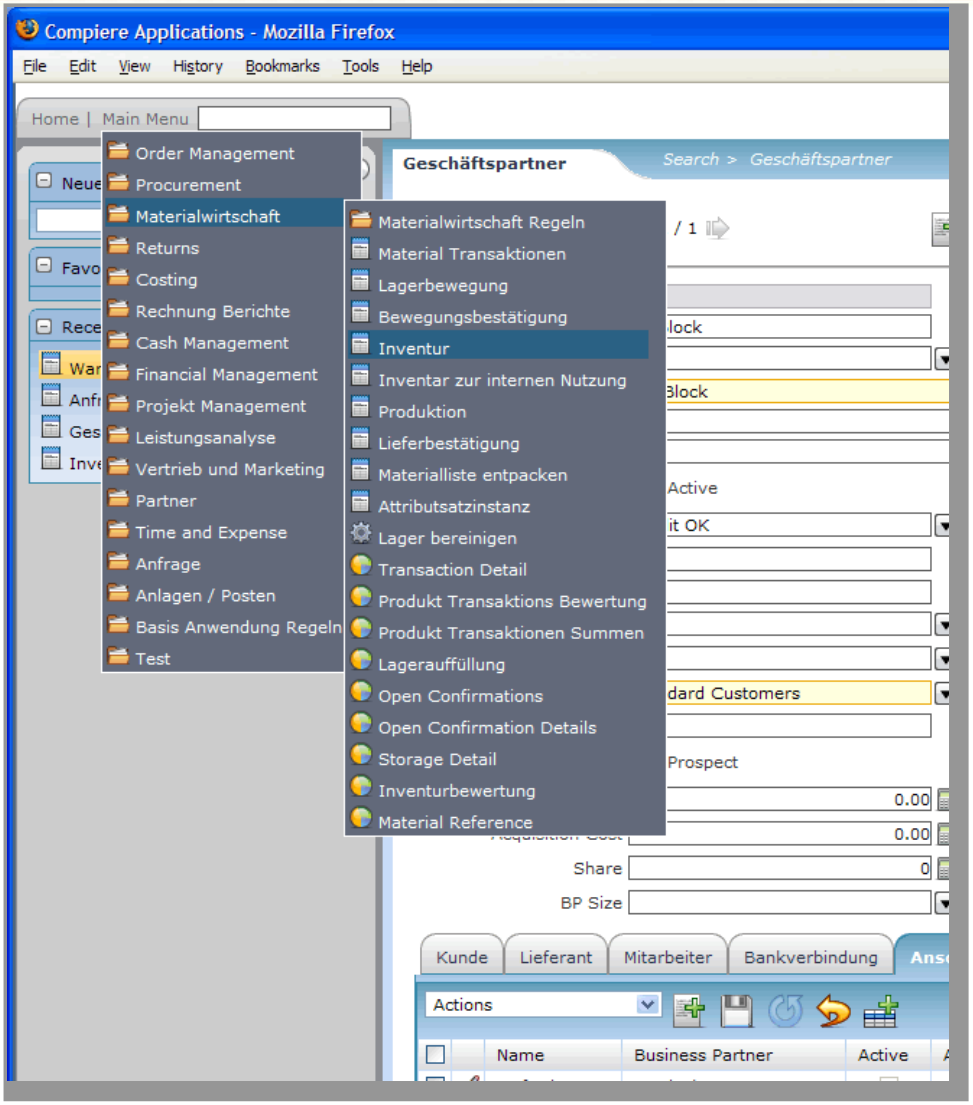
Modern Web Architecture and UI

- ***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



Global-ready Features

- **Fully internationalized**
  - Localizations isolated from code
  - Partners deliver translated and localized Compiere solutions in over 16 languages, including Romanian
- **Out-of-the-box support for multiple:**
  - Business units
  - Accounting standards
  - Tax laws
  - Currencies



SocrateOpen – The difference

- **100% Compiere +**
- **Localization**
- **Extensions**
  - Manufacturing
  - Costing
  - Accounting
  - CRM
  - CMS
  - 3rd partied integration (EDI etc.)
- **Local and regional support**

Compiere Editions: Choice and Value

socrate open powered by Compiere **Community**	▪ Core ERP functionality and stability ▪ Model-driven Application Platform ▪ Platform-independent client-server architecture ▪ GPL v2 open source license
socrate open powered by Compiere **Standard**	▪ All the capabilities of Community Edition, plus… ▪ Quality support with bug fixes & service packs ▪ Automated migration to latest versions
socrate open powered by Compiere **Enterprise**	▪ All the capabilities of Standard Edition, plus… ▪ Advanced rich internet web architecture ▪ Additional enterprise-level functionality ▪ Premium support services ▪ EULA with indemnification protection

All for a fraction of the cost of traditional ERP solutions

Compiere Advantages

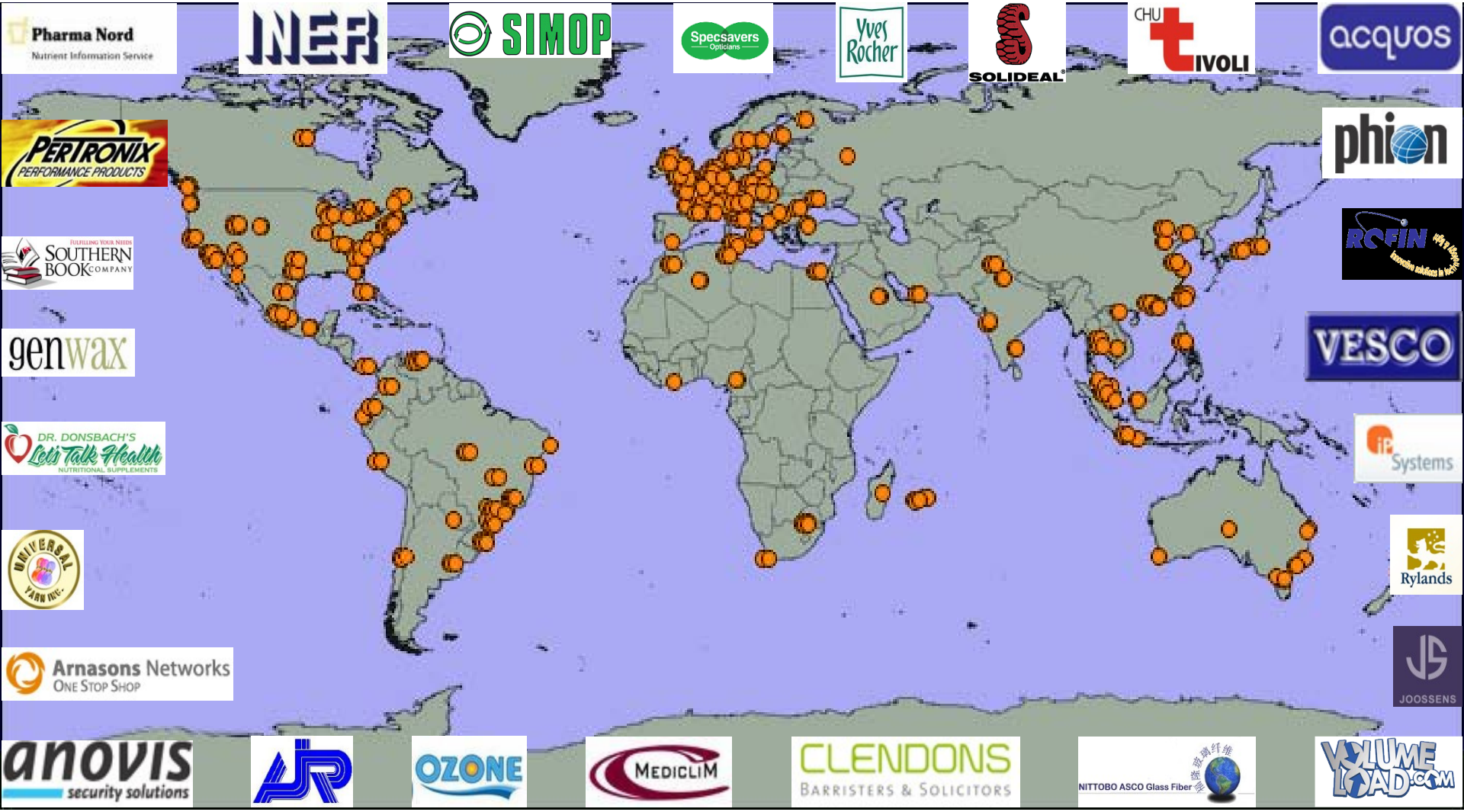
The Leader in Open Source Business Solutions

- **Integrated ERP and CRM functionality**
- **Unique model-driven application platform**
- **Modern Web architecture and UI**
- **Global-ready features**
- **Choice and value**

Customer Success with Compiere

The Compiere Product and Partner Ecosystem

Global User Base



Compiere for your Business

- **Easier path to ERP benefits**
- **Adapts to the way *you* do business**
- **Available at fraction of the cost of any competing solution**
- **Backed by the reliability of a commercial corporation**

Evaluating Compiere & SocrateOpen

- **Information**
  - Web site:
    www.compiere.com
    www.socrateopen.org
  - White paper
  - Product demos
  - Online introduction webcasts
  - Documentation
- **Software**
  - Community Edition binary software
  - Community Edition source code
- **Training**
  - Instructor-led classes
  - On-demand eLearning
- **Partner Network Services**
  - Needs analysis
  - Pilot and production deployments
  - Industry- and region-specific solutions
- **Peer Support**
  - Compiere Community Forum at sourceforge.net
  - SocrateOpen discussion groups (Google)

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Thank you

www.bitsoftware.ro

www.socrateopen.org