



8th Asia OSS Symposium

Open Source ERP & CRM Compiere In Japan

Almas Inc.
Jirimutu



2007.2

Compiere
ERP & CRM

the future is
wide open

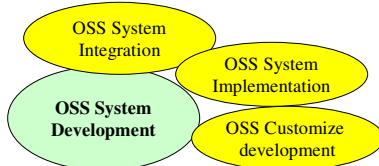
Almas Inc.



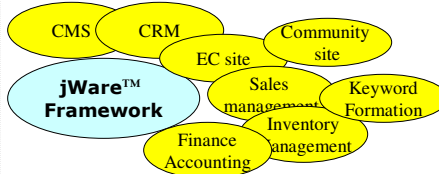
- Started From August 2003
- 12 Employees now
- <http://www.almas.co.jp/>

- jWare™ - Open Source Development Platform
- Compiere – Open Source ERP & CRM
- Other OSS Application

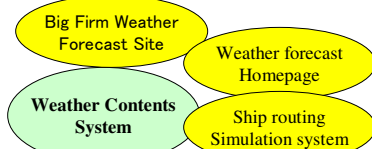
OSS System Developing and integrating



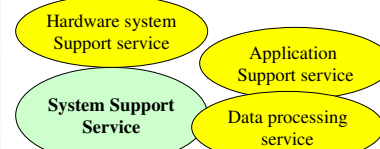
jWare based web application developing



Weather contents providing system developing



System support service providing



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Compiere Project



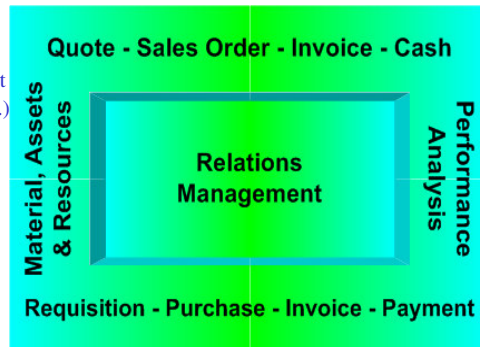
- **Provider**
 - ComPiere Inc.
 - Santa Clara CA,
 - USA.
- **Developer**
 - Jorg Janke
 - Kathy Pink
 - Others
- **Start**
 - AS OSS From 1999
- **Partner World Wide**
 - 100+
- **Supported Installation**
 - 500+
- **Total Download**
 - 116万+
- **License**
 - GPL, Commercial License
- **Home Page**
 - <http://www.compiere.com/>
 - <http://www.compiere.org/>
- **SourceForgeプロジェクト**
 - <http://sourceforge.net/projects/compiere/>
 - Jan 2004, Top download project
- **Award**
 - Selected for Software 2006
- **Community**
 - SourceForge.net
- **Partner Community**
 - <http://forum.compiere.com/>
- **Translation**
 - 30+ Languages



Compiere Functionality



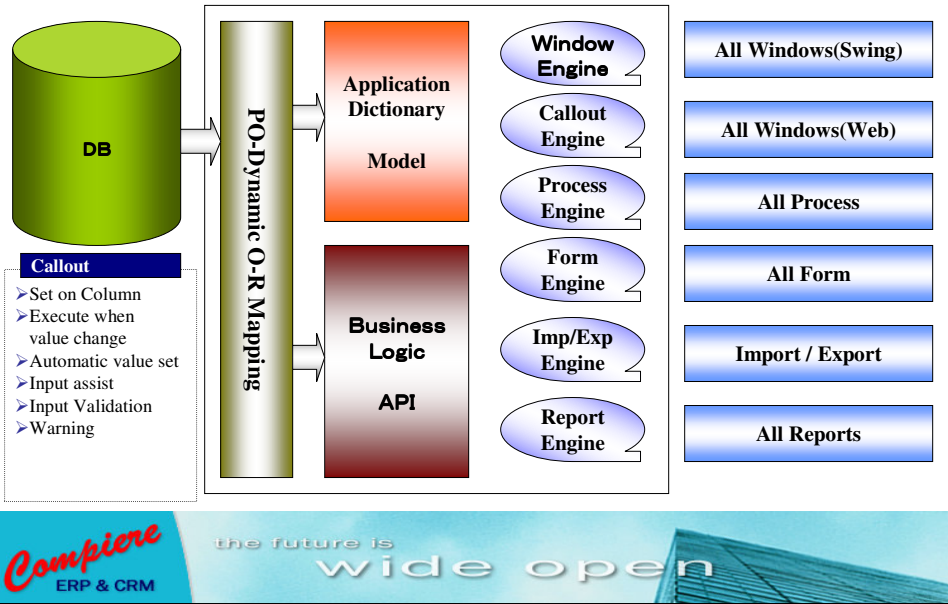
- **Compiere provide following functionality**
 - ✓ Customer Relation Management
 - ✓ Material, Resource, Inventory Management (Shipments, Receipt, In/Out movement etc.)
 - ✓ Sales management (Quote-Sales Order-Invoice-Cash)
 - ✓ Purchasing Management (Requisition-Purchase-Invoice-Payment)
 - ✓ Performance Analysis (Accounting-Finance-Analysis-Reporting)
- **Compiere fit to**
 - ✓ Distribution Industry
 - ✓ Service Industry
- **Size of the target industry**
 - ✓ Small and Medium-sized Enterprises
 - ✓ Revenue USD \$5 million to \$500 million



- Asset Management
- Service Management
- Project Management
- Task Management
- Schedule Management



System Structure



Why Open Source ERP



	Individual Package	ERP Package	OSS ERP Package	Handy Made System
Merit	<ul style="list-style-type: none"> •Run on PC •Cheap on the cost •Quick to start •Easy to use 	<ul style="list-style-type: none"> •Easy to connect Sales, Purchasing, Finance, HR etc. •Implement quickly •Plenty of Functionalities 	<ul style="list-style-type: none"> •Cheap in cost •Base Functionality is stabilized •Source code in public •Freely Customize •Freely Extend •Easy to Interface •Ready to change •Knowledge in public •Non Vendor lock 	<ul style="list-style-type: none"> •Develop the functionalities as required •Easy to develop Interface with third party system
Demerit	<ul style="list-style-type: none"> •Difficult to Interface with third party package •Difficult to customize 	<ul style="list-style-type: none"> •Expensive •Expert needed for implementation •Can't touch source •Difficult to change Base functionalities 	<ul style="list-style-type: none"> •Still need to fertilize the functionalities •Self Responsible 	<ul style="list-style-type: none"> •Long period development •Expensive in cost •Expensive in maintenance •Difficult to change after complete

Complete ERP & CRM

the future is **wide open**

Compiere in Japan(1)



- 2005.8 Get Trained and Become Partner of ComPiere Inc.
- 2005.9 Startup Compiere-Japan Homepage
- 2005.10 Start First Implementation Project
- 2005.11 Complete Application Translation
- 2005.12 Complete User Manual Translation
- 2005.02 Complete First Localization Version
- 2006.03 Complete First Implementation Project

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Compiere in Japan(2)



- 2006.04 Second Project Kick off
- 2006.06 Published Article on Java World Magazine
- 2006.07 Published Article on ThinkIt Web Magazine
- 2006.09 New localized version to fit normal Japan Business practice
- 2006.10 Completed WEB UI Development In Japan and SourceForge.jp
- 2006.11 Introduced and Exhibited Compiere on Kansai Open Source Forum
- Next Step Marketing, Training, Supporting, Servicing, Customizing, Communicating

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