

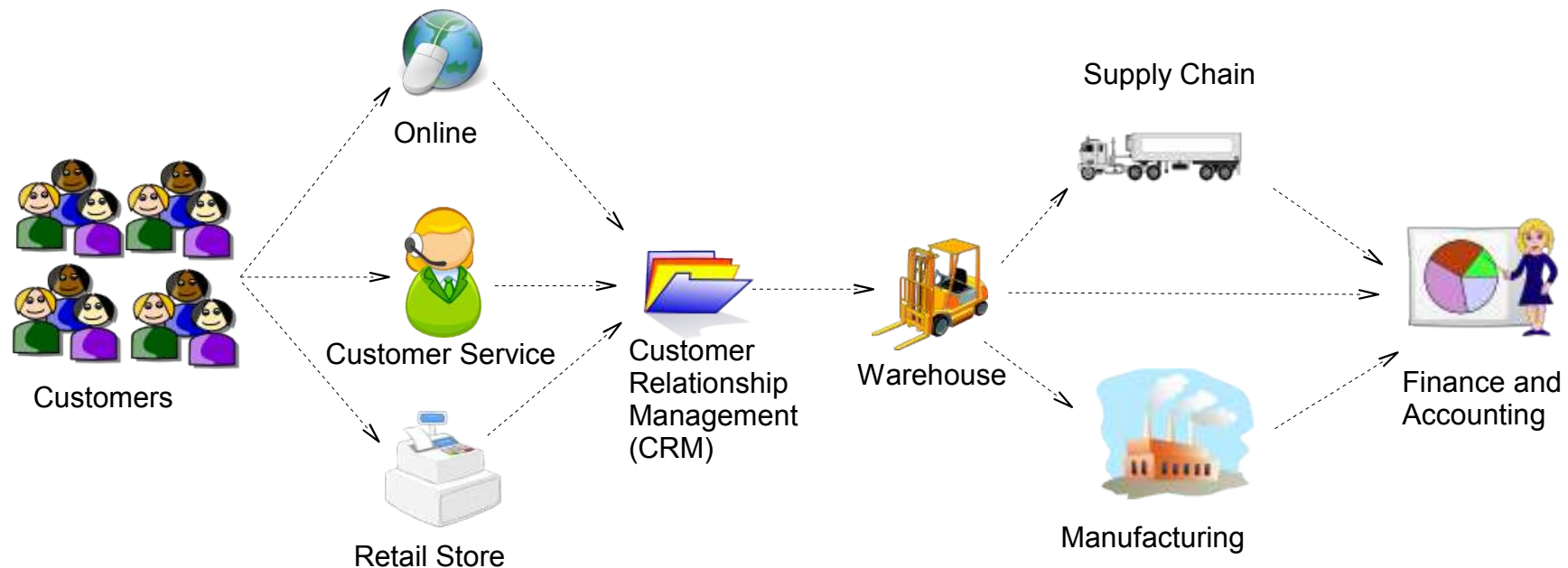
Opening Up Enterprise Software

with opentaps and MySQL

Si Chen
Open Source Strategies, Inc.

Why We Are Here

What are Enterprise Applications?



- Control and Visibility across the entire Enterprise

All clipart from openclipart.org

Enterprise Software is Big Business

- Implementations of \$250,000 and higher
- Enterprise Resource Planning: \$25+ billion
- Customer Relationship Management: \$6+ billion
- 75% of revenues from services and support

What's Wrong with Enterprise Software?

- High Cost
- Lack of Flexibility
- Vendor Lock-In

Why Open Source ERP Makes Sense

🔥 The key advantages of open source ERP to me are:

Lower cost vs. commercial alternative

139 34% 


No vendor lock-in

90 22% 

More flexible and adaptable to special needs

89 21.8% 


Faster time to market vs custom alternative

29 7.1% 

Lower cost vs. custom alternative

24 5.9% 

Better technology

18 4.4% 

Better features

9 2.2% 

Lower support costs

6 1.5% 

More secure

5 1.2% 

Number of Voters : 409

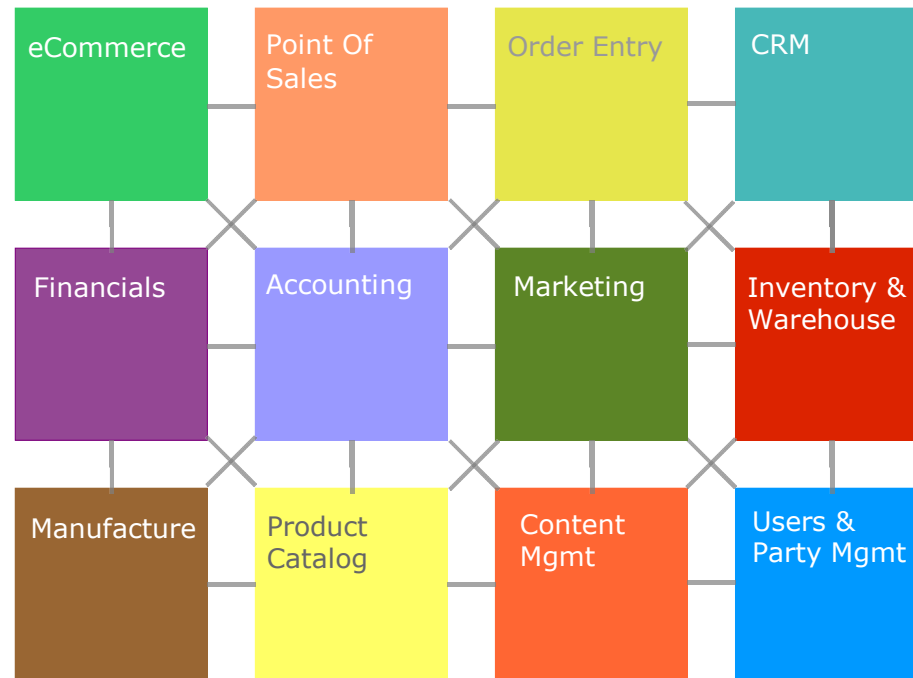
First Vote : Tuesday, 08 November 2005 06:56

Last Vote : Monday, 17 April 2006 06:02

Source: Open Source Strategies, Inc. poll

Where We Are Today

at a Glance



Trademarks properties of their respective owners

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What's New in Version 0.9

- Debut release as full ERP + CRM Suite
- Since Version 0.8 in August 2005
 - CRM application
 - Financials application
 - Manufacturing costing
 - New tax, returns, order entry, purchasing

Welcome Demo Sales Manager [Profile](#) [Logout](#)English (United States) [Set](#)
[My Home](#) [Leads](#) [Contacts](#) [Accounts](#) [Cases](#) [Activities](#) [Opportunities](#) [Quotes](#) [Orders](#) [Forecasts](#) [OFBiz](#)

Shortcuts

- [Create Lead](#)
-
- [Create Account](#)
-
- [Create Contact](#)
-
- [Create Opportunity](#)
-
- [Create Quote](#)
-
- [Create Case](#)
-
- [Write Email](#)
-
- [Log Call](#)
-
- [New Task](#)
-
- [New Event](#)

My Home

My Calendar

[Day](#) [Week](#) [Month](#)

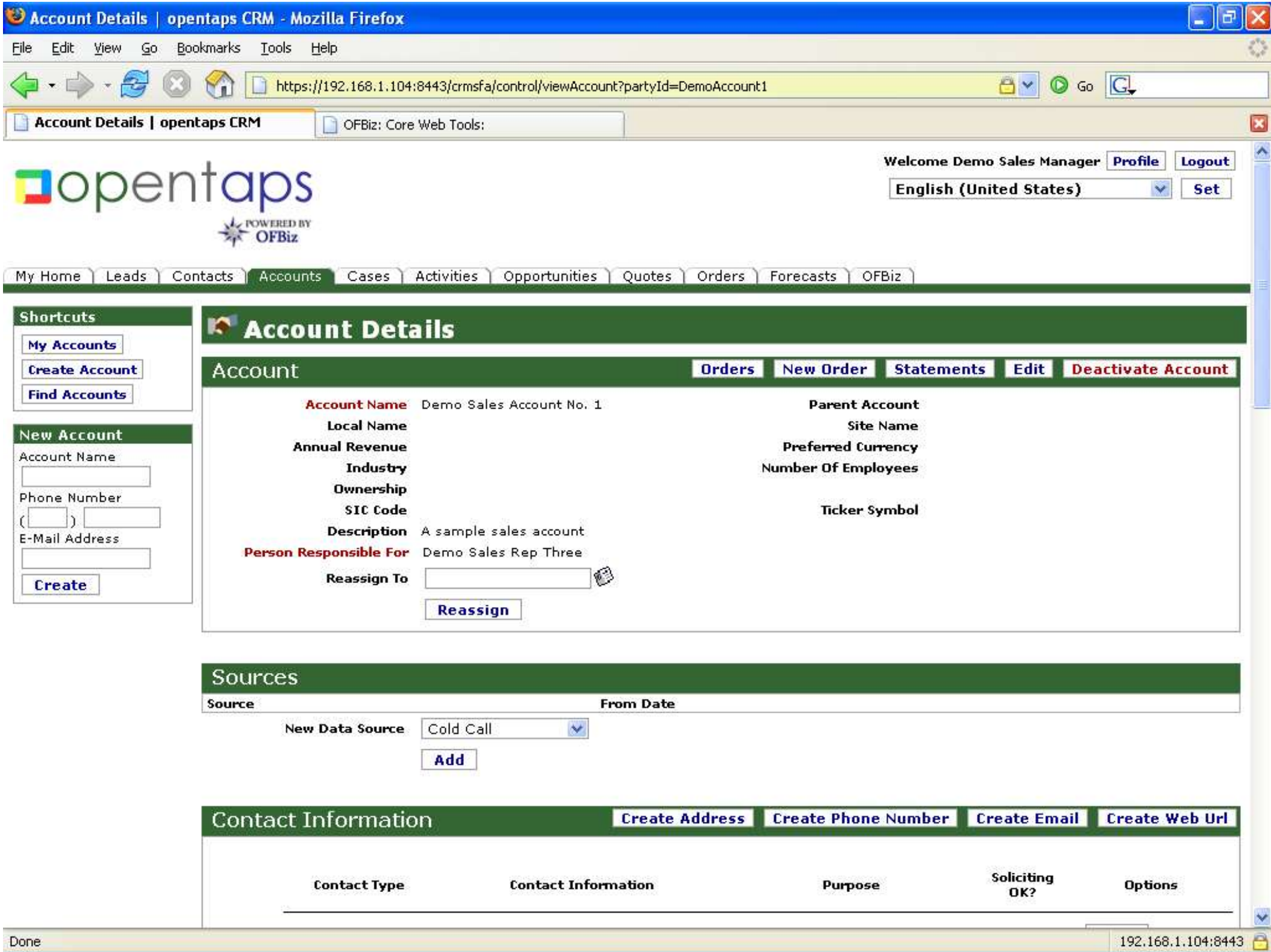
Week 17

[Previous](#) | [Current](#) | [Next](#)

Sunday 4/23			
Monday 4/24			
Tuesday 4/25		2:00 PM-3:00 PM opening up enterprise software with opentaps + MySQL	
Wednesday 4/26			
Thursday 4/27			
Friday 4/28			
Saturday 4/29			

Pending Activities

Type	Purpose	Activity	Status	Scheduled Date	Due Date
Event Meeting		Sample Meeting about DemoCase1 (DemoMeeting1)	Scheduled	2006-01-30 09:00:00.0	2006-01-30 10:00:00.0
Event		opening up enterprise software with opentaps + MySQL (10000)	Scheduled	2006-04-25 14:00:00.0	2006-04-25 15:00:00.0



opentaps CRM - Mozilla Firefox

File Edit View Go Bookmarks Tools Help

https://192.168.1.104:8443/crmsfa/control/BulkAddProducts

Go

opentaps

POWERED BY OFBiz

Welcome Demo Sales Manager

Profile

Logout

English (United States)

Set

My Home

Leads

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Cases

Activities

Opportunities

Quotes

Orders

Forecasts

OFBiz

Order Header Info

Party: DemoAccount1 Demo

Sales Account No. 1

Currency: USD

Total: \$72.34

Shortcuts

Quotes

Create New Quote From Cart

Create a Request For Quote

Find Party

Create Customer

Change Party

Quick Add

Shopping List

Choose Catalog

Demo Catalog

Change

Search Catalog

Any All Find

Advanced Search

Browse Categories

- Gizmos

- Widgets

- Gift Cards

- Configurable PCs

Clear Order

Recalculate Order

Quick Finalize Order

Finalize Order With Default Options

Finalize Order

Product ID : GZ-1000

Quick Lookup

Quantity : 1

Desired Delivery Date

entry

Ship After Date :

Ship Before Date :

Comment :

Use as default desired delivery date for next entry

Use as default comment for next entry

Add To Order

Add Order Items to Shopping List

Add To Shopping List

Order Items

Product	Quantity	Unit Price	Adjustments	Item Total
<div><div>GZ-2644 - Round Gizmo</div><div>Round Gizmo w/ Lights</div><div>Inventory: ATP = 505, QOH = 505</div><div>Ship After Date</div></div>	2	38.40	(\$38.40)	\$38.40
<div><div>GZ-1001 - Nan Gizmo</div><div>Indian style Nan gizmo</div><div>Inventory: ATP = 0, QOH = 0</div><div>Ship After Date</div></div>	1	25.99	\$0.00	\$25.99

Done

192.168.1.104:8443

Order Items

Edit Items

Product	Status	Quantity	Unit / List Adjustments	Sub Total
GZ-2644 - Round Gizmo	Current: Approved 2006-04-21 16:23:34.0 : Approved 2006-04-21 16:23:30.0 : Created	Ordered: 2 Cancelled: 0 Remaining: 2 Shortfalled: 0	Ship Request : 2 Qty Shipped: 0 Outstanding: 2 Invoiced: 0 Returned: 0	\$38.40 / \$48.00 (\$38.40) \$38.40
<div>Catalog Ecommerce</div> <div>Inventory</div> <p>Required for SO 2 In Inventory QOH 505 (ATP: 503) On Order 0 In Production 0 Unplanned 0</p> <p>Adjustment: Promotion: Test \$ off products in categories (\$38.40)</p> <p>Adjustment: Sales Tax: (California State Sales Tax) Jurisdiction: California [CA] Rate: 6.25 \$2.40</p> <p>Adjustment: Sales Tax: (1% OFB _NA_ Tax) Jurisdiction: Not Applicable [_NA_] Rate: 1 \$0.38</p> <p>Price Rule Name [ID]: [9000:01] [PRODUCT_CATEGORY_IDIsPROMOTIONS] [list:48.0;avgCost:48.0;margin:0.0] [type:PRICE_POL] (\$9.60)</p> <p>Ship Group: [00001] 1234 Los Angeles Ave 2</p> <p>Inventory: 9001 Ship Group: 00001 2</p>				
GZ-1001 - Nan Gizmo	Current: Approved 2006-04-21 16:23:34.0 : Approved 2006-04-21 16:23:30.0 : Created	Ordered: 1 Cancelled: 0 Remaining: 1 Shortfalled: 0	Ship Request : 1 Qty Shipped: 0 Outstanding: 1 Invoiced: 0 Returned: 0	\$25.99 / \$25.99 \$0.00 \$25.99
<div>Catalog Ecommerce</div> <div>Inventory</div> <p>Required for SO 1 In Inventory QOH 50 (ATP: 49) On Order 0 In Production 0 Unplanned 0</p> <p>Adjustment: Sales Tax: (California State Sales Tax) Jurisdiction: California [CA] Rate: 6.25 \$1.62</p> <p>Adjustment: Sales Tax: (1% OFB _NA_ Tax) Jurisdiction: Not Applicable [_NA_] Rate: 1 \$0.26</p> <p>Ship Group: [00001] 1234 Los Angeles Ave 1</p> <p>Inventory: 10003 Ship Group: 00001 1</p>				
GZ-1000 - Tiny Gizmo	Current: Approved 2006-04-21 16:23:34.0 : Approved	Ordered: 1 Cancelled: 0	Ship Request : 1 Qty Shipped: 0	\$15.99 / \$15.00 \$0.00 \$15.99



Welcome THE ADMINISTRATOR!
2006-04-21 16:40:05.163

English (United States) Set

Accounting Catalog Content Example Facility Financials Manufacturing Marketing Order Party Shark WebTools WorkEffort

Manufacturing Manager Application

JobShop Routing Routing Task Calendar Costs Bill Of Materials MRP Shipment Plans Approve Requirements Reports Logout

Bom Simulation Edit BOM Manufacturing Rules

Product Id

Bom Type

From Date

Quantity

Amount

Type

Product Level	Product ID	Product Name	Quantity
	PROD_COST	Demo Product for Costing	10
	MAT_A_COST	Demo Material A for Costing	20
	MAT_B_COST	Demo Material B for Costing	30

Product ID	Product Name	Quantity
PROD_COST	Demo Product for Costing	10
MAT_A_COST	Demo Material A for Costing	20
MAT_B_COST	Demo Material B for Costing	30

Production Run Declaration Actual Costs Assocs

[ID:10013]

Create a Production Run

Production Run ID: 10013

Confirm Close Production Run Quick Complete Quick Close Cancel

ProductionRun Name PROD_COST-Demo Routing for Costing

Description

Estimated Start Date 2006-04-21 16:40:46.0

Start Date 2006-04-21 16:42:41.0

Calculated Completion Date 2006-04-21 18:30:00.0

Completion Date

Product ID [PROD_COST]/Demo Product for Costing

Qty To Produce 10

Produced 0

Rejected 0

Status Running

List Of ProductionRun RoutingTasks

Quick Run All Tasks

Sequence Num	Routing Task Name	Status	Fixed Asset	Calculated Completion Date	Actual Setup Time	Actual Time	Produced		
10	Demo Routing Task for Costing [10014]	Running	WORKCENTER_COST	2006-04-21 18:30:00.0				Issue Components	Declare

List Of ProductionRun Components

Routing Task Id	Product Name	Quantity	Issued	Returned	Quantity - selected
Demo Routing Task for Costing [10014]	[MAT_A_COST]	20	0	0	<input type="text"/>
Demo Routing Task for Costing [10014]	[MAT_B_COST]	30	0	0	<input type="text"/>

Submit

Facility Manager Application

[Main](#) [Facilities](#) [Facility Groups](#) [Shipments](#)[Reports](#) [Logout](#)

Pack Order in Web Store Warehouse [ID:WebStoreWarehouse]

Order # / Hide Grid: ☐[Pack Order](#)Order # WS10000 / ShipGroup # 00001
WS10000 / 00001

Ship-To Address:





To: Demo Account No. 1
1234 Los Angeles Ave
Los Angeles, CA 90000
USA

Carrier/Shipping Method:

DHL GROUND

Shipping Instructions:

Product # @ [Pack Item](#)Current Package Sequence: 1 [Next Package](#)

Item #	SKU	Description	Ordered Qty	Packed Qty	Pack Qty	Package
<input checked="" type="checkbox"/>	00001	GZ-2644	Round Gizmo	2	2	<input type="text" value="0"/> Package 1 
<input checked="" type="checkbox"/>	00002	GZ-1001	Nan Gizmo	1	0	<input type="text" value="1"/> Package 1 
<input checked="" type="checkbox"/>	00003	GZ-1000	Tiny Gizmo	1	0	<input type="text" value="1"/> Package 1 
<input checked="" type="checkbox"/>	00004	GZ-1006-1	Open Gizmo (LGPL)	1	0	<input type="text" value="1"/> Package 1 

[Pack Items](#)[Clear](#)

Account	Debit	Credit
111100 GENERAL CHECKING ACCOUNT	\$200,000.00	
122300 ACCOUNTS RECEIVABLE - MASTER CARD / VISA	\$82.40	
140000 INVENTORY	\$20,144.00	
141000 RAW MATERIALS INVENTORY	\$15,220.00	
142000 WORK IN PROGRESS INVENTORY	\$390.00	
162000 BUILDING	\$100,000.00	
181000 ACCUMULATED DEPRECIATION - BUILDING	(\$892.86)	
191200 GOODWILL	\$100,000.00	
191900 ACCUMULATED AMORTIZATION	(\$625.00)	
210000 ACCOUNTS PAYABLE		\$770.00
214000 UNINVOICED ITEM RECEIPTS		\$16,000.00
224000 SALES TAX COLLECTED		\$0.64
224106 SALES TAX COLLECTED USA - CA		\$5.02
241000 LONG-TERM OBLIGATION		\$100,000.00
330000 COMMON STOCK		\$318,334.00
400000 SALES		\$594.77
409000 MISCELLANEOUS SALES		\$25.99
410000 DISCOUNTS ON SALES	\$152.42	
421000 CUSTOMER RETURNS - PRODUCTS	\$499.99	
422000 CUSTOMER RETURNS - PROMOTIONS	(\$103.99)	
423000 CUSTOMER RETURNS - ADJUSTMENTS	\$5.40	
600000 EXPENSE	(\$650.00)	
671000 DEPRECIATION - BUILDING	\$892.86	
731200 POSTAGE AND HANDLING FEES RECEIVED		\$9.80
787000 AMORTIZATION EXPENSE	\$625.00	
	\$435,740.22	\$435,740.22

Balance Sheet for Your Company Name Here (Company)

Friday, July 01, 2005 Thru Saturday, July 01, 2006

Beginning Cash Balance	\$0.00
Operating Cash Flow	
Net Income	\$4,359.76
120000 ACCOUNTS RECEIVABLE	\$73.98
122300 ACCOUNTS RECEIVABLE - MASTER CARD / VISA	(\$101.25)
140000 INVENTORY	(\$22,942.95)
141000 RAW MATERIALS INVENTORY	(\$13,387.00)
142000 WORK IN PROGRESS INVENTORY	(\$2,965.00)
210000 ACCOUNTS PAYABLE	\$770.00
213000 CUSTOMER CREDITS	\$0.00
214000 UNINVOICED ITEM RECEIPTS	\$16,000.00
224000 SALES TAX COLLECTED	\$0.64
224106 SALES TAX COLLECTED USA - CA	\$5.02
224153 SALES TAX COLLECTED USA - UT	\$0.76
Total Operating Cash Flow	(\$18,186.04)
Investing Cash Flow	
162000 BUILDING	(\$100,000.00)
191200 GOODWILL	(\$100,000.00)
Total Investing Cash Flow	(\$200,000.00)
Financing Cash Flow	
241000 LONG-TERM OBLIGATION	\$100,000.00
330000 COMMON STOCK	\$318,334.00
Total Financing Cash Flow	\$418,334.00
Total Net Cash Flow	\$200,147.96
Ending Cash Balance	\$200,147.96



Open For Commerce
Part of the Open For Business Family of Open Source Software
Welcome Demo Customer! (Not You? [Click Here](#))

Shopping Cart is empty
[\[View Cart\]](#) [\[Quick Checkout\]](#)

[Login](#) [Contact Us](#) [Main](#) [Quick Add](#) [Order History](#) [Shopping Lists](#) [Requests](#) [Quotes](#) [Profile](#)

Choose Catalog

Demo Catalog 
[Change](#)

Search Catalog

☒ Any ☐ All [Find](#)
[Advanced Search](#)

Browse Categories

- Gizmos
- Widgets
- Gift Cards
- Configurable PCs

Quick Reorder...


Round Gizmo
GZ-2644 **\$38.40**
[Add 1 to Cart](#)

Micro Chrome Widget
WG-1111 **\$59.99**
[Add 1 to Cart](#)

Tiny Gizmo
GZ-1000 **\$15.99**
[Add 1 to Cart](#)

Giant Widget B4
WG-9943-B4 **\$440.00**
[Add 1 to Cart](#)

Mini-Poll Poll

Which side should the
mini-poll box show?
 Right Side  *

Featured Products [Search in Category](#)

Page 1 of 1  1 - 6 of 6



Gift Card Activation
Give the perfect gift!
GC-001 Your Price: From \$1.00

[Choose Variation...](#)



Gift Card Reload
Add more money to your card!
GC-002

[Choose Amount...](#)



Round Gizmo
Round Gizmo w/ Lights - Usually ships in 15 Days!
GZ-2644 List Price: \$48.00 **On Sale! Your Price: \$38.40** Save:
\$9.60 (20%)

[Add to Cart](#)



Configurable PC
Configurable PC
PC001 Your Price: \$50.00

[Configure...](#)



Tiny Chrome Widget
Tiny Chrome Widget - Usually ships in 2 Days!
WG-5569 List Price: \$60.00 **On Sale! Your Price: \$48.00** Save: \$12.00
(20%)

[Add to Cart](#)



Giant Widget
Giant Widget with Wheels
Sizes Available: 3-Wheel, 4-Wheel
WG-9943 Compare At: \$922.00 List Price: \$550.00 **On Sale! Your Price: From \$440.00** Save:
\$110.00 (20%)

[Choose Variation...](#)

Page 1 of 1  1 - 6 of 6

Language

English (United ... 
[Change](#)

Cart Summary

Shopping Cart is empty

Special Offers

Details With special code [9021] get products in the Featured Products category for their special promotion price.

Details Spend more than \$150 on your favorite gizmos (all products in Gizmo [100] or sub-category) and get a free [Open Gizmo!](#)

Details \$10 off entire purchase of \$50 or more with promo code [9000], limit use of code to one per customer, limit for three uses total for the code

[View All Promotions](#)

Did you know?

- The use of gizmos has been shown to have no negative effect on personal longevity.
- Did you know that widget users live twice as long as their non-widget counterparts?

Search Catalog

☒ Any ☐ All [Find](#)

[Advanced Search](#)

Browse Categories

- Gizmos
- Widgets
- Gift Cards
- Configurable PCs

Browse Forums

- Ask the Experts
- Gizmos
- Widgets

Browse Content

- Gizmos
- Policies
- Widgets



Giant Widget

Giant Widget with Wheels
WG-9943

Sizes Available: 3-Wheel, 4-Wheel
Compare At: \$922.00
List Price: \$550.00
Regular Price: \$549.99
On Sale! Your Price: From \$440.00
Save: \$110.00 (20%)
Quantity: 10
Weight: 22

[Tell-A-Friend](#)

Color

Size

[Add to Cart](#)

You Must [Login](#) to add selected items to a shopping list.



Black **Silver**

This giant widget is mobile. It will seat one person safely. The wheels will never rust or break. Quite a unique item.

Customer Reviews:

This product hasn't been reviewed yet.
Be The First To Review This Product!!

You might be interested in these as well:

GZ-2644 - This makes it look much better.



Round Gizmo

Round Gizmo w/ Lights - Usually ships in **15 Days!**
GZ-2644 List Price: \$48.00 **On Sale! Your Price: \$38.40** Save:

[Add to Cart](#)

Cart Summary

Shopping Cart is empty

Special Offers

Details Buy 3 Get 2 Free in the Widgets [200] or any sub-category (except the Small Widgets [201] category and sub-categories, but always including the Micro Widgets [20111] category), limit to two per order

Details Buy 4 items for \$50 from Purple Gizmo [GZ-5005], Rainbow Gizmo [GZ-1004], Round Gizmo [GZ-2644] or Square Gizmo [GZ-2002] limit 2 per customer

Details With special code [9021] get products in the Featured Products category for their special promotion price.


[View All Promotions](#)

Did you know?

- Gizmos are our most popular item.
- Did you know that widget users live twice as long as their non-widget counterparts?

Last Categories [\[Clear\]](#)

- [Featured Products](#)

Welcome THE ADMINISTRATOR!
2006-04-22 14:35:03.616English (United States)  [Set](#)[Accounting](#) [Catalog](#) [Content](#) [Example](#) [Facility](#) [Financials](#) [Manufacturing](#) [Marketing](#) [Order](#) [Party](#) [Shark](#) [WebTools](#) [WorkEffort](#)

Marketing Manager Application

[Main](#) [Data Source](#) [Marketing Campaign](#) [Tracking](#) [Segment](#) [Contact List](#) [Reports](#) [Logout](#)

Tracking Code Report From 2006-04-01 14:34:55.441 Thru 2006-04-30 14:34:55.441

Tracking Code	Visits	Orders	Amount of Orders	Conversion Rate
PPC Campaign 1 [9000]	4	1	18.85	0.25
PPC Campaign 2 [9001]	2	0	0	0



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Powered By [OFBiz](#)

Register Is Open

TXID	DRAWER	EMPL	DATE	TOTAL
10011	1	1	Mon Feb 06	95.98

SKU	ITEM	QTY	AMT
GZ-2002	Square Gizmo	1	47.99
GZ-5005	Purple Gizmo	1	47.99
	Sales Tax	-	0.00
	Grand Total	-	95.98

SKU	MAIN	MGR	PROMO		PAY
-----	------	-----	-------	--	-----

GIZMO 1	GIZMO 2	GIZMO 3	GIZMO 4	GIZMO 5	WIDGET 1
---------	---------	---------	---------	---------	----------

--	--	--	--	--	--

TEST ALERT					TEST MSR
---------------	--	--	--	--	-------------

7	8	9	%		SIGN OUT	LOCK
---	---	---	---	--	----------	------

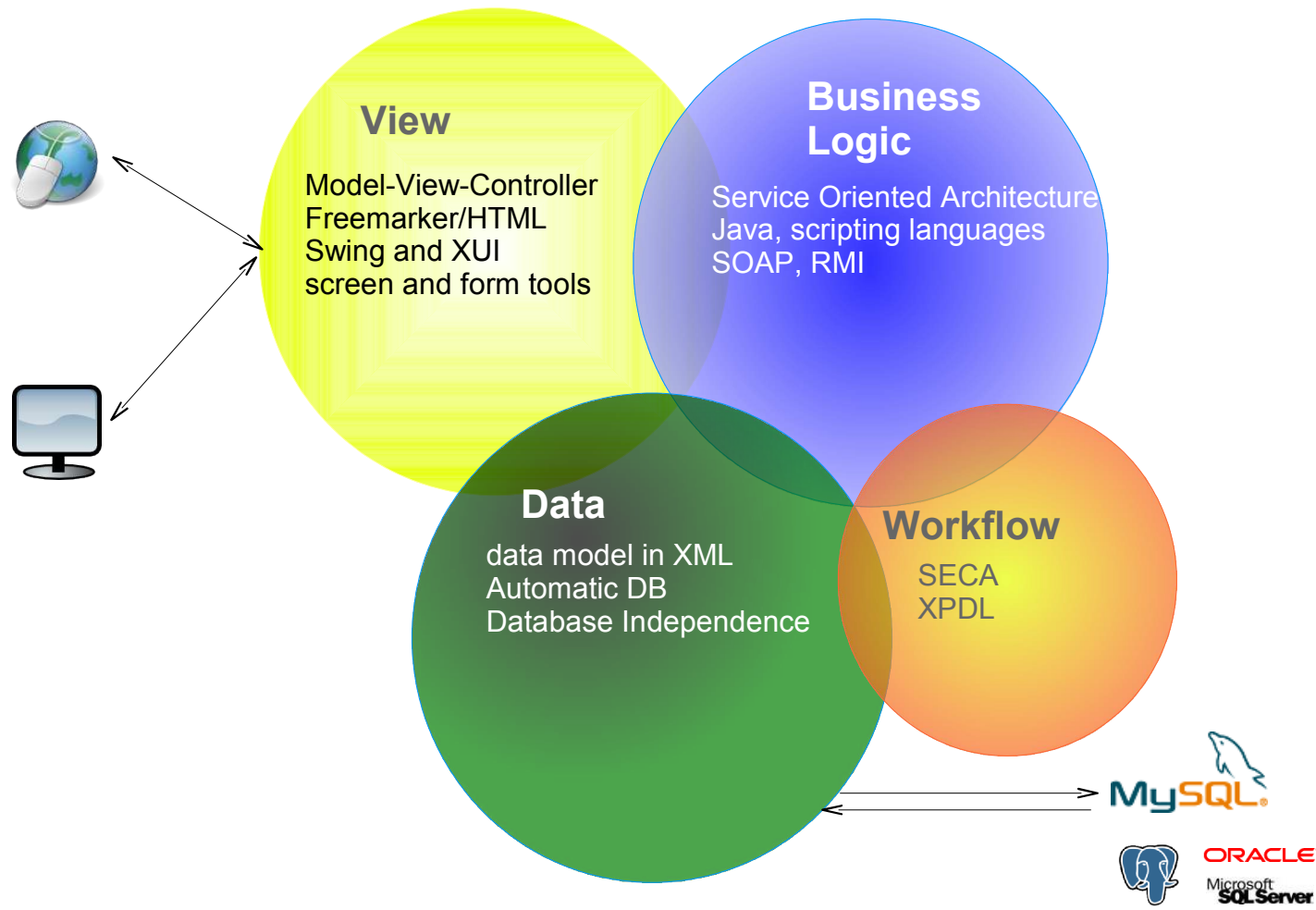
4	5	6		QTY	MOD	ITEM DISC
---	---	---	--	-----	-----	--------------

1	2	3	ENT	VOID ITEM	VOID SALE	SALE DISC
---	---	---	-----	--------------	--------------	--------------

CLR	0	00			TRANS SAVE	TRANS RET	CLR DISC
-----	---	----	--	--	---------------	--------------	-------------

- Robust data model: 730 tables
- Flexible service-oriented architecture
- Compatible with all major databases
- Highly scalable
- Global developer community

Under the Hood



Configuring MySQL for opentaps

- Very easy with MySQL 5.0:
 - Set up transactional, multi-lingual, OLTP
 - Configure opentaps for MySQL
 - Install seed data

For More Information

- Downloads:
sourceforge.net/projects/opentaps
- General information:
www.opentaps.org
- Developer tutorials:
www.opensourcestrategies.com/ofbiz/tutorials.php

Where We Are Going

Coming Soon

- Project management and billing in CRM
- More reports and analysis in Financials
- Integrated Business Intelligence tool
- AJAX User Interface
- Multi-Tenancy
- Apache Geronimo

The Bigger Picture

Proprietary ERP

?

High Cost

Lack of Flexibility

Vendor Lock-In



Scalable and Robust

Free

Flexible

Freedom

- \$30+ billion enterprise software market = opportunities

This is not the end. It is not
even the beginning of the end.
But it is, perhaps, the end of
the beginning.

- *Winston Churchill*