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Compiere Smart ERP & CRM

#1 Open Source ERP in the Market

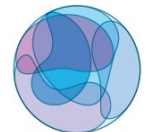
Frans Thamura
frans@meruvian.org

Meruvian Foundation

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- Meruvian adalah Lembaga Pendidikan dan Layanan terpadu yang menyediakan pendidikan berbasis Java dan Enterprise OpenSource.
- Layanan yang diberikan
 - Training
 - Store (Buku, CD, Distro, H/W)
 - Consulting dan Support Services
 - CSR Science Program
 - Head Hunter dan Penyaluran Pekerjaan
 - Pengembangan SDM
 - Outsourcing Project based on Meruvian's Supported Technology



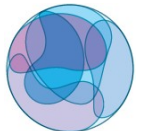
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Compiere the History:

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- 1982, Jorg Janke founded SoftCream using Cobol.
- 1988, SoftCream become ADV/Orga, SAP licensed ADV/Orga solution, until today SAP solution have smiliarity with ADV/Orga
- Jorg wrote his first prototype of Compiere using SmallTalk in Oracle Database 5 (inside UNISYS).
- 1992, Jorg joined Oracle German, and move to Redwood, USA become Director for Enterprise Systems handle Oracle Multi Currency Reporting and Euro solution.
- 1997, Jorg invented Oracle Implementation Wizard (Oracle Application --11.03)
- 1999, Compiere development started
- 2000, first installation of Compiere, sponsored by Goodyear Germany. The pilot site has been production since May 2000



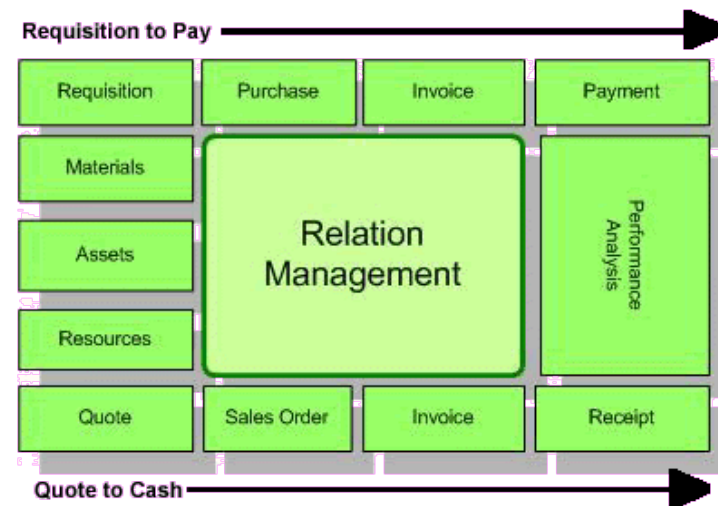
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Compiere Functionality

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- Quote-to-Cash
- Requisition-to-Pay
- Customer Relations Management
- Partner Relations Management
- Supply Chain Management
- Performance Analysis
- Web Store

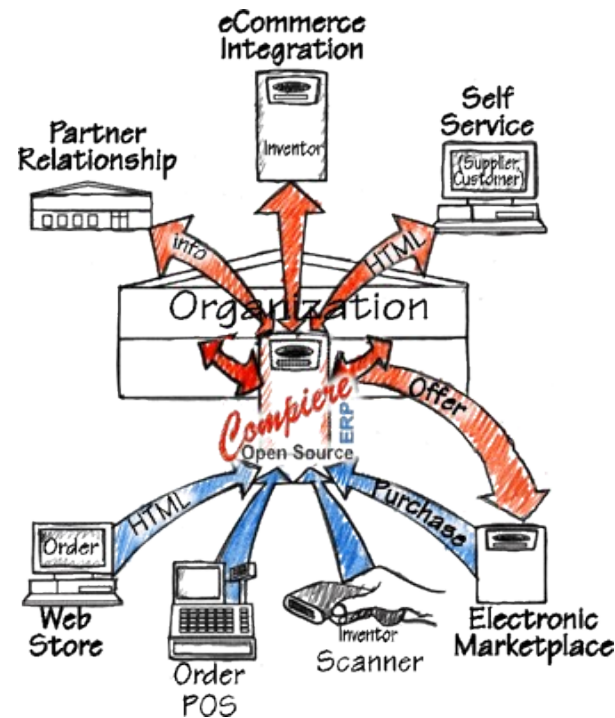


Compiere Overview

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- Compiere is ERP
 - General Ledger
 - Account Payable
 - Account Receivable
 - Purchasing
 - Order Management
 - Material Management



Integrated Solution

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Management

- Track product profitability to make informed decisions about pricing, inventory, promotions, and shelf space
- Expand into new business areas such as wholesale, retail, e-commerce, services, or any combination thereof
- Spend less time running your business and more time growing your business

Service

- Improve customer service with automated shipping status notification
- Reduce the turnaround time to fulfill orders and queries
- Generate efficiency reports to monitor levels of service provided

Inventory

- Implement just-in-time and drop-shipping to reduce costly inventory overhead
- Eliminate manual inventory management and reduce theft through barcode scanning
- Serialize inventory to track individual items by supplier, price, and age

Marketing

- Improve lead generation by tracking demographic/buying patterns
- Track returns on investment on media spend
- Increase campaign reach to prospects via bulk email

Receiving

- Quickly arrive at freight rates via the Freight Estimator
- Increase efficiency by collaborating with StarShip™ Shipping Manifest support
- Reduce handling with packing slips and picking lists

Shipping

- Speed-up shipment tracking
- Print informative packing slips and blind-slip lists
- Process shipments faster by eliminating re-keying of data

Accounting

- Save time with accounting integrated to all areas of the business
- Improve cash flow with better accounts receivable
- Easy reconciliation of information from other departments

Payroll

- Set up local and state taxes covering all US States
- Prepare statutory forms like W2, W3, 940 and 941
- Track vacation & sick leave, hourly & salaried employees

Wireless

- Check inventory and issue sales quotes from anywhere
- Access contact records and monitor sales activity remotely
- Track inventory, tasks and appointments via handheld devices

CRM

- Monitor key age values, volume, frequency, and monetary thresholds
- Dynamically identify and distribute critical business information
- Automatically spot incremental sales opportunities

Server Room

- Implements in just weeks, not months

Email

- Appends emails to customer records
- Integrates email into workflow
- Integrates with Microsoft Outlook

Sales

- Improve productivity by automating sales order processing
- Track sales pipeline and representative productivity in real-time
- Effective scheduling tool can be used by all of your departments to manage pending tasks

E-Commerce

- Launch one or many attractive, fully-functional, secure web stores in days with no experience required
- Expedite order fulfillment cycles with complete back-end e-commerce integration
- Reduce fraud through CVV2 security code processing

The Intercitra Enterprises

RMAs

- Reduce returns by eliminating double-entry and increasing accuracy
- Easily follow-up on pending credits with vendors
- Improve management of RMAs via outstanding RMA reports

Point-of-Sale

- Track in-store orders in real-time with fully-integrated touch-screen terminals and pole displays
- Increase average order values through on-screen prompts for accessories and special offers
- Process credit cards in just 3 seconds

Purchasing

- Negotiate better rates with vendors from full purchase history for all items
- Speed-up purchases by generating purchase orders in just a few clicks
- Reduce costs by ordering based on promised deliveries

Web Shopper



Web Shopper



Work from Home* (Dial-up/DSL/Cable Modem)



Local Retail Location(s) Remote



Mobile Worker



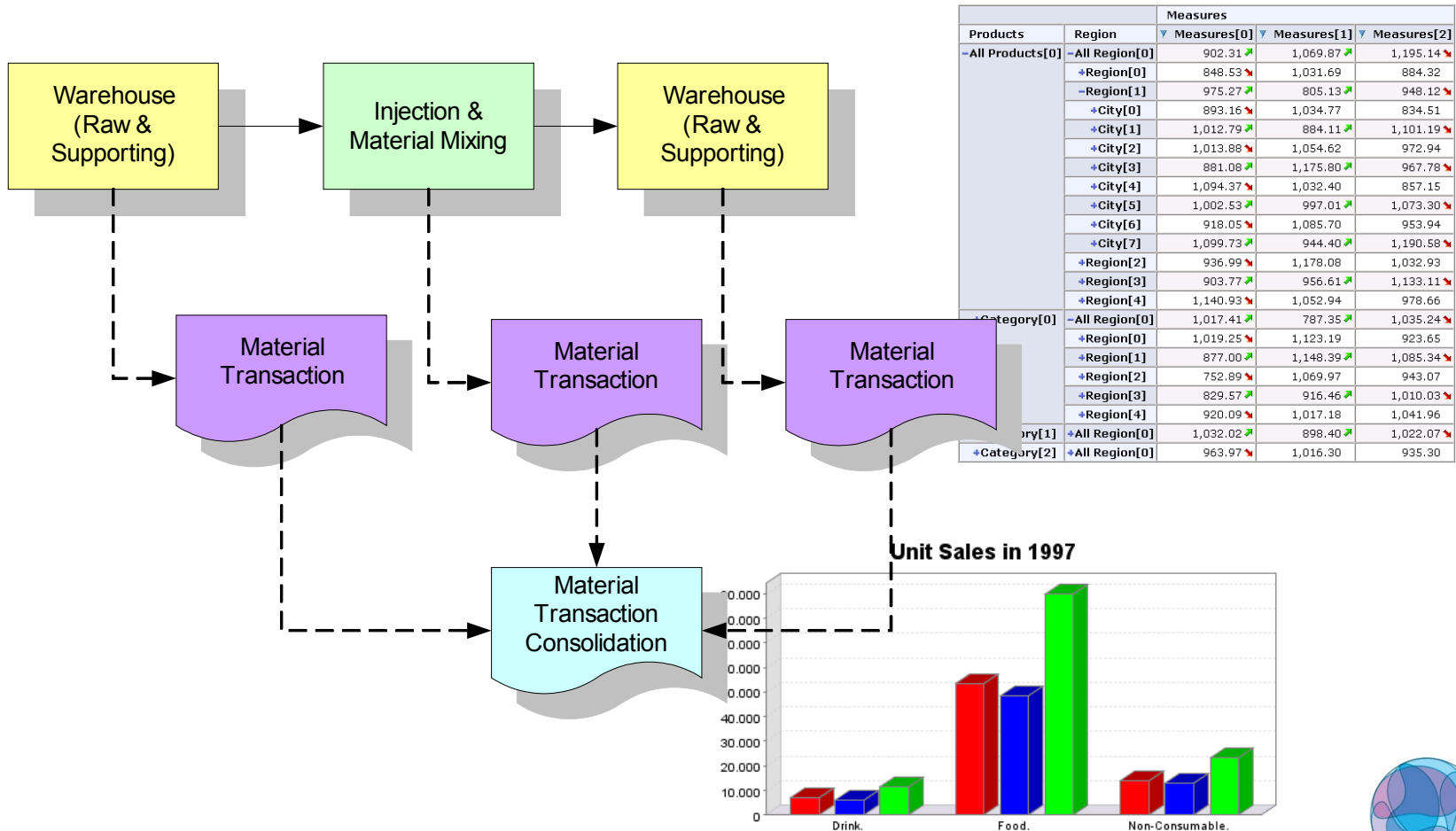
INTERNET

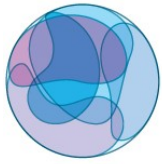
The Report

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- Every Material Movement can be analyze and generate report





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Compiere Benefits

Positioning Compiere ERP The Leading Framework

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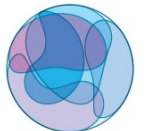
- Scalable
- Platform Neutral
- All features of the underlying platform (e.g. J2EE, WebServices)

Positioning Compiere ERP A Comprehensive ERP Suite

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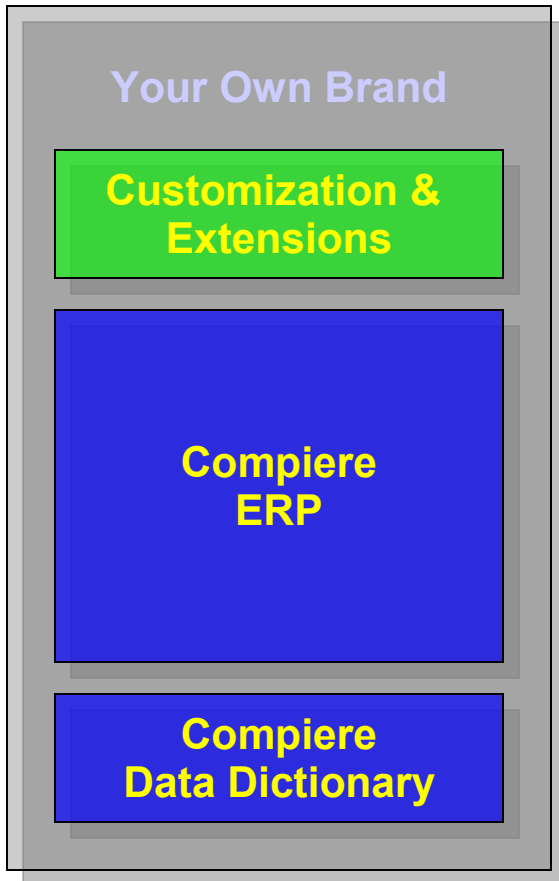
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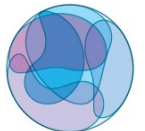
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Positioning Compiere ERP Customization & Extensions

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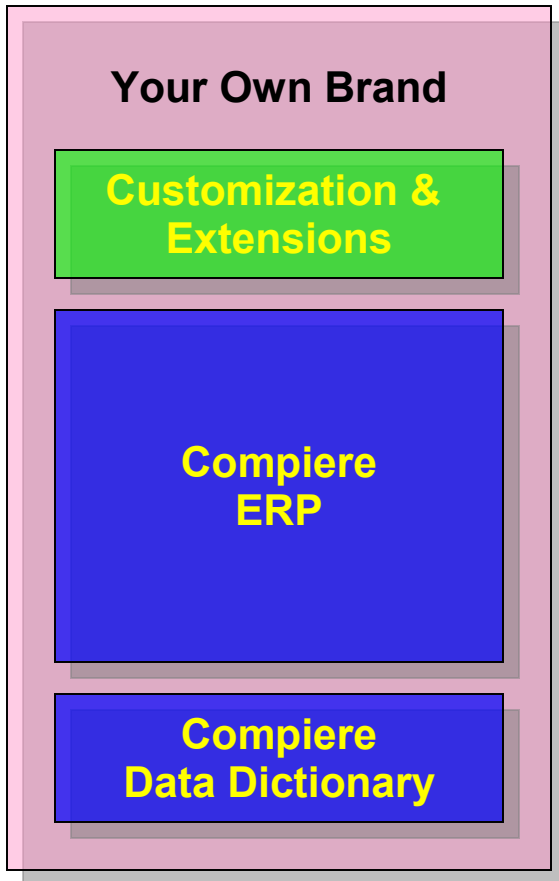
- Customization
 - Screen
 - Reports
- Components/Extension
 - Helpdesk
 - Fixed Asset
 - Tax Management
 - Payroll



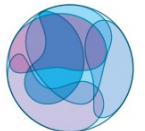
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Positioning Compiere ERP Customization & Extensions

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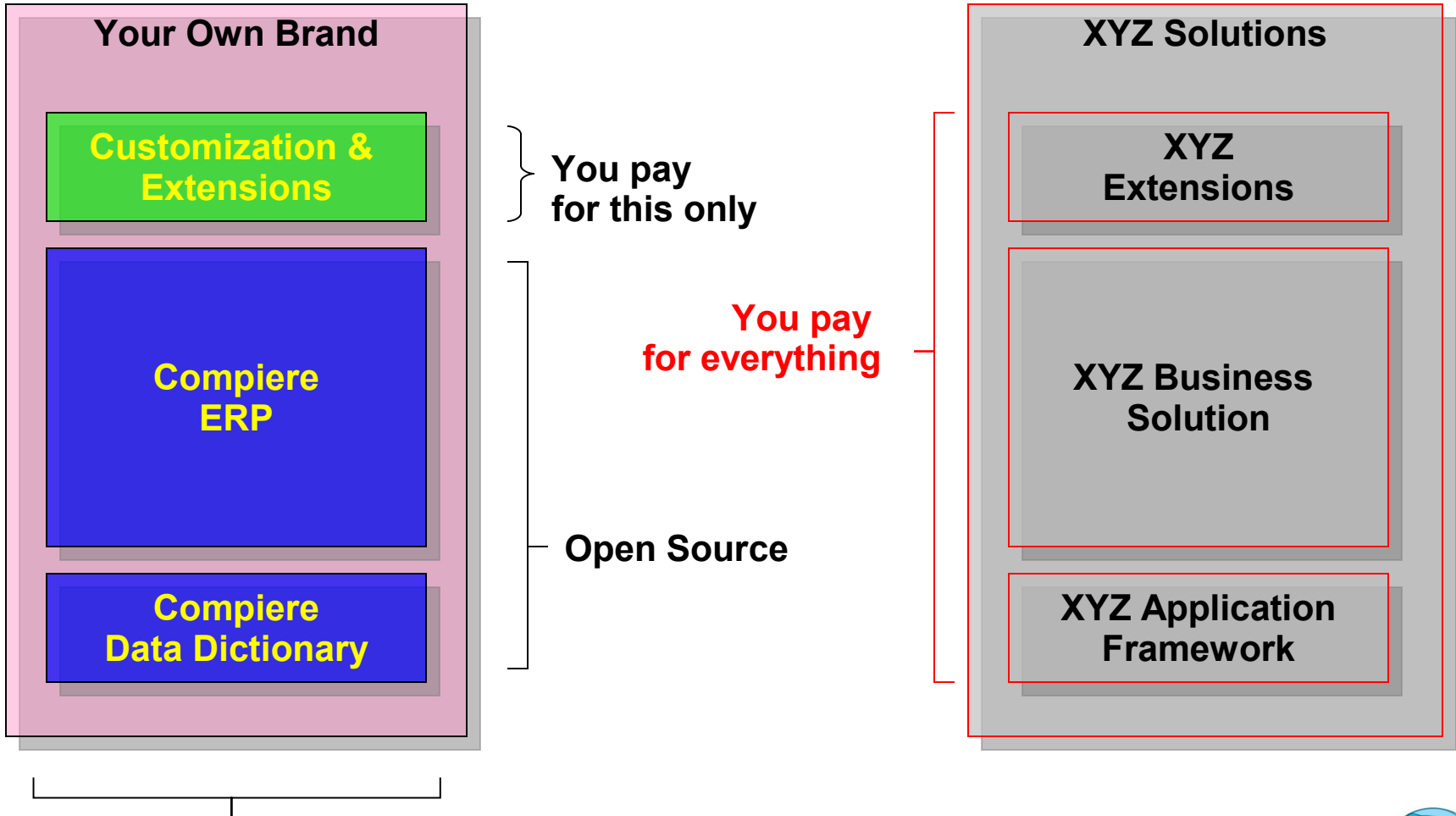
- Rebranding and Owning for Reselling
- Never Acquired
- Never Stop Development



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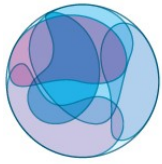
Positioning Compiere ERP Investment Prospectus

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You get **Money** from this





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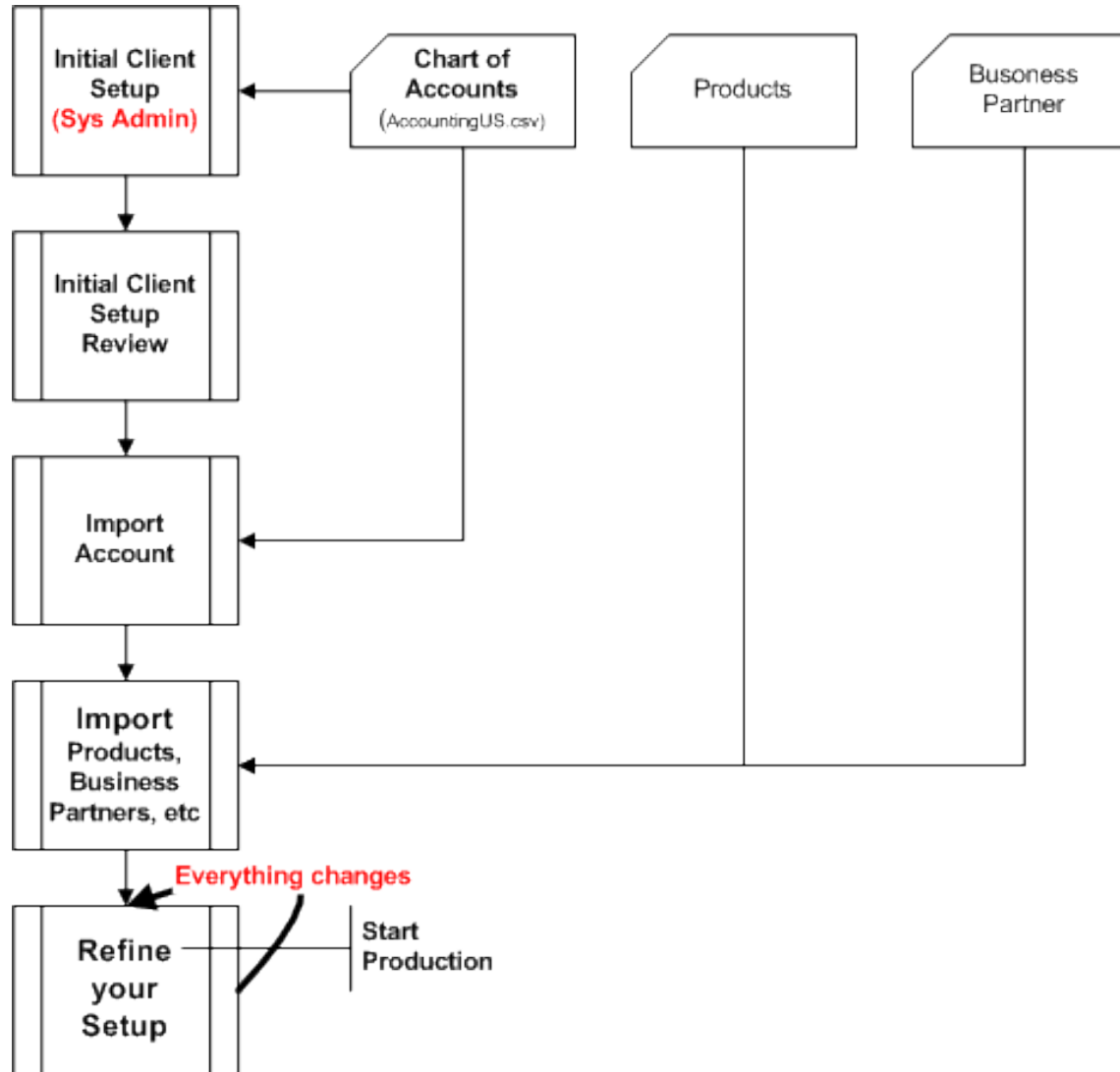


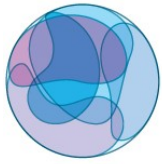
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Implementation and Migration Plan

Compiere Implementation

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Thank You

Join The Meruvian Movement

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