

DATASHEET

# ADVANCED FUNCTIONALITY TO STREAMLINE PRODUCTION

COMPIERE® ERP

## WHAT WE DO

Compiere is the leading Cloud-based, open-source enterprise resource planning (ERP) and customer relationship management (CRM) system. Compiere solutions provide businesses, government agencies, and non-profit organizations with easy, flexible, low-cost access to rich functionality for managing all financial, distribution, sales, and service processes. With Compiere, customers can easily and affordably customize the solution to fit their business requirements with no or minimal programming.

## THE COMPANIES WE SERVE

Compiere's customers include organizations in distribution, retail, manufacturing, publishing, healthcare, pharmaceutical, government, non-governmental groups, and charities in more than 40 countries. Compiere solutions serve the needs of small local organizations, as well as large, global enterprises that operate in several countries with different currencies, tax laws, accounting standards, and languages.

## HOW WE DELIVER

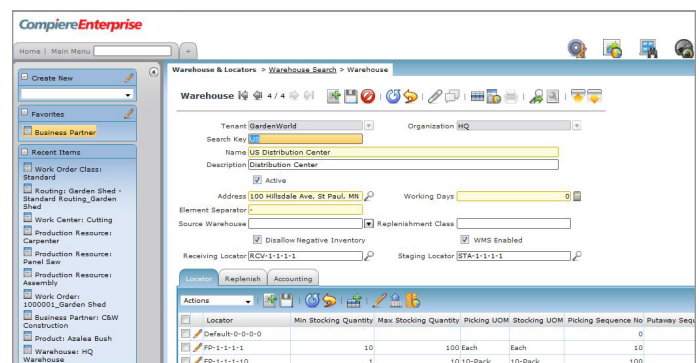
With Compiere, customers have a choice in the software capabilities they deploy and how they deploy them. Customers can download, evaluate, and use the open source version of Compiere ERP at no charge and without restrictions. When they are ready for a commercial relationship, customers can choose to deploy a Compiere solution at their own data center or adopt a Cloud-based deployment using the Amazon Elastic Compute Cloud (EC2), a secure and scalable virtual computing environment. Compiere offers two versions—Standard and Enterprise—each with core ERP and CRM functionality. The Enterprise version includes additional capabilities to meet the needs of companies

with large businesses and with multi-country operations. In addition to software capabilities, Compiere experts and a network of authorized partners in 25 countries help companies with solution design, integration, migration, training, technical support, and compliance with local requirements.

## WHY WE EXCEL

Compiere is changing the way businesses and other organizations access and use enterprise software capabilities. By developing an ERP solution based entirely on open source technology and adopting a flexible business model, Compiere makes it easy and affordable for organizations to use advanced ERP and CRM capabilities to improve their performance. The Compiere business model enables a much shorter sales cycle than traditional ERP vendors, making it possible for the company to invest significantly more resources in developing additional software capabilities. Compiere solutions are:

- Easy to acquire because they require no up-front investment
- Easy to implement because the solution can be used with a wide range of hardware platforms, operating systems, databases, and browsers



- Easy to adapt and customize because of a revolutionary model-based application platform that speeds and simplifies development and customization

## COMPIERE: FUNCTIONALITY THAT PERFORMS

The Compiere ERP solution delivers a broad and rich set of integrated business functionality. Compiere's ERP capabilities include global financial management, purchasing, materials management, order management, manufacturing, and warehouse management. CRM capabilities include functionality for using customer information to automate sales and service processes. Compiere also offers customers a web-store and point-of-sale interface. To help customers improve decision-making capabilities, Compiere provides capabilities for creating financial and managerial reports.

Here are some of the top reasons leading companies, government agencies, and non-profit organizations have chosen Compiere ERP software and have been glad they did:

### **Implement quickly with no up-front investment**

Compiere enables customers to replace traditional up-front software licensing fees and high ongoing maintenance costs with a low user-based subscription fee. The company offers a defined process and support to help customers evaluate and select the right solution. Because the solution is easy to adapt and upgrade, users can quickly move into production, knowing that they can make changes at any time with minimal effort and consequences to their business.

### **Easily extend capabilities to address new requirements**

Compiere's innovative design reduces the cost and effort associated with upgrading business applications. A key element of this innovative approach is the Compiere Model Driven Architecture, which speeds and simplifies application development and customization. Business-specific customizations are separated from the base Compiere functionality so these core capabilities can be upgraded while you preserve your customizations.



### **Easily scale the solution on demand**

When the Compiere solution is deployed on the Amazon EC2 Cloud, customers gain access to an "elastic" computing infrastructure. With Compiere running on the Cloud, enterprises of all sizes can leverage Amazon's on-demand computing services.

### **Retain freedom and control**

Compiere's open architecture and adherence to open standards allows you to choose from a variety of supported computer hardware, operating systems, databases, and web browsers. You can easily extend the system to meet your unique needs at any time. You can license Compiere under either an open source license or a standard commercial license.

### **Access an extensive network of service and support**

The Compiere Partner Network offers customers access to a global network of service and support specialists in more than 25 countries. These specialists, trained and certified by Compiere, deliver extensive customer-focused services, such as implementation support, training, product extensions, localizations, vertical module development, first-line support, and complementary software. Compiere offers commercial backing, support and services to its global partners.

### **Easily move into new geographies**

Compiere's functionality and support network make it easy for companies to expand their operations in new countries. The solution provides robust capabilities for multiple currencies, accounting rules, tax codes, organizational structures, and languages.

## COMPIERE: END-TO-END EASY

### Focused on solving your specific challenges

Compiere delivers advanced enterprise resource planning and customer relationship management capabilities in ways that offer customers low initial costs, fast deployment, and a rapid return on investment. Customers can access extensive capabilities to improve the efficiency of their financial, distribution, sales, and service processes. The solution can be easily and cost-effectively adapted and extended to meet changing business requirements, including expanding operations in new geographies.

### Leveraging the right technology

Developed using open source technology, Compiere is the most modern, adaptable, and lowest-cost ERP solution available. Compiere employs a Model-Driven Architecture (MDA) to enable broader application adaptability, faster deployments, and a lower cost of ownership than is possible with products using earlier generation enterprise software architectures.

### Making it easy for the user

Giving customers easy and affordable access to software capabilities is the guiding principle of Compiere's business model. Customers have extensive choice in what software capabilities they use and how they deploy and support these capabilities. Compiere ERP is delivered on a subscription basis that requires no up-front investment. The solution can be deployed on-site at the customer or hosted on the Amazon EC2 Cloud, and customers can switch easily between the two deployment options.

We understand that an organization's software requirements never stay the same for long. To make changing software capabilities easy, the Compiere solution is highly adaptable and easily customized, in most instances without the need for programming.

### Complementing your capabilities with Compiere services

Compiere solutions are supported by the global Compiere Partner Network of specialists who are trained, certified, and supported by the company. Services include implementation support, training, product extensions, localizations, vertical module development, first-line support, and complementary software. Compiere also provides fee-based services and a dedicated

support site that includes information to help customers with software implementation, migration, and troubleshooting.

## COMPIERE: DRIVEN SOLELY BY WHAT OUR CUSTOMERS NEED

Our approach to your long-term success can be summed up in a few words: focus, collaboration, commitment, and continuity.

### Focus

By focusing your business on distribution or production of a specific set of products or delivery of a defined service offering, you haven't tried to be all things to all people. Neither has Compiere. The Compiere ERP solution has been developed to help organizations like yours deal with the operational and executive issues you face every day, including minimizing technology costs and adapting your business model and software infrastructure to address changing requirements.

### Collaboration

To give you the functionality you need to succeed, we've adopted a collaborative process guided by a simple principle: You're best served when you tell us what you need and we deliver, rather than us telling you what we have or what we can develop.

To put this principle into action, the Compiere product development process and the Apteian acquisition strategy are 100% driven by customers. We create multiple opportunities for customers to tell us what they need from their ERP solution and to share their perspective on the challenges facing organizations in their industry or focus area.

As part of this collaborative approach, we offer:

- Access to a special support site where customers can directly request enhancements to Compiere products
- Direct participation in the product development process, from defining requirements to reviewing product designs
- User group meetings with Compiere product experts
- Beta testing opportunities

**Commitment**

At Aptean, we understand that listening to customers is essential, but not enough. To be a true partner with our customers, we have to follow through on what you tell us. We're committed to helping you meet the challenges you face today and will likely face in the future. Our best-practices product definition and development are complemented by the Aptean commitment to only acquire companies that strengthen what we can do on behalf of customers in our targeted industries.

**Continuity**

Compiere experts have been serving the enterprise software needs of companies in a wide range of industries and focus areas for more than 10 years. Backed by the vision and financial stability of the Aptean Corporation, the Compiere solution is positioned to extend this record of customer driven innovation, product excellence, and quality service and support well into the future.



More than 9,000 customers around the world rely on us to give them a competitive edge. By providing innovative, industry-driven enterprise application software, Aptean helps businesses to satisfy their customers, operate most efficiently, and stay at the forefront of their industry.

For more information, visit: [www.aptean.com](http://www.aptean.com)