

# Openbravo ERP

## Product Overview



### The Leading Web-based ERP

A Smart Solution designed to meet your needs today and tomorrow!

Comprehensive – Innovative – Cost effective

For an implementation proposal,  
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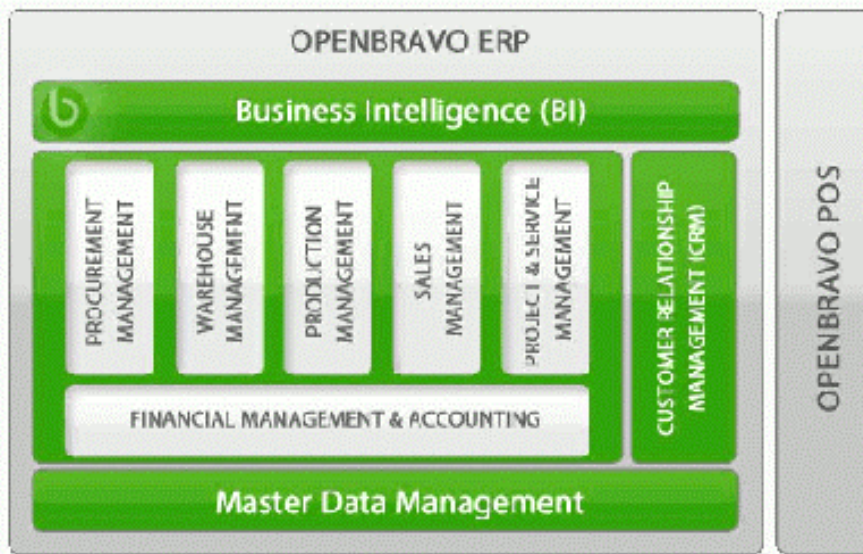
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## 1 Introduction

Openbravo ERP is a powerful and world's leading web based ERP solution. Openbravo ERP has been specifically designed to help the Small and Medium Segment Business Organizations to improve their business performance. Its functional coverage includes all areas of an integrated management system.

The application seamlessly integrates the various areas of an organization. Thus it helps the top management to access the health of their business at their fingertips. The ERP is also integrated with an inbuilt BI tool to help the management take quick and accurate decisions. The system can also be integrated with the Openbravo POS (Point of Sale) for organizations who has a retail operation or those who plans to venture into Retail Business



### Key Modules/Functions:

- ❑ Master Data Management
- ❑ Procurement Management
- ❑ Warehouse Management
- ❑ Project and Service Management
- ❑ Production Management
- ❑ Sales Management
- ❑ Customer Relationship Management (CRM)
- ❑ Financial Management & Accounting
- ❑ Business Intelligence (Reports & Analysis)

## 2 Master Data Management

Takes care of products, components, bills of materials, customers, vendors, employees etc.

The correct management of the master data of your company (products, customers, vendors, etc.) is a fundamental aspect for guaranteeing the coherence and tracking of processes. Maintaining exclusive coding, avoiding duplications, and sharing the relevant information among all areas of your company is one of the challenges faced today by all types and sizes of organizations. Openbravo ERP helps you to organize and centralize the key data of your company, facilitating the rapid and easy flow of information among all areas implicated in different company processes.

### 2.1 Products and Components

- ❑ Product categories.
- ❑ Product indexes:
  - Product types (item, service, cost), with specialized management for each.
  - Particular warehouse management definition for each product (management of stock, tracking ability).
  - Characteristics.
  - Product images.
- ❑ Measurement units:
  - Conversion between units.
  - Variable weight units.
- ❑ Materials lists (products made up of others).
- ❑ Vendors by product.
- ❑ Price lists.
  - Definitions of rates with differentiation (for example, from sales rates to purchasing rates).
  - Automatic process of generation of rates.
- ❑ Price rates.
  - Applicable prices.
  - Price limits
  - Specialized rules for applying prices to purchasing and sales.
- ❑ Freight categories.
- ❑ Transportation services (integrated with business partners).
- ❑ Substitute products.

## 2.2 Business Partners

- Customers, vendors, employees.
  - Functions characterized by internal use (delivery/receipt of material, invoicing, collection, social direction, others).
  - Contacts associated with direction.
  - Third party grouping.
  - Areas of interest (for commercial analysis).
- Customers.
  - Sales rates.
  - Invoicing method (immediate, delivery notes served, order completely delivered, periodical).
  - Payment forms and terms (conditions of payment).
  - Printing format and number of documents discernible by customer.
  - Permitted risk (credit).
- Vendors.
  - Prices and discounts.
  - Form and period of payment (conditions of payment).
- Employees.
  - Related with customer agent.
- Groups of business partners (segments or categories).
- Payment Terms
  - Expiration dates
  - Fixed payment days
  - Working days
  - Multiple expiration dates.
- Periodic invoicing calendars
  - Monthly, Fortnightly and Weekly
    - Cut-off dates for each case.
    - Possibility of mixed use calendars.
- Purchasing and volume sales discounts.
  - Relation of articles
  - Scalable discounts.
- Sales channels

- Sales representatives
- Telesales
- Areas of interest.
- Third party activity reports.

### **3 Procurement Management**

Takes care of Rates, purchase orders, goods receipts, invoice registration and accounting, purchase planning, etc.

Openbravo ERP's handling of the flow of supply guarantees the integrity, tracking, and homogeneity of the entire process. Each document in the supply process is based on the information contained in the previous document, so that repetitive introduction of data and human errors are avoided. In this way, it is possible to navigate through different documents that conform to a determined flow (order, goods receipt, invoice, payment) and know in real time the state of any given order (pending, delivered, partially delivered, invoiced, etc). The natural integration of this process with accounting guarantees that the finance department always has up to date and reliable data at its disposal.

- Purchase planning, based on production necessities, keeping in mind minimum stock levels, goods receipts dates, and pending requests.
- Support for purchase requisitions for centralized purchase management.
- Purchase orders.
  - Rates applications: prices, discounts and price limit controls.
  - Warehouse control of goods pending receipt.
  - Correction of orders.
  - Creation of purchase orders from sales orders.
  - Refunds to the vendor.
- Receipts.
  - Automatic creation from pending order lines.
  - Automation of incoming goods (location according to priority).
  - Refunds to the vendor (according to stocks).
  - Cancellation of delivery notes.
- Purchase invoices.
  - Application of rates: prices, discounts and control of price limit.
  - Automatic creation from order lines or delivery note lines pending invoicing.
  - Invoicing of goods processed in consignment order.
  - Cancellation of invoice (leaving pending for invoicing the associated documents).

- ❑ Relationship between orders, delivery notes and invoices.
- ❑ Expense Invoices.
- ❑ Mass printing of documents.
- ❑ Purchasing order reports, vendor invoices.

## 4 Warehouse Management

Takes care of Warehouses and bins, warehouse units, lots, serial numbers, packages, labels, receipts and deliveries, movements between warehouses, inventories, stock valuation, transport, etc.

The warehouse management processes built into Openbravo ERP allows the inventory in your organization to always be up to date and correctly valued. The possibility of defining the warehouse structure of your organization to unit level (storage bins) facilitates the exact localization of your stock at any time. Additionally, the capacity for managing product lots and the possibility of using serial numbers assure compliance with the tracking requirements imposed by the majority of industries.

- ❑ Warehouses and storage bins (multiple warehouse use available).
- ❑ Stock products in multiple units (for example in kilograms and boxes).
- ❑ Personalized product attributes in the warehouse (color, size, quality description, etc.).
- ❑ Lot and serial numbers.
- ❑ Printing of labels. Barcodes (EAN, UPC, UCC, Code, others.).
- ❑ Management of bundles in warehouses.
- ❑ Restocking control.
- ❑ Traceability configurable by product.
- ❑ Movement among warehouses.
- ❑ Picking strategies (according to stock, with rules of priority by expiry, location, etc.).
- ❑ Physical inventory. Inventory planning. Continuous inventory.
- ❑ Reports of movements, tracking, stock, arrivals/departures, expiry, inventories, locations, etc. Personalized reports.
- ❑ Integrated with Openbravo POS Synchronization and control of the stock in the shop floor

## 5 Project and Service Management

Takes care of Projects, phases, tasks, resources, budget, expenses and expense invoicing, related purchases, etc.

This functionality is orientated towards companies whose activities are based on the delivery of projects and services. With relationship to projects, Openbravo ERP allows for the management of budgets, phases, tasks, expenses and purchases related with each individual project. These projects may be related to monitoring construction projects or even sending out and sales and purchase related requests. The

service component permits companies to define services and resources and control all activities. These activities may or may not be billable, for internal or external customers, and be monitored for incurred expenses at a detailed level.

- ❑ Project types, phases and tasks.
- ❑ Expenses associated with a project.
- ❑ Historical salary categories associated to project costs.
- ❑ Made-to-order projects and generation of sales orders from templates.
- ❑ Construction projects. Invoice to origin (by project).
- ❑ Rates by project.
- ❑ Budget report. Tracking of actions regarding budget estimates.
- ❑ Generation of purchase orders.
- ❑ Project reports.
- ❑ Resources.
- ❑ Register of services.
- ❑ Internal expenses.
- ❑ Invoicing of expenses.
- ❑ Invoicing of services.
- ❑ Levels of service.
- ❑ Activities report.

## 6 Production Management

Plant structure, production plans, BOM's, MRP, manufacturing orders, job reports, costs of production, work incidences, preventive maintenance types, etc.

The production functions and plant management in Openbravo ERP allow a complete shaping of the productive structure of each organization (sections, cost centers and work centers) as well as the relevant data for production: production plans (operation sequences), and products used to make one another. Currently, the functionality provided by Openbravo ERP is orientated towards covering the usual necessities of a discrete production environment: production planning and requests related to procurement using MRP, creation of manufacturing orders, job reports (notification of times and consumption), calculating costs of production, notification of job incidents and maintenance reports.

- ❑ Plant structures.
- ❑ HFG's (Homogeneous Functional Groups) or Cost Centers.
- ❑ Work centers and machines.
- ❑ Materials Requirement Planning (MRP) keeping in mind client requests, existing clients, stock levels, and minimum order quantities.

- ❑ Production plans, with multiple arriving products and multiple departing products.
- ❑ Production orders.
- ❑ Sequence creation and products for each order phase.
- ❑ Confirmations with data relating to the production plan and pre-filled sequence.
- ❑ Calculation of production costs with the possibility of adding indirect costs.
- ❑ Work incidences.
- ❑ Types of equipment and management of each piece of equipment.
- ❑ Preventive maintenance and maintenance types.

## 7 Sales Management & Customer Relationship Management

Takes care of Prices, rates, varying quantity sales orders, shipments, invoicing, volume discounts, commissions, CRM, etc.

The functionality of Openbravo ERP in the Sales Management module is expressly designed with the objective of allowing maximum flexibility and adaptability in its execution, needed in any commercial process. It is possible to link documents (orders, shipments, invoices) in any order that the company requires or even disregard any one of these that is not necessary. All this is achieved without sacrificing the coherence and integrity of information and guaranteeing the tracking of processes. The capacities of integration with order capture systems by PDAs extend the potential of the solution beyond the physical limits of the particular company.

For multi-store retailers, the system can be seamlessly integrated with Openbravo POS.

- ❑ Sales areas.
- ❑ Sales orders.
  - Direct sales.
  - Pre-sales.
  - Telesales.
  - Rate applications: prices, discounts and price limit controls.
  - Reserves of goods in warehouse for unprocessed orders.
  - Notification of customer risks.
  - Correction of orders.
- ❑ Types of order documents:
  - Estimations (with and without reserves of goods),
  - Standard,
  - Warehouses (automatic delivery note generation),
  - Points of sale (automatic generation of delivery note and invoice).

- Delivery note.
  - Automatic creation from pending order lines.
  - Automation of the outgoing orders (according to stocks, with rules of priority by expiry, location, etc).
  - Cancellation of delivery notes.
- Automatic generation of delivery notes.
- Invoicing process.
  - For all types of invoicing:
    - immediate,
    - delivered goods,
    - order completely delivered.
  - Periodically, (weekly, fortnightly, monthly).
- Invoice registration.
  - Rate applications: prices, discounts and price limit controls.
  - Automatic creation from order lines or delivery note lines of delivery notes pending of being invoiced.
  - Notification of customer risks.
  - Invoice cancellation (leaving associated documents pending invoice).
- Mass printing of documents (orders, delivery notes, invoices), with individual selection criteria for the user.
- Possibility of the creation of documents in any order and to disregard documents not required (Order-Delivery note-Invoice; Order-Invoice-Delivery note; Delivery note-Invoice; Invoice).
- Commissions.
- Reports of orders, sales order supplied, delivery notes, invoices, orders not invoiced, details of invoicing.
- Integrated with order capture systems by (palm and pocket PC).
- Standardized customer information (360° vision).
- Management of requests. Integration with E-mail.
- Integrated with Openbravo POS
  - Centralized management of price lists
  - Synchronization of daily in-store sales

## **8 Financial Management & Accounting**

Takes care of Chart of accounts, accounts, budgets, taxes, general accounting, accounts payable, accounts receivable, bank accounting, balance sheet, P&L, fixed assets, etc.

The financial management and accounting functionalities provided by Openbravo ERP are designed to minimize manual data input on behalf of the user, thereby freeing them from tedious, routine tasks and allowing greater focus on other, more value added tasks. This increase in productivity is due to the financial department acting as collector of all the relevant actions generated from the other management departments. This occurs in such a way that these have an automatic reflection in the general accounting, in the accounts receivable and accounts payable as soon as they are produced.

## 8.1 Accounting

- ❑ Default charts of accounts.
- ❑ Definition of charts of accounts.
- ❑ Fiscal year and year to year management.
- ❑ Budgeting.
- ❑ Tax categories.
- ❑ Tax brackets. Determining flexible taxes based on regions, products, or business partners.
- ❑ Linked accounting. Direct navigation from accounting entries to documents and vice versa.
- ❑ Manual entries. Entry rates.
- ❑ Journal entries.
- ❑ Trial balance.
- ❑ General ledger.
- ❑ P&L statements (income statements).
- ❑ Balance sheets.
- ❑ General accounting plan statements.

## 8.2 Receivables and Payables

- ❑ Generation of debt payments (from invoicing).
- ❑ Issue of debt payments.
- ❑ Management (cancellation, merging and division) of accounting documents.
- ❑ Remittances (according to bank records).
- ❑ Issue of cash accounts.
  - Multi-cash account.
- ❑ Cash account journal (cash audit).
  - Cash account entries by type
    - Expenses,
    - Receipts,

- Balance,
  - Deposits,
  - Bills,
  - Order (for cash payment on delivery note: possibility of recovering expenses before invoicing.
  - Automatic generation of entries for cash payments and payments on delivery note.
- ❑ Bank statements. Portfolio issues selection assistant.
  - ❑ Manual liquidations. Other expenses (payroll, taxes, etc.).
  - ❑ Cash account reports, bank, debt payments by position.

### 8.3 Assets

- ❑ Definition of the assets, fixed assets, acquisition price, and accounting valuation.
- ❑ Temporary or percentage based amortization.
- ❑ Amortization plans.

## 9 Business Intelligence

Takes care of Reporting, multidimensional analysis (OLAP), balanced scorecards.

Nowadays, business organizations handle a great deal of data in the practice of their business activities. This does not necessarily mean that they have available to them the necessary information for the management of their enterprise. The BI component of Openbravo ERP, integrated into the management system, will help you to monitor of the state of your company, providing you with the relevant information for decision-making. The predefined balanced scorecard will allow you to verify, through the monitoring of a series of key indicators, if the defined strategy is being correctly implemented in your organization.

- ❑ Integrated with application management.
- ❑ Reports definable by user.
- ❑ Pre-established dimensions (third party, product, product category, product category, project, campaign, etc.) and dimensions established by use.
- ❑ Predefined balanced scorecard.

## 10 Other Characteristics

Takes care of other important areas of importance such as Usability, security, ease of integration, modularity.

The system has been designed to ensure a superior and productive on-line user experience, while being

securely accessible from anywhere. Integration with other solutions and extensibility by third parties is also possible.

### □ Usability

- Configurable main menu.
- Configurable language for each user.
- Programmable alarms by specific user role or user.
- Keyboard navigation for faster operation.
- Skinable user interface.
- On line help.
- Possibility to attach documents, images or files to any register in the application.
- Navigable network of information (history, related documents, etc.).
- Output of reports in multiple formats: .html, .pdf, and .xls.
- Configurable filters and flexible record sorting.
- Embedded selectors in the forms for the most used entities (products, business partners, accounts, projects, orders, invoices...).
- Configurable batch processes of tasks that can be scheduled on specific times.

### □ Security

- Access levels defined per user based on roles.
- Auditing for each transaction.
- Support for secure connection over https.

### □ Integration

- Support for CAS based single sign on.
- Easy integration with other applications through webservice.
- Pre-integrated with Openbravo POS and Pentaho BI suite.