Agaplan

OpenERP voor KMO

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Who are we ?

- Agaplan nv, founded in 2010
  - fks – Formal and Knowledge Systems Hasselt
  - Bubbles-IT – Lokeren
- OpenERP – Gold Partner

AGAPLAN

- 100 % Open Source
- 100 % focus on OpenERP
- Working on the MID SIZE market
  - 5 – 200 users
- Our Projects
  - Manufacturing
  - Logistics
  - Project

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Business Case Coda

- Products
  - CDs
  - SACDs
  - DVD Videos
- What do they do ?
  - Distribution
  - Export
  - Produce CDs
- Offices in 7 European countries

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What do they do?

- Wordwide Network of befriended co-distributors around the Globe.
- Largest Company in Benelux distributing classical DVD Videos (Labels : BBC/Opus Arte & Medici Arts)

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What do they do?

- Keep stock of the label
- Deliver stock to customers: shops, internet shops, mail order companies
- Take care of the customer administration, invoicing and credit control.
- Market the product through advertising, promotions, special offers with third party etc.
- Contacts with press (radio, television and print).

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Brief Structure

- Each Country is controlled by a local General Manager

- Stock and deliveries are centralized in Belgium

- Belgium headoffice takes care of the central administration and accounting for all companies

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Quantities

- \>15000 Customers (B2B - B2C)
- \>5000 suppliers
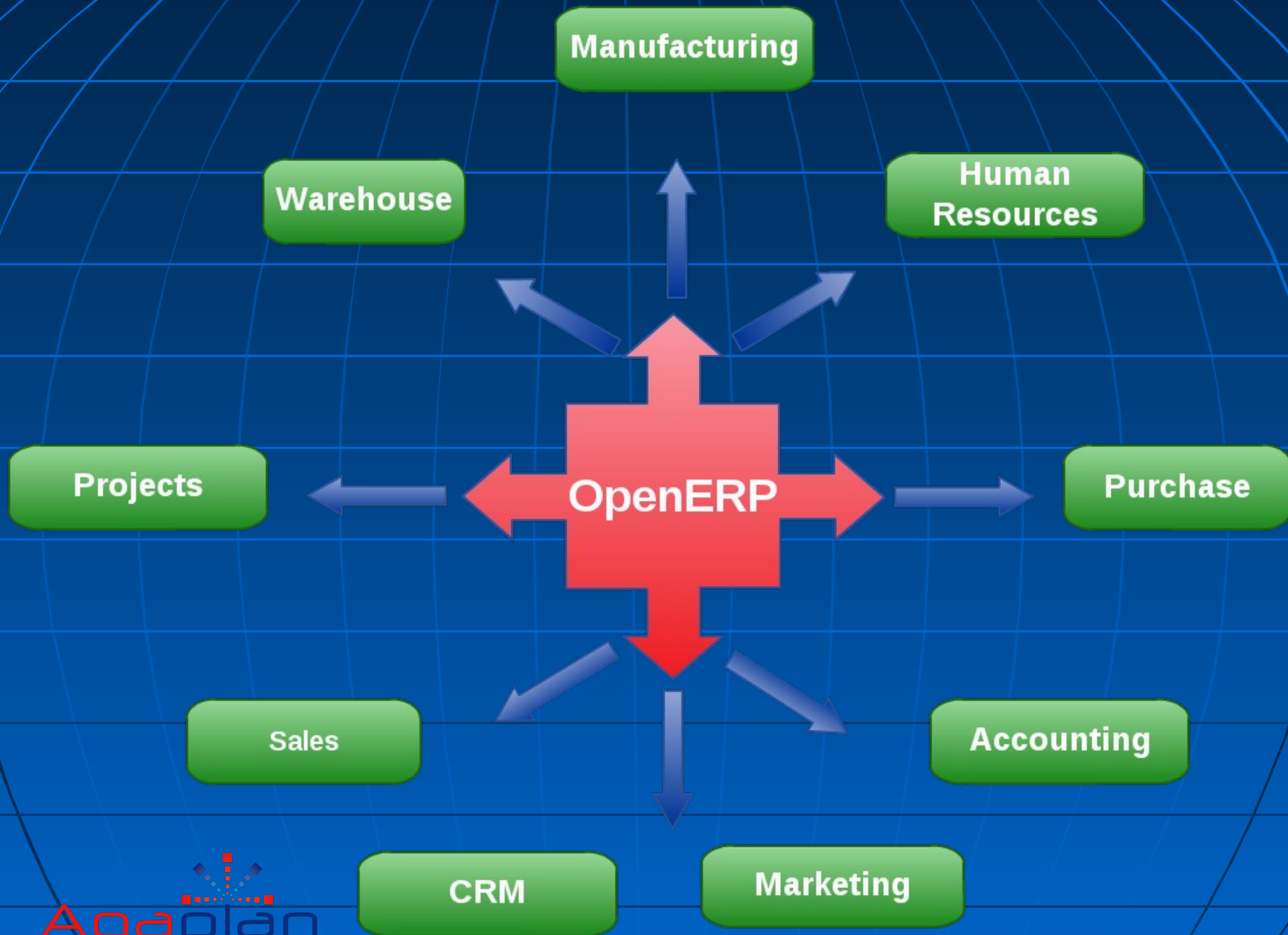- \>150000 products
- \>20000 sales orders

History of the Project

- Competition
  - Navision
  - SAP
  - Exact
- Sales Actions
  - On site demo
  - Visit OpenERP @farm
  - On site demo about accounting

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What was the problem ?

- Different software packages
- Performance problems
- No global view on information
- Quick fixes
- Limited Reporting (excel ...)
- No Business Processes defined

Functional Range

- Sales
- Purchase
- Warehouse
- Accounting (11 Companies)

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What did we do ?

- Phase 1
  - Preanalysis
  - Analysis
    - Fit – Gap Analysis
  - Training key users

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And then ?

- Sprint : Analytic - Consignment
- Sprint : EDI
- Sprint : complete setup of the multicompany rules
- Sprint : several small issues (cancel backorders)

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Product : [PC1] Basic PC 🔍 ▽   Unit of Measure : PCE 🔍 ▽

Quantity : 1.00   Unit Price : 450.00

Discount (%) : 0.00

Description : [PC1] Basic PC

Account ? : 701000 Ventes en Belgique 🔍 ▽   Analytic Rules : Costcenter Rule 🔍 ▽

Analytic Distribution　[New]   ◀◀ ◀ 1 - 2 of 2 ▶ ▶▶

ANALYTIC PLAN	ANALYTIC ACCOUNT	QUANTITY
✏ Costcenters	Costcenters / USA / East Coast	50.00 ✕
✏ Employees	Employees / Peter	100.00 ✕

◀◀ ◀ 1 - 2 of 2 ▶ ▶▶

Taxes

Account Tax　[Add]   ◀◀ ◀ 1 - 1 of 1 ▶ ▶▶

TAX NAME	TAX INCLUDED IN PRICE	TAX CODE
✏ TVA 21% Marchandises et Biens Divers	☐	V-NAT 21 ✕

Dates ...

- November (test)
- Go live : 1 January 2012