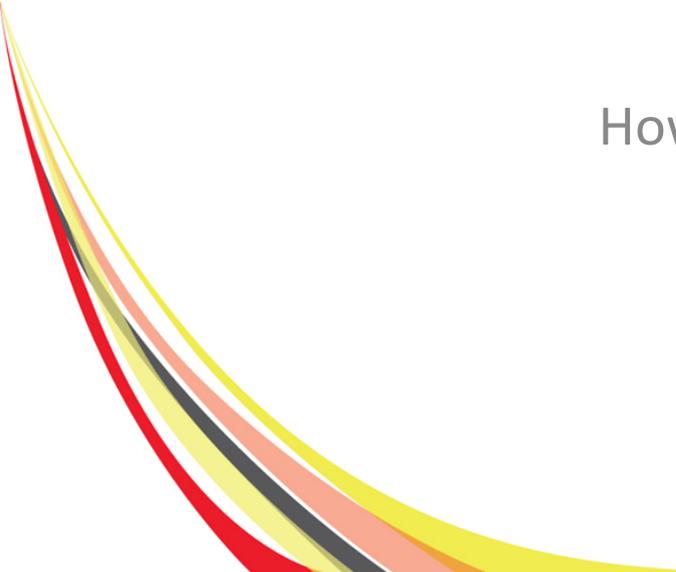


Apache OFBiz:  
What do Business Users See and Want?  
Sharan Foga  
Budapest: 17<sup>th</sup> November 2014

Background  
Selecting an ERP  
How well does OFBiz respond?  
Summary Review  
Questions / Comments

A decorative graphic in the bottom-left corner consisting of several overlapping, curved lines in red, yellow, and grey, sweeping upwards and to the right.

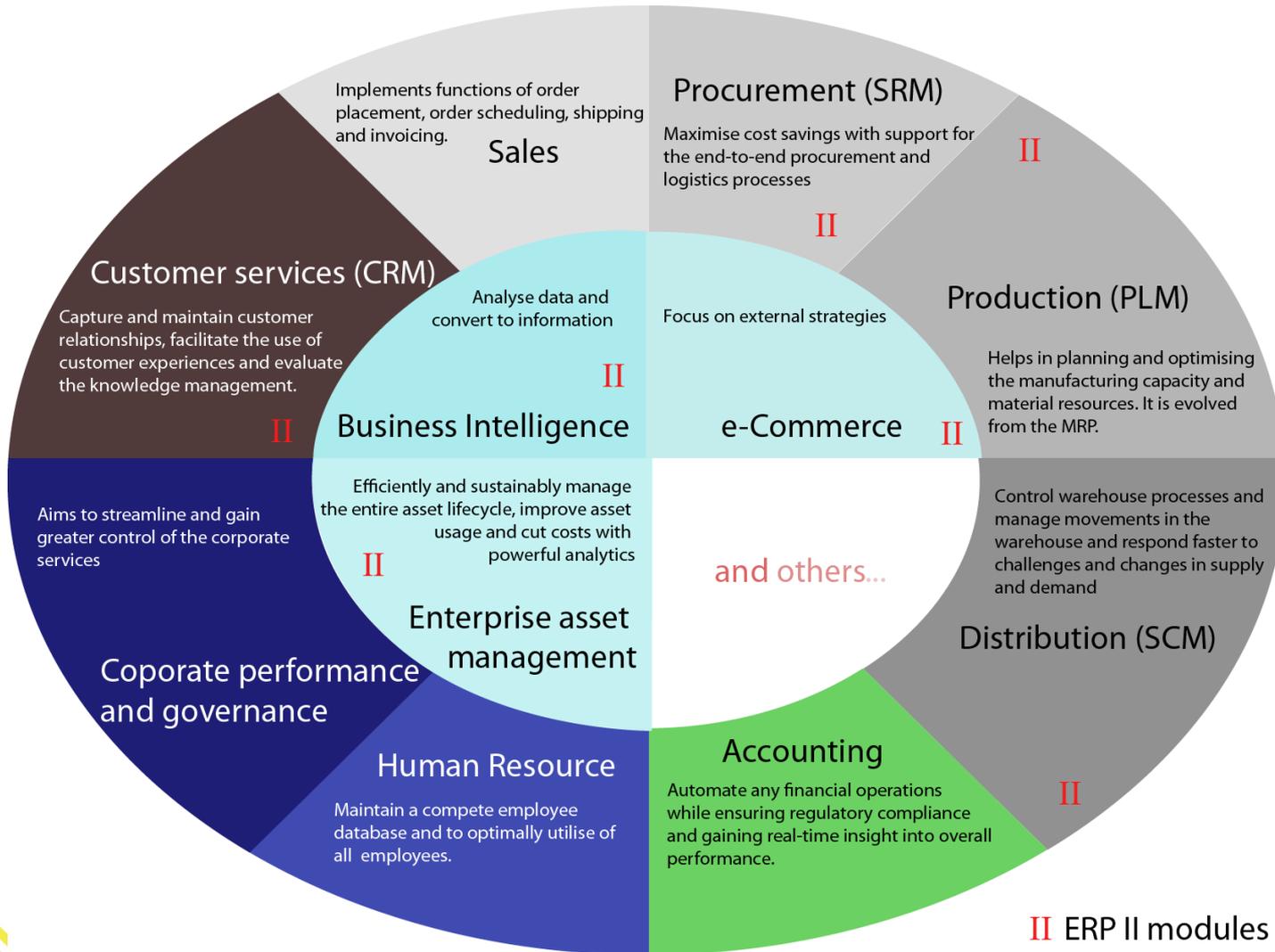
## Background : About Me



- Consultant Project Manager / Author
- Worked on ERP implementations in Europe and NZ
- Involved with OFBiz since 2008 and enjoy finding out about what OFBiz does (and can do!)
- Worked on OFBiz documentation and have written OFBiz End User books
- Committer and PMC Member
- My first ever Apachecon!

- What is Apache Open For Business (OFBiz)?
- It depends on who you talk to?
  - It's an Open Source ERP
  - It's a framework to build applications
  - It's good for E-Commerce
- It's all these and probably more!

# Background: Typical ERP Modules



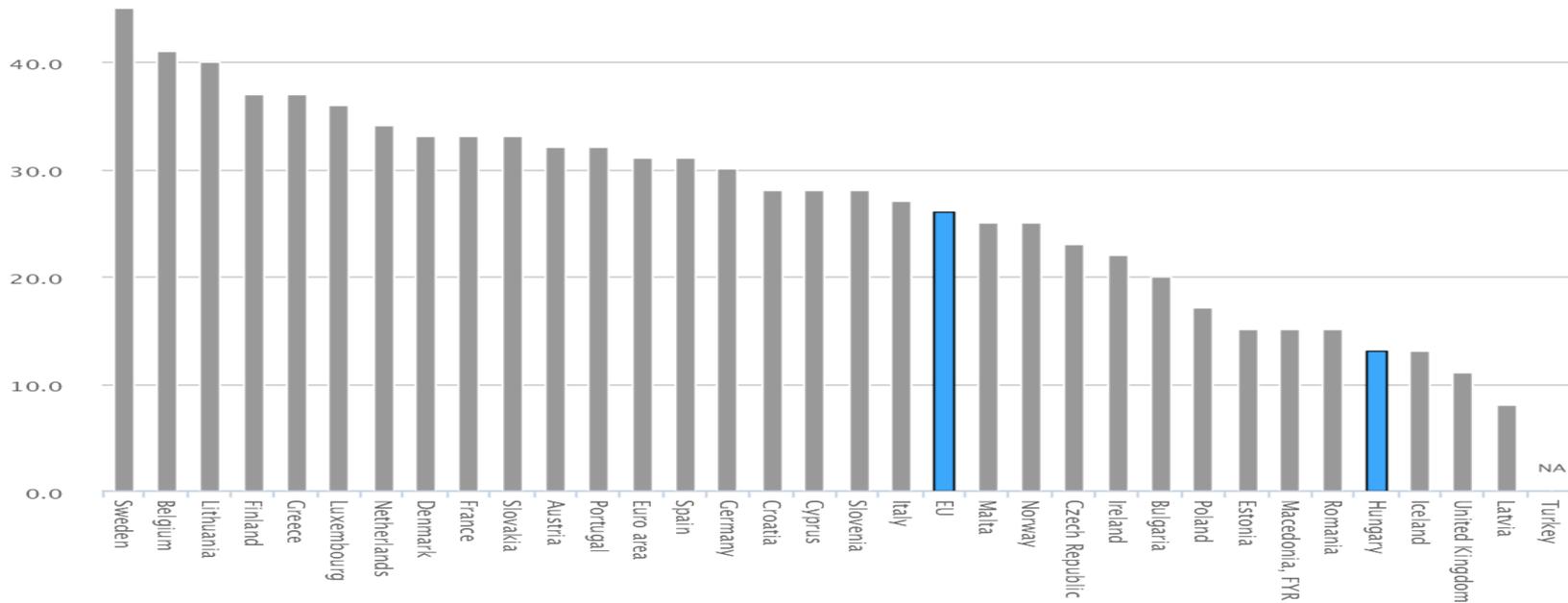
# Background: ERP usage by Country



Enterprises using ERP software package to share information between different functional areas (2013)

Other ICT sector (Europe) / E-commerce sales and CRM usage

Annual, % of enterprises



Source: Eurostat, presented by **BLUENOMICS**

# Background: Who are Business Users?

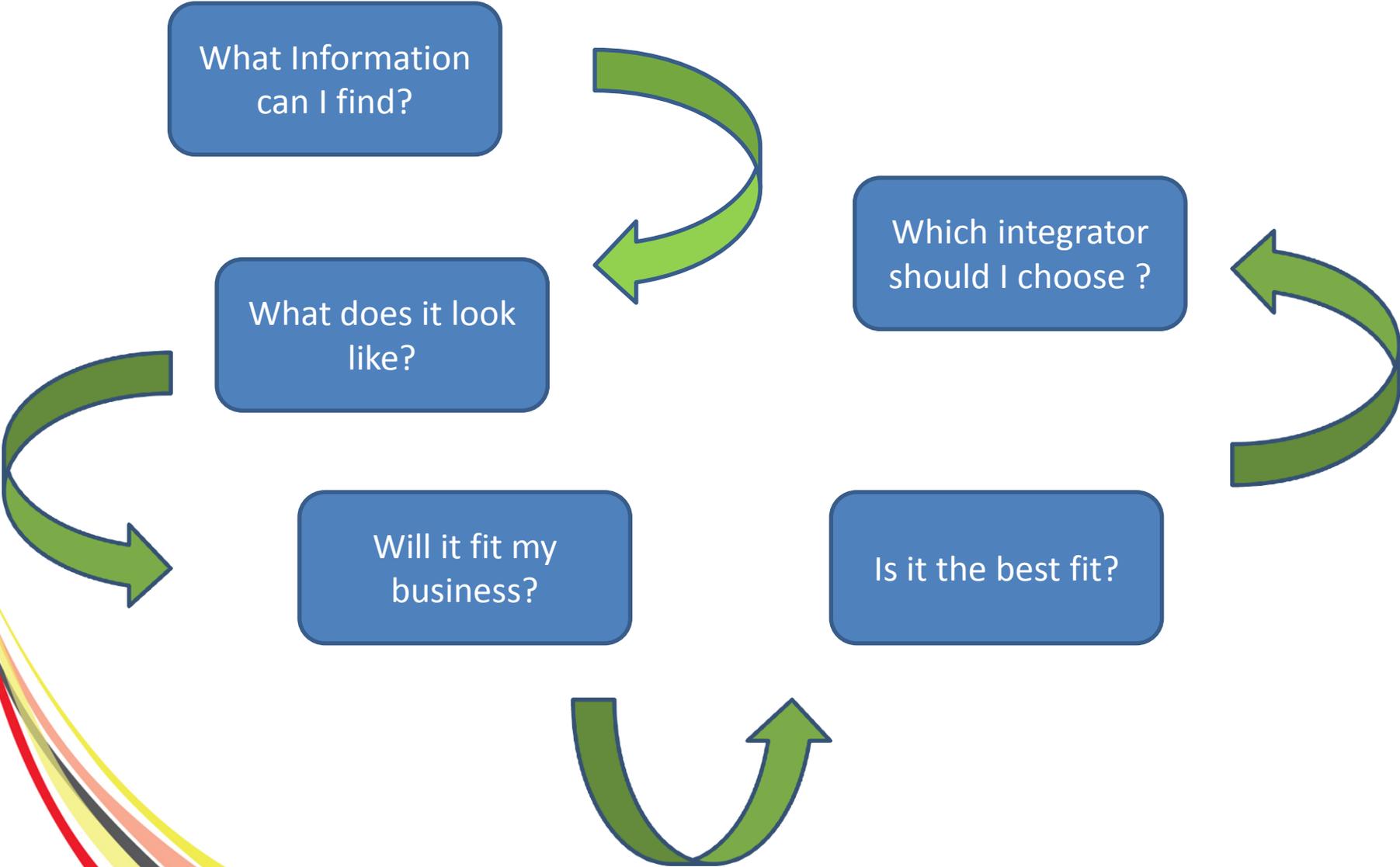


# Selecting an ERP: Pre - Work

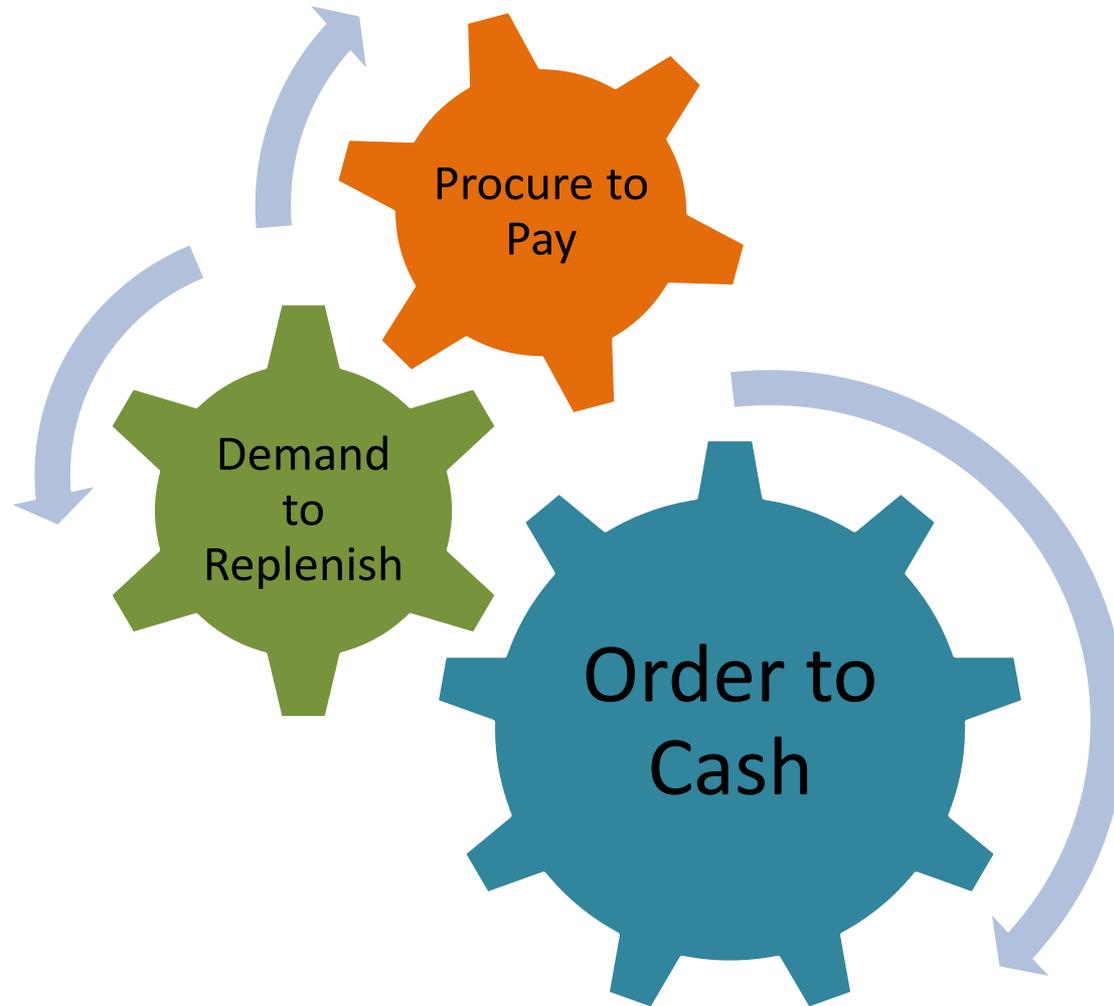


- Business Process Documentation
  - Analyse and document existing processes
- Process – Re-engineering
  - How to standardise and make processes more efficient
- Organisational Change
  - Moving of tasks/roles from one place to another (e.g. SSC)
- Budget and Project Approval

# Selecting an ERP: Key Steps



# Selecting an ERP: Sample Business Processes



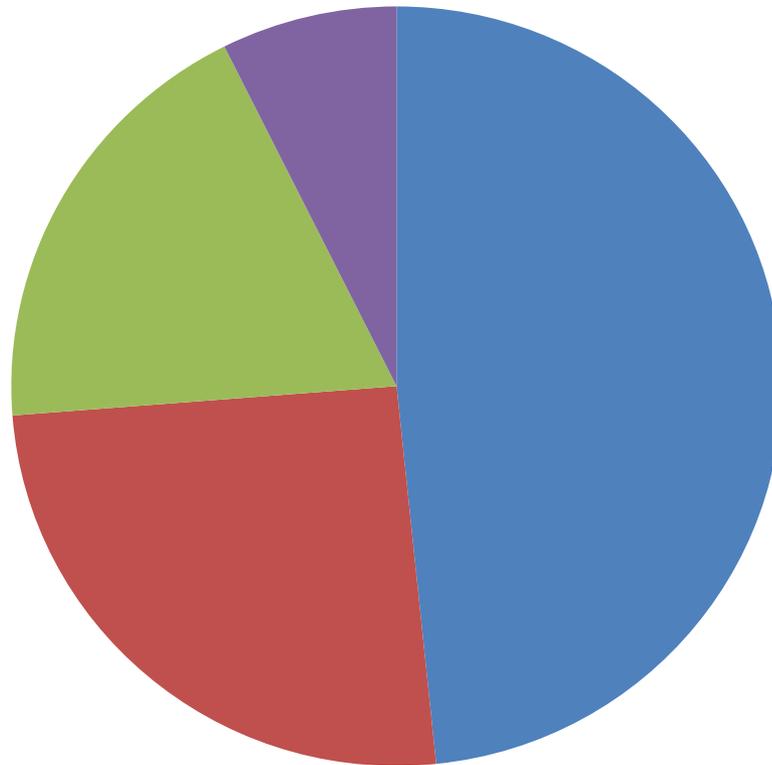
# Order to Cash Sub Processes (Scenarios)



HOW WELL DOES OFBIZ RESPOND?



# OFBiz: Community Profile



- 80% - install or implement OFBiz for other people's businesses
- 42% - use OFBiz to run your own business
- 31% - consult in the ERP space and evaluate or recommend OFBiz to clients
- 12% - plan to look at evaluating OFBiz for your company's use

## Conclusion

- Business Users are currently under-represented

# OFBiz: What information can I find?



- Community driven
  - Free
  - No – one owns it!
- References
  - Official Website References
  - Stability and Maturity
- White Papers / Marketing
  - In multiple places
  - Limited Industry based material
- Documentation
  - End User and Technical
  - Some of it is incomplete

# OFBiz : What do Business Users see?



- Official Website
  - Marketing 'Carousel' Examples
  - Focus is on download
- Online Demos
  - E-Commerce – looks basic
  - Backend Demo – looks complex
  - Theme Concept - flexible
  - Demo data – good examples
- Applications
  - Modular and Process Oriented
  - Some applications more complete
  - Data Management may be different

# Step 3: Will it fit my business?



- Flexibility
  - Modular – don't have to use it all!
  - Easily adaptable and customisable
  - Scalable
- Supported Business Processes
  - Not clear what comes 'out of the box'
  - May need to do a 'prototype' or 'proof of concept' workshop
- Technology and Support
  - Strong integration capability
  - Supports multiple database platforms

## Step 4: Is it the best fit?



- **Business Benefits**
  - Free software - reduced costs
  - Customisable - can build or extend
- **Current Needs**
  - Business process fit
  - Organisational fit
  - Technical fit
  - Financial fit – overall costs
- **Future Needs and Support**
  - Fixes, on-going releases and improvements
  - Clear upgrade path

## Step 5: Which integrator should I choose?



- **Already Selected?**
  - May have had to find an integrator
  - Location or Language dependant
- **Flexibility and Team Fit**
  - Do they understand our business?
  - Can we get on with them?
  - Professionalism

# Summary : Review



- OFBiz has structure and modules for an ERP but is not completely packaged
- Flexible enough to be used in a variety of industries but limited information saying how
- Lots of functionality inbuilt on an amazing data model but limited detailed information about what is available “out of the box”
- It’s free - no one owns it so may need to deal with the community or an integrator straight away
- Current Community Profile is mainly technical so there are a lot of experienced integrators!

# Summary : Review

- Business Users

- Be prepared to be flexible when looking at Open Source ERPs



- OFBiz Community

- Consider providing more information tailored to a business audience



QUESTIONS & COMMENTS?



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