

A2. GOOD

OPENWOOD PROJECT



Sales & Marketing

MIST 610 - MOZ

Monank Shah	(0577056)
Xun Chen	(0895949)
Yongsheng Jiang	(0895989)

38 } Based
38 } on
35 } team
eval

(1) INTRODUCTION

With the globalization emerging as a dominant force, it is safe to say more and more companies are turning to ERP systems to help manage their day-to-day business activities. It is a business management software that allows an organization to use a system of integrated applications to manage the business. ERP software integrates all facets of an operation, including product planning, development, manufacturing processes, sales and marketing.

A Belgian computer engineer called Fabien Pinckaers created OpenERP. OpenERP development's intention was to provide an open alternative to SAP, Microsoft Dynamics and other ERP software. It uses the Python language was utilized to develop OpenERP and the database uses open-source PostgreSQL. The system was released under the GNU GPL open source license. OpenERP, as a cross-platform application system, can run on Windows, Linux and other operating systems, as well as on Android, iPhone and other mobile phone platforms.

Based on the e-books from available on OpenERP's website, our team chose to simulate Sales & Marketing so that we can learn to set up data and model the supply chain.



OPENWOOD PROJECT SALES & MARKETING

MONANK SHAH

0577056

XUN CHEN

0895949

YONGSHENG JIANG

0895989

INTRODUCTION

With the development of sociality, more and more company use ERP to manage their day-to-day business.

Based on e-books from openERP, our team choose Sales & Marketing so that we can learn to set up data and model the supply chain.

USER MANUAL

Sales team

Powermen

☒ Leads

Team Leader

Chen, Xun

Code

Invoice Target

0

Invoice Forecast

0

Parent Team

Reassign Escalated

☐

Active

☒

Email Alias

Accept Emails From

mist610-manh2.my.openerp.com

Everyone

Team Members

Stages

Notes

Add

Chen, Xun

X

Jiang, Yongsheng

X

Shah, Monank D.

X

FIRST OF ALL, WE SET UP OUR
SALES TEAM!

Name (☒ Is a Company?)



Javeri Capital



115 Mercer Street x Real Estate Investment x Soho x

Javeri Capital x Tags...

Opportunities Meetings Calls
Quotations and Sales Invoices
Journal Items Contracts
Claims Tasks

Address

592 Fifth Avenue

Phone

(212) 898-1010

Mobile

New York

New York

10036

Fax

United States

▼

Email

javericapital.com

Website

Contacts

Internal Notes

Sales & Purchases

Payment Follow-up

Accounting

Warnings

Create

1A: Created Company

Open: Contacts

Name

Amit Javeri

Real Estate Investment x

115 Mercer Street x

Soho x

Javeri Capital x

Shah Group x

Tags...

Job Position

Managing Principal

Email

amit@javericapital.com

Phone

(646) 828-9021

Mobile

☐ Use Company Address

Contact

Address Type

Address

592 Fifth Avenue

New York

10036

United States

Save

or Discard

2A: Created individual that works for partner
company created in 1A

Open: Contacts



Name

Monu Shah

Tags...

Job Position

Investment Director

Email

mshah@javericapital.com

Phone

(646) 726-8832

Mobile

☐ Use Company Address

Address Type

Contact

Address

592 Fifth Avenue

New York

New York

10036

United States

Save or Discard

3A: Created second individual that works for partner company created in 1A



Name (☒ Is a Company?)

Javeri Capital

Soho x

115 Mercer Street x

Real Estate Investment x

Javeri Capital x

Tags...

in

Opportunities

Meetings

Calls

Quotations and Sales

Invoices

Journal Items

Contracts

Claims

Tasks

Address

592 Fifth Avenue

New York

United States

javericapital.com

Phone

(212) 898-1010

Mobile

Fax

10036

Email

Website

Contacts

Internal Notes

Sales & Purchases

Payment Follow-up

Accounting

Warnings

Create

Amit Javeri

Managing Principal

amit@javericapital.com

Phone: (646) 828-9021

X

Monu Shah

Investment Director

mshah@javericapital.com

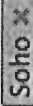
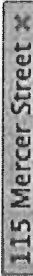
Phone: (646) 726-8832

X

4A: Completed editing company and individuals for
Javeri Capital

 ☒ Is a Company?)

Javeri Capital 

5A: Gave tags to Javeri
Capital for easy
searching options for
internal users

We created 3
main customers
and some other
customers.



Javeri Capital

Soho 115 Mercer Street Real Estate Investment Javeri Capital



115 Mercer Retail Owner LLC

Soho 115 Mercer Street Real Estate Investment Javeri Capital



Clear Bright & Famous LLC

Soho Real Estate Investment 20 Greene Street

Customers

Create

Tag soho x



115 Mercer Retail Owner LLC

115 Mercer Street | Javeri Capital
Real Estate Investment | Soho

1 Opportunities 1 Meetings 4 Sales
Soho, United States
115MERCER@NYIT.EDU



115 Mercer Retail Owner LLC,
Javeri Capital

115 Mercer Street | Javeri Capital
Real Estate Investment | Soho

Managing Entity at 115 Mercer Retail
Owner LLC
New York, United States
info@javericapital.com



BLEX LTD

Soho

MANHATTAN, United States
BLEX@NYIT.EDU



CLEX LTD

Soho

MANHATTAN, United States
CLEX@NYIT.EDU



Clear Bright & Famous LLC

20 Greene Street | Real Estate Investment

Soho

Soho, United States



DLEX LTD

Soho

MANHATTAN, United States
DLEX@NYIT.EDU



Javeri Capital

115 Mercer Street | Javeri Capital
Real Estate Investment | Soho

1 Opportunities 1 Meetings 4 Sales
New York, United States
JAVERI@NYIT.EDU



Javeri Capital, Amit Javeri

115 Mercer Street | Javeri Capital
Real Estate Investment | Shah Group

Soho

Managing Principal at Javeri Capital
New York, United States
amit@javericapital.com



Shah Group LLC

Real Estate Investment | Soho

Manhattan, United States



Shah Group LLC, Monank Shah

20 Greene Street | Real Estate Investment

Soho

Managing Principal at Shah Group

These are all of customers we'd created including companies and persons. We search them from the tag "soho".

Leads / Real Estate Furniture

Save or Discard

Convert to Opportunity

3 / 10

New Opportunity

Subject

Javeri Capital Real Estate Furniture

Schedule / Log Call

Company Name

Javeri Capital

Contact Name

Customer

Javeri Capital

Address

592 Fifth Avenue

Email

Function

New York

New York

Phone

10036

Mobile

United States

Fax

Salesperson

Shah, Monank D.

Priority

Sales Team

Powermen

Categories

Escalate

Internal Notes

Extra Info

Looking to purchase furniture for their new investment property.

Input new lead description and customer/company information

Leads / Real Estate Furniture

[Edit](#)
[Create](#)
[More ▾](#)
[Convert to Opportunity](#)
[New](#)
[Opportunity](#)

Real Estate Furniture

[Schedule/Log Call](#)
Company Name

Javeri Capital

Customer

Javeri Capital

Address

592 Fifth Avenue
New York New York
10036
United States

Contact Name

Email

Function

Phone

(212) 898-1010

Mobile

Fax

Salesperson

Sales Team

Shah, Monank D.

Powermen

Escalate

Priority

Normal

Categories
[Internal Notes](#)
[Extra Info](#)

Looking to purchase furniture for their new investment property.

[Send a message](#) or [Log a note](#)

Opportunity created

- Expected Revenue:
- Partner: Javeri Capital
- Salesperson: Shah, Monank D.

[Following](#)

- ☐ Opportunity Won
- ☐ Opportunity Lost
- ☒ Discussions
- ☐ Stage Changed
- ☐ Lead to Opportunity



After saving lead description and customer/company information

Convert to opportunity

Conversion Action

Convert to opportunity

Assign opportunities to

Salesperson

Shah, Monank D.

Sales Team

Powermen

Opportunities

Related Customer

Link to an existing customer

Customer

Javeri Capital

Create Opportunity or Cancel

Conversion process from lead to opportunity

Edit

Create

More ▾

Convert to Quotation

New

Qualification

Proposition

Negotiation

Won

Lost

Javeri Capital Real Estate Furniture

\$ 0.00 at 0%

Customer

Email

Phone

Javeri Capital

(212) 898-1010

Salesperson

Sales Team

Shah, Monank D.

Powermen

Escalate

Next Action

Expected Closing

Priority

12/06/2013

Normal

Categories

Schedule/Log Call

Meeting

Internal Notes

Lead

Looking to purchase furniture for their new investment property.

Send a message or Log a note



Partner set to *Javeri Capital*.

Shah, Monank D. updated document • less than a minute ago • like



Opportunity created

• Expected Revenue:

• Partner: Javeri Capital

• Salesperson: Shah, Monank D.



Following

☐ Opportunity Won

☐ Opportunity Lost

☒ Discussions

☐ Stage Changed

☐ Lead to Opportunity

☐ Lead Created

After conversation to opportunity

Schedule/Log Call

Action

Log a call

Call summary

Javeri Capital Real Estate Furniture

Partner

Phone

Javeri Capital

(212) 898-1010

Discussed different options for furniture and pricing. Schedule meeting for lunch.

Log call

or Cancel

If phone call is made, log conversation for other employees

Send a message or Log a note



Logged a call for 2013-12-06 21:19:36. Discussed different options for furniture and pricing. Schedule meeting for lunch. ... read more

Shah, Monank D. updated document • less than a minute ago • like



Logged call appears at the bottom
for other individuals/memo to self

Logged Calls

Create or Import

Responsible Chen, Xun Shah, Monank D. x

1-6 of 6

☐	Date	Call Summary	Contact	Responsible
☐	12/07/2013 01:54:19	Deals with Alex Group	Alex Group, Alex	Chen, Xun
☐	12/07/2013 01:53:38	Deals of Clear Bright & Famous LLC	Clear Bright & Famous LLC, John Jacob	Chen, Xun
☐	12/07/2013 01:52:26	Deals of 115 Mercer Retail Owner LLC	115 Mercer Retail Owner LLC, Javeri Capital	Chen, Xun
☐	12/07/2013 01:35:31	Clear Bright & Famous LLC	Clear Bright & Famous LLC	Chen, Xun
☐	12/06/2013 16:19:36	Javeri Capital Real Estate Furniture	Javeri Capital	Shah, Monank D.
☐	12/05/2013 18:29:40	Marketing Products	Alex Group	Chen, Xun

Scheduled Calls

Create or Import

Responsible Chen, Xun x

1-3 of 3

☐	Date	Call Summary	Contact	Phone	Responsible	Status
☐	12/07/2013 01:54:19	Deals with Alex Group	Alex Group, Alex	6463612754	Chen, Xun	Confirmed
☐	12/07/2013 01:53:38	Deals of Clear Bright & Famous LLC	Clear Bright & Famous LLC, John Jacob	6463612457	Chen, Xun	Confirmed
☐	12/07/2013 01:52:26	Deals of 115 Mercer Retail Owner LLC	115 Mercer Retail Owner LLC, Javeri Capital		Chen, Xun	Confirmed

These are the logged calls and scheduled calls we had set.

Create: Meetings

Meeting Subject

Javeri Capital Furniture Purchase

Attendees

Javeri Capital x

Meeting Details

Options

Invitations

Starting at

12/09/2013 12:00

Duration

01:00

hours (☐ All Day?)

Tags

Location

Description

Lunch meeting to discuss different furniture availability and pricing.

Save

or Discard

If meeting is scheduled, input meeting parameters

December 2013						
Today		Day	Week	Month		
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
01	02	03	04	05	06	07
			08:00 Meeting to expl	08:00 New event, Che	Alex Deals, Chen, Xun 09:00 Product inform 15:00 New deal, Huan	08:00 Product inform
08	09	10	11	12	13	14
08:00 Sales Informati	12:00 Javeri Capital F					
15	16	17	18	19	20	21

After scheduling appointment, it now appears on the calendar

We had created
many
opportunities,
these three are
created by us.

Opportunities

Create or Add a new column

New	Qualification	3 +
Expected Revenues: 1271000	Expected Revenues: 500	
115 Mercer Facade Renovation Materials - 1000000.00 USD 115 Mercer Retail Owner LLC 12/06/2013 :	Sale product - 500.00 USD costumic, sephora 6	 
Clear Bright & Famous Interior Lighting - 10000.00 USD Clear Bright & Famous LLC, David Bow 12/06/2013 :	Sales order Pinnacle Management Consultancy	 
Javeri Capital Real Estate Furniture - 250000.00 USD Javeri Capital 12/06/2013 :	Sales order Home Design	 

Untaxed Amount:	\$ 0.00
Taxes:	\$ 0.00
Total:	\$ 0.00

Next you may go ahead and convert the opportunity to quotation

Create: Order Lines

X

Draft Confirmed Done

Product	Sofas	Packaging	
Quantity	10	Taxes	Tax 8.00% *
Quantity (UoS)	10.000	Analytic Distribution	
Unit Price	10000	Delivery Lead Time	7.00 days
Cost Price	2000	Procurement Method	from stock
Discount (%)	10	Weight	0.00
		Allotment Partner	
		Properties	

Description

Luxury Sofas. All Black leather with recliner.

Save & Close

Save & New

or Discard

Untaxed Amount

In the quotation, we input product parameters such as sale price, number of units etc.

Before we
create order line,
we'd created 3
products we'd
sell.



Perfume

All products

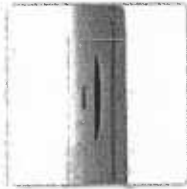
☒ Can be Sold ☒ Can be Purchased



Computers

Electronic Devices

☒ Can be Sold ☒ Can be Purchased



Air-conditioning

All products

☒ Can be Sold ☒ Can be Purchased



These are all products we created and
we search them from the tags.

Opportunit... / Javeri Capit... / SO025

Edit

Create

Print

More

Send by Email

Print

Confirm Sale

Cancel Quotation

Draft Quotation

Quotation Sent

Sales Order

Done

Quotation SO025

Customer

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Date

12/06/2013

Customer Reference

Public Pricelist (USD)

Invoice Address

Javeri Capital
Javeri Capital

Delivery Address

Javeri Capital

Order Lines

Other Information

Product	Description	Quantity	Unit of Measure	Taxes	Unit Price	Cost Price	Discount (%)	Subtotal
Sofas	Luxury Sofas. All Black leather with recliner.	10.000	Unit(s)	Tax 8.00%	10000.00	2000.00	10.00	90000.00

Margin

\$ 70000.00

Untaxed Amount : \$ 90000.00

Taxes : \$ 7200.00

Total : \$ 97200.00

Quotation after it is updated with product, pricing and quantity + sales tax

Subject	OpenWood Quotation (Ref SO040)	
Recipients	Followers of SO040 and Clear Bright & Famous LLC <clearbright@nyit.edu>	
Add contacts to notify...		
B I U Hello Clear Bright & Famous LLC, Here is your quotation from OpenWood: REFERENCES Order number: SO040 Order total: 5400.0 USD Order date: 2013-12-07 Order reference: Opportunity: 44 Your contact: Chen, Xun You can access this document and pay online via our Customer Portal: View Quotation		
SO040_draft.pdf		
Attach a file		
Send or Cancel		
Use template Sales Order - Send by Save as new template		

we send email to our customers for
quotation.



OpenWood

2930 Flood Ave
Redwood City, CA 94063
United States

Phone:
Mail:

info@openwood.com

Your Company Tagline

Shipping address :

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Invoice address :

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Tel : (212) 898-1010

order N° S0025

After customer
receipt our quotation,
we signed the sales
order. This is the
sales order we
printed from the
website.

Your Reference

Date Ordered
12/06/2013

Payment Term

Salesperson
Shah, Monarik D.

Description

Luxury Sofas, All Black leather with
recliner.

Tax
Tax 8.00%

Quantity
10,000 Unit(s)

Unit Price
10000.00

Disc.(%)
10.00

Price
\$ 90000.00

Net Total : \$ 90000.00

Taxes : \$ 7200.00

Total : \$ 97200.00

Sales Order SO025

Customer

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Date

12/06/2013

Customer Reference

Public Pricelist (USD)

Pricelist

Invoice Address

Javeri Capital

Delivery Address

Javeri Capital

Order Lines Other Information

Product	Description	Quantity	Unit of Measure	Taxes	Unit Price	Cost Price	Discount (%)	Subtotal
Sofas	Luxury Sofas. All Black leather with recliner.	10.000	Unit(s)	Tax 8.00%	10000.00	2000.00	10.00	90000.00

Margin

\$ 70000.00

Delivery Method

Untaxed Amount :

\$ 90000.00

Taxes :

\$ 7200.00

Total :

\$ 97200.00

dates viewet is processed from
 original quotation if customer
 agrees

Draft Invoice

Customer

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Invoice Date
Journal
Account

Sales Journal (USD)
120010 Account Receivable

Fiscal Position

Invoice Lines Other Info Payments

Product	Description	Account	Analytic Distribution	Quantity	Unit of Measure	Unit Price	Discount (%)	Taxes	Amount
Sofas	Luxury Sofas. All Black leather with recliner.	150000 Furniture and Equipment		10.000	Unit(s)	10000.00	10.00	Tax 8.00%	90000.00

Payment Terms

Additional Information

Subtotal : \$ 90000.00
Tax : \$ 7200.00
Total : \$ 97200.00
Balance : \$ 0.00

We then draft an invoice

Invoice SAJ/2013/0021

Customer

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Invoice Date
Journal
Account

12/06/2013
Sales Journal (USD)
120010 Account Receivable

Fiscal Position

Invoice Lines Other Info Payments

Product	Description	Account	Analytic Distribution	Quantity	Unit of Measure	Unit Price	Discount (%)	Taxes	Amount
Sofas	Luxury Sofas. All Black leather with recliner.	150000 Furniture and Equipment		10.000	Unit(s)	10000.00	10.00	Tax 8.00%	90000.00

Payment Terms

Additional Information

Subtotal : \$ 90000.00
Tax : \$ 7200.00
Total : \$ 97200.00
Balance : \$ 97200.00

10-march-2013 12:00:00 PM 1265

Draft Invoice is reviewed and processed as a final Invoice to Customer

Compose Email

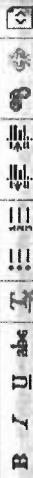
Subject

OpenWood Invoice (Ref SAJ/2013/0032)

Recipients

Followers of SAJ/2013/0032 and

Clear Bright & Famous LLC <clearbright@nyit.edu> x Add contacts to notify...



Hello Clear Bright & Famous LLC,

A new invoice is available for you:

REFERENCES

Invoice number: **SAJ/2013/0032**

Invoice total: **5400.0 USD**

Invoice date: 2013-12-07

Order reference: SO040

Your contact: Chen, Xun

You can access the invoice document and pay online via our Customer Portal:

[View Invoice](#)

Invoice_SAJ_2013_0032_.pdf

Attach a file

Send

or **Cancel**

Use template

Invoice - Send by Email



Save as new template

After we created the invoice, we sent email to inform our customer.

Edit

Create

Print

More

Deliver

Print Delivery Order

Cancel Transfer

Draft

Waiting Availability

Ready to Deliver

Delivered

OUT/00036

Customer

Clear Bright & Famous LLC

Stock Journal

Delivery Orders

Creation Date

12/07/2013 12:00:00

Scheduled Time

12/14/2013 12:00:00

Carrier

Carrier Tracking Ref

Number of Packages

0

Source Document

SO040

Claims

Products

Additional Info

Product	Quantity	Unit of Measure	Product UOS	Serial Number	Pack	Destination Location	Status
[ALEX] Perfume	10.000	Unit(s)	Unit(s)			Partner Locations / Customers	Available

After we created invoice, we deliver the products to our customer

Transfer Products

Product	Quantity	Unit of Measure	Serial Number
[ALEX] Perfume	10.000	Unit(s)	
Add an item			

Transfer or Cancel

Print Delivery Order | Print Delivery Slip | Return Products | Draft | Waiting Availability | Ready to Deliver | Delivered

OUT/00036

Customer
Stock Journal

Clear Bright & Famous LLC
Delivery Orders

Creation Date 12/07/2013 12:00:00
Scheduled Time 12/14/2013 12:00:00
Carrier
Carrier Tracking Ref
Number of Packages 0
Source Document S0040

Claims

Products Additional Info

Product	Quantity	Unit of Measure	Product UOS	Serial Number	Pack	Destination Location	Status
[ALEX] Perfume	10.000	Unit(s)	Unit(s)			Partner Locations / Customers	Done

Pay Invoice

Customer

115 Mercer Retail Owner LLC, Javeri C▼

Date

12/06/2013

Paid Amount

\$ 97200.00

Period

12/2013

Payment Method

Cash (USD)

Payment Ref

e.g. 003/10

Memo

Furniture (Sofas)

Difference Amount

\$ 0.00

Pay or Cancel

Invoice Lines Other Info Payments

Customer receives invoice and pays
order in cash

Invoice SAJ/2013/0021

Customer

Javeri Capital
592 Fifth Avenue
New York, NY 10036
United States

Invoice Date
Journal
Account

12/06/2013
Sales Journal (USD)
120010 Account Receivable

Fiscal Position

Invoice Lines Other Info Payments

Product	Description	Account	Analytic Distribution	Quantity	Unit of Measure	Unit Price	Discount (%)	Taxes	Amount
Sofas	Luxury Sofas. All Black leather with recliner.	150000 Furniture and Equipment		10.000	Unit(s)	10000.00	10.00	Tax 8.00%	90000.00

Payment Terms

Additional Information

Subtotal : \$ 90000.00
Tax : \$ 7200.00
Total : \$ 97200.00
Balance : \$ 0.00

Invoice as has been paid by customer in cash
and the balance is now zero

Shah, Monank D.



Invoice paid

- Currency: USD
- Subtotal: 90000.0
- Status: Open → Paid
- Type: Customer Invoice
- Partner: Javeri ... read more

Shah, Monank D. updated document • less than a minute ago • like

Send a message or Log a note



Note the invoice paid message at the bottom



OpenWood
2930 Flood Ave
Redwood City, CA 94063
United States

Phone:
Mail: info@openwood.com

Your Company Tagline

Jovett Capital
592 Fifth Avenue
New York, NY 10036
United States
Tel : (212) 898-1010

Invoice SAJ/2013/0021

Description	Invoice Date	Source	Customer Code
	12/06/2013	SO025	

Description	Taxes	Quantity	Unit Price	Disc.(%)	Price
Luxury Sofas, All Black leather with recliner.	Tax 8.00%	10.000 Unit(s)	10000.00	10.00	\$ 90000.00

Net Total:	\$ 90000.00
Taxes:	\$ 7200.00
Total:	\$ 97200.00

Tax	Base	Amount
Tax 8.00%	\$ 90000.00	\$ 7200.00

This is the
invoice we print
from the
website.

Generated by OpenERP.com

Customer Invoices

Create or Import

Q Sales Team Powermen x

1-11 of 11

☐ Customer	Invoice Date	Number	Salesperson	Sales Team	Due Date	Source Document	Balance	Subtotal	Total	Status
☐ Javeri Capital	12/06/2013	SA/2013/0031	Chen, Xun	Powermen	12/07/2013	SO038	0.00	25000.00	27000.00	Paid
☐ Clear Bright & Famous LLC, David Bow	12/06/2013	SA/2013/0030	Chen, Xun	Powermen	12/07/2013	SO037	0.00	10000.00	10800.00	Paid
☐ 115 Mercer Retail Owner LLC	12/06/2013	SA/2013/0029	Chen, Xun	Powermen	12/07/2013	SO036	0.00	1000000.00	1080000.00	Paid
☐ 115 Mercer Retail Owner LLC	12/06/2013	SA/2013/0028	Chen, Xun	Powermen	12/07/2013	SO035	1080.00	1000.00	1080.00	Open
☐ Javeri Capital	12/06/2013	SA/2013/0027	Chen, Xun	Powermen	12/07/2013	SO034	0.00	500.00	540.00	Paid
☐ Clear Bright & Famous LLC, David Bow	12/06/2013	SA/2013/0026	Chen, Xun	Powermen	12/07/2013	SO032	0.00	500.00	540.00	Paid
☐ 115 Mercer Retail Owner LLC	12/06/2013	SA/2013/0025	Chen, Xun	Powermen	12/07/2013	SO031	0.00	25000.00	27000.00	Paid
☐ Javeri Capital	12/06/2013	SA/2013/0024	Chen, Xun	Powermen	12/07/2013	SO030	0.00	10000.00	10800.00	Paid
☐ 115 Mercer Retail Owner LLC	12/06/2013	SA/2013/0023	Chen, Xun	Powermen	12/07/2013	SO029	0.00	1000000.00	1080000.00	Paid
☐ Clear Bright & Famous LLC, David Bow	12/06/2013	SA/2013/0022	Chen, Xun	Powermen	12/07/2013	SO028	0.00	5000.00	5400.00	Paid
☐ Javeri Capital	12/06/2013	SA/2013/0021	Shah, Monank D.	Powermen	12/06/2013	SO025	0.00	90000.00	97200.00	Paid
Lightshot Screenshot								1080.00	2167000.00	2340360.00

searched and listed them on the customer invoices.

System assessment

In our opinion, the system is good, in particular by some aspects:

There are lots of various menus and actions which they are linked;

The human interface is very friendly and it helps us to read the information easily;

The system can define the segmentation between records with assess rules is very useful.

Problem

However, we can't ignore some problems of this system.

On the one hand, the market position of OpenERP is ambiguous because it is free to download for everyone.

On the other hand, compare with other system like SAP, the business features of OpenERP is not very extensive because it only be built for 10 years and there are a lot of functions should be improved like sales and accounting.

Suggestion

Focusing on, we put forward two suggestions to solve these problems.

On the one hand, OpenERP should increase investment on marketing and find out their own customers.

On the other hand, OpenERP not only should learn other system like SAP, but also focus on their business scope. For example, it can develop some unique functions.

THE END
THANK YOU!

