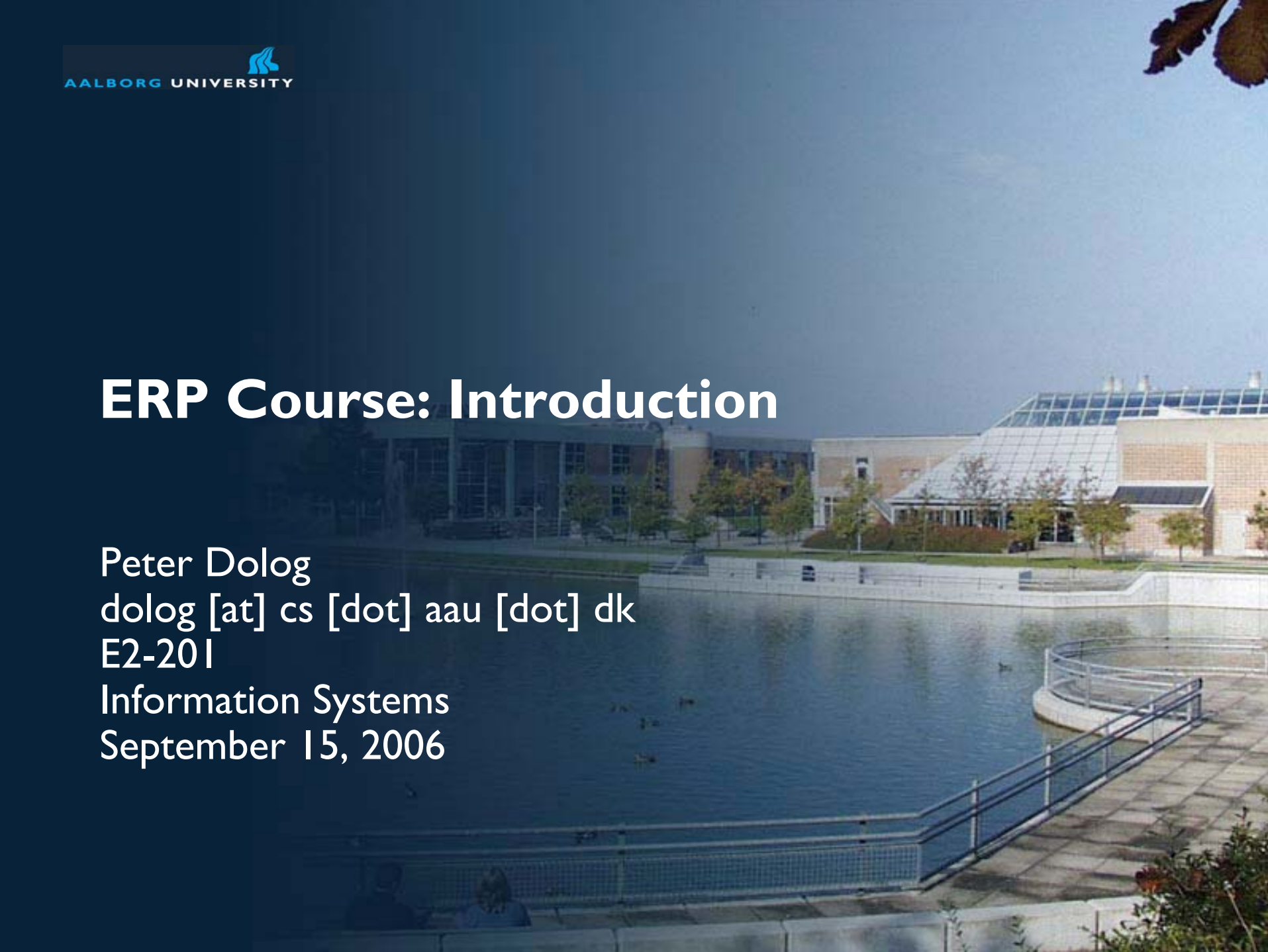


ERP Course: Introduction

Peter Dolog
dolog [at] cs [dot] aau [dot] dk
E2-201
Information Systems
September 15, 2006



ERP Course Organization

2 hours lecture (Wednesday, Friday – 10:15 – 12:00)

2 hours lab (Wednesday, Friday – 8:15 – 10:00)

B2-104

Lectures in 3 themes:

- ERP domains
- ERP architectures and deployment
- Challenging Topics

6 Labs: E3-208, E3-210, E3-212

Time to consult: just in Labs

Lectures

1	15 9 2006, Friday	Introduction and Course Organization
2	20 9 2006, Wednesday	Sales and Marketing Module
3	22 9 2006, Friday	Accounting and Finances Module
4	27 9 2006, Wednesday	Production and Material Module
5	29 9 2006, Friday	Human Resources Module
6	11 10 2006, Wednesday	Supply Chain Management Module
7	13 10 2006, Friday	Knowledge Management and Learning
8	25 10 2006, Wednesday	Analysis Patterns I
9	27 10 2006, Friday	Analysis Patterns II
10	1 11 2006, Wednesday	ERP Systems Development
11	3 11 2006, Friday	Re-Engineering
12	8 11 2006, Wednesday	Workflow Management Systems
13	10 11 2006, Friday	Management of ERP Projects
14	15 11 2006, Wednesday	Architectures of ERP Systems
15	17 11 2006, Friday	Systems Integration

Labs

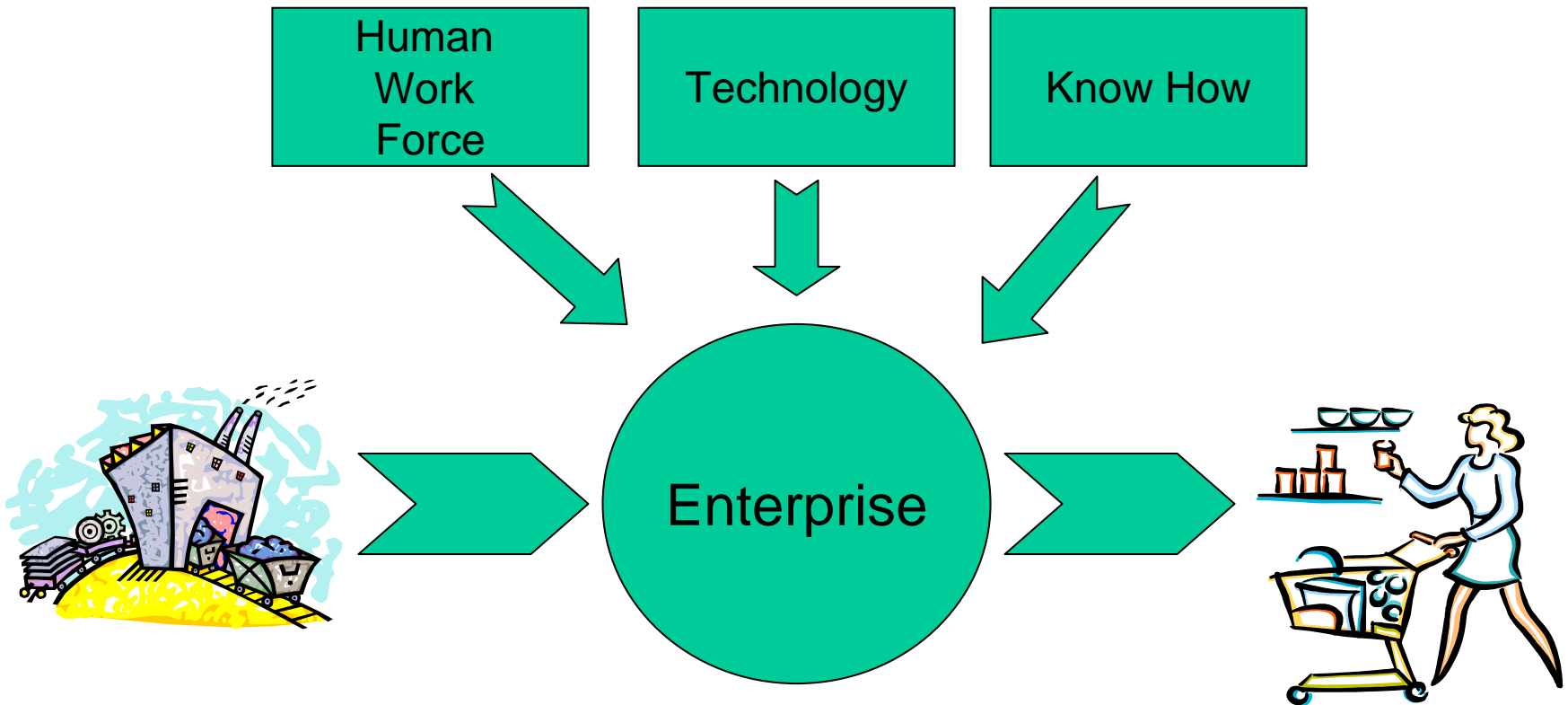
1	20 – 27 Sep. 2006	Choosing an ERP package
2	29 Sep – 11 Oct 2006	Sales and Marketing Module
3	13 Oct – 25 Oct 2006	Accounting and Finance Module
4	27 Oct – 1 Nov 2006	Production and Material Management
5	3 Nov – 8 Nov 2006	Human Resources
6	10 Nov – 17 Nov 2006	Supply Chain Management and Integration

Motivations for ERP

Mary Sumner: Enterprise Resource Planning
Chapter 1



A Company



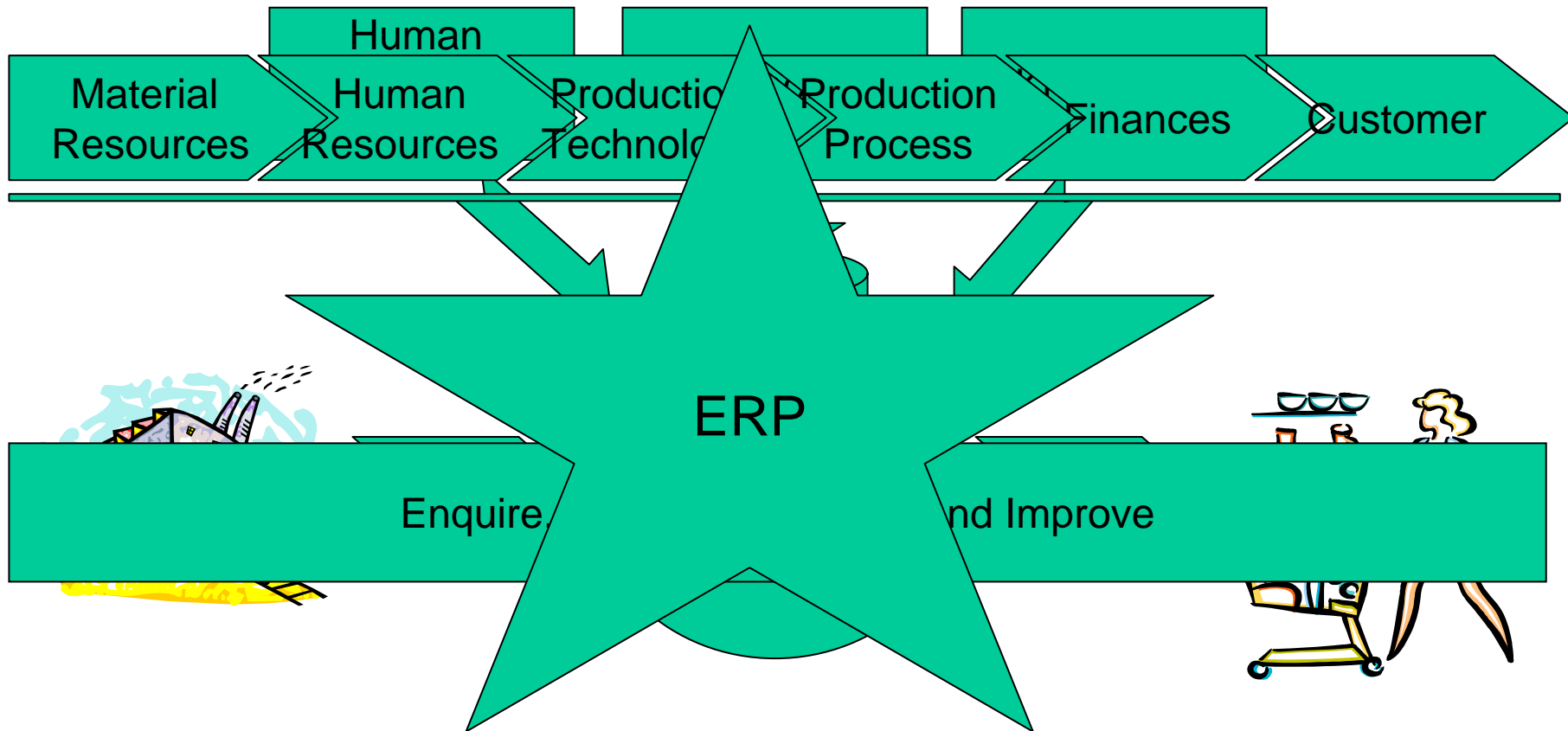
What is ERP System

A system of software tools to manage enterprise data

A packaged business software system to

- automate and integrate majority of business processes
- share common data and practices
- produce and access information real time

A Company



Integrated processes

Supply Chain

Receiving

Inventory Management

Customer Order Management

Production Planning

Shipping

Accounting

Human Resource Management

...

History

Types of Systems	Time	Purpose	Systems
Reorder point systems	1960	to forecast future inventory demand	to manage high-volume production of few products
Material Requirement Planning Systems (MRP)	1970	demand-based planning manufacture of products	focus on marketing, grater production integration and planning
MRP-II	1980	MRP + capacity planning	quality and process control
MRP-II + manufacturing execution planning (MES)	1990	adaptations of production schedules to meet customer needs	focus on the ability to create and adapt new products to customer needs
ERP	late 1990	integrated business process support throughout the enterprise	integrates supplier, manufacturing, and customer data throughout the supply chain

ERP as Integrated System

The goal is to provide quick and effective access to information
From standalone systems to integrated system to support

business processes

Common information model

Standardized interfaces

Systems Attributes

Information Systems – integrated

Coordination – accross business functions

Databases – same meaning across multiple functions

Maintanance – uniform, changes affect multiple systems

Interfaces – standardized

Information – consistent real time information

System Architecture – client/server

Processes – consistent business processes based upon an
information model

Applications – single applications to support certain business
function

Business Attributes

Cycle time (time and cost reduction of business processes)

Transactions processing (reduced costs of multiple updates)

Financial Management

Business Processes (conforms best practices)

Productivity (improvement in financial management and customer service)

Supply Chain Management (linkages with suppliers and customers)

eBusiness (web interface to integrated system)

Information (cross functional data accessed uniformly for planning and control)

Communication (facilitates organizational communications with customer and supplier)

Business Benefits from ERP

ERP Performance Outcomes	Sweeden Average	U.S. Average
Quickend information response time	3.81	3.51
Increased interaction acrosss the enterprise	3.55	3.49
Improved order management/order cycle	3.37	3.25
Decreased financial close cycle	3.36	3.17
Improved interaction with customers	2.87	2.92
Improved on-time delivery	2.82	2.83
Improved interaction with suppliers	2.78	2.81
Reduced direct operation costs	2.74	2.32
Lowered inventory levels	2.6	2.7

Scale from 1 - 5

Some Examples of Benefits

Responses to customer billing inquiries in real time at IBM
Storage Product Company (before 15-20min)

Simplification of processes at Boeing, real time access to data
across the organization at Diebold

90% reduction on cycle time for quitations at Fujitsu
and so on

Motivations to Implement ERP

Replace legacy systems

Simplify and standardize systems

Gain strategic advantage

Improve interactions with suppliers, customers

Ease of upgrading systems

Link to global activities

Restructure company organization

Tangible benefits of ERP implementation

- Inventory reduction 32%
- Personnel reduction 27%
- Productivity improvement 26%
- Order management improvement 20%
- Financial close cycle reduction 19%
- IT cost reduction 14%
- Cash management improvement 11%
- Revenue/profit increase 11%
- Transportation/logistics cost reduction 9%
- Maintenance reduction 7%
- On-line delivery improvement 6%

Intangible benefits of ERP implementation

Information/visibility 55%
New/improved processes 24%
Customer responsiveness 22%
Integration 13%
Standardization 12%
Flexibility 9%
Globalization 9%
Y2K 8%
Business performance 7%
Supply/demand chain 5%

Cost-Benefit Analysis

ERP implementation is an investment decision

It must create measurable benefits

To compare costs of software, services and internal costs to
tangible and intangible benefits

Recurring and non-recurring costs

ERP costs components

Software 24.2% – 30.2%

Hardware 17.8% – 18.5%

Consulting 24.1% – 30.1%

Training 10.9% – 13.8%

Implementation team 12.0% – 13.6%

Overview of the ERP Course



Sales

CRONUS Danmark A/S - Microsoft Business Solutions-Navision

File Edit View Tools Window Help

Sales & Marketing

- Sales
 - Contacts
 - Customers
 - Salespeople
 - Teams
 - To-dos
 - Opportunities
 - Production Schedule
 - Outlook Integration
 - Reports
 - Documents
 - Periodic Activities
 - Setup
 - Order Processing
 - Marketing
 - Inventory & Pricing
 - Analysis & Reporting
 - History
 - Setup

E000001 Kontorcentralen A/S - Contact Card

General Communication Segmentation Foreign Trade Commerce Portal

No. E000001 Search Name KONTORCENTRA...

Type Company Phone No.

Company No. E000001 Salesperson Code PS

Company Name Kontorcentralen A/S Salutation Code ÅRS

Name Kontorcentralen A/S Last Date Modified 25-10-04

Address Carl Blochs Gade 7 Date of Last Interaction 25-10-04

Address 2 Last Date Attempted 25-10-04

Post Code/City DK-2610 Rødovre Next To-do Date 23-01-01

Country Code DK

Question	Answer	Que...	Last Dat...
Rabat (%) sidste år	Lav rabatbrug		31-01-01
Firmaejerskab	Fondsbtfs		31-01-01
Antal ansatte	1-99		31-01-01
Debitor&bsfrekvens, sidste år	> 5 gange om året		31-01-01
Debitor&bsfrekvens, indevær...	> 5 gange om året		31-01-01
Omsætning (RV), sidste år	Lav (under 1.000)		31-01-01

Contact Functions Create Interact Help

AH Anne Grethe Hansen - Salesperson/Purchaser Card

General Invoicing Outlook Integration Notification Synchronization

Code AH

Name Anne Grethe Hansen

Job Title

Commission % 0,00

Phone No.

E-Mail

Next To-do Date

Salesperson Functions Create Interact Help

Teams

Code	Name	Next
ADM	Administration	
CANVAS	Canvasteam	
MARKETING	Marketinggruppe	
SALG	Salg	23-
SERVICE	Service	
SUPPORT	Produktsupport	

Team Help

10000 Kontorcentralen A/S - Customer Card

General Communication Invoicing Payments Shipping Foreign Trade Commerce Portal

No. 10000 Search Name KONTORCENTRA...

Name Kontorcentralen A/S Balance (LCY) 1.441.125,53

Address Carl Blochs Gade 7 Credit Limit (LCY) 0,00

Address 2 Salesperson Code PS

Post Code/City DK-2610 Rødovre Responsibility Center RYDOWRE

Country Code DK Service Zone Code M

Phone No. Blocked

Primary Contact No. Last Date Modified 25-10-04

Contact Hr. Anders Madsen

Customer Sales Help

No. of To-dos - To-dos

General Filters

Show as Lines Salesperson

Show No. of To-dos

No.	Name	25-01-01	26-01-01	27-01-01
HN	Hanne V. Nielsen			
MR	Morten Rasmussen			
PS	Philip Stjørg			

1 7 31 3 12

25-01-01 FILTER

Marketing

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File Edit View Tools Window Help

Sales & Marketing

- Sales
- Order Processing
- Marketing
 - Contacts
 - Contact Search
 - Campaigns
 - Segments
 - Logged Segments
 - To-dos
- Reports
- Periodic Activities
- Setup
- Inventory & Pricing
- Analysis & Reporting
- History
- Setup

KA1001 Forøg salg - Campaign Card

General Invoicing

No. KA1001 Salesperson Code HN

Description Forøg salg Last Date Modified

Status Code 5-START Activated

Starting Date 01-11-00

Ending Date 01-04-01

Campaign Functions Help

No. of To-dos - To-dos

General Filters

Show as Lines Salesperson

Show No. of To-dos

No.	Name	21-01-01	22-01-01	23-01-01
HN	Hanne V. Nielsen			2
MR	Morten Rasmussen			
PS	Philip Sjøborg			

1 7 31 3 12

MG10001 Forøg salg - Segment

General Interaction Campaign

No. MG10001 Date 25-01-01

Description Forøg salg No. of Lines 79

Salesperson Code HN No. of Criteria Actions 2

Contact ...	C..	Contact Company Name	Contact Name	Description
KT100202	H..	Afrifield Corporation	Janice Galvin	Forøg salg
E000025	H..	Antarcticopy		Forøg salg
E000062	H..	Autohaus Mielberg KG		Forøg salg
E000061	H..	Beef House		Forøg salg
KT100189	H..	Bilabankinn	Ragnar Eiriksson	Forøg salg

Segment Functions Log Print Help

HN Hanne V. Nielsen - To-do List

Closed	Starting ...	T..	Description	P..	S..	Organize...	Date Clo...	Canceled	Comment	C
	22-01-01		Identifier nptglepersoner	N..	I...	OP100020				K
	22-01-01		Identifier nptglepersoner	N..	I...	OP100024				K

- General Ledger
- Cash Management
 - Bank Accounts
 - Cash Receipt Journals
 - Payment Journals
 - Bank Account Reconciliations
 - Receivables-Payables
- Reports
- Receivables
- Payables
- Fixed Assets
- Inventory
- Setup

Receivables-Payables

Period St...	Period Name	Cust. Balances Due	Vendor Balances...	Receivables...
25-01-01	Thursday	0,00	0,00	0,00
26-01-01	Friday	0,00	0,00	0,00
27-01-01	Saturday	0,00	0,00	0,00
28-01-01	Sunday	1.849,06	0,00	1.849,06
29-01-01	Monday	9.806,70	0,00	9.806,70
30-01-01	Tuesday	0,00	0,00	0,00
31-01-01	Wednesday	5.578.503,37	3.019.163,70	2.559.339,67
01-02-01	Thursday	0,00	108.874,05	-108.874,05
02-02-01	Friday	100.790,00	71.004,79	29.785,21
03-02-01	Saturday	12.837,38	222.481,71	-209.644,33
04-02-01	Sunday	70.799,94	0,00	70.799,94

Customer Ledger Entries

Posting ...	D..	Docume...	Custom...	Description	Curr...	Original Amount	Amount	Remaining A...	Due Date	Pmt.
31-12-00	I...	00-10	30000	Åbningsposter, debitorer		652.121,15	652.121,15	652.121,15	31-01-01	31
31-12-00	I...	00-11	10000	Åbningsposter, debitorer		543.434,29	543.434,29	543.434,29	31-01-01	08
31-12-00	I...	00-13	30000	Åbningsposter, debitorer		688.350,10	688.350,10	688.350,10	31-01-01	31
31-12-00	I...	00-14	20000	Åbningsposter, debitorer		326.060,57	326.060,57	326.060,57	31-01-01	31
31-12-00	I...	00-15	30000	Åbningsposter, debitorer		652.121,15	652.121,15	652.121,15	31-01-01	31
31-12-00	I...	00-16	10000	Åbningsposter, debitorer		289.831,62	289.831,62	289.831,62	31-01-01	08
31-12-00	I...	00-17	01454545	Åbningsposter, debitorer	USD	342.529,42	342.529,42	342.529,42	31-01-01	31
31-12-00	I...	00-9	10000	Åbningsposter, debitorer		434.747,43	434.747,43	434.747,43	31-01-01	08
21-01-01	I...	103012	46897889	Ordre 101013	SEK	6.807,63	6.807,63	6.807,63	31-01-01	18
22-01-01	I...	103003	30000	Faktura 103003		51.106,00	51.106,00	51.106,00	31-01-01	22

2402 - Detailed Cust. Ledg. Entries

Posting ...	E..	D..	Docume...	Custom...	Currenc...	Amount	Amount (LCY)	Initial Entry ...	Entry No.
31-12-00	I...	I...	00-10	30000		652.121,15	652.121,15	31-01-01	2

Customer List

No.	Name	Responsi...	Lo
30000	Lauritzen Kontormøbler		
40000	Kvalitetsmøbler A/S		GU
50000	Svend Hansen Møbler	KYBENH...	
60000	Mark HiFi-Shop	KYBENH...	HY
61000	Guldborgvej Lyd	KYBENH...	HY
62000	Enhedsbutikken	KYBENH...	GU
01121212	Spotsmeyer's Furnishings		GU
01445544	Progressive Home Furnishings		GU

Finance

- Financial Management
- Sales & Marketing
- Purchase
- Warehouse
- Manufacturing
- Resource Planning
- Service
- Human Resources
- Administration
- Genveje

Payables Fixed Assets

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File Edit View Tools Window Help

Financial Management

- General Ledger
- Cash Management
- Receivables
 - Customers
 - Sales Journals
 - Cash Receipt Journals
 - Invoices
 - Credit Memos
 - Combined Shipments...
 - Combined Return Receipts...
- Reports
- Documents
- History
- Periodic Activities
- Setup
- Payables
- Fixed Assets
- Inventory
- Setup

Financial Management

- Sales & Marketing
- Purchase
- Warehouse
- Manufacturing
- Resource Planning
- Service
- Human Resources
- Administration
- Genveje

ANL000010 Mercedes 300 - Fixed Asset Card

General Posting Maintenance

No. ANL000010 Search Description . . . MERCEDES 300

Description Mercedes 300 Responsible Employee . . . JR

Serial No. EA 12 394 Q Inactive

Main Asset/Component Blocked

Component of Main As... Last Date Modified 25-10-04

Deprecia...	FA Posti...	D.. Depreca...	Depreca...	No. of D...	Disposed...	Book Value
ÅRS	BIL	S..	01-01-00	31-12-04	5,00	205.477,32

Fixed Asset Depr. Book Help

FOR000010 Mercedes 300 - Insurance Card

General Posting

No. FOR000010 Search Description . . . MERCEDES 300

Description Mercedes 300 Annual Premium 4.000,00

Insurance Vendor No. Policy Coverage 35.000,00

Effective Date 01-01-01 Blocked

Expiration Date Last Date Modified

Insurance Type BIL

Policy No. QW 27425 A

Insurance Help

10000 Fredborg Lamber A/S - Vendor Card

General Communication Invoicing Payments Receiving Foreign Trade Commerce Portal

No. 10000 Search Name FREDBORG LAMP...

Name Fredborg Lamber A/S Balance (LCY) 976.566,51

Address Nyborgvej 566 Purchaser Code MR

Address 2 Responsibility Center KYBENHAWN

Post Code/City DK-1152 Ktbenhavn K Blocked

Country Code DK Last Date Modified 25-10-04

Phone No.

Primary Contact No.

Contact Fr. Lillian Hansen

SCIO000001 Kontorcentralen A/S - Sales Invoice

General Invoicing Shipping Foreign Trade

No. SCIO000001

Sell-to Customer No. 10000

Sell-to Contact No.

Sell-to Customer Name Kontorcentralen A/S

Sell-to Address Carl Blochs Gade 7

Sell-to Address 2

Sell-to Post Code/City DK-2610 Rtdovre

Sell-to Contact Hr. Anders Madsen

T.. No.	Description	Location ...	Quantit
G..	Servicekontrakt: SK00001	BLÅ	

Invoice Line Function

Production – Product Design

CRONUS Danmark A/S - Microsoft Business Solutions-Navision

File Edit View Tools Window Help

1000 Cykel - Item Card

General Invoicing Replenishment Planning Foreign Trade Item Tracking E - Com

No. 1000 Search Description

Description Cykel Inventory.

Base Unit of Measure STK Qty. on Purch. Order

Bill of Materials Qty. on Prod. Order

Shelf No. F4 Qty. on Component L

Automatic Ext. Texts Qty. on Sales Order

Created From Nonstoc. Qty. on Service Order

Item Category Code. Service Item Group

Product Group Code. Blocked

Last Date Modified

Item Sales Purchases Funct

1000 Cykel - Production BOM

General

No. 1000 Search Name CYKEL

Description Cykel Version Nos.

Unit of Measure Code STK Active Version.

Status Certified Last Date Modified 25-10-04

T..	No.	Description	Quantity...	Unit of Meas...	Scra...	Routing ...
I...	1100	Forhjul	1	STK	0	
I...	1200	Baghjul	1	STK	0	
I...	1300	Kædesaml	1	STK	0	
I...	1400	Stænskærm, for	1	STK	0	
I...	1450	Stænskærm, bag	1	STK	0	
I...	1500	Lygte	1	STK	0	
I...	1600	Ringeløkke	1	STK	0	

Prod. BOM Component Functions Help

1000 Cykel - Routing

General

No. 1000 Search Description CYKEL

Description Cykel Version Nos.

Type Serial Active Version.

Status Certified Last Date Modified 25-10-04

Operatio...	T..	No.	Description	Setup Time	Run Time	Wait Time	Move Time
▶ 10	W.	100	Fælg med dæk	110	12	0	0
	20	M..	120 Kædesamling	15	15	0	0
	30	M..	130 Endelig samling	10	20	0	0
	40	M..	110 Kontrol	10	8	0	0

Routing Operation Functions Help

Financial Management

Sales & Marketing

Purchase

Warehouse

Manufacturing

Resource Planning

CRONUS Danmark A/S - Microsoft Business Solutions-Navision

File Edit View Tools Window Help

Manufacturing

- Product Design
- Capacities
- Planning
- Execution
 - Planned Prod. Orders
 - Firm Planned Prod. Orders
 - Released Prod. Orders
 - Change Production Order Status
 - Production Schedule
 - Consumption Journals
 - Output Journals
 - Recurring Consumption Journals
 - Recurring Output Journals
 - Business Notification Worksheet
- Reports
- Costing
- History
- Setup

110 Jesper Ræbild - Machine Center Card

General Posting Scheduling Routing Setup

No. 110 Search Name
 Name Jesper Ræbild Blocked
 Work Center No. 100 Last Date Modified

Mach. Ctr. Planning

100 Samleafdeling - Work Center Card

General Posting Scheduling

No. 100 Search Name SAMLEAFDELING
 Name Samleafdeling Blocked
 Work Center Group Code 1 Last Date Modified
 Alternate Work Center

Work Ctr. Planning Help

Machine Center Calendar

Options
 Work Shift Filter

No.	Name	25-01-01	26-01-01	27-01-01	28-01-01
▶ 110	Jesper Ræbild	480	480		
120	Daniel Goldschmidt	480	480		
130	Anders Riis	480	480		
210	Pakkebord 1	480	480		
220	Pakkebord 2	480	480		
230	Pakkemaskine	480	480		
310	Malekabine	900	900		
320	Malerobot	900	900		
330	Tjrekkabine	900	900		

Mach. Ctr. Planning Functions

Work Center Calendar

Options
 Work Shift Filter

No.	Name	25-01-01	26-01-01	27-01-01	28-01-01	29-01-01
▶ 100	Samleafdeling	1.440	1.440			1.440
200	Pakkeafdeling	480	480			
300	Malerafdeling	900	900			
400	Maskinafdeling	900	900			

Work Ctr. Planning Functions Help

109001 Cykel - Planned Production Order

General Schedule Posting

No. 109001 Search Description
 Description Cykel Quantity
 Description 2 Due Date
 Source Type Item Last Date Modified
 Source No. 1000

Item No.	Due Date	Description	Starting Date-Time	Ending Date-Time	Quantity
▶ 1000	31-01-01	Cykel	30-01-01 11:45:00	30-01-01	

Mach. Ctr. Planning Functions

1010005 Cykel - Firm Planned Prod. Order

General Schedule Posting

No. 1010005 Search Description CYKEL
 Description Cykel Quantity 16
 Description 2 Due Date 31-01-01
 Source Type Item Last Date Modified
 Source No. 1000

Item No.	Due Date	Description	Starting Date-Time	Ending Date-Time	Quantity
▶ 1000	31-01-01	Cykel	25-01-01 10:04:00	30-01-01 16:00:00	

Work Ctr. Planning Functions Help

Financial Management

Sales & Marketing

Purchase

Warehouse

Manufacturing

Resource Planning

Service

Human Resources

Administration

Genveje

Human Resources

CRONUS Danmark A/S - Microsoft Business Solutions-Navision

File Edit View Tools Window Help

Human Resources

- Employees
- Absence Registration
- Reports
- Setup

Financial Management

Sales & Marketing

Purchase

Warehouse

Manufacturing

Resource Planning

Service

Human Resources

Administration

Genveje

AH Anne Grethe Hansen - Employee Card

General Communication Administration Personal

No. AH Search Name AHANSEN

Job Title Sekretær Sex. Female

First Name Anne Grethe Last Date Modified

Last Name Hansen

Middle Name/Initials AHANSEN

Address Farvergade 5

Address 2.

Post Code/City DK-2630 Tåstrup

Country Code

Phone No. 4465-4899-4643

Employee Help

Employee List

No.	Full Name	Job Title	Extension	Search N...	Com
▶ AH	Anne Grethe Hansen	Sekretær	6743	AHANSEN	
JR	John Rasmussen	Adm. direktør	4564	JRASMU...	
LM	Lise Martin	Service Manager	1095	LMARTIN	
MD	Mette T Dijkstra	Designer	3545	MDJ&RUP	
MH	Martin Hansen	Produktionsassistent	4456	MHANSEN	
MR	Morten Rasmussen	Produktionsleder	6571	MRASMU...	
PS	Philip Sjøborg	Salgschef	1415	S&YBORG	
TS	Thomas Sjøndergaard	Produktionsassistent	4653	TS&NDE...	

OK Cancel Employee Help

Absence Registration

Emple...	From Date	To Date	Cause of...	Description	Quantity	Unit of M...
▶ TS	03-01-97		SYG	Syg	8	TIME
AH	07-01-97		SYG	Syg	8	TIME
MD	09-01-97		SYG	Syg	8	TIME
AH	10-01-97		FRIDAG	Fridag	8	TIME
PS	10-01-97		SYG	Syg	8	TIME
TS	21-01-97		SYG	Syg	8	TIME
MH	27-01-97		SYG	Syg	8	TIME
AH	30-01-97		FRIDAG	Fridag	8	TIME
TS	03-02-97		FRIDAG	Fridag	8	TIME
MH	04-02-97		SYG	Syg	8	TIME

Supply Chain Management

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File Edit View Tools Window Help

Purchase

- Planning
- Order Processing
 - Vendors
 - Contacts
 - Quotes
 - Orders
 - Blanket Orders
 - Return Orders
 - Transfer Orders
 - Invoices
 - Credit Memos
 - Reverse Auctions
 - Subcontracting Worksheets
 - Purchase Journals
 - Business Notification Worksheet
- BizTalk: Purchase Documents
- Reports
- Documents
- Setup
- Inventory & Costing
- Analysis & Reporting
- History
- Setup

Financial Management

Sales & Marketing

Purchase

Warehouse

Manufacturing

Resource Planning

Service

Human Resources

Administration

Genveje

10000 Fredborg Lamper A/S - Vendor Card

General Communication Invoicing Payments Receiving Foreign Trade Commerce Portal

No. 10000

Name Fredborg Lamper A/S

Address Nyborgvej 566

Address 2

Post Code/City DK-1152 København K

Country Code DK

Phone No.

Primary Contact No.

Contact Fr. Lillian Hansen

Search Name FREDBORG LAMP...

Balance (LCY) 976.566,51

Purchaser Code MR

Responsibility Center KYBENHAVN

Blocked

Last Date Modified 25-10-04

Vendor Purchases Help

Vendor List

No.	Name	Responsi...	Location ...	Phone No.	Contact
▶ 10000	Fredborg Lamper A/S	KYBENH...			Fr. Lillian Hansen
20000	Elvstrøm Træindustri A/S	KYBENH...	GUL		Hr. Per Busk
30000	Schmeichel Møbler A/S				Hr. Rene Madsen
40000	Dansk Møbelcenter		GRYN		Hr. Thomas Olsen
50000	Elektronik Service A/S				Hr. Steffen Voulund
60000	Grassblue Aps.	KYBENH...	HVID		
61000	Elektronik til alt	KYBENH...	HVID		
62000	WalkerHolland	KYBENH...	HVID		
01254796	Progressive Home Furnishings				Mr. Michael Sean Ray
01587796	Custom Metals Incorporated				Mr. Peter Houston

OK Cancel Vendor Purchases Help

DEFAULT Default Journal - Subcontracting Worksheet

Name DEFAULT

T..	No.	A..	A..	Prod. Or...	Operatio...	Work Ce...	Description	Quantity	Unit
▶	▼							0	

Tvna:

Analysis Patterns

Group of concepts representing common construction in business modeling [Martin Fowler: Analysis Patterns]
May be domain related or spanning across several domains
Conceptual models linked to interfaces rather than implementations
Represent a good starting point for any project
Used for communication in project team

Analysis Patterns and ERP

Patterns in account modeling – accounting and finances
Patterns in organizational hierarchies – human resources,
Observation and measurements in corporate finance
Inventories and accounting – accounting and finance
Planning – in production planning
Trading, contracts – customers and suppliers
...

ERP Systems Development

Combination of packaged deployment and customization

Business process change vs. product customization

Integration with other software which exists and is used on place

Focus on proper analysis of organizational structures and work processes

Deploying the whole package or just one module to be integrated with the existing systems

Re-Engineering

Re-engineering from business point of view and from technical point of view

Understanding and optimizing the primary activities behind the modules (value chain) and how they interact with secondary (supporting) activities

Primary activities

Flow of orders and invoices

Process for approving an investment or a purchase

Approval of a new production plan

Credit authorization procedures

and so on

Secondary activities

How electronic mail communication is organized

Human resources organization/skills

Use of technology in the work processes

On-line links to suppliers databases

Workflow Management Systems

Systems that manage and execute work activities

Workflow automation

Business or workflow model as activity graph or event flows graphs

Usually used for workflow automation of administration processes

Binding the functionality of workflow management to functions in ERP system (sending a notification, mail, document to another unit, task for another person,...)

Principles and practices in using workflow management

Management of ERP Projects

Risk resulting from complexity

Technology

Lack of User Involvement

Lack of Management Involvement

Methodological issues

Communication

Management of the risks within the projects

Architectures of ERP Systems

Monolithic/Mobile desktop applications synchronized with a mainframe

Client/Server

Three Tier Architecture

N-Tier Architecture

Systems Integration

Custom APIs and Integration

Loosely coupled RPC

Corba

Web Services

IDL

Interaction Models

Inter-organizational workflows

Lab I

Choosing an ERP Open Source for your project. Analyze existing available open source software.

Guidelines:

Find success stories on open source ERP software (library/web). What factors contributed to the success stories and how they can influence your selection?

Look for open source software packages on the web and in the articles. Try to experience them (install them, learn about their technical requirements and which modules they have, what are licence agreements or requirements,...)

Read also about other commercial vendors: SAP, Navision, ...

Choose one ERP software package you will use in the semester and report on that (remember your criteria you used for selection, you will use them to compare to the experience you have gained at the end of the semester)