AddonSoftware's Barista

One might ask, "Why would a software language and tool developer take on an ERP solution"? The answer lies in understanding the solution's origins and our strategic vision.

AddonSoftware® is a proven and reliable ERP solution, originally developed in the early 1980's by MicroAccounting Systems Inc. (Beaverton, OR) and more recently enhanced using ARDE (Addon-Rapid-Development-Environment), the predecessor of what became our powerful Barista® Application Framework development tool. Meanwhile, we witnessed the successes of our partners using our technology to develop their own verticals and core accounting solutions.

By Paul Yeomans
Vertical Market
Account Manager

AddonSoftware provided us with an opportunity to take the lead when we acquired the solution in 2007. Combining our strong technical skills with our own tool set – the BBj® "Java Made Easy" language – and the high-powered Barista application development tool, we continued to overhaul and modernize the original code resulting in AddonSoftware by Barista.

The Strategy

Imagine standard modular home construction which includes a kitchen, dining area, bathrooms and a few bedrooms. Now imagine the ability to add a sunroom, a wine cellar, a pool in the yard, or a home theater to the standard home. In addition to choosing new rooms and features, you have the opportunity to update the look of any of the basic rooms to suit your unique needs and taste.

This is the concept behind our building blocks strategy. AddonSoftware provides out-of-the-box functionality without the constraints of the box. BASIS, through AddonSoftware, provides the core building blocks common to modern ERP solutions, around which you can easily build your own customized solution.

Though we provide a virtual shrink-wrapped ERP solution, we also recognize that a one-size-fits-all business solution fails to address the unique practices and requirements of a particular business. Meeting these unique practices and requirements provides value and utility to end users and necessitates customization. However, your prospects may be averse to a customized business solution since they are typically very complex and costly. Furthermore, customization often leaves solutions "frozen in time" and unable to upgrade to take advantage of new features without extensive re-writing of the custom code (see *Preserving Your Customizations* on page 28).

AddonSoftware is the Answer

Neither overly complex nor costly, and able to preserve your customizations through

Building Blocks Strategy

the upgrade cycle, AddonSoftware is the answer. AddonSoftware resolves the dilemmas posed by most customized business solutions by combining "out-of-the-box" functionality with the Barista tool to facilitate your application development. No hidden costs means that we include everything you need for one price; the BBj Enterprise Edition, the Barista development tool, and a long list of utility features that may replace the third party vendors in your current solution. Combined with the efficiencies of the development tool and the ease of future maintenance tasks, AddonSoftware's core building blocks gives you the opportunity to lower the cost of your next project and the time to make more sales.

Simple Selling

Selling AddonSoftware is simple. It comes in three integrated building blocks or bundles – Accounting, Distribution, and Manufacturing. Each bundle contains related modules and may contain other bundles. Accounting is the base bundle that includes General Ledger, Accounts

Receivable, and Accounts Payable. The Distribution bundle starts with the Accounting bundle and adds Sales Order Processing, Purchase Order Processing, Inventory Control, and Sales Analysis modules. The third bundle, Manufacturing, starts with both the Accounting and Distribution bundles and adds Shop Floor Control, Bill of Materials, and Material Requirements Planning. Custom construction allows you to choose your room and customize your design. AddonSoftware gives you that same freedom through your ERP solution.

Unique Opportunity

Membership in the AddonSoftware Partner Program provides a unique opportunity to become involved in the creation and further enhancement of the product. We took a page from successful open-source models but added a commercial twist. Our community contributes to the development of the product and receives rewards with product credits

Margins as high as 100%

for their efforts, leading to margins as high as 100% – better than open-source! This unusual approach allows you to benefit from the expertise of others while jointly extending the range of the solution.

The Opportunity for You

With BASIS as the facilitator and deliverer of the building blocks, and you as the Master Craftsman, there are no limits to how far you can grow your business.

AddonSoftware partners enjoy generous margin opportunities and the technical and training support you would expect from a long-standing industry leader of software development tools. ■

Interested in an AddonSoftware partnership? Contact us today at info@addonsoftware.com.

AddonSoftware® Partner Program

Delivering Building Blocks for Your Vertical Solutions

The **AddonSoftware® ERP** solution provides you with the building blocks through its core accounting, distribution, and manufacturing bundles to fully complement your vertical market.
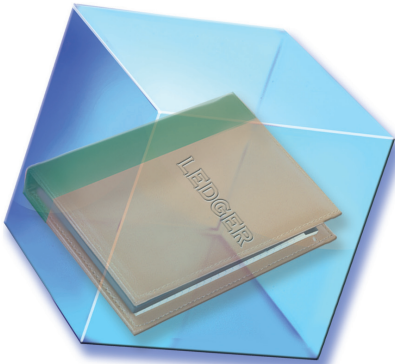Don't reinvent the wheel!

Simpler
- Scalable pricing, product, and margins
- Access to source code
- OS independent

Faster
- Easy customization with call point code
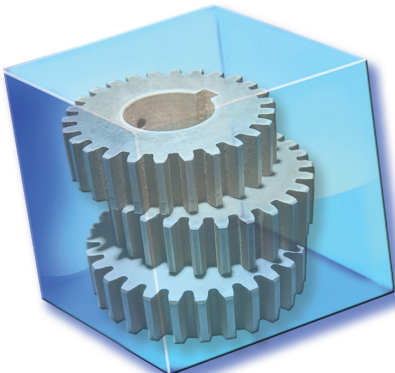- Includes the Barista RAD tool

Integrated
- Out-of-the-box functionality
- No dependencies on third party utilities
- Deployment flexibility

Unique
- Preserves your customizations through upgrades
- Co-operative development community with your choice of involvement

Interested?
Join the growing AddonSoftware community today to make the most of your expertise while maximizing your revenue opportunities.
Contact us to find out more.

1.800.370.9131 U.S. and Canada • +1.505.338.4188 International • info@addonsoftware.com • www.addonsoftware.com