



CEBIT,
4–9 March, 2008
Fairground, Hannover - Germany
www.cebitt.de

For further information or to schedule a briefing, please contact:

Carme Zaragoza	Hazel Butters
Openbravo	Prompt Communications on behalf of Openbravo
czaragoza@openbravo.com	Openbravo@prompt-communications.com
Tel: +34 666506839	Tel: +44 208 996 1653 / +44 7780 687813

Hall 5 – LinuxPark area - Stand F58/2

Openbravo previews its Global Partners Program at CeBIT 2008

Openbravo updates partner program to meet specific demands of different partner types and to ensure end users are given the right solution, support, and services.

Hannover, Germany – 4-9 March, 2008– [Openbravo](#), the leading developer of web-based open source Enterprise Resource Planning (ERP) and Point of Sale (POS) solutions for small and medium enterprises (SMEs), has completed the redesign of its unique quality-based partner program to address end users' needs and to enable each Openbravo partner to build high volumes of quality solutions around Openbravo products and services.

The Openbravo Global Partners Program will be previewed at this year's CeBIT, the largest IT and telecommunications trade fair in the world. The new program includes two key focus areas: an enhanced value proposition that incorporates partner-exclusive benefits and ensures new revenue streams for partners; and new partner categories to ensure that each partner can focus on their areas of core competencies to benefit Openbravo's end-users.

The categories cover System Integrators (SIs), Value Added Resellers (VARs), Independent Software Vendors (ISVs), OEMs, and Education Partners. Each category has the right level of tools, training, and support from Openbravo and in turn can deliver the ideal service, integration, and benefits to each individual Openbravo customer.

[Manel Sarasa](#), CEO of Openbravo, said, "*The continued demand and industry interest in Openbravo's ERP and POS open source products has lead us to develop this unique*

Global Partners Program that is focused on quality and partner commitment to address actual end-users' needs while enabling our growing partner community to consistently build more and better solutions around Openbravo."

[Andreu Bartolí](#), Operations Director for Openbravo, said, "We have an open relationship with our partners and understand what we need to provide to enable them to deliver consistently outstanding experience to our end users. Our Global Partners Program is designed to include specific programs for different types of partners and individuals to ensure business growth and the right end-user experience with every ERP and POS implementation."

Openbravo will be at Hall 5, in the Linuxpark area, at Stand F58/2. It will be demonstrating the recently released [Openbravo Network](#), an ideal ERP solution for SMEs. Openbravo Network provides users with a full ERP software appliance combining software and support for the entire stack (including the operating system, database and application server), plus all licenses for third-party technology from Oracle and rPath.

Openbravo will also be speaking at the "SaaS day" on March 6 at 5.15pm, on the topic of "**Virtual Appliances. An option for SaaS**". Located in the LinuxForum at LinuxPark.

About Openbravo

[Openbravo](#) ERP is the leading professional open source enterprise management (ERP) solution for small and midsize enterprises (SMEs). Driven by open source philosophies and best-in-class services, it delivers a fully integrated, web-based ERP system tailored to the needs of any company, regardless of size or industry sector. The functionality of Openbravo ERP is in continual growth thanks to an expanding international community of users, partners and developers. Openbravo ERP helps companies to manage daily operations, optimize business processes, enhance customer satisfaction and ultimately increase profitability. And because it is open source, Openbravo ERP puts the customer in full control without the overheads of contracts or licenses. In January 2006, Openbravo secured a €5 million (\$6.4m) financing agreement with Sodena - record funding for an open source ERP company - to fuel further software development and international growth. Openbravo is a winner of a 2007 'Red Herring 100 Europe Award'. At LinuxWorld Conference & Expo in August 2007, Openbravo was presented with a Product Excellence Award for 'Best Integration Solution'. In September 2007, the company's ERP solution was declared the 'Best of Open Source Software' by InfoWorld in the 2007 BOSSIE Awards. In January 2008, Openbravo was selected as a winner of the European Open Source Business Awards.

In October 2007, Openbravo acquired Librepos, formerly Tina POS, the leading open source POS solution. The newly renamed Openbravo POS is a point-of-sales application designed for touch screens. It supports ESC/POS ticket printers, customer displays and barcode scanners. It can support single and multiple users and has a strong back-office including product entry form, reporting and easy-to-read charts. Openbravo POS is fully integrated with Openbravo ERP and is also available as a standalone product.

www.openbravo.com

About CEBIT 2008

CeBIT is the world's largest trade fair showcasing digital IT and telecommunications solutions for home and work environments. The key target groups are users from industry, the wholesale/retail sector, skilled trades, banks, the services sector, government agencies, science and all users passionate about technology.

CeBIT offers an international platform for comparing notes on current industry trends, networking, and product presentations. Its website is located at www.cebit.de.