



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

Hazel Butters or James Gerber

Prompt Communications on behalf of Openbravo

[openbravo@prompt-communications.com](mailto:openbravo@prompt-communications.com)

US phone: (617) 576 5763 / (617) 291 9899

UK phone: +44 (0) 20 8996 1653 / +44 (0) 7780 687813

## **Openbravo reflects on successful 2007 and looks forward to further expansion in 2008**

- *Openbravo, developer of popular Openbravo ERP and Openbravo POS Open Source solutions, looks back on launch of new community initiatives, and reveals plans for further growth in 2008 –*

**Pamplona, Spain and Cambridge, Massachusetts – February 5<sup>th</sup> 2008 – [Openbravo](#)**, the leading developer of web-based Open Source Enterprise Resource Planning (ERP) and Point of Sale (PoS) solutions for small and medium businesses, has announced an end-of-year update.

At the lead of its respective categories, the company has proven considerable growth in home and new markets, achieved through both organic growth and its first acquisition. It has expanded its partner network to gain traction in new markets overseas and has a presence in more than 40 countries.

During 2007, the company released several versions of its award-winning ERP software; from version 2.1, which was available in January, bringing multicurrency support, enhanced inventory control through a material requirements planning mode and several new localizations. In August, version 2.3 was debuted at LinuxWorld San Francisco, adding a raft of new features such as a new interface, revised accounting integration with JasperReports, and enhanced message management. In October, Openbravo signed a partnership contract with rPath, the leading software appliance company, to develop Openbravo Network, a new kind of support contract to be launched in early 2008. In December, Openbravo's new development environment was launched which is a significant milestone to enable a full-fledged modular architecture that the Openbravo community can leverage.

The company is also a cofounder of the [Open Solutions Alliance](#), a coalition of open source companies dedicated to open source integration and harmony, the combined effort of which paid off when a single sign-on for all OSA applications was added within Openbravo version 2.3.

2007 also saw a landmark for Openbravo with the company undertaking its first acquisition, buying leading open source POS development company Librepos (formerly TinaPOS) and adding a strong and complementary offering to its product line, which had more than 100,000 downloads. The product, now known as renamed [Openbravo POS](#), is fully integrated with [Openbravo ERP](#) and also available as a standalone product.

Openbravo has also been executing strategy outside product development and demonstrated the commitment to services offered to its partners.

Meeting the needs of its growing partner base has been in part achieved by Openbravo's considerable training program. The company has conducted trainings across the globe and also held its first dedicated '[Get Together](#)' event which brought partners and the Openbravo community together to discuss ideas, and to share the excitement and opportunities that lay ahead.

In July, Openbravo launched Openbravo Pioneers, an international partner acquisition program to help new partners in new territories. As it enters 2008, Openbravo has a network of more than 60 partners in more than 40 countries.

The recruitment of new partners in new territories has gone hand-in-hand with Openbravo's localization project. Openbravo ERP solution is now available in more than 15 languages and its community is working in more than 40 localizations projects.

Downloads, a key metric for any open source project or company, show the rate of interest in Openbravo, with the company seeing a four-fold increase in downloads from less than 100,000 to more than 450,000 by the end of 2007, the highest download rate in the open source ERP market.

The company's achievement throughout the year, have not gone unnoticed. Openbravo was a winner of Red Herring's Top 100 Europe Award; it secured a Product Excellence Award at LinuxWorld San Francisco; then *InfoWorld* announced that Openbravo was a 'BOSSIE' (Best of Open Source Software) winner, with the best Enterprise Resource Planning solution; and in September, SourceForge named Openbravo as 'Project of the Month' out of its 160,000 projects.

Manel Sarasa, CEO of Openbravo said, "Each year we seem to be gaining momentum: 2006 was a great year for us as a company and 2007 has been the second amazing year in a row. Our management team ensured that we had a strong growth plan in place, with key objectives and methods in place to reach all of our goals. This includes such aspects as a strong product roadmap; investing in support mechanisms for our community; hosting forums and meetings to facilitate dialogue and idea-sharing with, and amongst, our community; and working as a team to deliver our plan to the market. We are excited and committed to building the next-generation leader in our space."

He concluded, “It’s been an amazing year and I am very proud of our team, our community and the successes we have secured and experienced together. I look forward to 2008 with anticipation and excitement of our next phase of growth.”

### **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. It is fully integrated with Openbravo ERP and is also available as a standalone product.

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