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Open Source Integrators

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ACCOUNTING
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2021

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*The annual listing of 10 companies that are at the forefront of providing
Accounting solutions and transforming businesses*

Open Source Integrators

Powering Positive Financial Outcomes with Open Source



Greg Mader

Businesses often use ERP solutions to unify processes, including manufacturing, warehousing, supply chain, and sales, among others. However, according to industry veteran Greg Mader, ERP systems are fundamentally financial management systems that create real-time intelligence throughout the operation. Business leaders who fail to leverage their ERP deployments throughout the organization often struggle to achieve ROI.

“Our research shows a common thread to successful ERP implementations begins with tackling financial accounting first,” states Mader. “It is the foundational building block, regardless of ERP brand.”

To help companies achieve enterprise-wide value from their ERP systems, Mader started Open Source Integrators (OSI). The company provides tailored and scalable open-source accounting, manufacturing, and e-commerce solutions.

Mader recognized the significance of looking at projects as financial endeavors and developed a financial accounting-first approach to deployments. Additionally, to boost the value offered by OSI’s portfolio, Mader gathered a team of finance and accounting experts with real know-how and extensive experience.

“Financial and managerial accounting are fundamental to the success of any ERP,” Mader explains. “Getting accounting right sets up the rest of the project for success. That’s why we’ve created a center of excellence built with exceptional CPAs and chartered accountants.”

Founded in 2010, OSI quickly became an integral part of the open-source community. What started as a small company in California has grown to a global presence with a proven track record of ensuring business continuity for all of its clients, even during the COVID-19 pandemic.

“Our ability to offer unmatched customization and flexibility has enabled us to help small to medium businesses adapt to the disruptions caused by the coronavirus outbreak and continue their operations,” adds Serena Cyr, director of customer success at OSI.

The company’s accounting solution gives companies a single version of the truth across an entire enterprise. The customizable solution helps clients gain a holistic and accurate understanding of their operations.

At the core of OSI’s accounting solution is Odoo ERP—an internationally based software system that offers open-source business applications.

“Our long-running partnership with Odoo combined with the expertise offered by our team of finance and accounting veterans helps businesses mitigate their organization-specific challenges in their own personalized manner,” explains Megan Pitas, project manager/consultant.

For instance, if a business is struggling to gain the expected efficiency gains from a technology deployment due to cumbersome/manual support processes, OSI recognizes the problem and automates the concerned activities, thereby driving better, faster, and GAAP compliant accounting.

OSI has helped customers achieve success since its inception. In one instance, the company assisted a large pharmaceutical wholesaler in better managing the traceability of their products. Initially, as a leading manufacturer and distributor of pharma additives and active ingredients, the customer had to comply with emerging regulatory mandates and perform periodic process, equipment, and quality assessments. Simultaneously, the client was also required to do foreign exchange and currency valuation activities and handle long and complicated supply chain and inventory processes.

To help this client gain the desired accounting efficiency and flexibility, OSI collaborated to build a Six Sigma product called the SIPOC diagram. With SIPOC, the client customized their financial and ERP activities while assisting them in constantly being up-to-date with their FDA regulatory and GMP certification documentation.

OSI also automated paper-based and cumbersome processes to improve product traceability and quickly establish an effective remote working infrastructure to help the client’s workforce adapt to the ‘new, pandemic struck’ normal.

Moving forward, OSI aims to diversify its portfolio and add more strategic financial advisory services, including specialized offerings for finance and M&A requirements. They will also continue evolving consulting services for manufacturing, warehousing, supply chain processes, and more.

To conclude, Mader reiterates the ethos of his company, “We plan to continue expanding our center of accounting excellence by adding additional professionals from both the tech and business worlds to better help our clients face the future.” **CT**