

## Graduation Project Proposal Form

### 1. Project Information

- **Project Title:** Odoo Sales and CRM Implementation car showroom (velocity motors)
- **Course/Track:** Odoo application consultant
- **Team Members:**

- |                              |                   |
|------------------------------|-------------------|
| 1. Momen Abdul Hay Mustafa   | 4. Mai Emad Hamdy |
| 2. Mohamed Ahmed Abdelsatar  | 5. Mohamed gamal  |
| 3. Abdelrahman sameh mohamed | 6. Khaled mohamed |

### 2. Project Overview

- **Objective:**

streamlining sales, improving customer relationship management, enhancing operational efficiency, overall sales efficiency, improving customer satisfaction, and providing the dealership with better control over its operations and customer relationships.

- **Scope of Work:**

Requirements Gathering, System Design

Data Migration, Customization, Integration, Testing, Training, Deployment, Support, Documentation

Each project may vary based on specific business needs, size, and complexity, so adjustments to this scope may be necessary

- **Expected Outcomes:**

**Faster Quote-to-Close Cycle:** Automating quotation generation and deal closing will result in faster sales closures, improving the overall sales velocity.

**Better Sales Tracking:** Sales teams will have greater visibility into customer inquiries, follow-ups, test drives, and conversion rates, enabling better decision-making and prioritization of leads. providing a strong foundation for long-term growth and profitability.

### 3. Problem Statement

The car showroom is currently facing multiple operational challenges that hinder its ability to efficiently manage sales, customer relationships, and inventory. These challenges have resulted in decreased sales performance, poor customer engagement, and operational inefficiencies. The existing processes are mostly manual or supported by outdated systems, leading to several key problems

### 4. Proposed Solution

- **Technologies Used:**

involve a combination of Odoo's platform capabilities and various tools to ensure seamless integration Odoo Sales Module, Odoo CRM Module.

- **System Architecture:**

The architecture is typically divided into several layers to manage complexity, scalability, and maintenance

Presentation Layer (Frontend), Business Logic Layer (Backend), Data Layer ,Integration Layer

### 5. Resources Needed

- **Hardware/Software:** hardware resources:

**Cloud-Based Deployment:** No significant local server infrastructure is needed as the system will be hosted on cloud platforms (e.g., Odoo.sh, AWS, Microsoft Azure, or Google Cloud).

**Software Resources:**

A. Odoo ERP System

### 6. Approval

- **Instructor/Advisor:** Dr.Elwy
- **Signature:** Dr.Elwy