

# Odoo Decision Matrix Framework

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## Alternative Solution Decision Matrix

Use this framework to evaluate whether Odoo is right for your situation:

### Business Fit Assessment:

- ☐ Standard business processes (Score: +2 for Odoo)
- ☐ Complex industry-specific requirements (Score: -2 for Odoo)
- ☐ Multi-entity operations (Score: -1 for Odoo)
- ☐ Growth-stage business (Score: +1 for Odoo)

### Technical Capability Assessment:

- ☐ Strong internal IT team (Score: +1 for Odoo)
- ☐ Preference for vendor-managed solutions (Score: -2 for Odoo)
- ☐ Customization requirements (Score: -1 for Odoo)
- ☐ Integration complexity (Score: -1 for Odoo)

### Budget and Resource Assessment:

- ☐ Limited implementation budget (Score: +2 for Odoo)
- ☐ Ongoing support budget concerns (Score: -1 for Odoo)
- ☐ Need for premium vendor support (Score: -2 for Odoo)
- ☐ Long-term TCO focus (Score: +1 for Odoo)

## Scoring Guide:

**+4 to +6:** Odoo is likely a strong fit **+1 to +3:** Odoo could work with careful planning **-1 to -3:** Consider alternatives or hybrid approaches **-4 to -6:** Alternatives likely better choice

## How to Use This Framework:

1. **Check each box** that applies to your business situation
2. **Add up the scores** for all checked items
3. **Compare your total** against the scoring guide above
4. **Consider the implications** of your score for your ERP selection

## Additional Considerations:

- If your score is borderline, consider conducting a proof of concept
- Pay special attention to items with high negative scores (-2) as these may be deal-breakers
- This framework is a starting point - always validate with professional consultation for complex implementations

*This framework is part of the comprehensive "Odoo Implementation Guide 2025: Avoid \$250K+ Failures" available at [AriaShaw.com](https://AriaShaw.com)*