

**Seliom** Case Monitoring allows us to always know who is doing what, how and when. To do this. We enter the seliom case manager. Here we can filter the case by process, status or creation date, we can also search for them by entering search terms . Even by selecting a case, we enter its control page.

Once inside, we can see all the communication that has been generated throughout the case, including the communications we can generate on the control page. We also find, centrally, all the documents that have been attached to the different process tasks .

We can see all the steps carrying out their details, as well as what step the case is standing by, if it is on time or late and the user responsible, which can be changed if reassigning the task to another user is needed.

ON Seliom we can also see a summary of the case, and as the manager we can pause, stop or delete it . We can also monitor a case graphically to know which task the process is standing by. If someone makes a mistake, we can always go back and undo the task performed by mistake. Another way to monitor cases is through kanban circuits, which allows us to see all cases graphically, centrally, and by status. For example, we can have cases of services sales process in the qualification, proposal, approval, contract, onboarding or lost status.

Likewise, we can move the case manually and if we select a particular one, we will go directly to the control page of that case. To associate a kanban circuit to any process is quite easy because we just create as many columns as the status of the process needs and once it is done, associate these statuses with the completion of certain.

Steps of the process. To conclude Seliom give us unprecedented visibility of everything that happens in the business in real time and it's more easy to use compare to Github

<https://www.seliom.com/>

**Axelor** is a comprehensive and modular software suite designed to meet the needs of business management. It offers a range of applications from customer relationship management (CRM) to human resources management (HR), project management, inventory management, accounting, procurement, sales management, as well as business process modeling tools (BPM).

In the realm of customer relationship management (CRM), Axelor enables users to track prospects, customers, and contacts, manage opportunities and sales pipelines, launch and monitor marketing campaigns, and even integrate with social networks.

For human resources management (HR), Axelor provides comprehensive functionalities to manage employees, contracts, payroll, track leaves and absences, evaluate performance, and manage training and skills.

In project management, Axelor allows for task and project planning, time and expense tracking, resource and budget management, and creation of project tracking dashboards.

Regarding inventory management, Axelor facilitates tracking of stock movements, inventory management, order management, supplier management, and monitoring of stock levels and alerts.

In accounting, Axelor offers comprehensive functionalities for managing accounts and finances, tracking supplier and customer invoices, generating financial statements and reports, and integrating with banks.

In terms of procurement and sales management, Axelor enables management of quotes, orders, and invoices, tracking of sales and purchases, management of contracts and pricing, and integration with payment systems.

Finally, for business process modeling (BPM), Axelor allows for creating and graphically modeling business processes, automating workflows and tasks, monitoring real-time process execution, and managing business rules and authorizations.

Imagine we are an online electronics sales company. We use Axelor to manage our business, including sales, inventory, and customer management. Here's an example simulation using Axelor in this context:

1. Creating a new customer:

- We use Axelor to create a new customer in our system, entering information such as name, address, phone number, and email.
- Axelor allows us to categorize customers based on their preferences or purchase history, enabling personalized communication in the future.

2. Product management:

- We add new products to our catalog in Axelor, specifying details such as product name, description, price, and stock quantity.
- Axelor enables real-time tracking of stock levels for each product, helping us avoid stockouts and plan replenishments.

- A customer places an order on our website. This order is automatically imported into Axelor.

- We use Axelor to check the availability of the ordered products and process the order by generating a corresponding invoice.

- Axelor allows us to track the status of each order, from preparation to shipment to delivery.

#### 4. Payment management:

- When the customer makes payment for their order, we record this transaction in Axelor and update the order status accordingly.

- Axelor enables us to track payments made by each customer, as well as amounts due and remaining balances.

### 5. Sales analysis:

- We use Axelor's reporting and analysis features to generate reports on our sales, analyzing sales by product, customer, period, etc.

- Axelor provides us with graphs and visualizations to better understand our sales performance and identify trends.

In summary, Axelor enables us to efficiently manage our online sales business, from customer creation to product management, order processing, and sales analysis. Its user-friendly interface and comprehensive features make it a valuable tool for our business.

<https://axelor.com/>

