**Oddo Document**

**Odoo (On Demand Open Object)** is a python based Framework. It is is an all-in-one management software that offers a range of business applications that form a complete suite of enterprise management applications targeting companies of all sizes. Odoo is an all-in-one business software including, CRM( Content Resource Management) website/e-commerce, billing, accounting, manufacturing, warehouse - and project management, and inventory.

Odoo is an open source software that is available in three versions, two of which are local while the other is hosted in the cloud. More than 7,300 apps are available thanks to the multiple developments made by Odoo S.A. and its community.

The cloud-based Online Edition of Odoo ERP offers a customized solution specifically designed to solve SME needs. In this highly modular solution, each business function is carried out by a dedicated app. This allows growing businesses to start with a few apps and to adopt more as their needs change and evolve. For this comparison we’ve selected the cloud hosted version, Odoo Online. The unique part of this offer is that it’s completely customizable. There are more than 30 certified apps that cover the vast majority of business cases, all of which connect to the same database on Odoo’s servers.

**Growing Businness With ODOO**

There are some statistics that shows Odoo is growing at a high rate of users and organizations are adopting this framework. The statistics are as follow:

2 millions plus User are using Oddo/

120 plus countries are using this technology

730 partners around the Globe

7,300 applications are in Odoo apps

**Features:**

**In Business to Business Sales Odoo supports:**

* Quotes to Order
* Electronic Signature
* Online Payment
* Quotation Templates
* Upselling and cross selling
* Subscription Management

**In In-Store Sale Odoo Supports:**

* Point of Sale (Retail)
* Point of Sale (Restaurant)

**In Online Sale Odoo Supports:**

* eCommerce
* eBay Integration

**In Advanced Products Odoo Supports:**

* Multi-level Variants/ Matrix Items
* Configurable Products
* Kits

**In Sales Flow Odoo Supports:**

* Leads Nurturing
* Lead Scoring
* Leads Management
* Opportunities Management
* Pipeline Management
* Third Party Management

**Communication Tools**

* Customer Multi-Address
* Calls / Meetings / Mail
* VOIP
* Email Integration
* Live Chat
* Full Customer History
* Email Templates
* Opportunities Analysis

**Implementation Service**

For Microsoft Dynamics, the implementation service is usually provided by a local partner. For NetSuite and Odoo Online, implementations are usually provided directly by the vendor. Odoo Enterprise implementations (the on-premise offer of Odoo) are typically performed by a local partner. The implementation cost of Dynamics, and Netsuite is usually case by case and prices differ widely from one project to another. Odoo however has packaged implementation offers (between $2,100 and $5,500 for a standard implementation).

**Offers**

Most of the offers through MS Dynamics cover one year. Netsuite usually sells multi-year contracts, with large discounts for long term contracts (~25% for 3 years). Odoo’s default offers are monthly, without commitment, and typically includes a 16% discount with a yearly contract (paying for 10 months instead of 12).

**Conclusions**

The intent of this comparison is to be as fair as possible. If you think that some important comparative information is missing, please email us at feedback@mail.odoo.com. Often SME’s will find they have a software need but are unable to implement one given the high level of overhead and complexity of the task. For growing companies, it is much more optimal to start small in a software solution and add new features little by little as the business expands and evolves. In most practical cases, a flexible and modular approach works best for SMEs as it provides the business with the necessary freedom to adapt to change quickly. Business needs will never stop fluctuating, especially in a growing company. Traditional practices for SMEs are now becoming obsolete as more powerful and dynamic solutions become available. Selecting the best option is no longer just about which best suits your business today, but also which is best for your business in the future. Planning for long term success with an easily adaptable software solution can be the key decision in the long-term development and growth of your business.