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# ABSTRACT

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# LIST OF FIGURES AND TABLES

# DESCRIPTION OF THE COMPANY

## Mission

We are a market focused , process-centered organization that develops and delivers solutions to our customer, consistently outperforms our peers, produces predictable earnings for our shareholders, and provides a dynamic and challenging environment for our employees.

## Vision

# INTRODUCTION

## Purpose:

Internship is to create a bridge between the career-specific work and academics of a student during their student life. It provides an experience that should enhance a student's academic, career, and personal development. It also helps us learning, since interns are supervised by a professional in the field. We meet new people and practice networking skills while establishing a network of professional contacts and references. An internship consists of an exchange of services for experience between the intern and the organization. Intern gets to do work on projects and expand their knowledge on the field.

The Reason to choose Nilmay systems is that

# PROBLEM STATEMENT

## Problem:

Every business has its own objectives, processes and requirements. The problems an organization maybe facing are Data Redundancy, Insufficient Reporting, Manual Paper Processes, Organizational Scalability issues, Low customer Retention, etc. Above all, today’s businesses need technologies with complete functions which can bridge the gap between business processes and people. There are solutions available like standalone systems. Standalone Business applications refer to applications designed for specific needs of business but have limited functionality and are isolated from other applications. If a company is using such standalone systems then they will likely to be using accounting applications, spreadsheets, desktop applications and home grown applications. All of these systems increase the chances of contradictory data because they are hard to maintain, update and migrate and have an overall larger cost for doing so. As an example, majority companies faces problems handling inventory on paper or on separate software solutions which are not integrated with manufacturing and sales. They need to run a large organization with multiple departments and teams successfully using one centralized system only.

## Goal:

Our goal was to learn modules of Odoo (OpenERP) which are business applications including Sales, CRM, Contacts, Products, Quotations, Purchase, Employees and their leaves and attendence, Manufacturing and Human Resources. This was going to be an ERP (Enterprise Resource Planning) system for a Equipment manufacturing company, therefore we had to generate a report of feasibility that weather the company can implement odoo as ERP or not. We also were assigned to learn and work in web technologies (PHP, HTML, MYSQL, BOOTSTRAP) along with the Open ERP modules.

# SOLUTION

## Start up Steps

To know whether ERP system can fill up the empty holes in the working process of some business, first we need to understand the work flow of the company. For our task, we visited the one of the client companies of Nilmay systems and interacted with employees in all the different departments and prepared notes of their work flow and hierarchy. We asked different questions about the work they follow, the problems they face and their requirements. It was an equipment manufacturing company therefore; they required the following management systems in one ERP.

Every business has mainly five departments of management

* CRM – Customer Relationship Management
* MRP – Material Requirements Planning
* SCM – Supply Chain Management
* HRM – Human Resources Management

## Customer Relationship Management – CRM

**Customer Relationship Management** is a strategy for managing an organization’s relationships and interactions with customers and potential customers. A CRM system helps companies stay connected to customers, streamline processes, and improve profitability.

We added demo opportunities for the company with Expected revenue. For that we had to add a contact of the potential customer and their employees in the system. We also added preference and activities to do for the opportunity to flow in new🡪proportioned🡪qualified🡪won stages. Also it has a log for the lost opportunities with their reasons.

## Material Requirement Planning – MRP

**Material requirements planning (MRP)** is a production planning, scheduling, and inventory control system used to manage manufacturing processes.

Here, we needed to analyze the purchase and inventory applications of Odoo. Request for quotation is the first step for it. Since the company is purchasing the raw material from Vendor Company it has to request for the quotation of the product and compare it with other offers. According to the Quotation purchase order and its receipt is generated. Incoming of products can also be managed as well as Accounting entries are also managed.

## Supply Chain Management – SCM

**Supply-Chain Management** (**SCM**), the management of the flow of goods and services, involves the movement and storage of raw materials, of work-in-process inventory, and of finished goods from point of origin to point of consumption.

The modules for SCM in Odoo are Product and Quotation. We can add products which can be sold or can be purchased, categorize them, set the sales price. We added some demo products in Odoo and created manufacturing orders for them. Quotation🡪Sales Order🡪Invoicing can be prepared from Quotation. The outward can be managed from here. We can do sales analysis and take decisions in future.

## Human Resources Management – HRM

**Human resource management** (**HRM** or HR) is the strategic approach to the effective management of people in an organization so that they help the business to gain a competitive advantage. It is designed to maximize employee performance in service of an employer's strategic objectives.

In Odoo there are module called employees where we can define hierarchy of the company. Work types and designation of employees. It also indicates requirements of an employee department wise. We also learned to manage leaves of the employees to approve, assign or reject the leaves. We can define the number leaves in a year and take decisions. There is also application for attendance of the employees where start and end times are recorded

# CONCLUSION