

ABC for appliances  
(Client)

&

Odoo Global Consultants

(Odoo partner)

# Intro

**Odoo Global Consultants** To empower businesses and achieve excellence through digital transformation, Quality management & decision based insights.

# Pain points / Business Needs (i)

**Odoo** is the ideal ERP solution aiming to modernize operations, reduce costs, enhance customer experience, and gain full control over all from a single platform.

# Pain points / Business Needs (ii)

- **Inventory chaos**
  - Hard to track variations (model, color, capacity).
  - real-time visibility across branches/warehouses.
  - Stockouts and automated reordering.
- **Warranty & after-sales headaches**
  - Lost warranty cards, invoice, purchase history
  - slow service management, no history.
- **Weak reporting**
  - **Data scatter:** who did what? Where and when?
  - Real-time dashboards KPIs and multi-branch visibility.
  - **centralized reporting.**
- **Multi-branch complexity**
  - Unified database.
  - Branch-level reporting & tracking
  - Inter-store management.

# Odoo, why?

why a company might choose Odoo instead of a competitor

SAP, Oracle, Zoho, Salesforce, Microsoft Dynamics.



# Odoo, why?

why a company might choose Odoo instead of a competitor

SAP, Oracle, Zoho, Salesforce, Microsoft Dynamics.

Competitors are extremely powerful but

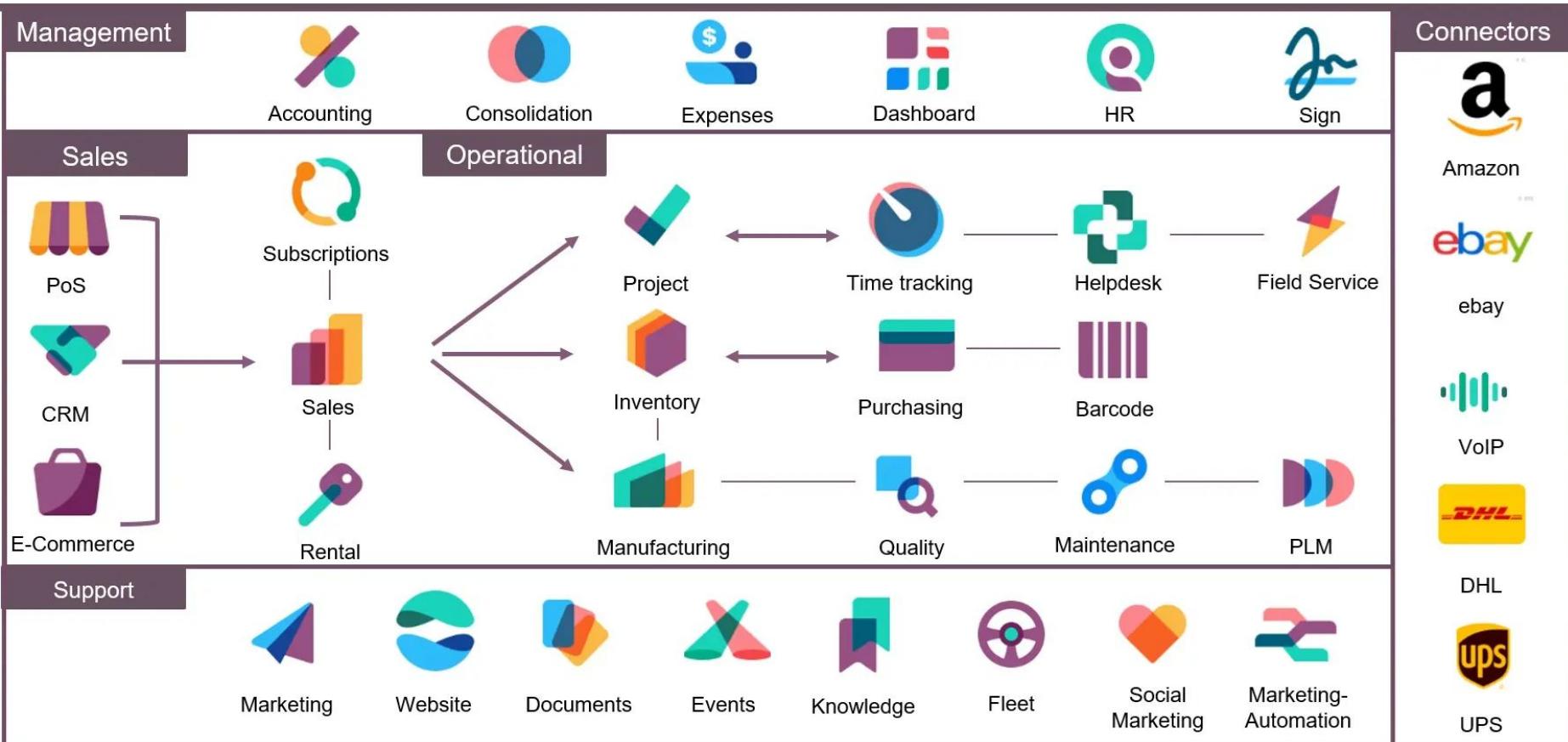
- Expensive
- Hard to customize (limited features)
- Dedicated UI/UX (NOT user friendly)
- Integration is a nightmare
- size / Business Oriented



# Odoo, why?

- **All-in-One System**
- **Cost-Effective Cheap** takes Fraction of the cost so small businesses and startups love it.
- **Works for Any Size** (Freelancer - Small business - Medium company - Enterprise with thousands of employees)
- **Very Customizable** (Faster setup - automation - reports)
- **Simplicity:** Easy to Use (Clean design - User friendly - Fast training)
- **Huge Ecosystem** (official apps - community apps - custom apps)
- **Open Source Advantage & Foster innovation**





# When NOT to use Odoo?

✗ You need extremely advanced analytics, multinational-level budgeting, Accounting, heavy enterprise, complex manufacturing. (SAP & Oracle)

✗ You want a very simple, cheap (Zoho or HubSpot)

✗ You need heavy manufacturing robots/automation

(Microsoft Dynamics or SAP for deeper integration with industrial machines)

✗ You want a Specialized - focused - single-purpose Tools

(Shopify, QuickBooks, Trello)

✗ You have no budget at all

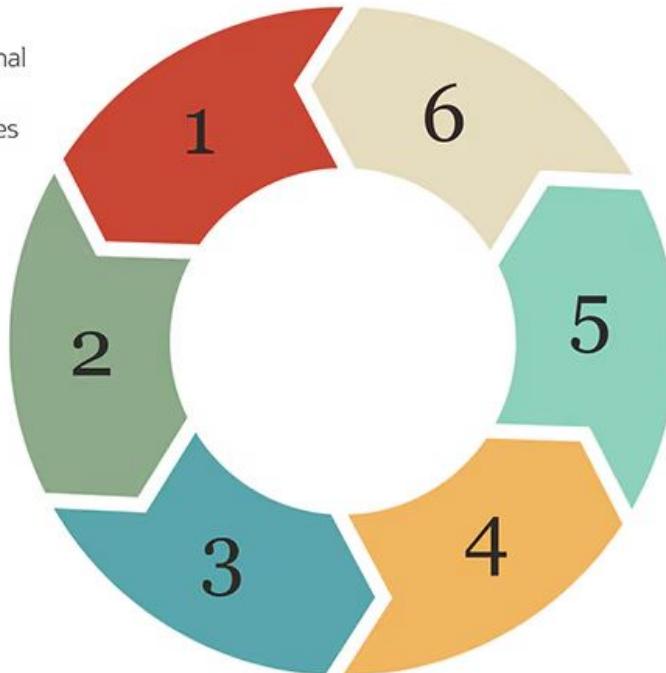


# ERP Implementation Stages

**1. Discovery and planning.** A cross-functional project team gathers input about different business groups' requirements and the issues that the ERP system needs to solve.

**2. Design.** Analyze existing workflows, how you'll customize the software and how to migrate data to the new system.

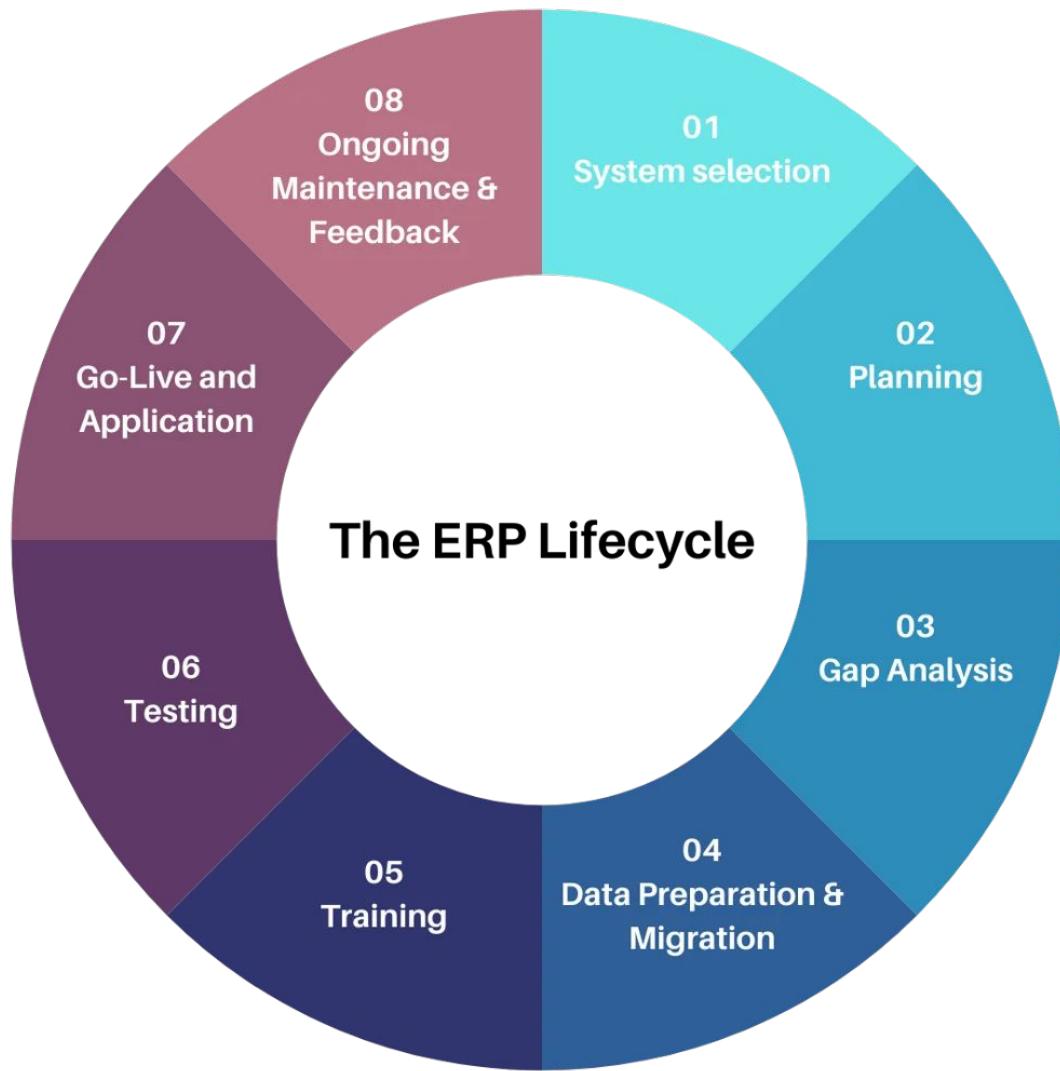
**3. Development.** Configure the software to business requirements performance, prepare training materials and documentation, and begin to import data.



**6. Support.** The project team ensures that users have the support they need, and continues to upgrade the system and fix problems as needed.

**5. Deployment.** After completing configuration, data migration and testing, go live!

**4. Testing.** Progressively test the functions of the system and fine-tune development to address any problems that emerge.



# Workflow & Implementation (i)

- Understanding business Processes (1–2 weeks)
  - system evaluation
  - initiate Business Requirements Document (BRD)
  - Pain points & priorities
  - Define required modules
- Solution Design (1–2 weeks)
  - Translate BRD into Odoo workflows.
  - Design warehouse routes, sales flows, accounting rules
  - Prepare data structure (products, customers, vendors)
- System Configuration (2–6 weeks)
  - Install required Odoo apps
  - Setup users, roles, access rights
  - Configure sales, POS, CRM, inventory, accounting
  - Set accounting chart of accounts, journals, taxes

# Workflow & Implementation (ii)

- Custom Development (Optional due to business needs)
- Data Migration (historical data)
- User Training (1–2 weeks)
- User Acceptance Testing (1–3 weeks)
- Go-Live (1 week)
  - Support users while they adapt to the new system.
- Continuous Improvement (Ongoing)

# Requirement Analysis

## Establish a unified Odoo ERP platform to address core operational pain points

- Multi-branch control (unified transactions monitoring)
- Reporting & insights.
- Generalized & user-friendly POS system.
- Provide accurate tracking:
  - Invoices & Purchasing
  - Inventory
    - Products
    - Spare parts
  - supplier & contractors.

# System Implementation & Configuration (i)

Implement Modules (**Two phases**):

- **Phase one** Key Modules:
  - Sales & Point of Sale
  - Inventory
  - Purchase
  - Accounting
- **Phase two** Sub Modules:
  - CRM/Contacts
  - Warranty
  - HR/Employees - Website (optional)

# System Implementation & Configuration (ii)

## Workflow & Configuration:

1. Standard with local hosting in the main branch
  - 1.1. Cairo - main branch
  - 1.2. Giza
  - 1.3. Alex (inventory & import bay)
2. Fetch & implement client data (if any) into the system
  - 2.1. (Client- supplier- product... etc)
3. Setup your system & hardware
  - 3.1. (servers- POS- scanners- payment)
4. Test your system (initial launching)
  - 4.1. If client approve go to 5
5. Integrate with remaining branches (Full launching)

# **Roles & Access rights**

## **Meet the Team**

**Salah** GM / Account manager & business analyst

**Amira** Sales manager / Lead implementer

**Ahmed** Senior Accountant / implementer