

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.



Microsoft
Dynamics[®] 365

ORACLE



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Competitors are extremely powerful but

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



Microsoft
Dynamics[®] 365

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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**



Management



Accounting



Consolidation



Expenses



Dashboard



HR



Sign

Connectors



Amazon



ebay



VoIP



DHL



UPS

Sales



PoS



CRM



E-Commerce



Subscriptions



Sales



Rental

Operational



Project



Inventory



Manufacturing



Time tracking



Purchasing



Quality



Helpdesk



Barcode



Maintenance



Field Service



PLM

Support



Marketing



Website



Documents



Events



Knowledge



Fleet



Social
Marketing



Marketing-
Automation

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.

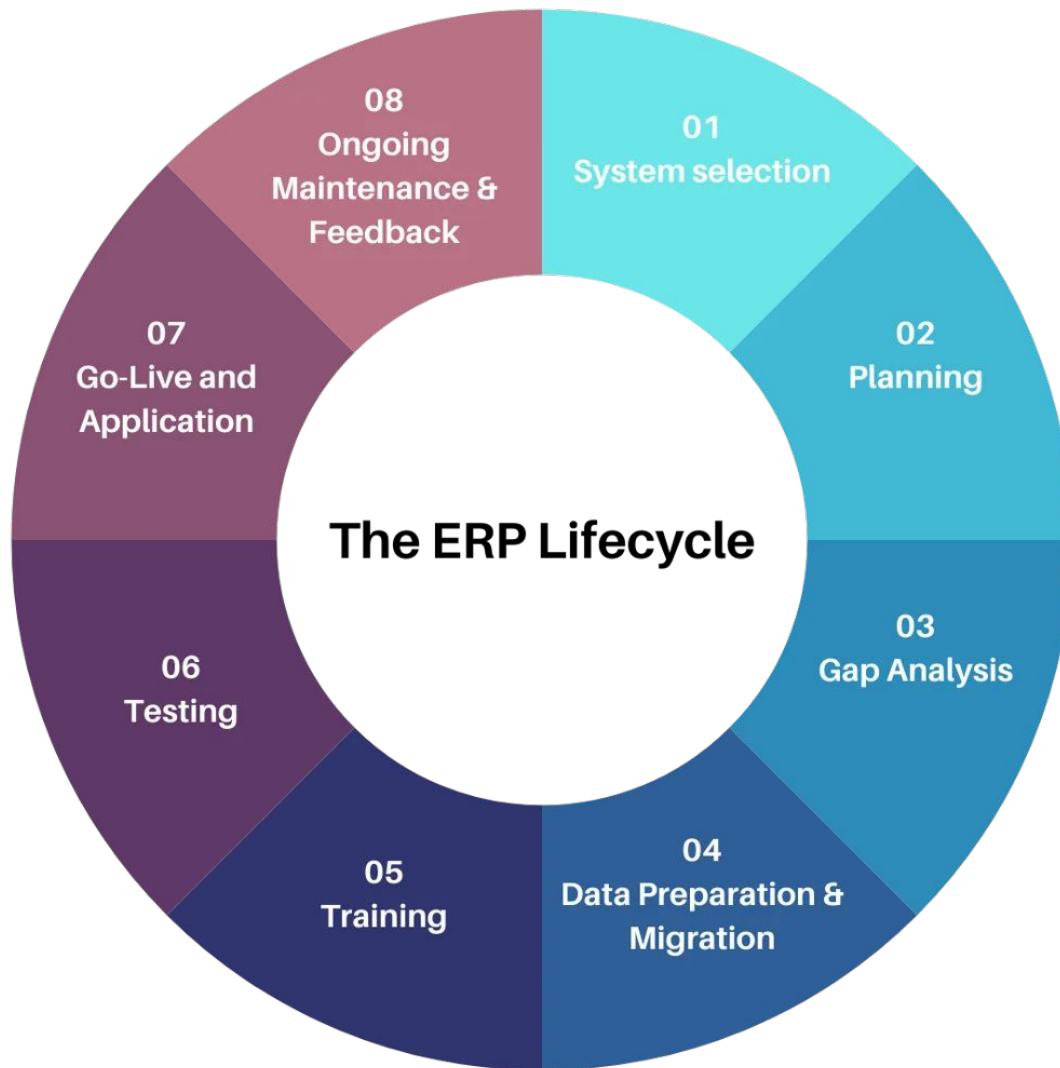
3. Development. Configure the software to business requirements performance, prepare training materials and documentation, and begin to import data.



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