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Odoo ScaleUp Game

1. Buy and Sell

Pada materi yang pertama yaitu skema buy and sell, pada skema ini kita akan menggunakan beberapa fitur dari Odoo untuk melaksanakan kegiatan jual beli kita, sebagai berikut :

- Membuat Produk
- Memesan Produk
- Mendapatkan Produk
- Sistem kontrol bil
- Pengiriman produk ke konsumen
- Pembuatan invoice
- Catatan pembayaran
- Analisa profit

Diawal kita akan membuat order pada menggunakan fitur purchase -> products -> products.=, lalu create, masukkan data yang diperlukan seperti vendor, serta produk-produk yang akan diorder, produk dapat dipilih, jika belum ada dapat membuat produk baru dengan mengisikan data-data produk yang diperlukan

The screenshot shows two windows side-by-side. On the left is the 'Purchase' module's 'Quotations' screen, displaying a quotation for 'P00009' from 'Wood Corner'. It includes fields for Vendor, Vendor Reference, Order Deadline, Receipt Date, and a table of products. The total amount is listed as Rp 1,110.00. On the right is a 'Receipt' document titled 'RFQ_P00009.pdf', showing a table of items with a subtotal of \$1,000.00. Below the table are buttons for 'SEND BY EMAIL', 'RFQ', 'RFQ SENT', and 'PURCHASE ORDER'. At the bottom, there is a 'Buy & Sell Receive Products' section with a message from a driver.

Selanjutnya kita akan mencoba mendapatkan produk dengan fitur inventory, pada bagian operations kita dapat memilih produk dan berapa banyak demand yang ingin didapatkan

The screenshot shows two Odoo windows side-by-side. On the left, the 'Inventory Overview / San Francisco: Receipts / WH/IN/00007' window displays a transfer from 'Wood Corner' with a scheduled date of 10/12/2022 13:56:33 and an effective date of 10/11/2022 14:04:59. A table shows a demand for 10.00 Large Desk units, which have been completed. Below the table, a message from 'Mitchell Admin' indicates the transfer is ready. On the right, the 'Control the Bill' window shows a bill for 'Wood Corner' with a vendor bill date of P00001: \$1,000.00. The invoice lines show a single item: Large Desk at 10.000 units, 100.000 price, and 13.00% taxes, totaling \$1,000.00.

Setelah di save kita akan kembali lagi ke menu request for quotation lalu kita bisa send quotation ke email untuk mendapatkan invoice dari transaksi yang kita lakukan

The screenshot shows two Odoo windows. On the left, the 'Purchase Requests for Quotation / New' window is open, showing a new request for 'Wood Corner'. It includes fields for vendor, order deadline (10/11/2022 14:11:35), receipt date (10/12/2022 14:11:35), and a note about no on-time delivery data. A table lists a demand for 10.00 Large Desk units. Below the table, terms and conditions define an unfaxed amount of Rp 1,000.00, taxes of Rp 110.00, and a total of Rp 1,110.00. A message from 'iqbal fakhrita' indicates a new record is being created. On the right, the 'Purchase Large Desks' window shows a purchase order for 'Wood Corner' with a product table identical to the one in the request. It includes a note about tax rates varying by country and options to send by email or purchase order.

The screenshot shows the Odoo Purchase module. On the left, a Quotation Request (P00001) is displayed with details like 'Receive From' (universitas sumatera utara, Wood Corner), 'Scheduled Date' (10/12/2022 14:11:35), and 'Source Document' (P00001). A table shows a demand for a 'Large Desk' (10.00 units). Below the table, a message feed shows activity from 'iqbal fakhriza' and OdooBot.

On the right, a 'Receive Products' window is open, showing a receipt for 'WH/IN/00001'. It lists a 'Large Desk' with a quantity of 10.00. A note at the bottom says, 'If you don't set any quantity received in the "Done" column, Odoo asks for a confirmation to accept all the entire demand of ordered quantities.'

Untuk detail invoice dapat kita lihat pada menu accounting

The screenshot shows the Odoo Accounting module. On the left, a Bill (BILL/2022/10/0001) is displayed for 'universitas sumatera utara, Wood Corner'. It includes fields for Vendor, Bill Date, Accounting Date, Due Date, and Journal. An invoice line for a 'Large Desk' is shown with a quantity of 10.00, price of 100.00, and taxes of 11%, totaling Rp 1,110.00.

On the right, a 'Control the Bill' window is open, showing a message from Odoo Point about a difference between the bill and vendor bill. It also shows a message from a user named 'Hello, on your invoice 2022-01-12, you charged us \$110 per unit instead of the \$100 we agreed upon. We accept the bill, but we won't pay it until you send us a \$100 refund receipt.'

Pada menu inventory kita dapat melihat list delivery order yang telah kita buat sebelumnya, kita juga dapat melihat status serta schedule delivery order

The screenshot shows two windows side-by-side. The left window is titled 'Inventory Overview / universitas sumatera utara: Delivery Orders' and lists a single delivery order: WH/OUT/00001, scheduled for Today, with a source document S00001 and a status of 'Ready'. The right window is titled 'Deliver to Customer' and shows a detailed view of the same delivery order. It includes sections for 'Delivery Orders' (with a button to 'VALIDATE'), 'Reference' (WH/OUT/00001), 'Contact' (Azure Interiors, Brandon), and 'Status' (Ready). A note says 'Immediate Transfer? You have not recorded done under quantities yet, by clicking on apply Odoo will process all the quantities.' Below this is a progress bar with buttons for 'DRAFT', 'WAITING', 'READY', and 'DONE'. A warning message states: 'Odoo reserves products automatically based on quantities on hand. However, even if you don't have enough stock you can force the transfer. If you choose this method, the stock might become negative until you fix the issue.' The bottom section is titled 'Buy & Sell' and 'Invoice Customer'.

Untuk data lengkap delivery order kita dapat mengakses dengan klik salah satu dari item pada list yang dapat kita lihat pada menu sebelumnya

This screenshot shows two windows. The left window is the detailed view of the delivery order WH/OUT/00001 from the previous screenshot. It shows the delivery address (Azure Interiors), scheduled date (10/11/2022 14:21:34), effective date (10/11/2022 14:23:06), and source document (S00001). It lists a product 'Large Desk' with a demand of 1.00 and a done quantity of 1.00. The right window is titled 'Invoice Customer' and shows a list of invoices. One invoice is selected for 'Customer' (Azure Interiors, Brandon) with a total of \$729.00. Below it is a 'CREATE INVOICE' section with a 'Regular invoice' option. At the bottom, there is a table for creating a new invoice with columns for Product, Quantity, Price, Taxes, and Subtotal. The table shows one entry for 'Large Desk' at 3.00 units, totaling \$220.00. The bottom of the window has 'CONFIRM' and 'POSTED' buttons.

Selanjutnya adalah mencetak invoice customer, setelah sebelumnya mencetak invoice untuk perusahaan kita akan mencetak invoice produk yang nantinya akan kita kirimkan ke customer

Customer Invoice
INV/2022/00001

Product	Label	Account	Quantity	Price	Taxes	Subtotal
Large Desk	Large Desk	41000010 Sales	1.00	220.00		Rp 220.00

Total: Rp 220.00
Amount Due: Rp 220.00

Send message Log note Schedule activity Today

Customer: Azure Interiors
Invoice Date: 10/11/2022
Due Date: 10/11/2022
Payment Reference: INV/2022/00001
Journal: Customer Invoices

Customer: Azure Interiors, Total: \$799.00, Payment status: Pending Activation, Status: Draft → Posted

https://universitas-sumatera-utara.odoo.com/web#notebook_page_129

Record Payment

Customer: Azure Interiors, Total: \$799.00, Payment status: Pending Activation, Status: Draft → Posted

Journal: Bank, Amount: \$759.00

Instead of recording payments manually, you can synchronize your bank with odoo (it supports integration with 35,000 banks), or import bank statement files.

Untuk data pembayaran dapat kita lihat pada menu accounting, kita dapat memilih customer lalu create payment

Customer Invoice
INV/2022/00001

Product	Label	Account	Quantity	Price	Taxes	Subtotal
Large Desk	Large Desk	41000010 Sales	1.00	220.00		Rp 220.00

Total: Rp 220.00
Paid on 10/11/2022 Rp 220.00
Amount Due: Rp 0.00

Send message Log note Schedule activity Today

Customer: Azure Interiors
Invoice Date: 10/11/2022
Due Date: 10/11/2022
Payment Reference: INV/2022/00001
Journal: Customer Invoices

Invoiced / INV/2022/00001

Customer: Azure Interiors, Total: \$799.00, Payment status: Pending Activation, Status: Draft → In Payment

https://universitas-sumatera-utara.odoo.com/web#notebook_page_129

Analyze Profits

Contingent Anglo-Saxon Anglo-Saxon w/ prepayment valuation

Income	\$ 660.00	\$ 660.00	\$ 360.00
Operating Income	\$ 660.00	\$ 660.00	\$ 660.00
Cost of Revenue	\$ 0.00	\$ 0.00	\$ 300.00
Expenses	\$ 100.00	\$ 0.00	\$ 0.00
Depreciation	\$ 0.00	\$ 0.00	\$ 0.00
Net Profit	\$ -340.00	\$ 660.00	\$ 360.00

If you're looking for a specific feature, start typing terms on the Home screen to search across all menus. Try 'Profit'.

Depending on your national principles for accounting (Continental or Anglo-Saxon), you should have a net profit of -\$490 or \$360. In Continental accounting, the expense is recorded at the time of the purchase. While in Anglo-Saxon accounting, the expense is recorded once the goods are sold in the Cost of Revenue account.

Congratulations!

What's next? Choose your strategy:

- Run a Store: Start selling in your showroom.
- Sell Services: Target new customer segments.
- Manufacture: Build your own products.
- Sell Online: Create an e-commerce website.

Kita juga dapat melakukan analisis profit pada menu accounting -> customers -> invoices

The screenshot shows two windows side-by-side. The left window is the 'Profit and Loss' report for the year 2022, displaying income and expenses with a net profit of Rp 220.00. The right window is the 'Analyze Profits' dashboard, which compares Continental and Anglo-Saxon accounting principles across Income, Expenses, and Net Profit categories.

Profit and Loss Report (Left Window):

Category	Amount (Rp)
Gross Profit	Rp 220.00
Operating Income	Rp 0.00
Cost of Revenue	Rp 0.00
Total Gross Profit	Rp 220.00
Other Income	Rp 0.00
Total Income	Rp 220.00
Expenses	
Expenses	Rp 0.00
Depreciation	Rp 0.00
Total Expenses	Rp 0.00
Net Profit	Rp 220.00

Analyze Profits Dashboard (Right Window):

Contingent	Anglo-Saxon	Anglo-Saxon w/ per capita taxation
Income	\$ 660.00	\$ 660.00
Operating Income	\$ 660.00	\$ 660.00
Cost of Revenue	\$ 0.00	\$ 0.00
Expenses	\$ 1000.00	\$ 0.00
Expense	\$ 1000.00	\$ 0.00
Depreciation	0.00	\$ 0.00
Net Profit	- \$40.00	\$ 660.00

Below the dashboard, there is a 'Congratulations!' section with four options: Run a Store, Sell Services, Manufacture, and Sell Online.

2. Run a store

Pada skema kedua yaitu untuk meluncurkan toko terbaru pada oddoo kali ini kita akan mencoba membuat sesi jualan lalu menjalankan alur penjualan. Berikut adalah tahapan yang akan kita lakukan :

- Mengimpor produk
- Konfigurasi cash control
- Mencoba menjual barang
- Mencetak invoice
- Serta analisis
- Buka tutup session

Pada menu point of sale -> products -> products kita dapat melihat produk-produk yang telah kita buat sebelumnya.

The screenshot shows the Odoo POS interface for the 'Products' screen. At the top, there is a header bar with various tabs like Point of Sale, Dashboard, Orders, Products, Reporting, and Configuration. A red notification bar on the right says 'Pending Activation'. Below the header, there is a search bar and some filters. The main area displays five product cards:

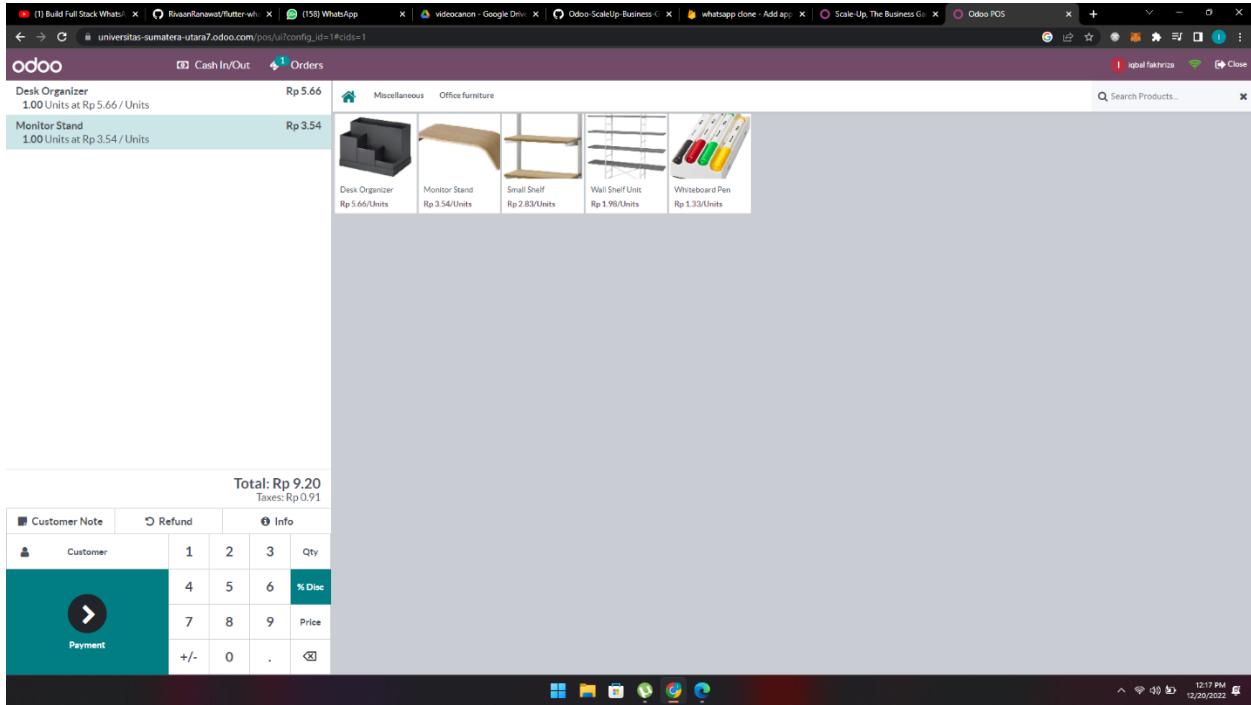
- Desk Organizer [FURN_0001] Price: Rp 5.10 On hand: 0.00 Units
- Monitor Stand [FURN_0006] Price: Rp 3.19 On hand: 0.00 Units
- Small Shelf [FURN_0008] Price: Rp 2.83 On hand: 0.00 Units
- Wall Shelf Unit [FURN_0009] Price: Rp 1.98 On hand: 0.00 Units
- Whiteboard Pen [CONS_0001] Price: Rp 1.20

At the bottom of the screen, there is a Windows taskbar with icons for File Explorer, Google Chrome, and others. The date and time are shown as 12/14 PM 12/20/2022.

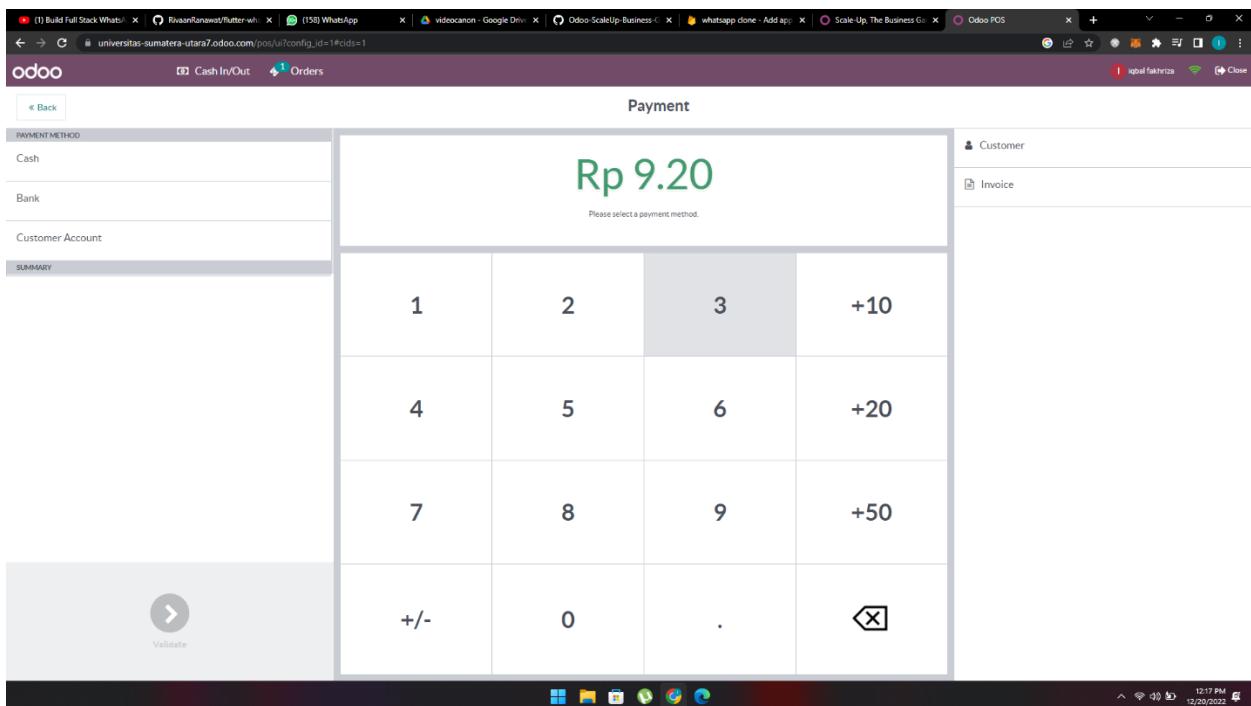
Selanjutnya kita akan melakukan konfigurasi cash control pada dashboard -> new session. Masukkan opening data jumlah uang diawal sesi penjualan dimulai

The screenshot shows the Odoo POS interface for the 'Orders' screen. A modal dialog box titled 'OPENING CASH CONTROL' is open in the center. It has a field for 'Opening cash' set to 550, a text area for 'Add an opening note...', and a button labeled 'Open session'. In the background, there is a list of products under 'Miscellaneous' and 'Office furniture' categories. At the bottom left, there is a 'Payment' section with a table for entering customer details and payment amounts. The date and time are shown as 12:16 PM 12/20/2022.

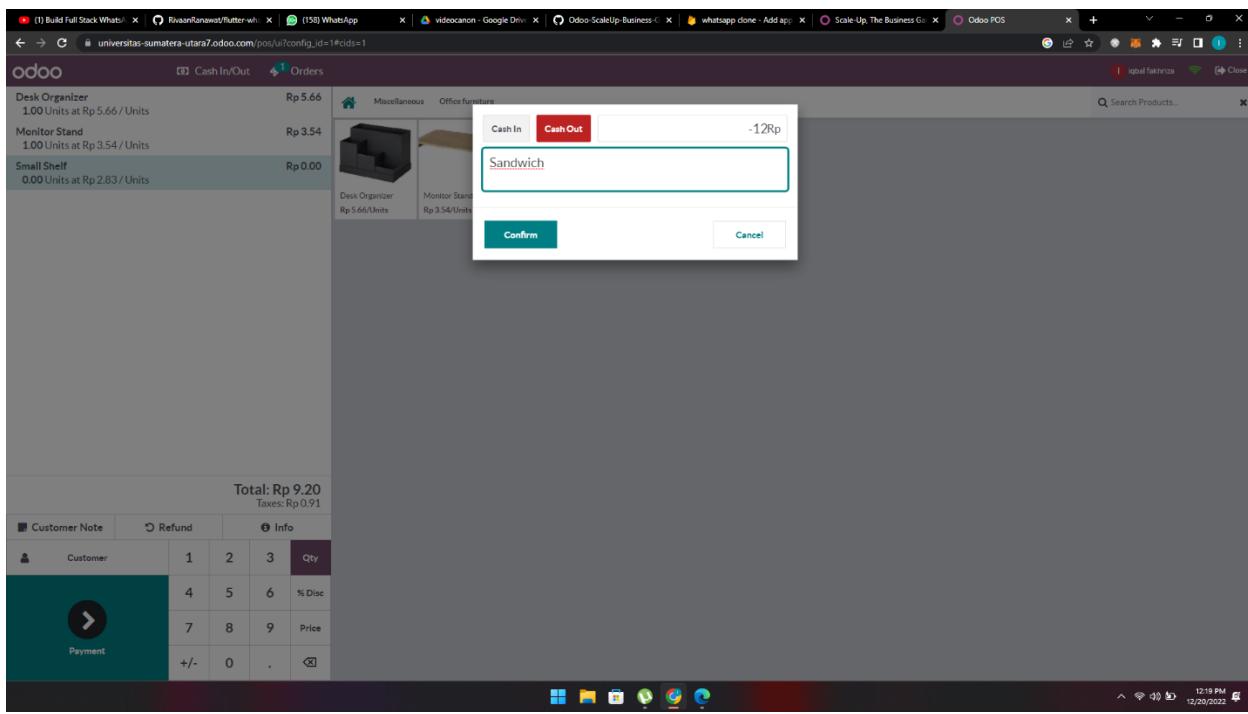
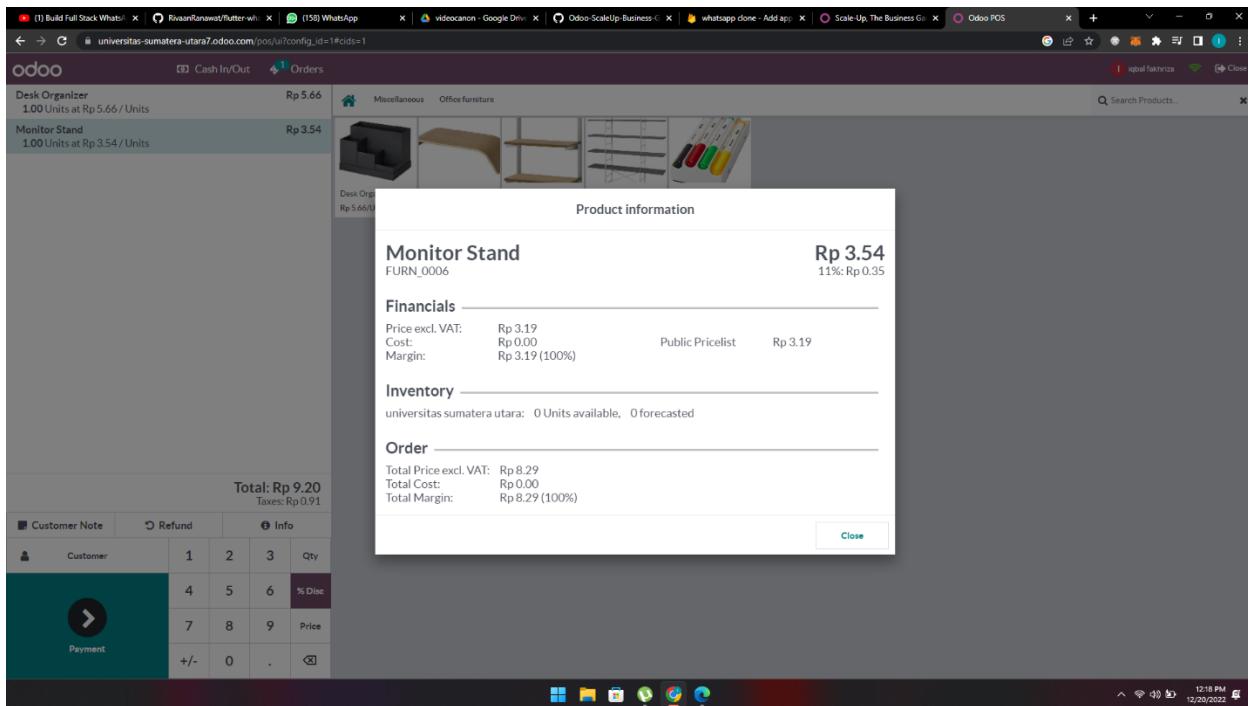
Kita dapat memilih barang dan memasukkannya ke list belanja yang dapat kita lihat pada menu sebelah kiri, kita juga dapat memilih jumlah serta discount untuk barang-barang tertentu yang kita inginkan



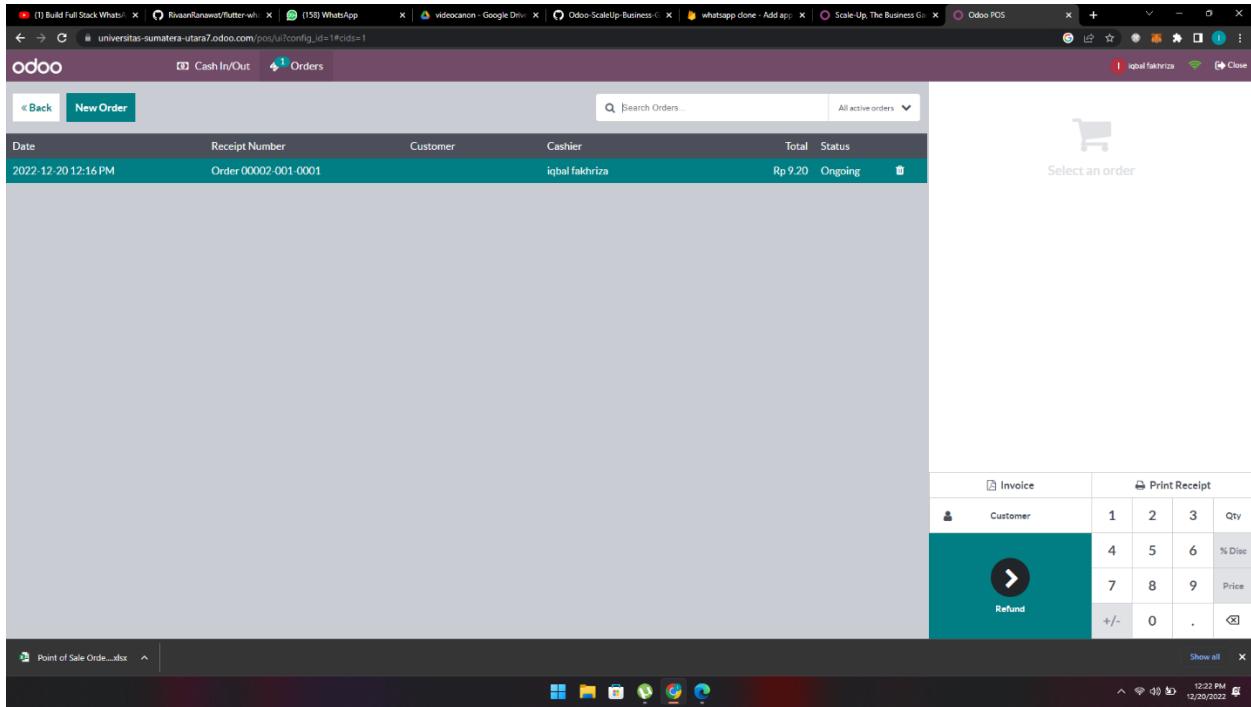
Jika kita klik payment kita akan ditunjukkan menu pembayaran dengan memasukkan data pembayaran customer



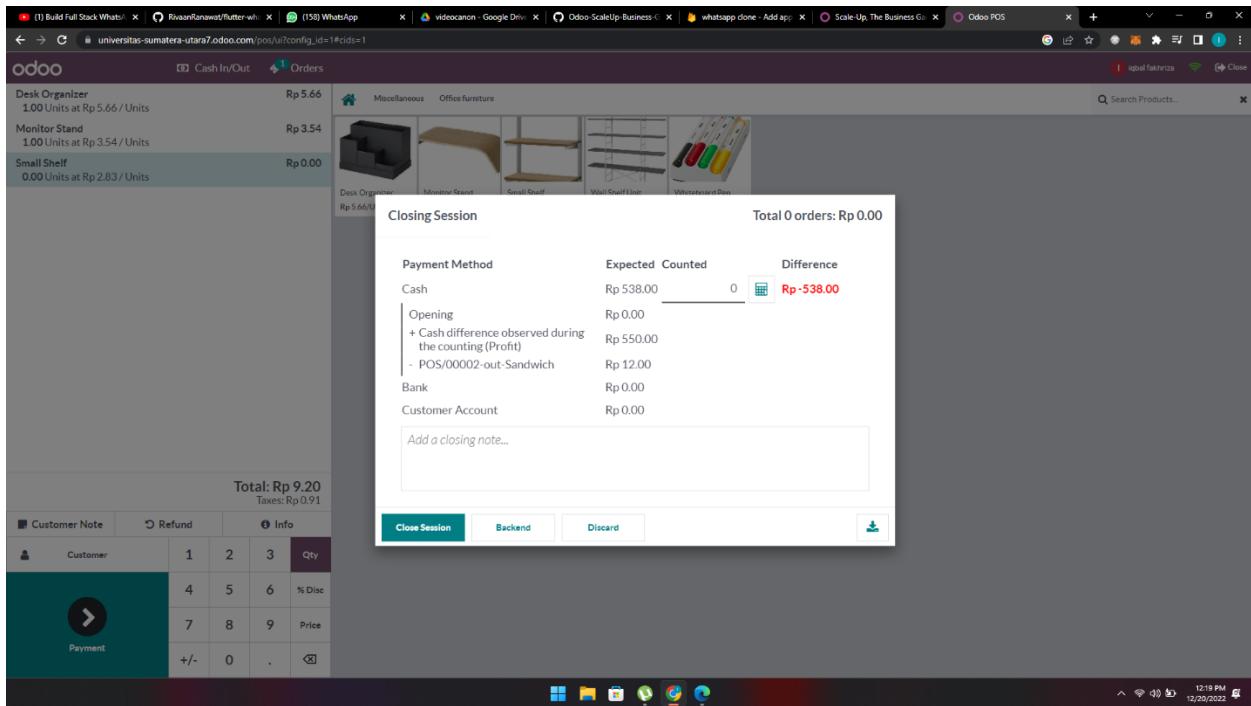
Untuk info selengkapnya dapat kita lihat dengan klik menu info



Untuk melihat order yang telah dibuat kita dapat klik tombol orders pada menu diatas kiri layar



Setelah sesi penjualan selesai kita dapat klik tombol close session dan akan ditunjukkan hasil penjualan selama sesi berlangsung



3. Sell online

Pada bagian sell online ini kita akan mencoba membuat website ecommerce dengan fitur sales dan website, nantinya di website akan terdapat homepage, products dan beberapa fitur web lainnya seperti dan lain-lain. Berikut adalah fitur yang akan kita buat :

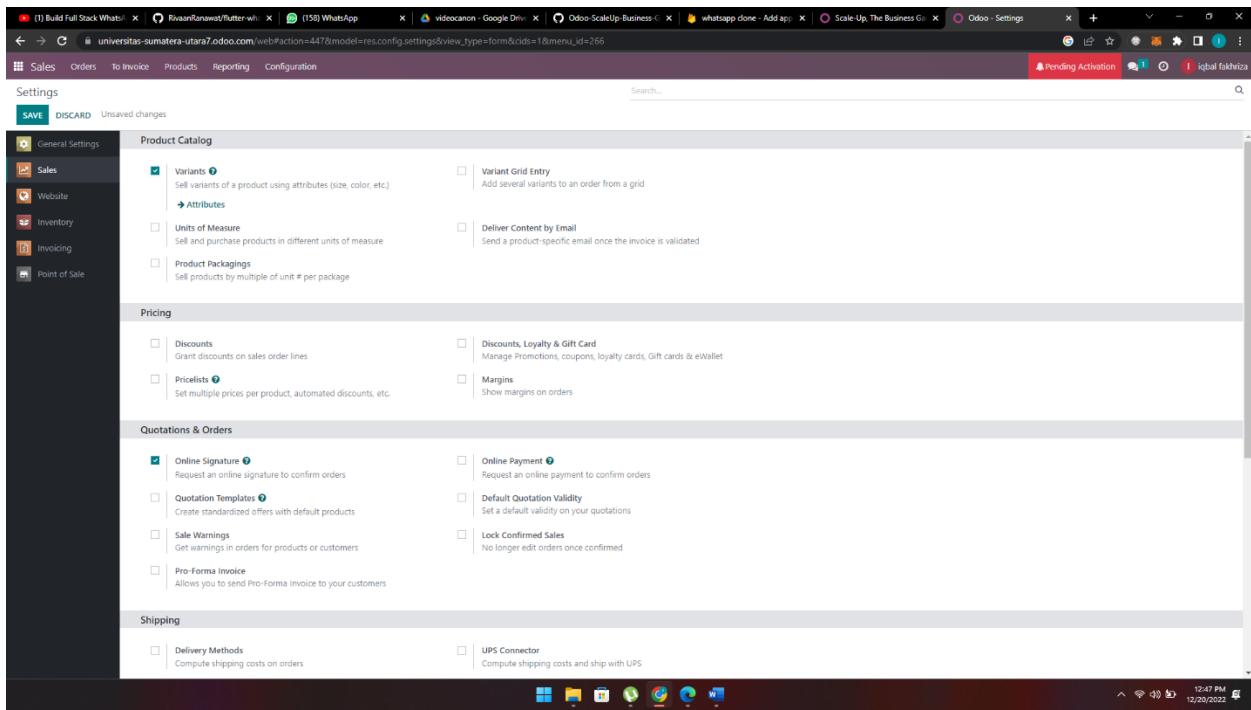
- Desain halaman utama web
- Membuat produk untuk ditampilkan
- Mengembangkan SEO
- Setup konfigurasi produk
- Testing ecommerce

Tampilan awal menu sales

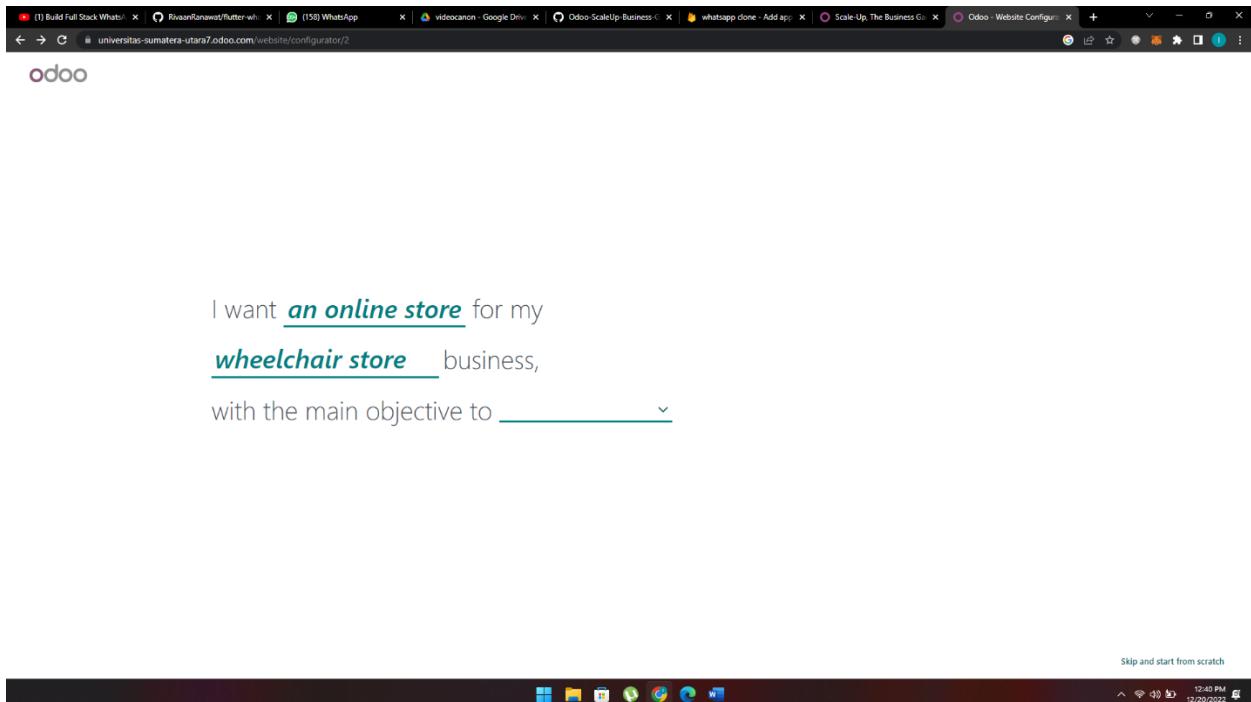
The screenshot shows the Odoo Sales Quotations module. At the top, there are four sections: 'Company Data' (with a 'Let's start!' button), 'Quotation Layout' (with a 'Customize' button), 'Order Confirmation' (with a 'Set payments' button), and 'Sample Quotation' (with a 'Send sample' button). Below these sections is a table listing 10 quotations. The columns include Number, Creation Date, Customer, Saleperson, Activities, Total, and Status. The status column shows various states like 'Cancelled', 'Draft', and 'Confirmed'. At the bottom of the page, there is a large button labeled 'Create a new quotation, the first step of a new sale!' with a smiley face icon.

Number	Creation Date	Customer	Saleperson	Activities	Total	Status
RFP0001	11/10/2022	Henry Siregar			10.000.000	Canceled
RFP0002	11/10/2022	Henry Siregar			85.200.000	Confirmed
RFP0003	01/11/2022	Henry Siregar			80.500.000	Confirmed
RFP0004	02/11/2022	Henry Siregar			75.000.000	Confirmed
RFP0005	11/10/2022	Henry Siregar			60.000.000	Confirmed
RFP0006	11/10/2022	Henry Siregar			90.000.000	Confirmed
RFP0007	11/10/2022	Henry Siregar			75.000.000	Canceled
RFP0008	12/10/2022	Henry Siregar			85.100.000	Confirmed
RFP0009	11/10/2022	Henry Siregar			10.000.000	Canceled
RFP0010	11/10/2022	Henry Siregar			14.841.000	Confirmed

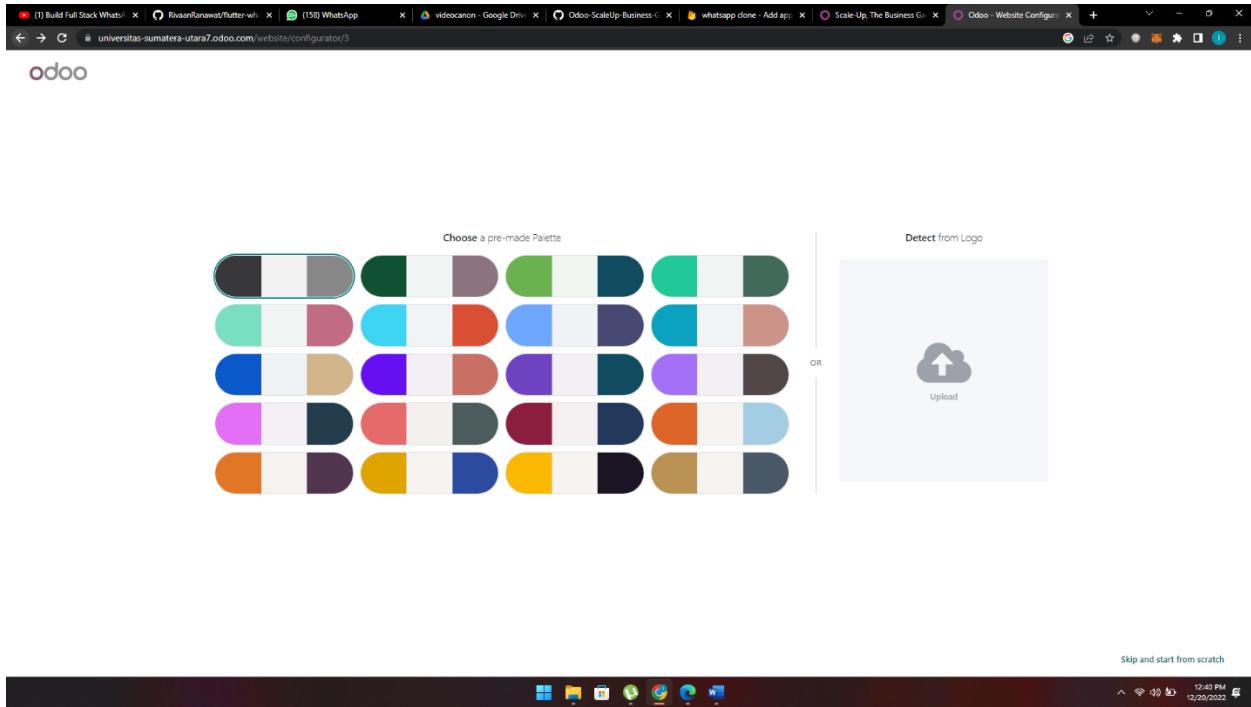
Di Settings kita akan aktifkan fitur variants pada produk yang akan kita buat nantinya



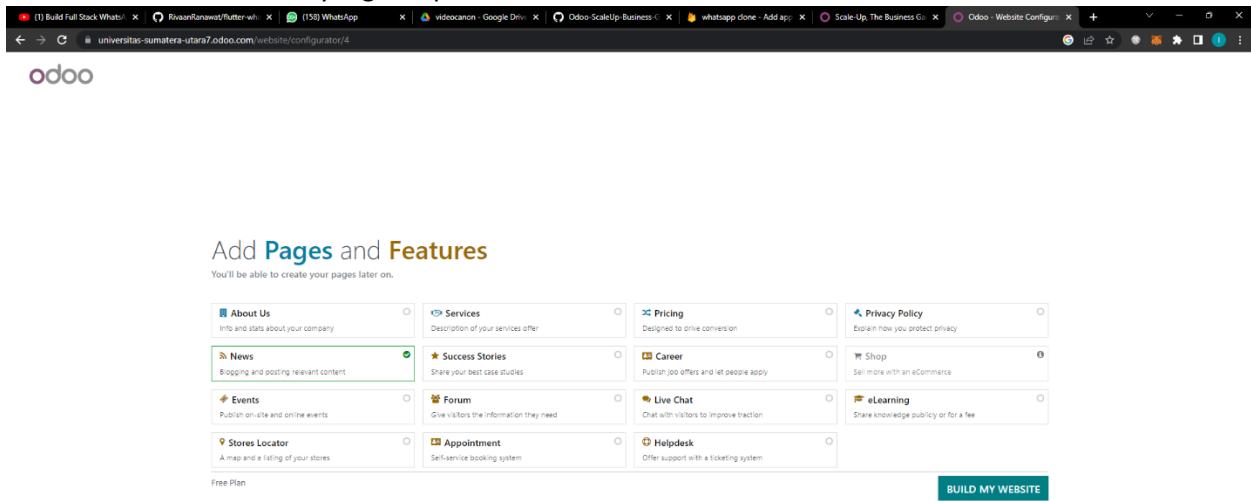
Untuk membuat laman web ecommerce kita masukkan data-data umum tentang tujuan website kita untuk odoo



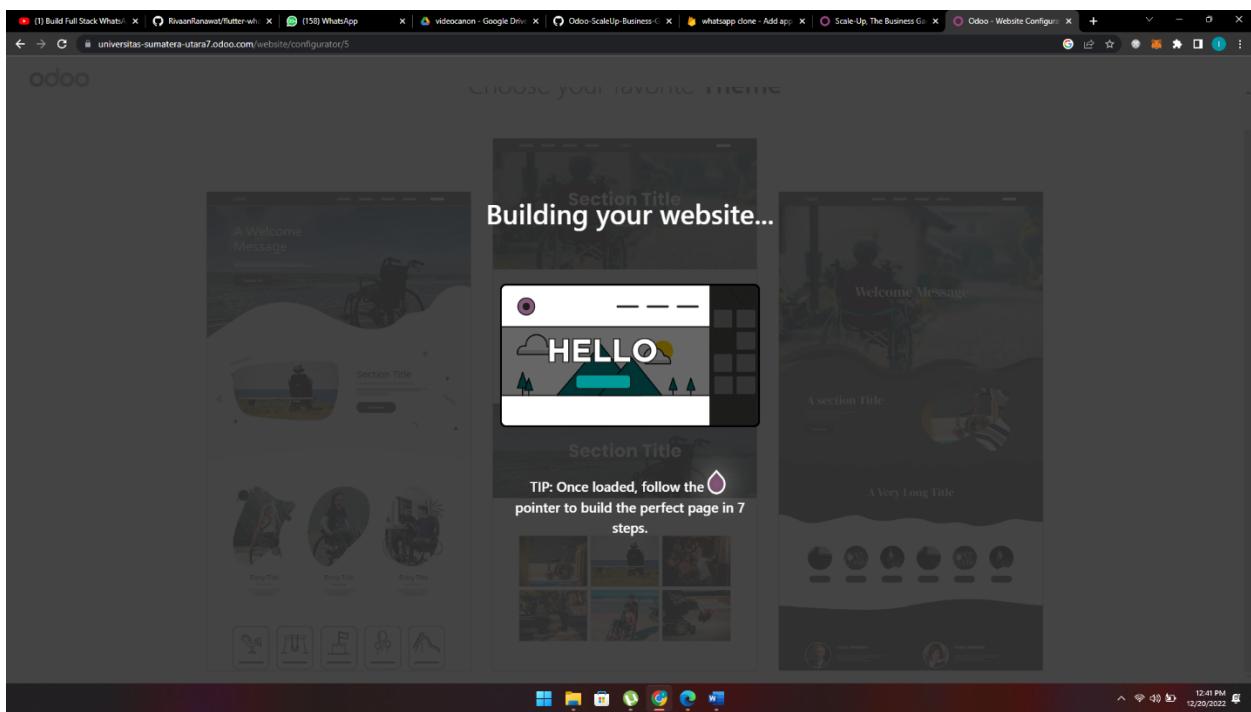
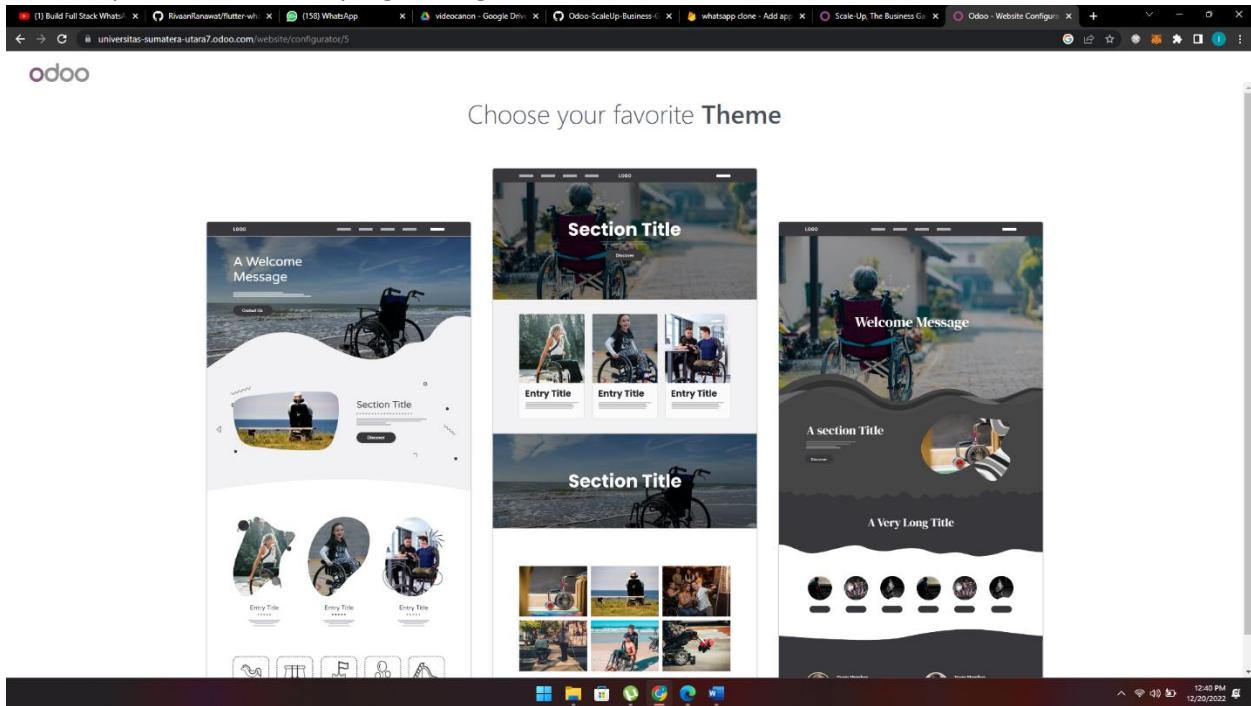
Masukkan tema warna serta logo jika ada



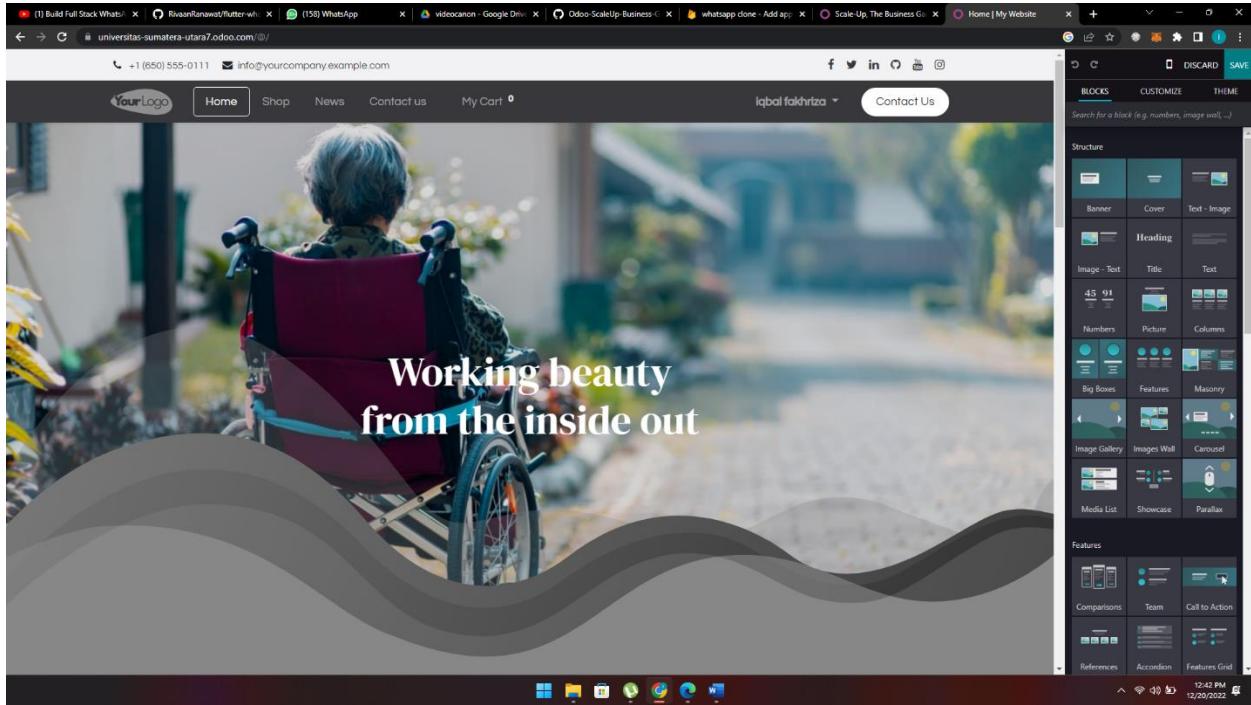
Pada menu selanjutnya kita akan memilih halaman-halaman apa saja yang akan kita tampilkan di web serta fitur-fitur tambahan yang kita perlukan



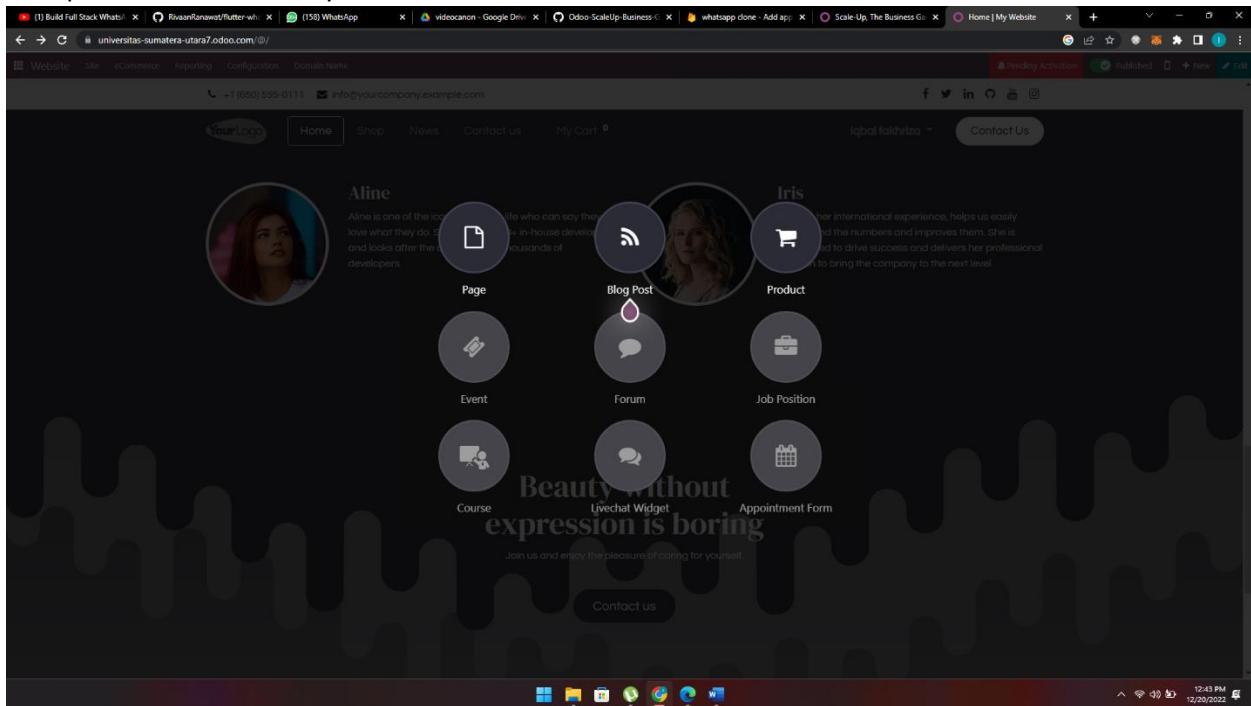
Lalu kita pilih tema website yang kita inginkan



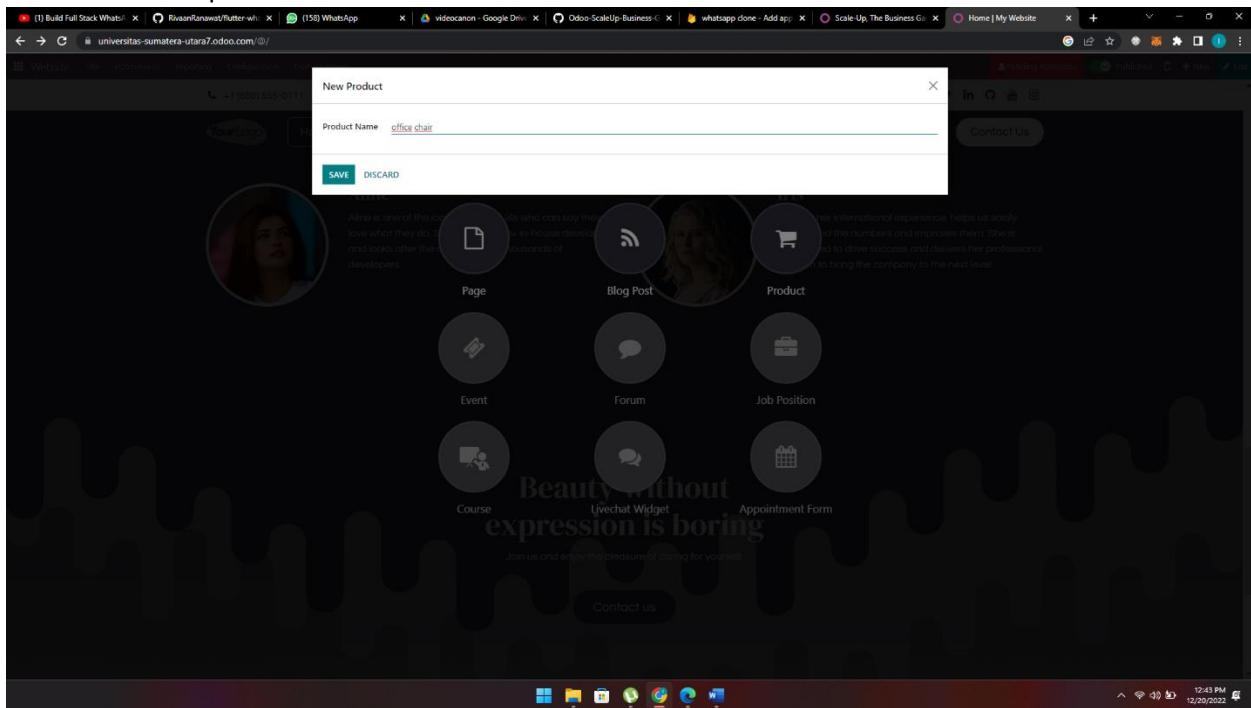
Kita bisa melakukan pengaturan lebih lanjut pada menu selanjutnya untuk mengedit website yang telah dibuat tadi



Selanjutnya kita akan mencoba menambahkan produk dengan klik tombol product setelah klik tombol save pada menu sebelumnya

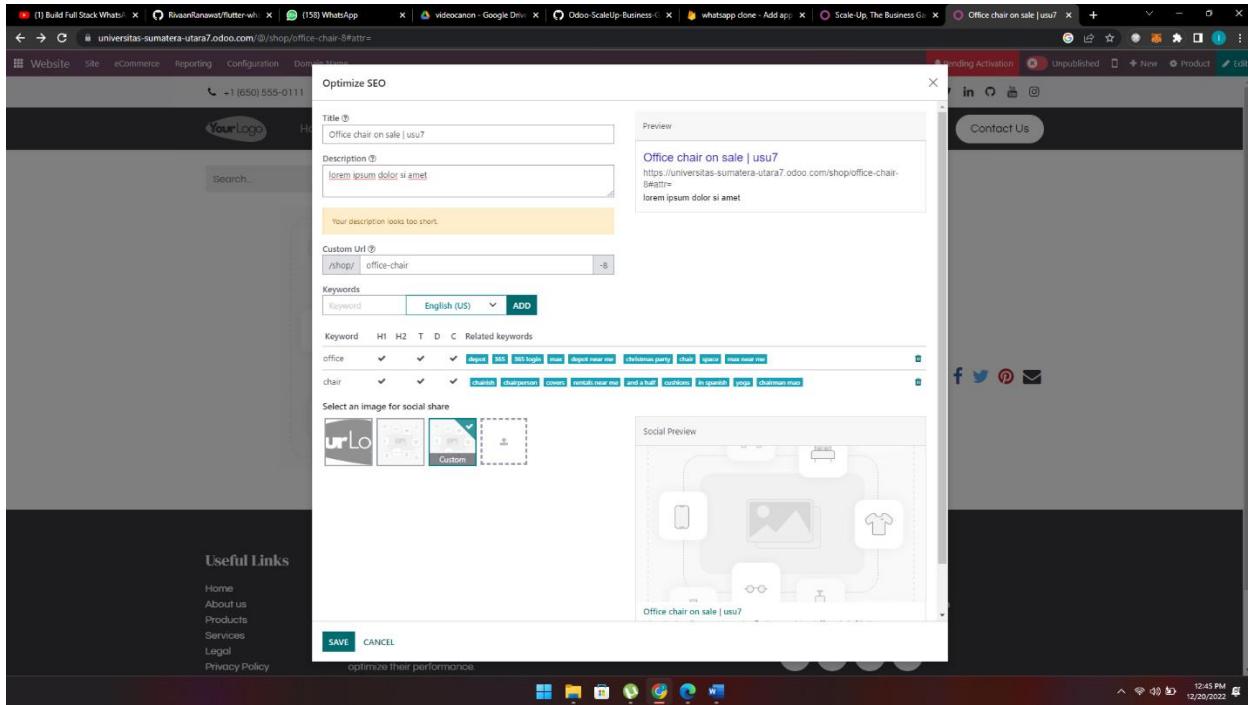


Masukkan nama produk lalu klik save

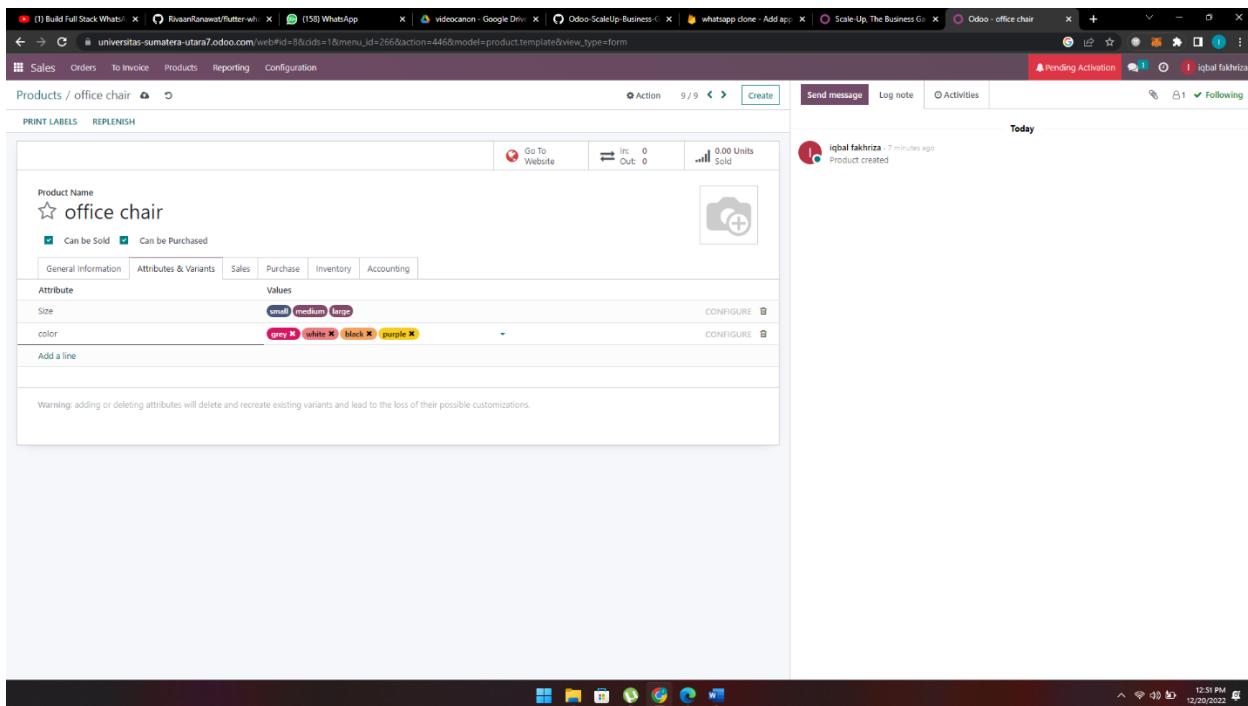


Untuk detail halaman detail produk dapat kita edit lagi pada menu selanjutnya, kita dapat melakukan custom tampilan pada menu ini

Kita juga dapat melakukan optimasi SEO pada menu configuration -> optimize SEO, disini kita masukkan judul halaman, deskripsi, serta keywords untuk memudahkan pengguna menemukan website kita



Kita akan coba buat produk untuk ditampilkan pada website ecommerce kita nantinya. Klik create untuk membuat produk baru, disini kita dapat membuat varian seperti size dan color karena kita telah mengaktifkan fiturnya di awal tadi.



Kita dapat melihat tampilan detail produk pada menu website setelah kita selesai membuat halaman detail produk. Produk yang bisa dibeli adalah produk yang telah dipublish yang bisa diedit pada menu produk

The screenshot shows a product detail page for an 'office chair'. At the top, there's a navigation bar with links for Website, Site, eCommerce, Reporting, Configuration, Domain Name, and a search bar. Below the navigation is a header with 'YourLogo', 'Home', 'Shop', 'News', 'Contact us', 'My Cart 0', and social media links. The main content area has a breadcrumb 'All Products / office chair'. On the left is a sidebar with various icons. The product title is 'office chair' with a price of 'Rp 1.00'. Below the price are dropdown menus for 'SIZE' (small, medium, large) and 'COLOR' (grey, white, black, purple). An 'ADD TO CART' button is present. At the bottom of the page, there are 'Terms and Conditions', a 30-day money-back guarantee, and shipping information (2-3 Business Days). The footer contains 'Useful Links' (Home, About us, Products), 'About us' (a team of passionate people), and 'Connect with us' (Contact us, email, phone number). The status bar at the bottom right shows the time as 12:55 PM and the date as 12/20/2022.

Add to cart

The screenshot shows the shopping cart page after adding an item. The cart summary shows 'My Cart' with one item: 'office chair (small, white)' with a quantity of 1. The subtotal is 'Rp 1.00', taxes are 'Rp 0.11', and the total is 'Rp 1.11'. Below the cart summary is a dropdown for 'SIZE' (small, medium, large) and 'COLOR' (grey, white, black, purple). An 'ADD TO CART' button is present. At the bottom of the page, there are 'Terms and Conditions', a 30-day money-back guarantee, and shipping information (2-3 Business Days). The footer contains 'Useful Links' (Home, About us, Products), 'About us' (a team of passionate people), and 'Connect with us' (Contact us, email, phone number). The status bar at the bottom right shows the time as 12:55 PM and the date as 12/20/2022.

Detail order customer sebelum checkout pembayaran

The screenshot shows a web-based e-commerce platform interface. At the top, there is a navigation bar with tabs for Website, Site, eCommerce, Reporting, Configuration, and Domain Name. Below the navigation bar, there is a header with contact information (+1 (650) 555-0111, info@yourcompany.example.com), social media links (Facebook, Twitter, LinkedIn, YouTube, Instagram), and a user profile (iqbal.fakhriza). The main content area is divided into three sections: 'Review Order' (listing a product: office chair (small, white) quantity 1 price Rp 1.00), 'Address' (empty), and 'Confirm Order'. A sidebar on the right shows the 'Order Total' with Subtotal: Rp 1.00, Taxes: Rp 0.11, and Total: Rp 1.11. There is also a link for 'I have a promo code' and a 'Process Checkout' button. At the bottom, there are sections for 'Useful Links' (Home, About us, Products, Services, Legal, Privacy Policy, Contact us), 'About us' (descriptions of the team and products), and 'Connect with us' (social media icons for Facebook, Twitter, LinkedIn, and YouTube). The footer includes copyright information (Copyright © Company name), language selection (English (US)), and system status indicators (Wi-Fi, battery, time: 12:55 PM, date: 12/20/2022).