After meeting with Raneen’s key stakeholders to understand their business requirements.

Here's the outline of Odoo implementation and identify key pain points in the current system.

## **1. Sales Module Requirements:**

They have 6 branches+inventory across Egypt, and 1 main warehouse

We need to manage both **retail** and **wholesale** customers with different pricing structures. Customer data should include detailed profiles, purchase history, and loyalty information.

Our product catalog has a wide range of categories electronics, home goods.

We need the ability to manage product variants (size, color), apply dynamic pricing, and offer discounts or promotions for both online and in-store purchases.

Track order fulfillment and delivery to ensure prompt service to customers.

Invoicing and Payment:

Generate invoices based on confirmed sales orders.

Support multiple payment methods (cash, credit card, bank transfer, installment plans).

**POS Module:**

Every branch has POS

## **2. Purchases Module Requirements:**

We need a centralized system to manage multiple vendors, including their price lists, contracts, and delivery times.

We require the ability to track vendor performance over time.

Automate the purchase order process with predefined approval workflows for large purchases. We need to track the status of each purchase order and link it with inventory replenishment.

The system should automatically trigger purchase orders when stock reaches a certain level, ensuring that we never run out of high-demand items.

Track and compare vendor prices to ensure the best deals. We need detailed costing analysis reports for better decision-making.

## **3. Inventory Module Requirements:**

We have multiple warehouses across different locations.

We need to track stock levels, manage transfers between warehouses, and handle stock adjustments for damaged or lost goods.

We require real-time updates on stock levels that integrate with our sales and purchase orders.

Implement a FIFO (First-In, First-Out) method for stock valuation.

Use of methods like **FIFO** (First-In-First-Out) or weighted **average** for inventory valuation.

We need regular reports on inventory aging and stock movement to optimize our supply chain.

The system should send automatic alerts when stock is running low, especially for fast-moving products.

## **4. Accounting Module Requirements:**

The accounting system will follow **Anglo-Saxon Accounting**, characterized by **accrual basis** accounting. So, the **inventory costs** are recognized when goods are received, not when payment is made. And all related costs (freight, handling) are included in the inventory valuation.

Use of methods like **FIFO** (First-In-First-Out) or weighted **average** for inventory valuation.

The system must automatically generate invoices from sales orders and process vendor bills from purchase orders. We need seamless integration with the financial reports to track revenue and costs accurately.

We need the ability to manage VAT, including real-time calculation and automatic tax reporting for compliance with local regulations.

Since we deal with international vendors, the system should handle transactions in multiple currencies, with automatic exchange rate updates.

Generate financial statements (profit & loss, balance sheet, cash flow) for regular reviews.

We also need budgeting and expense tracking for each department (sales, marketing, operations).

## **The PM should collect this data from Raneen:** [General Data](https://docs.google.com/spreadsheets/u/0/d/1Tso3nqmHRagOJwYQVfA2KT7xAfo4BUxJYb7rU4zLIjY/edit)

* Customer & Vendor lists
* Product catalogs (with variants)
* Purchase orders, sales orders, and stock data
* Chart of Accounts, journals and past invoices

And every member should ensure that all data is structured and ready for import into Odoo.

**Access Rights groups ???**

Admin >> + All rights

Manager >> + Approvals

Supervisor >> + Insert important data

Employee >> User