



Premier Furniture

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01 Shop before using Odoo

1. Manual Processes:

Premier Furniture used paper records or simple spreadsheets to track sales, inventory, and customer information.

Sales: No clear tracking of orders, difficulty in following up with clients.

Inventory: Manual stock tracking, leading to overstock or stock shortages.

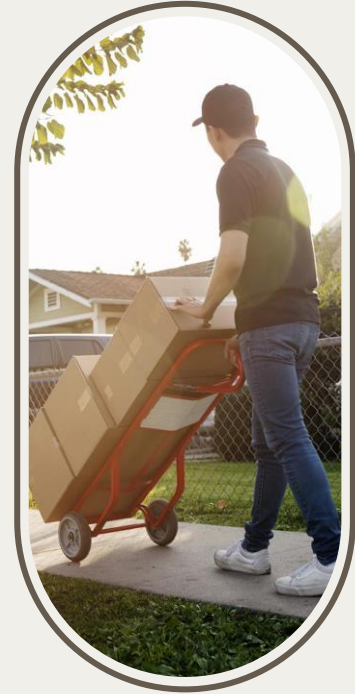
CRM: Lack of customer management, no organized follow-up, and missed opportunities for sales.

2.Challenges:

Delays in fulfilling customer orders.

Inaccurate stock counts.

Inefficient communication with customers.





O2 Project idea

Implement Odoo's Sales, Inventory, and CRM modules to improve efficiency and streamline operations.

- **Sales Module:** Automate order processing, invoice creation, and payment tracking.
- **Inventory Module:** Enable real-time inventory management, tracking stock levels, and triggering automatic reorder points.
- **CRM Module:** Build better relationships by capturing leads, tracking communication, and offering personalized services to clients.





03 Tools used



Odoo ERP system

It offers a wide range of integrated modules covering essential areas.



Software

A suitable operating system for the servers



Hardware

-Vary as needed.
-Client devices, Servers,
Storagesetc.



Network

Secured network
and
Sufficient bandwidth



04 Business Process





1) Implementation type

Phased Implementation: the system is implemented in stages, often starting with specific departments or regions.

2) Budget

30,000 – 50,000 EGP

3) Timeline

10 – 12 weeks

4) Services

Developing and installation the system.
Testing and monitoring the efficiency.
Training the involved employees





05

Implementation

“An idea is nothing its
implemetation is everything”
~ Aleksandr Kronrod



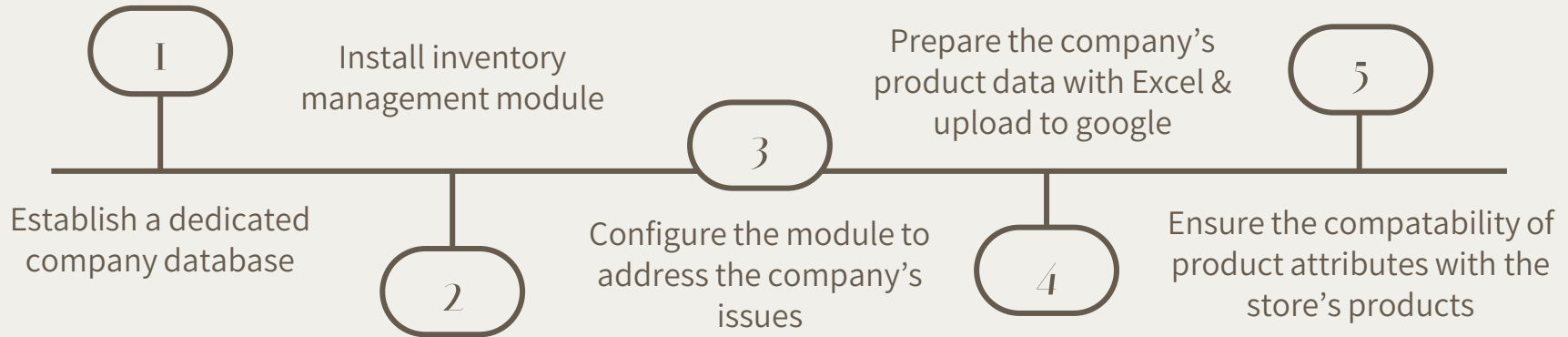


Inventory module

Client Complaint:

Difficulty in managing inventory and inability to track within warehouses.

Solution:






1)Product Management



Inventory Overview Operations Products Reporting Configuration

New Products ⚙️

🔍  Services ✕ Search...

1-5 / 5 < >  

☆ Delivery service
Price: 210.00 LE

☆ Warranty service
Price: 0.00 LE

☆ Fedex International
[Delivery_005]
Price: 0.00 LE

☆ Fedex US
[Delivery_006]
Price: 0.00 LE

☆ Standard delivery
[Delivery_007]
Price: 0.00 LE

2)Inventory Tracking



Inventory Overview Operations Products Reporting Configuration

New Product Variants

1-4 / 4

Internal Reference	Name	Variant Values	Sales Price	Cost	On Hand	Forecasted	Unit
<input type="checkbox"/> <input type="button" value="⌵"/>	TV Bench		10,000.00	10,700.00	0.00	0.00	الوحدات
<input type="checkbox"/> ☆	Table Lamp		700.00	500.00	10.00	10.00	الوحدات
<input type="checkbox"/> ☆	folding chair		15,000.00	13,000.00	9.00	9.00	الوحدات
All / Deliveries (4)				200.00			
<input type="checkbox"/> ☆ Delivery_005	Fedex International		0.00	0.00			Units
<input type="checkbox"/> ☆ Delivery_006	Fedex US		0.00	0.00			Units
<input type="checkbox"/> ☆ Delivery_007	Standard delivery		0.00	0.00			Units
<input type="checkbox"/> ☆	Delivey service		210.00	200.00			الوحدات
All / Expenses (1)				0.00			
<input type="checkbox"/> ☆	Warranty service		0.00	0.00			Units
accessories (6)				750.00			
<input type="checkbox"/> ☆	Curtains	color: Brown	500.00	200.00	5.00	5.00	Units
<input type="checkbox"/> ☆	Curtains	color: black	500.00	200.00	5.00	5.00	Units
<input type="checkbox"/> ☆	Curtains	color: white	500.00	200.00	5.00	3.00	Units
<input type="checkbox"/> ☆	vase	color: black	300.00	50.00	6.00	6.00	Units
<input type="checkbox"/> ☆	vase	color: white	300.00	50.00	10.00	10.00	Units
<input type="checkbox"/> ☆	vase	color: Brown	300.00	50.00	7.00	7.00	Units

3)Replinsment



4)Reporting



Inventory Overview Operations Products Reporting Configuration

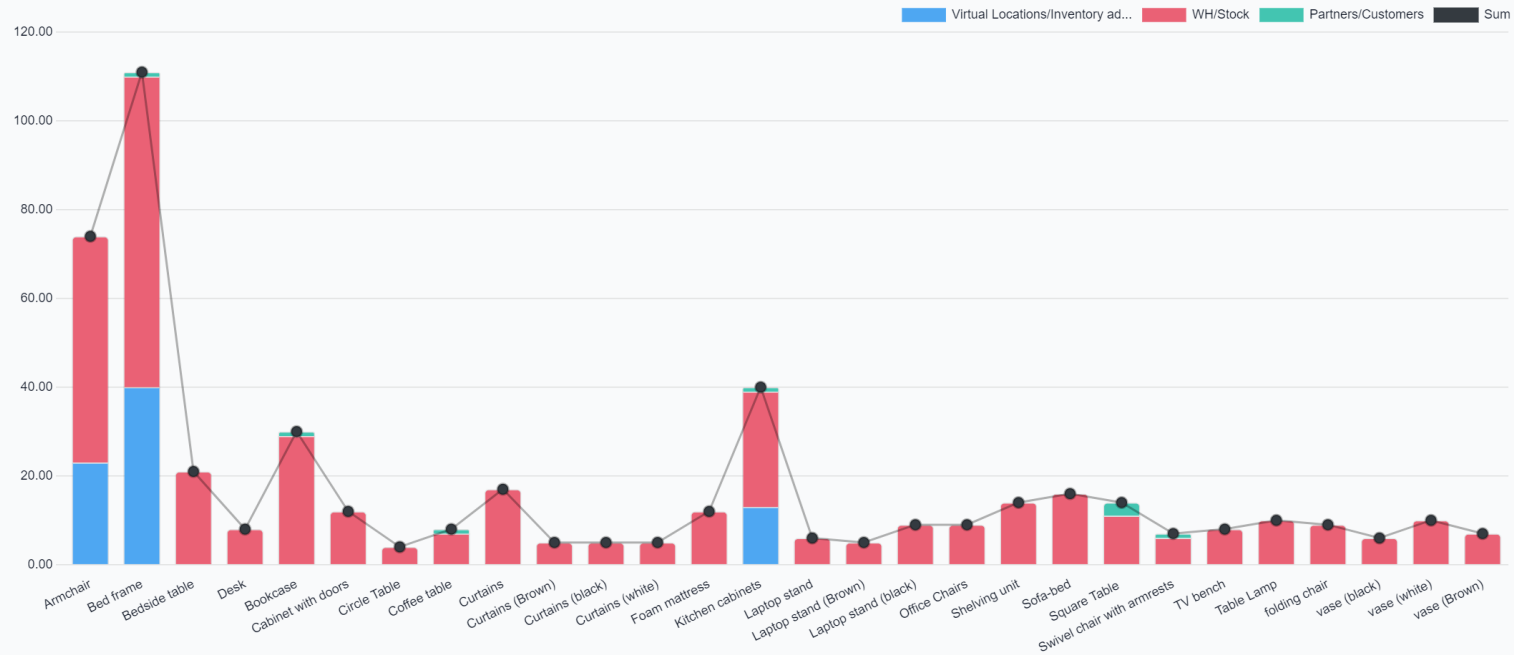
edu-PremierFurniture

Moves Analysis

Search Done Search...

Grid List Chart Table

Measures Insert in Spreadsheet



CRM module



CRM Sales Reporting Configuration

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New Generate Leads Pipeline

Lost Search...

New + Qualified + Proposition + Won +

80,000 0 0 150k

mohamed's opportunity
80,000.00 LE
mohamed
engaged
☆☆☆ ⓘ

Lost

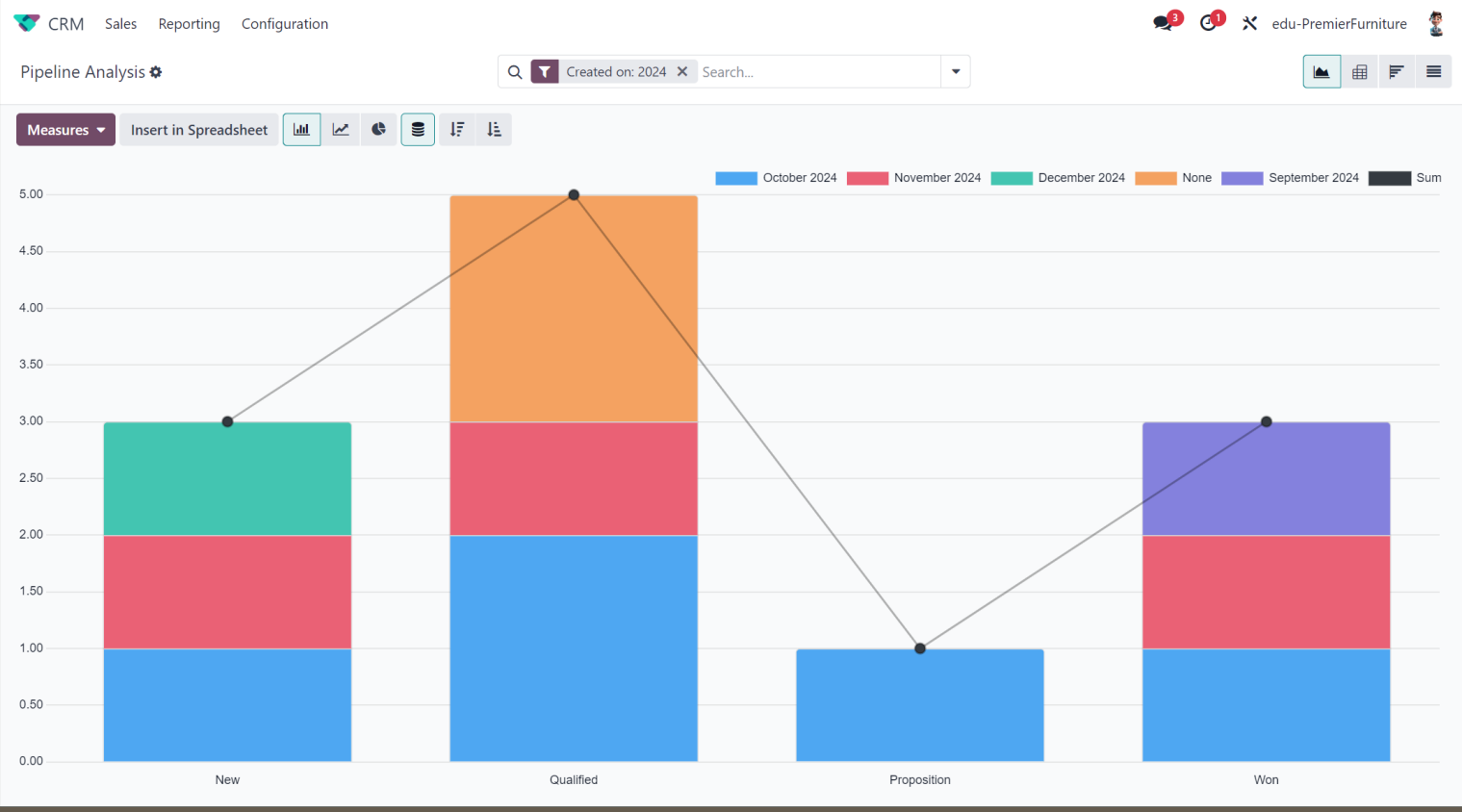
Sandy Osman's opportunity
150,000.00 LE
Sandy Osman
Single ModernDesign
☆☆☆ ⓘ

Lost

Lack of customized and personalized products

Limited furniture types and designs

2) Reporting



Sales module



Sales

Orders

To Invoice

Products

Reporting

Configuration

3

1

edu-PremierFurniture

New

Upload

Quotations ⚙

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My Quotations

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Search...

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<input type="checkbox"/>	Number	Creation Date	Customer	Salesperson	Activities	Total	Status	<div></div>
<input type="checkbox"/>	S00005	10/16/2024 23:46:38	marim ahmed	<div><div></div><div>premier.furniture001@gmail.com</div></div>	<div><div></div></div>	134,757.12 LE	<div>Sales Order</div>	
<input type="checkbox"/>	S00004	10/11/2024 20:56:37	Ahmed ali	<div><div></div><div>premier.furniture001@gmail.com</div></div>	<div><div></div></div>	53,249.40 LE	<div>Sales Order</div>	
<input type="checkbox"/>	S00003	10/11/2024 18:34:52	Mahmoud Ahmed	<div><div></div><div>premier.furniture001@gmail.com</div></div>	<div><div></div></div>	113,669.40 LE	<div>Sales Order</div>	
<input type="checkbox"/>	S00002	10/11/2024 18:14:40	Mahmoud Ahmed	<div><div></div><div>premier.furniture001@gmail.com</div></div>	<div><div></div></div>	0.00 LE	<div>Quotation</div>	
<input type="checkbox"/>	S00001	10/10/2024 12:19:59	Abdelrahman ahmed	<div><div></div><div>premier.furniture001@gmail.com</div></div>	<div><div></div></div>	25,647.72 LE	<div>Sales Order</div>	
						327,323.64 LE		

2) Reporting



Sales Orders						
Tags = (married) Search...						
1-1 / 1						
<div> <div>New</div> <div>Upload</div> <div>Sales Orders</div> </div>						
<div> <div>Number</div> <div>Order Date</div> <div>Customer</div> <div>Salesperson</div> <div>Activities</div> <div>Total</div> <div>Invoice Status</div> </div>						
<div> <div> <div></div> <div>S00005</div> </div> <div> <div>10/16/2024 23:47:50</div> </div> <div> <div>marim ahmed</div> </div> <div> <div> <div></div> <div>premier.furniture001@gmail.com</div> </div> </div> <div> <div> <div></div> <div></div> </div> </div> <div> <div>134,757.12 LE</div> <div>To Invoice</div> </div> </div> <div>134,757.12 LE</div>						



06 Premier furniture after using Odoo

Improved Sales Process

- **Orders** are now processed faster, with **automatic tracking** of customer information and preferences.
- **Improved customer satisfaction** due to quicker response times.
 - **Easier sales forecasting** through Odoo's analytics tools.



Streamlined Inventory Management

- **Real-Time Tracking** which is Odoo provides instant visibility into stock levels, enabling better inventory decisions.
 - **Reduced overstock and stock shortages.**
 - **Automatic reordering** when stock is low.
- **Clear overview** of incoming and outgoing stock movements.



05 Premier furniture after using Odoo

Enhanced customer relationship management

With Odoo's CRM module, Premier Furniture now **captures leads, tracks communications, and nurtures relationships** with potential customers.

Conclusion

Odoo transformed Premier Furniture's operations by **automating and optimizing their sales, inventory, and CRM processes** which is **Increased efficiency, better customer experience, and more accurate inventory management**, all contributing to **business growth**.

THANK YOU!

Any questions?

