2016

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EXPERIENCE

Odoo for SMEs

Implementation cost & duration of 3 projects

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1. Introduction
2. Lighting company
3. Horeca Supplier
4. Healthcare company
5. Conclusion + Q&A

Introduction

Successful organizations understand the importance of implementation, not just strategy, and, moreover, recognize the crucial role of their people in this process.

— Jeffrey Pfeffer —

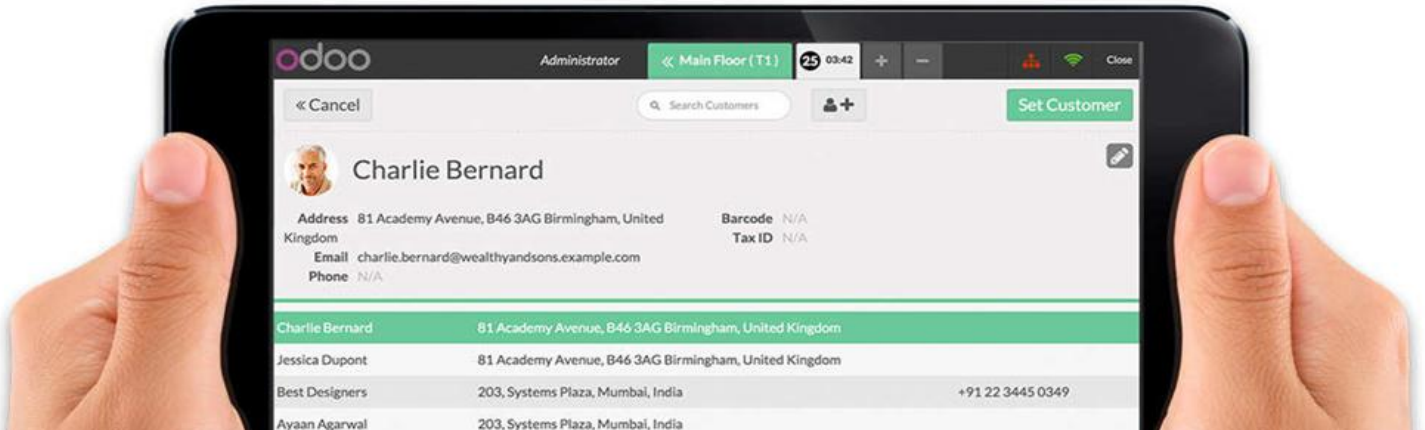
2

Lighting company

Lighting company.

CRM – Sales – Invoicing – Accounting – Mailing – Inventory – Purchase – Website – Ecommerce – Temando – 4 users

The customer is a brand new company, selling lights (B2B). They are looking for a SAAS solution to management their business flows.



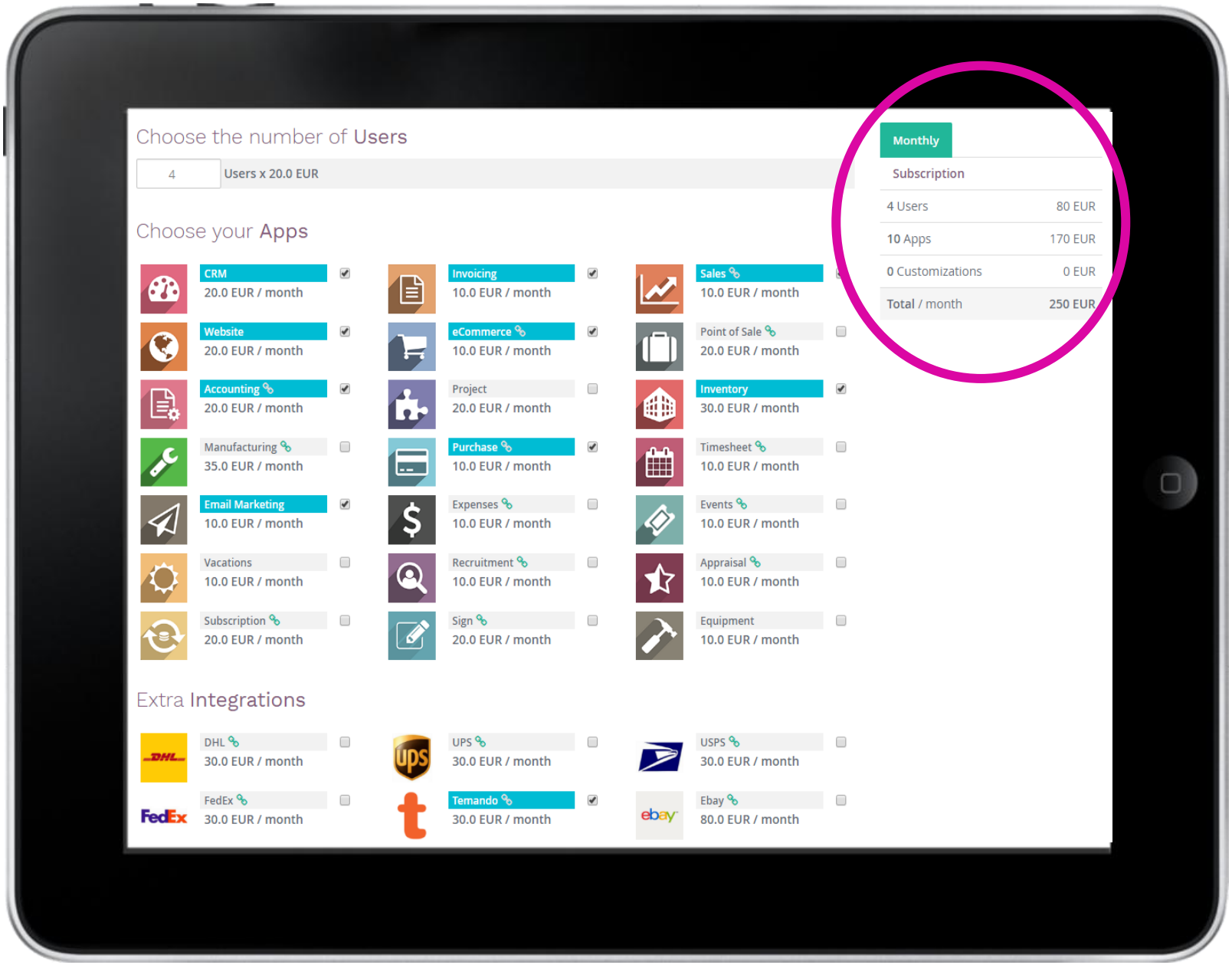
Challenge of the project.

- Short timeline
- New shop
- Limited budget
- Large scope

Accomplishment.

- Sales – Invoicing – Purchase – Inventory implemented in 2 weeks =>10h
- Adoption of the methodology by customer
- Shop was open on time with a proper system
- Odoo was implemented within the 50h pack

Budget


Choose the number of Users
4
Users x 20.0 EUR
Choose your Apps
CRM
20.0 EUR / month
Invoicing
10.0 EUR / month
Sales
10.0 EUR / month
Website
20.0 EUR / month
eCommerce
10.0 EUR / month
Point of Sale
20.0 EUR / month
Accounting
20.0 EUR / month
Project
20.0 EUR / month
Inventory
30.0 EUR / month
Manufacturing
35.0 EUR / month
Purchase
10.0 EUR / month
Timesheet
10.0 EUR / month
Email Marketing
10.0 EUR / month
Expenses
10.0 EUR / month
Events
10.0 EUR / month
Vacations
10.0 EUR / month
Recruitment
10.0 EUR / month
Appraisal
10.0 EUR / month
Subscription
20.0 EUR / month
Sign
20.0 EUR / month
Equipment
10.0 EUR / month
Extra Integrations
DHL
30.0 EUR / month
UPS
30.0 EUR / month
USPS
30.0 EUR / month
FedEx
30.0 EUR / month
Temando
30.0 EUR / month
Ebay
80.0 EUR / month
Monthly
Subscription
4 Users 80 EUR
10 Apps 170 EUR
0 Customizations 0 EUR
Total / month 250 EUR

Global cost of the project
Reccuring: 250€/month
Implementation Cost: 3575€
Global implentation time
2 months

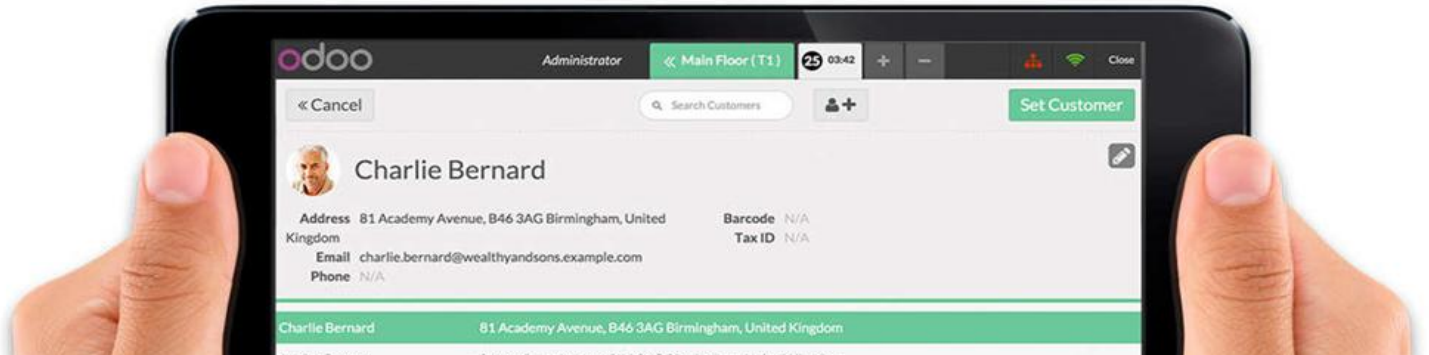
3

Horeca Supplier

Horeca Supplier.

Sales – Invoicing – Accounting– Inventory – Purchase – Point of Sale – Website – eCommerce - customization Website - 3 users

Our customer is supplier of glassware, ingredient, wine and cocktails. They are working with both B2B and B2C.



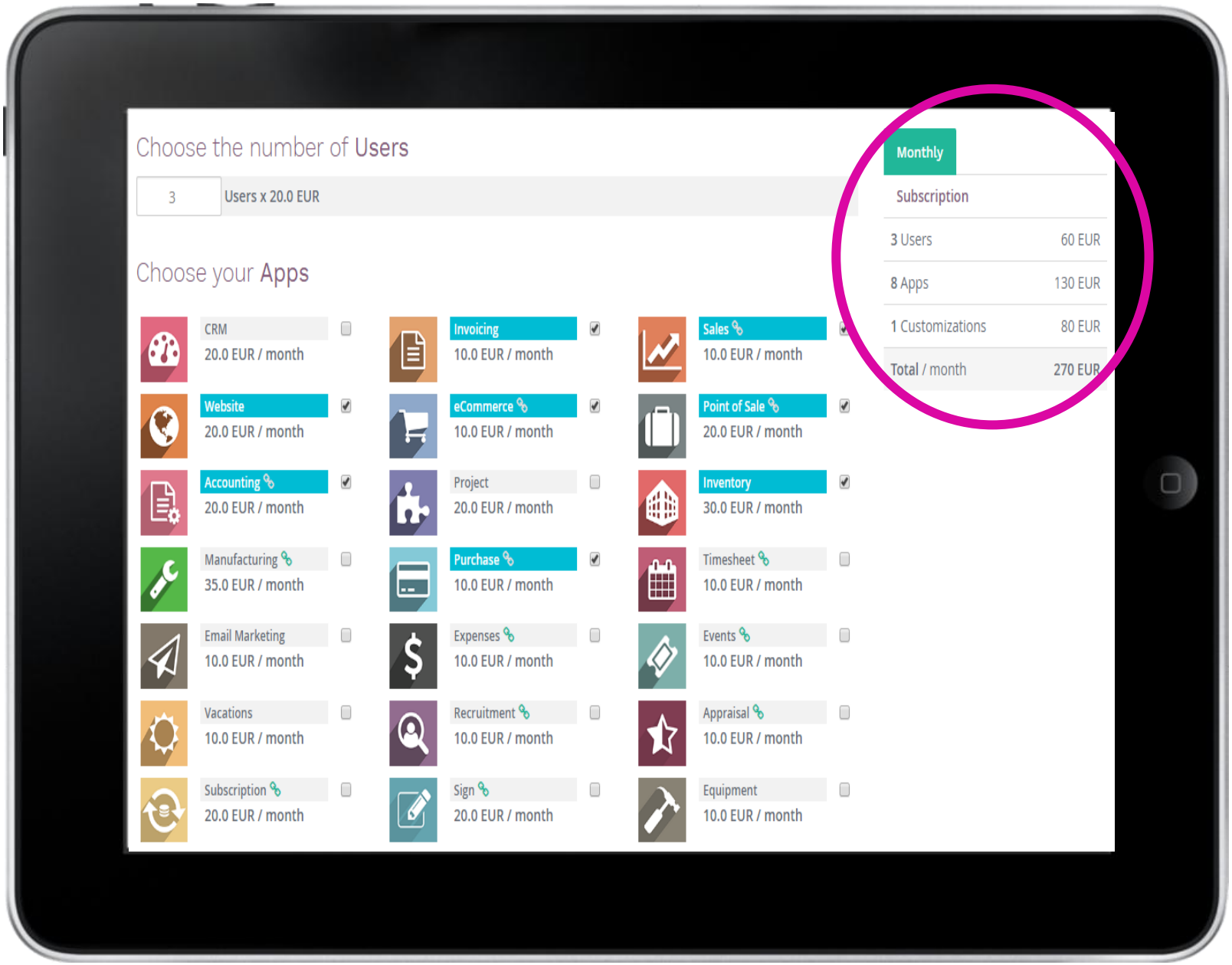
Challenge of the project.

- Huge scope
- 2 spoc for the project
- Customer is moving really fast
- Scope changed during the project
- Complex needs
- High level of customization

Accomplishment.

- First phase in production in 1 month: CRM, Sales, Invoicing, Ecommerce
- We were able to guide the customer and help make strategic decisions in the way they are working
- They are working with 1 tool, no need to duplicate any action
- They gained a lot of time and are able to focus on their core business

Budget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Choose your Apps
CRM
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Invoicing
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Sales
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Purchase
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Timesheet
10.0 EUR / month
Email Marketing
10.0 EUR / month
Expenses
10.0 EUR / month
Events
10.0 EUR / month
Vacations
10.0 EUR / month
Recruitment
10.0 EUR / month
Appraisal
10.0 EUR / month
Subscription
20.0 EUR / month
Sign
20.0 EUR / month
Equipment
10.0 EUR / month
Monthly
Subscription
3 Users 60 EUR
8 Apps 130 EUR
1 Customizations 80 EUR
Total / month 270 EUR

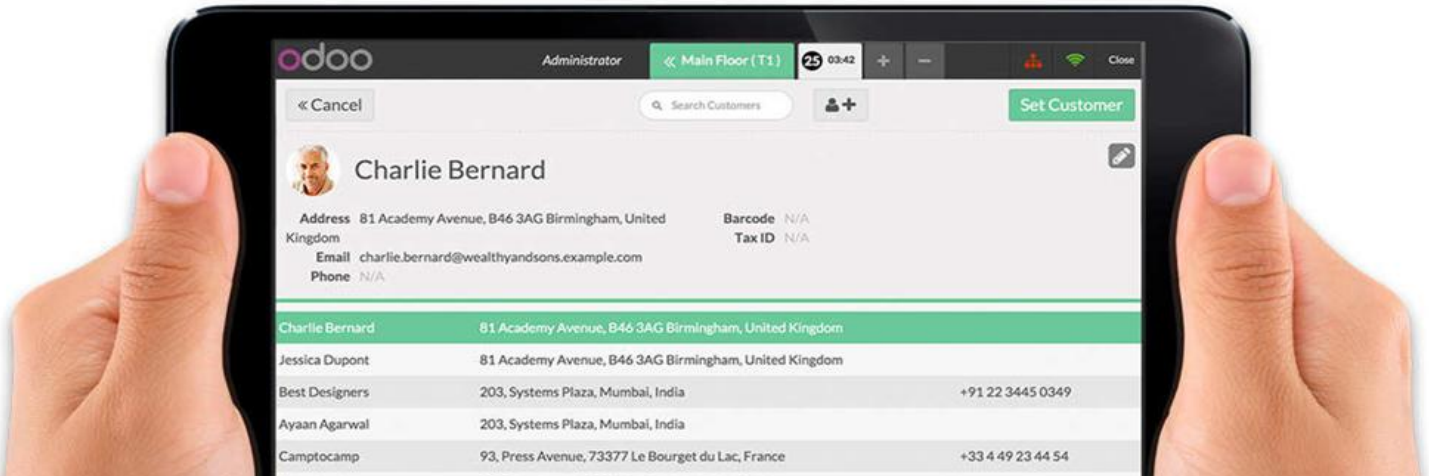
Global cost of the project
Reccuring: 270€/Month
Implementation: 4960€
Global implentation time
4 months

4 Healthcare

Healthcare.

CRM – Sales – Invoicing – Inventory – Purchase – Customized Inventory – Customized Invoicing – 10 users

This customer is working on developing, designing, manufacturing and supplying multi-purpose radiochemistry synthesizers, based on an **open platform** for the production of today's and tomorrow's radiopharmaceuticals that deliver **outstanding customer experience** and **production performance**..

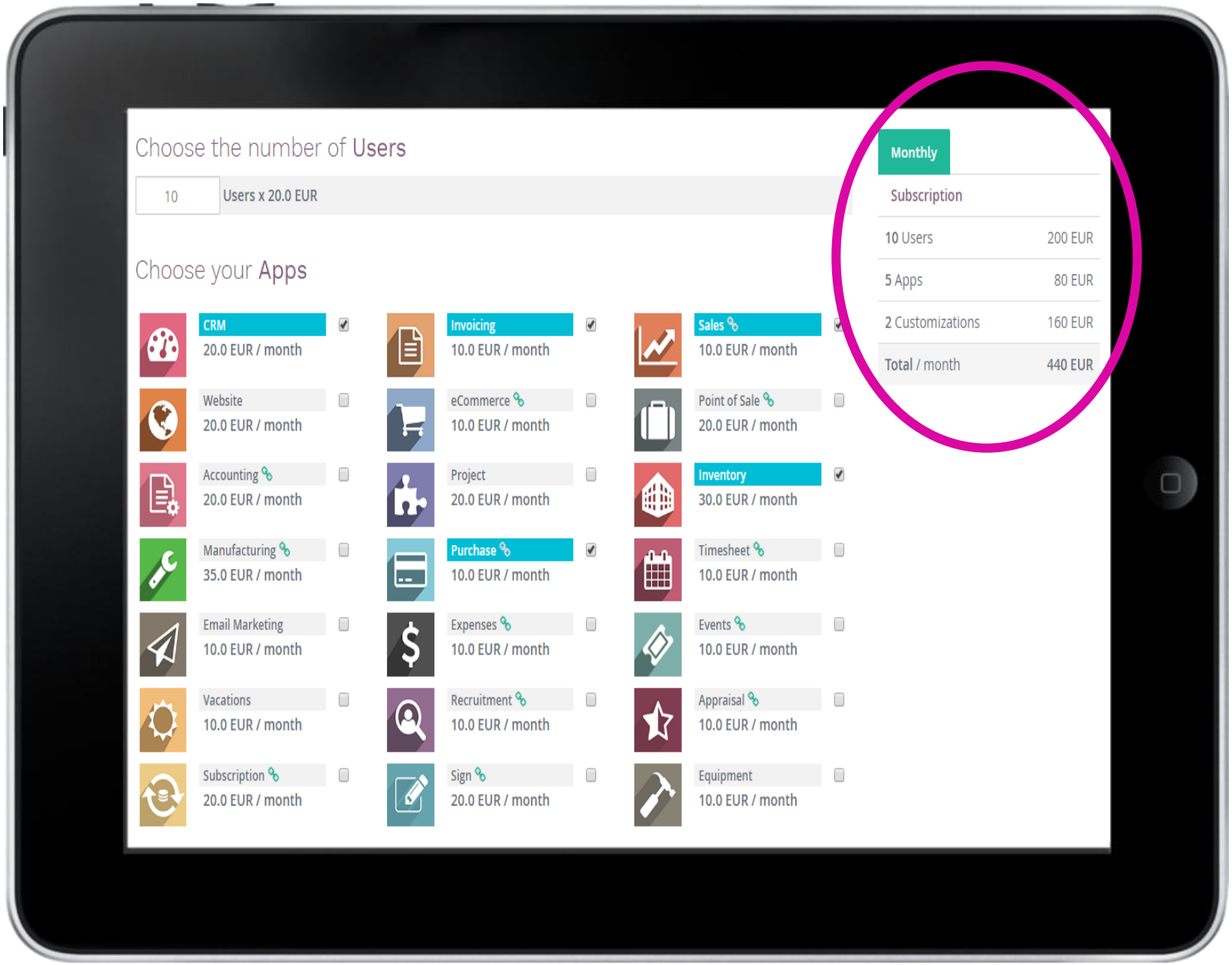


Challenge of the project.

- Customer needed to go from an existing solution to Odoo without losing any data
- Bad experience with the previous implementation
- Timing
- A lot customizations

Accomplishment.

- First phase in production in 2 months: CRM - Sales
- Great result on the migration from the previous system
- Customer is using the solution even if the customization is not done yet
- We have done really precise reports for the customer
- Customer accepted the standard solution


Choose the number of Users
10
Users x 20.0 EUR
Choose your Apps
CRM
20.0 EUR / month
Invoicing
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Sales
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Website
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10.0 EUR / month
Appraisal
10.0 EUR / month
Subscription
20.0 EUR / month
Sign
20.0 EUR / month
Equipment
10.0 EUR / month
Monthly
Subscription
10 Users 200 EUR
5 Apps 80 EUR
2 Customizations 160 EUR
Total / month 440 EUR

Budget

Global cost of the project
Recuring: 440€/month
Implementation cost: 24750€
Global implentation time
6 months

5 Conclusion

For every decision we take,
we should ask ourselves:

“Will it help delight customers?”

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Thank you.

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