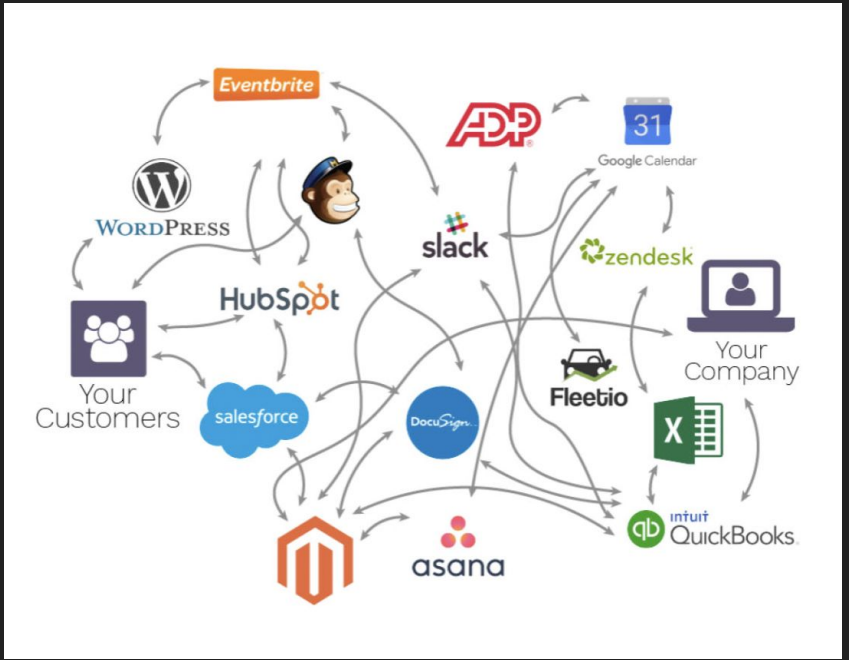
LOGO GOES HERE

ERP Software Implementation

Problem:

Majority of the businesses use a bunch of single-purpose applications which are neither designed, nor correctly integrated to work well together and serve business needs efficiently.



As a result:

- Top Management cannot see a proper business overview.
- There is a lack of transparency on both individual and team performances and KPIs.
- Simple day-to-day tasks, like logging time or issuing invoices are delayed due to over-complication and non-automation.
- Communication and sharing of data between departments is unsafe and inefficient.
- Delays and lack of transparency equals to loss of opportunities and potential revenues.

Solution:

All-in-one ERP software, strategically implemented to serve all your business needs.

Scalable ERP implementation solutions

Which can serve company from the first steps and scale together as the business grows.

1. Sales CRM & Project Management
2. Marketing CRM & Automation
3. Warehouse & Procurement
4. Manufacturing
5. Accounting
6. HR & Talent Acquisition

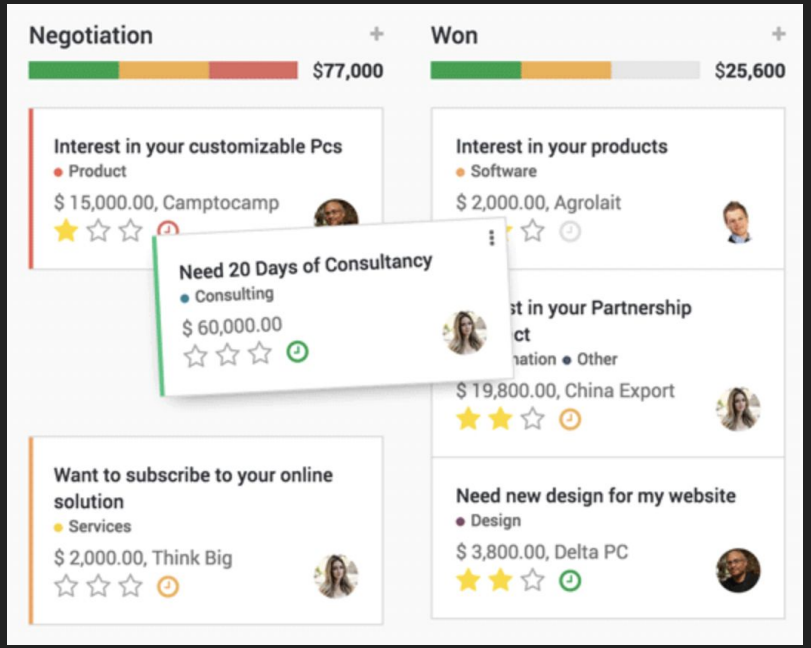
7. GAP Analysis for medium and large scope projects

All solutions can work separately or seamlessly integrated together.

1. Sales CRM & Projects

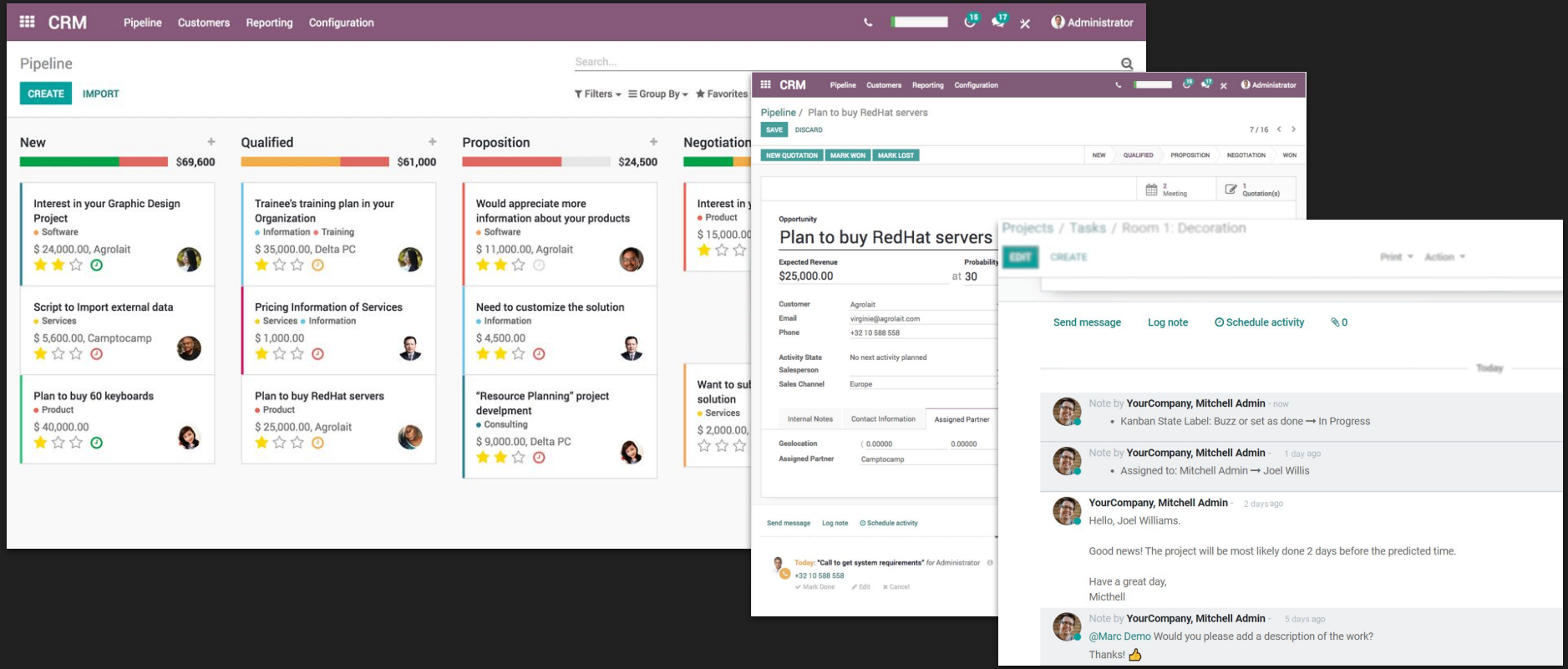
- Leads and Sale Opportunities Pipeline
- KPIs and Performance Tracker
- Quotation and Sales Order generator
- Project Management & real-time timesheet log
- Automated Invoicing

Additionally available: Field Service, Helpdesk, Appointments, Planning, Subscriptions, Rentals, eCommerce, Basic Accounting with bank sync and HMRC & VAT returns.



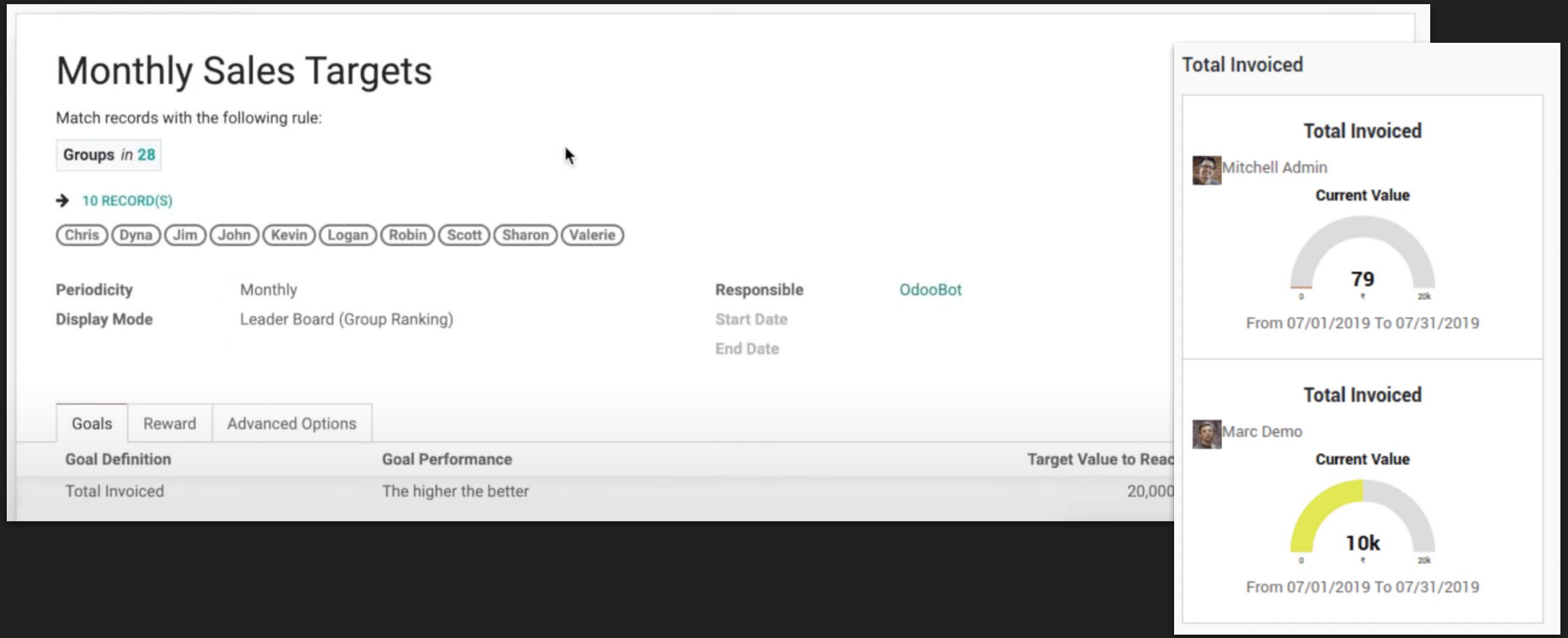
Leads & Sale Opportunities Pipeline

Kanban view with clear pipeline, potential sales, planned and overdue activities and more.



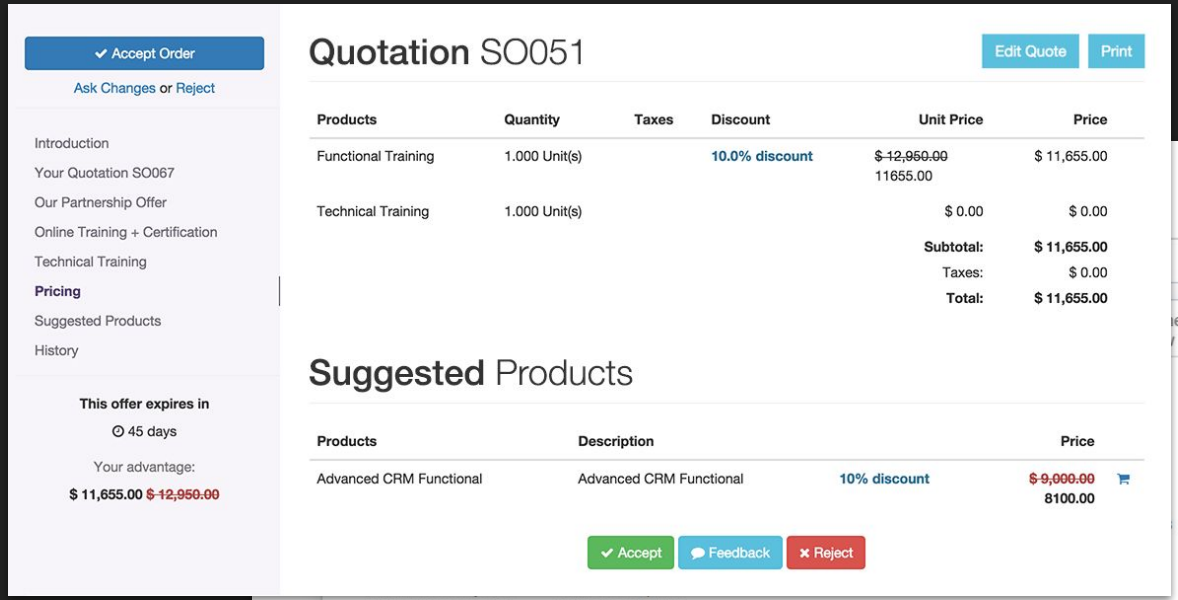
KPIs and Performance Tracker

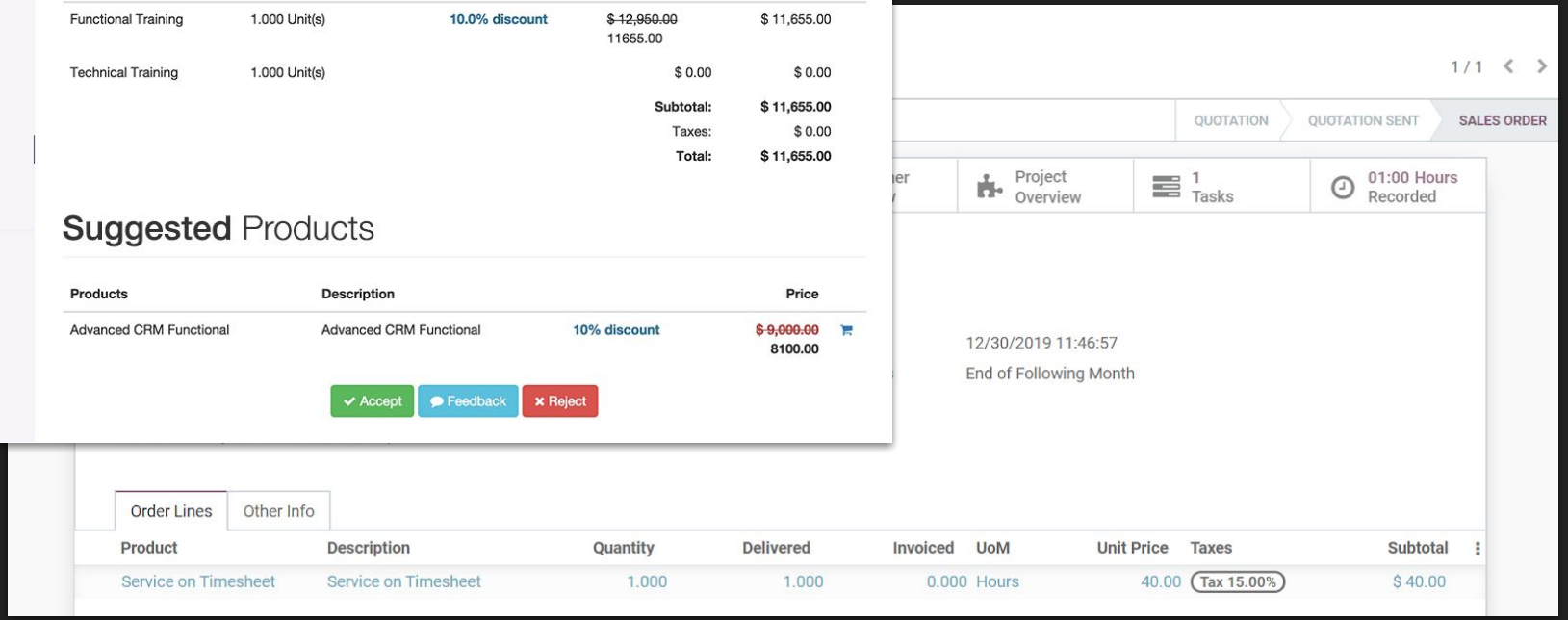
Fully flexible KPI and Performance tracking solution, allowing to track both individual and team efforts.



Quotations & Sales Orders Generator

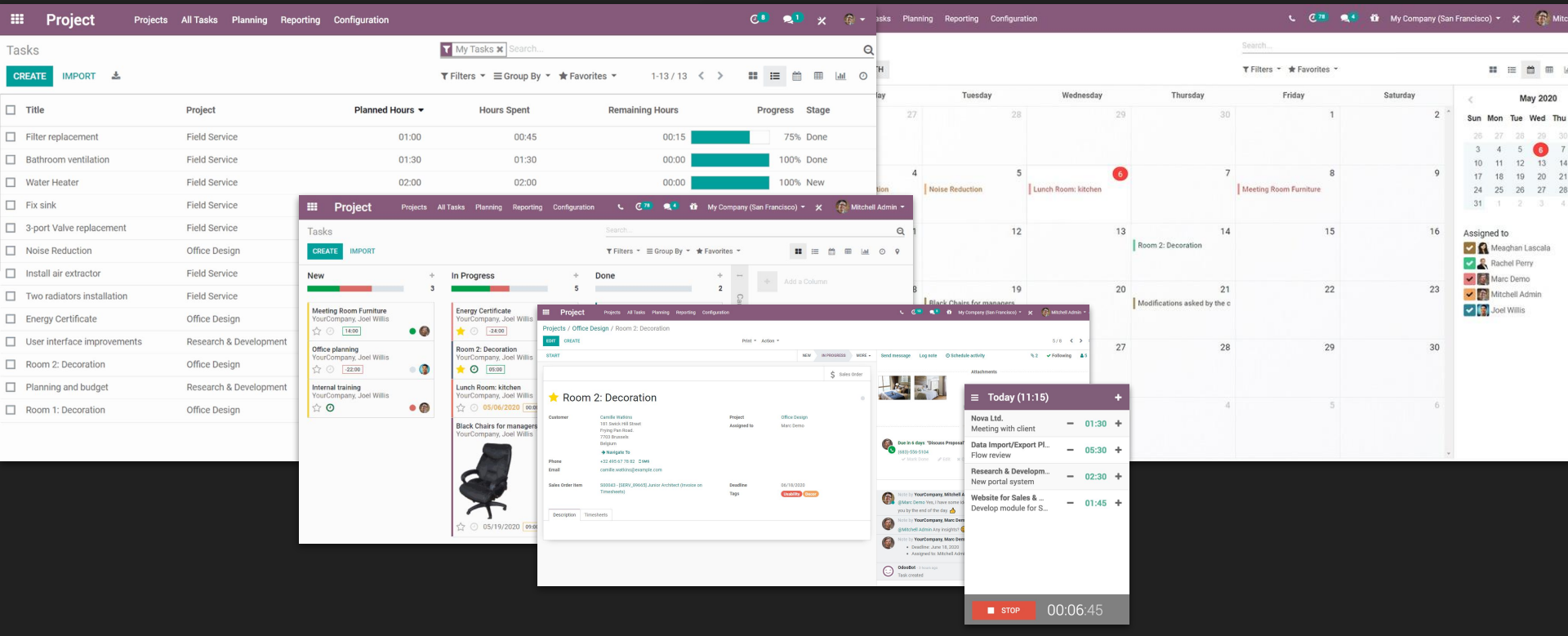
Easy to use generator with online user portal, pdf and email templates and all communication history.





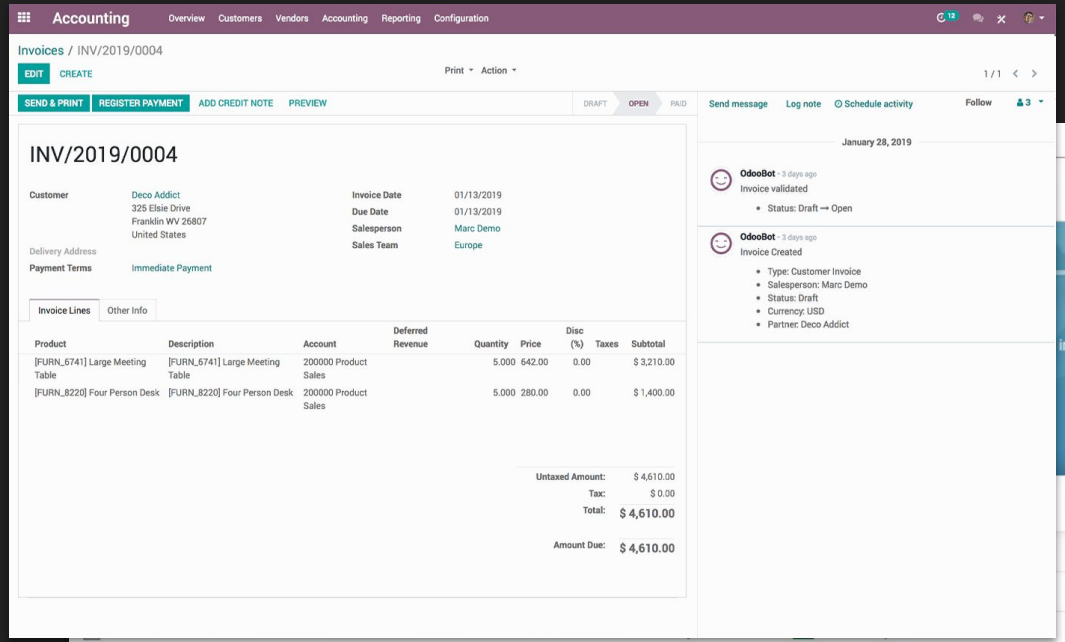
Projects and Timesheet

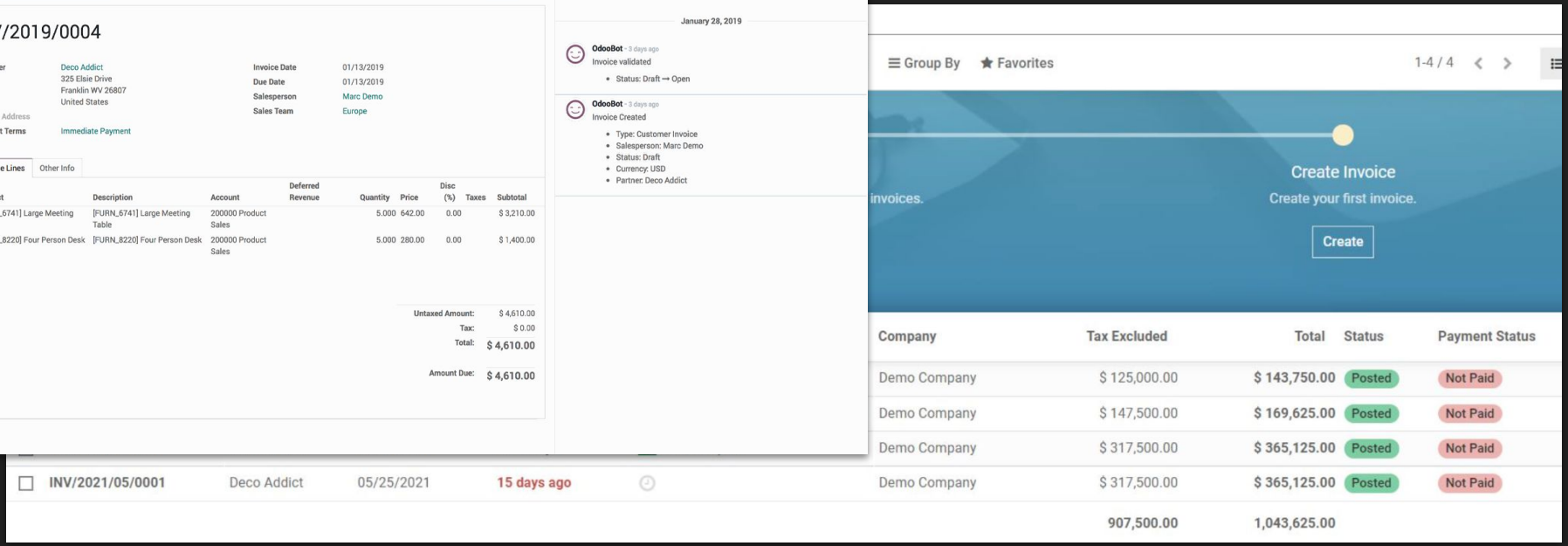
Fully integrated with Sales and Invoicing, Projects and Timesheet is a solution to manage both commercial and internal company's projects.



Invoicing

Fully integrated with Sales Order Generator, invoicing empowers to issue invoices automatically as soon as products are delivered, time is logged or project is finished.





Sales CRM & Projects Implementation

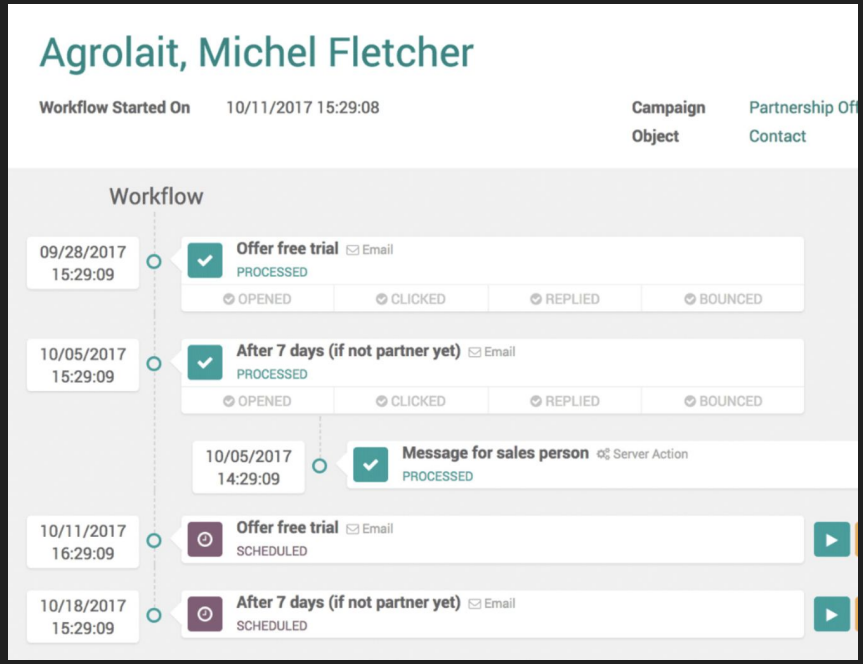
- Sales & Project Business Process Chart Preparation
- Sales & Project Teams & Pipelines Setup
- Sales KPIs and Goals Setup
- Automated Actions (in accordance to Process Chart) Setup
- Project & Timesheets Setup (where applicable)
- 4 hours Training & Post-launch Consultations

Timeframe: 1 week
Implementation Cost*: £1950.00 + VAT
Enterprise Software Cost:** €70.00 / month + €22.50 / User / Month
Open-source Software Cost:** £60.00 / month for hosting only

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*
*** - Solution is available both in open-source and enterprise software options.*

2. Marketing CRM & Automation

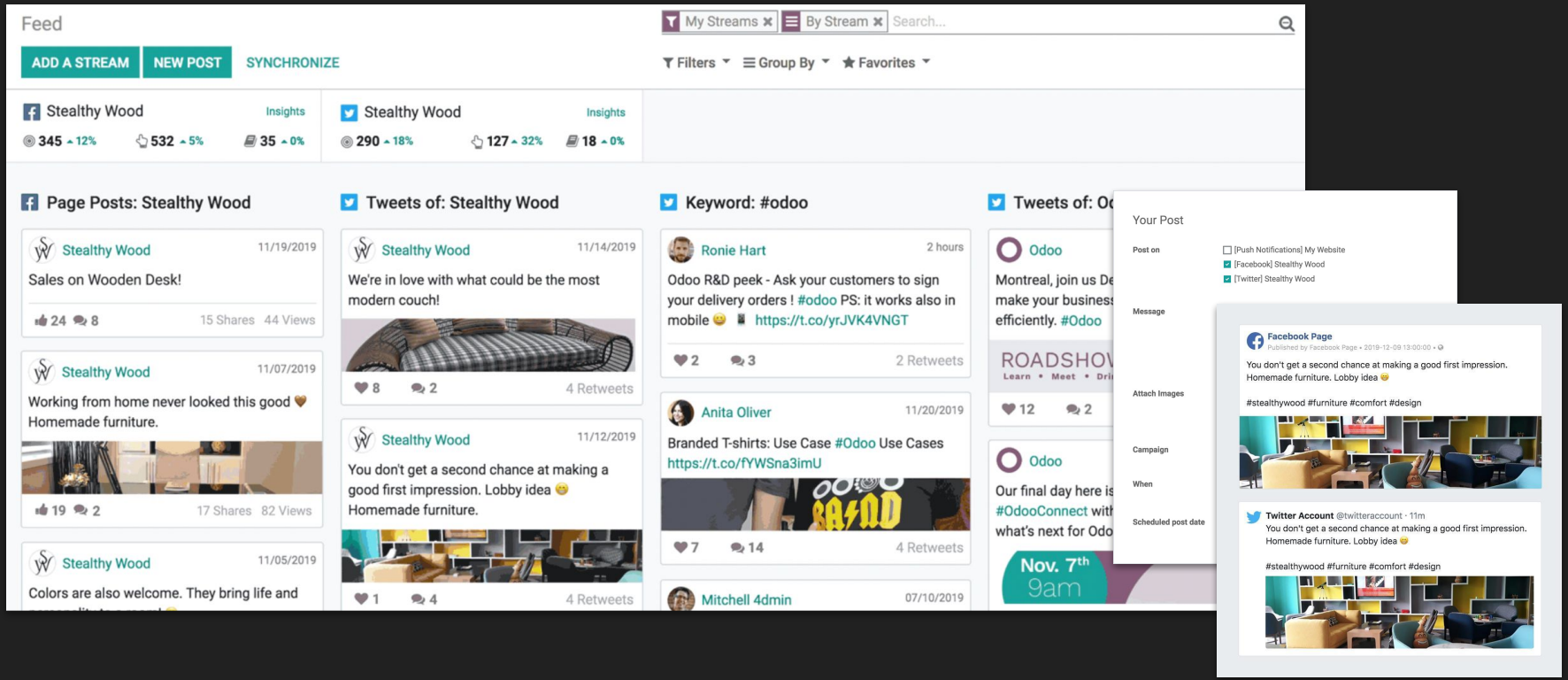
- Centralized Social Media Streams
- Email Marketing
- SMS Marketing
- Marketing Automation
- Surveys



Additionally available: Online and on-site events, eLearning, Blog, Forum

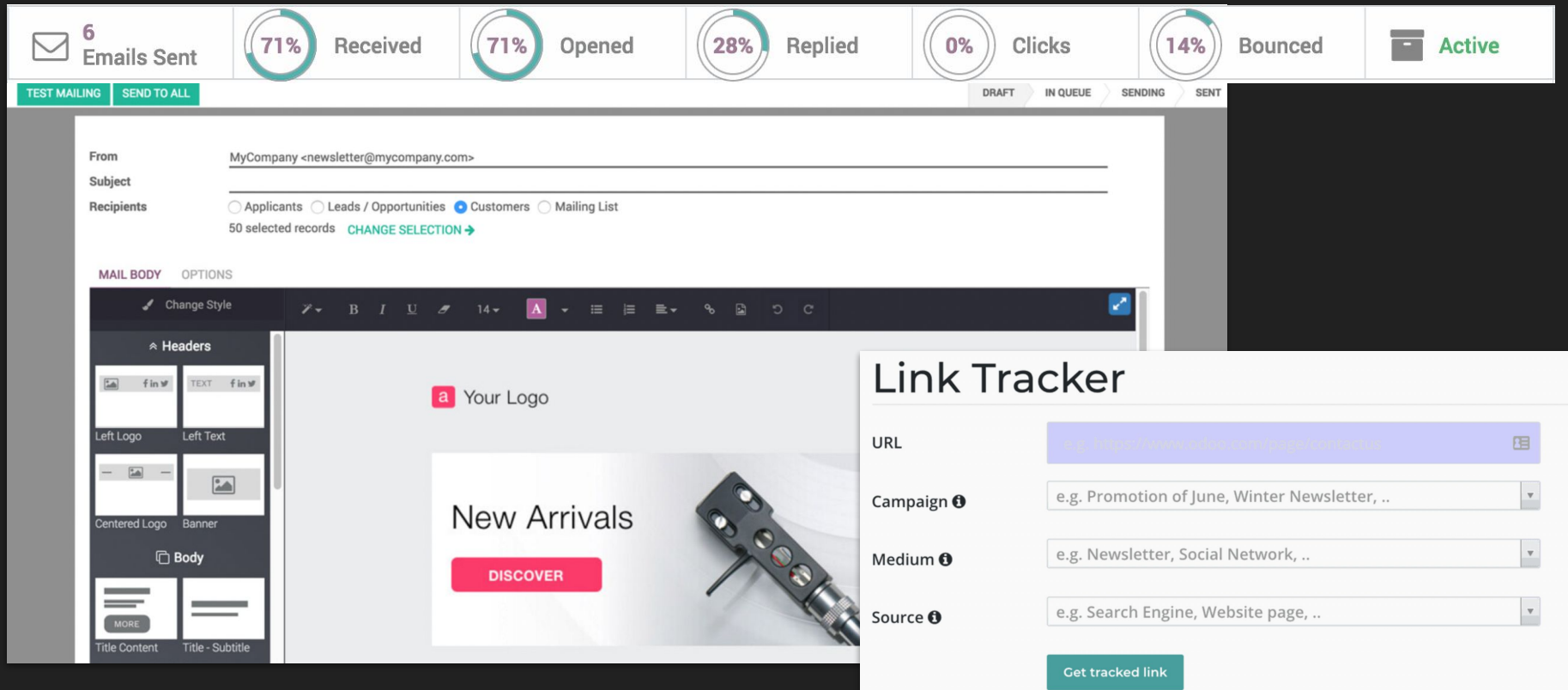
Centralized Social Media Streams

All your social media in one place, including Facebook, Instagram, Youtube and Twitter



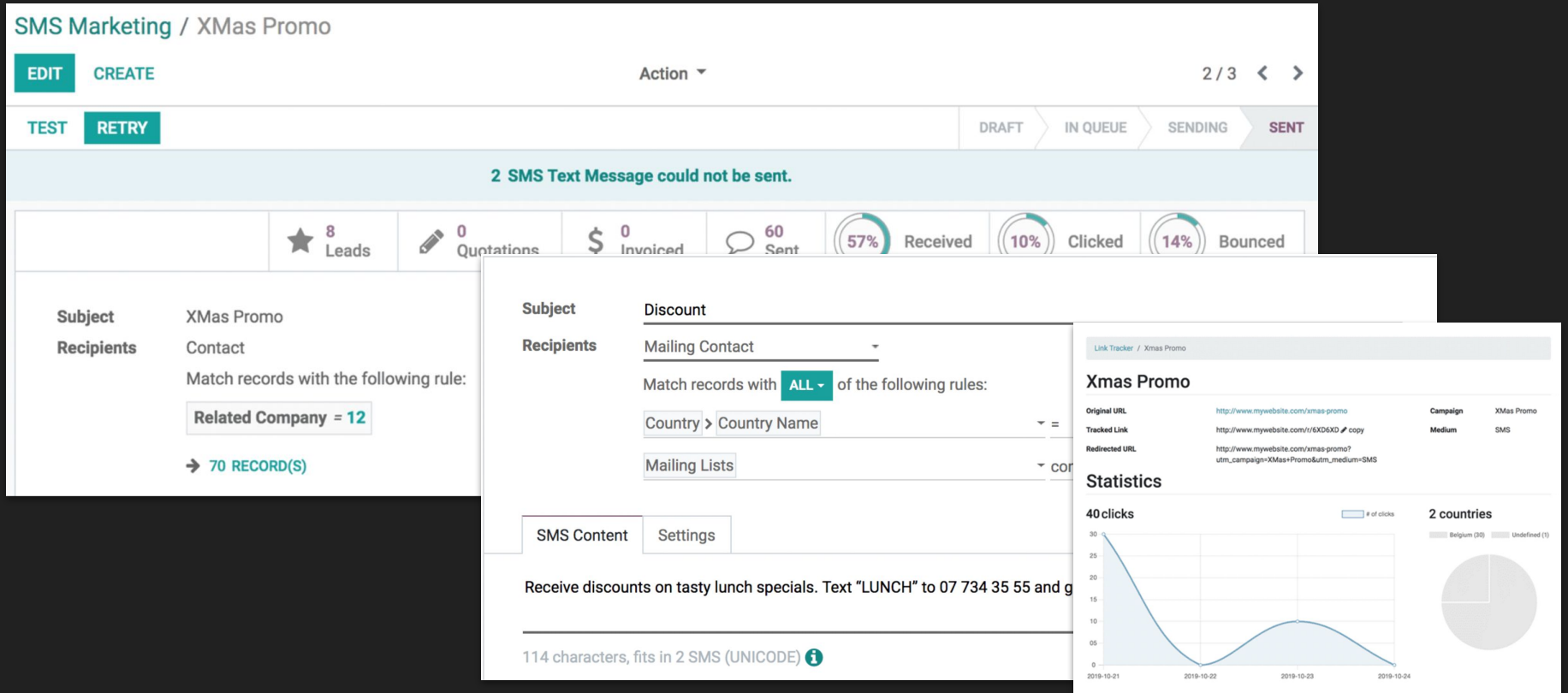
Email Marketing

Run your marketing campaigns directly from your ERP system. Fully integrated with other applications, including Sales, Invoicing and CRM



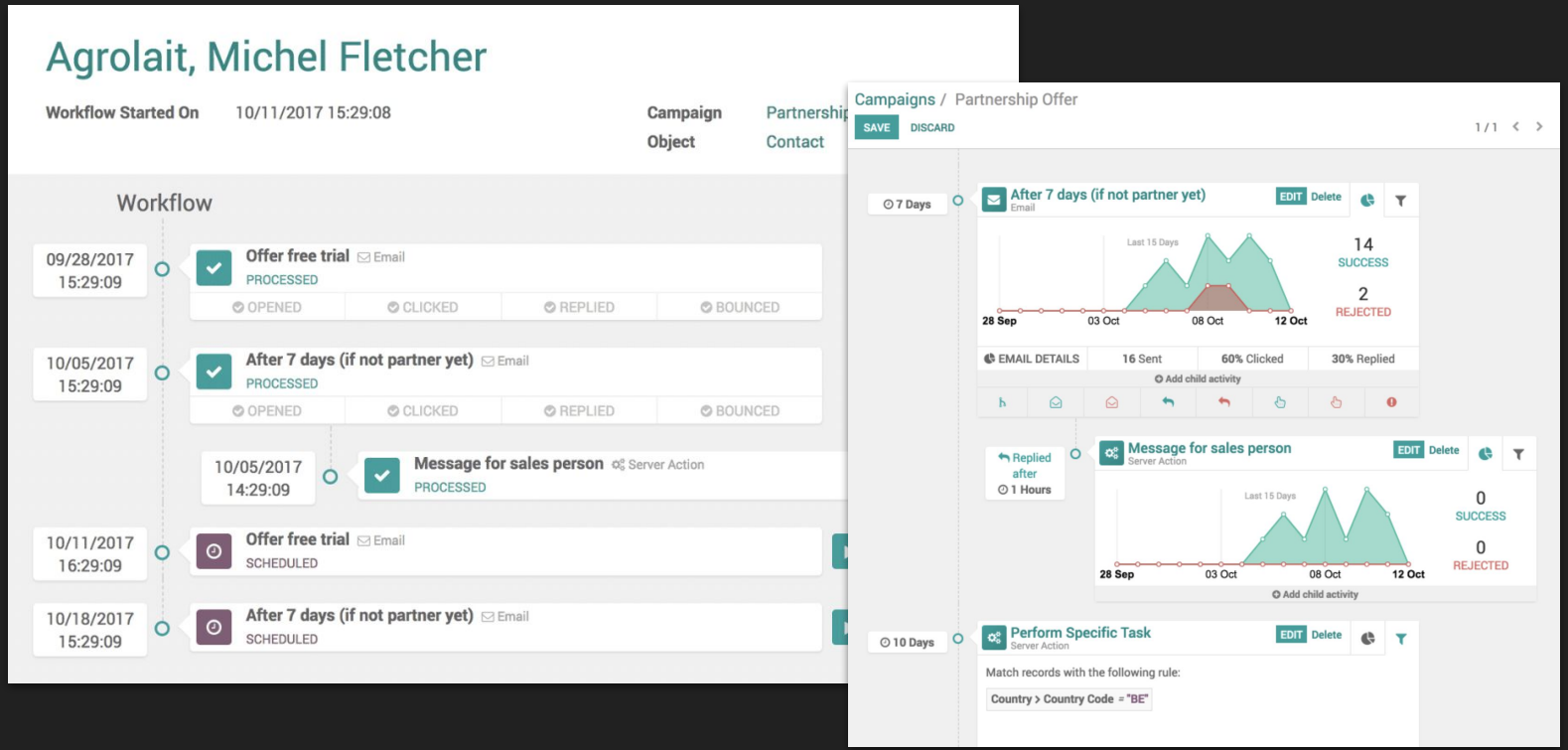
SMS Marketing

Run your SMS marketing campaigns directly from your ERP system. Fully integrated with other applications, including Sales, Invoicing and CRM



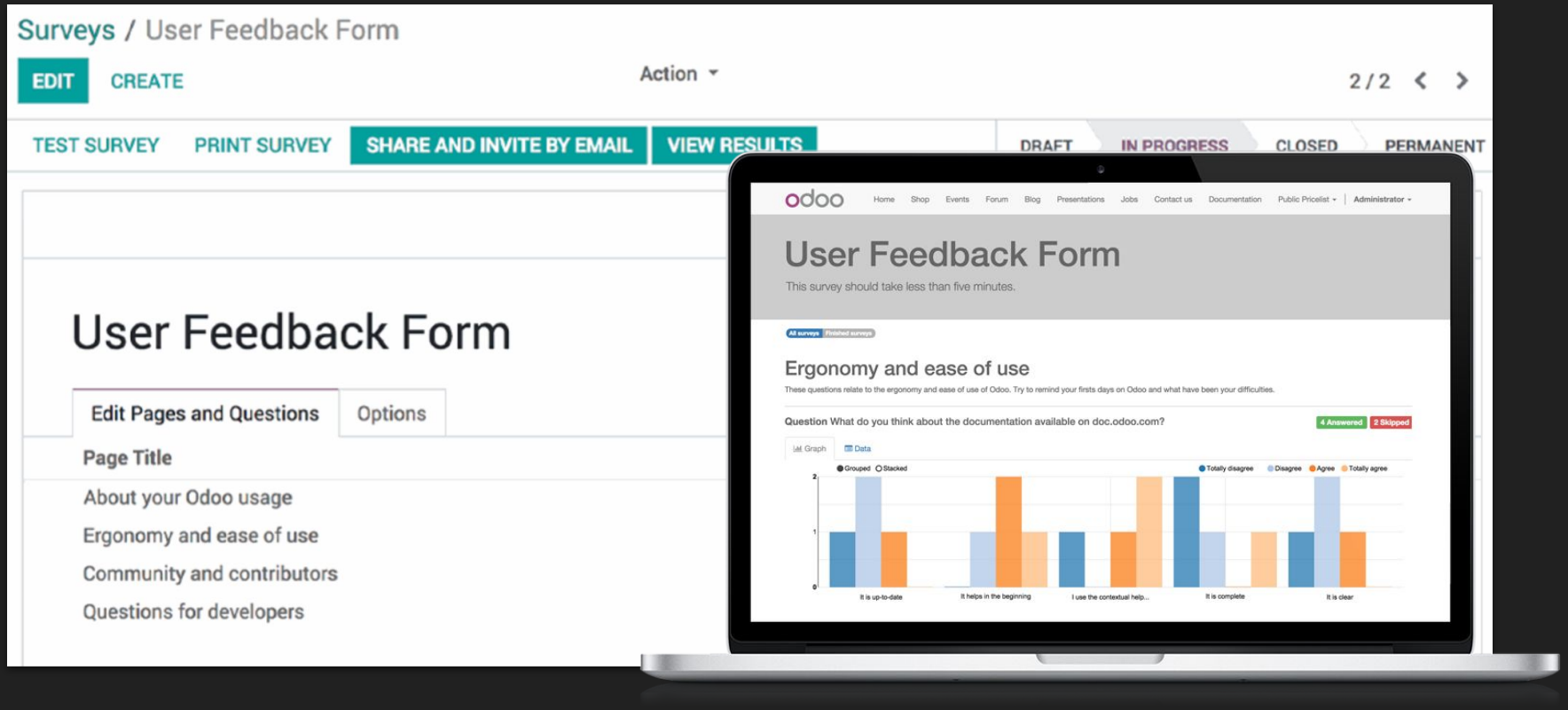
Marketing Automation

Design, test and manage marketing funnels in 1 place. Fully integrated with all other applications of your business.



Surveys

Gather feedback directly from your contacts database based on any business parameter.



Marketing CRM & Automation Implementation

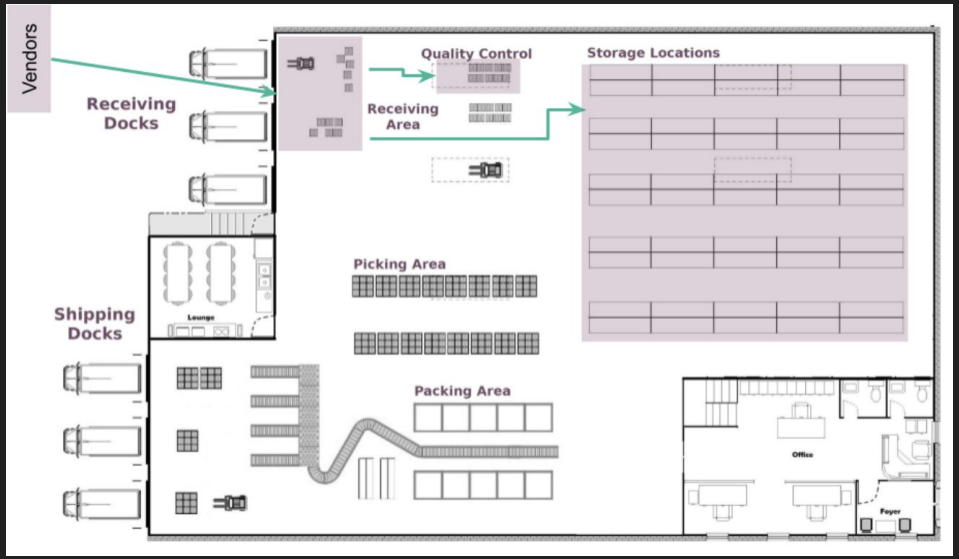
- CR & Marketing Business Process Chart Preparation
- Marketing Teams & Pipelines Setup
- Social Marketing Streams Setup
- Marketing Automation Rules Setup
- Automated Actions (in accordance to Process Chart) Setup
- 12 hours Training & Post-launch Consultations

Timeframe: 2 weeks
Implementation Cost*: £3900.00 + VAT
Enterprise Software Cost:** €100.00 / month + €22.50 / User / Month

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*

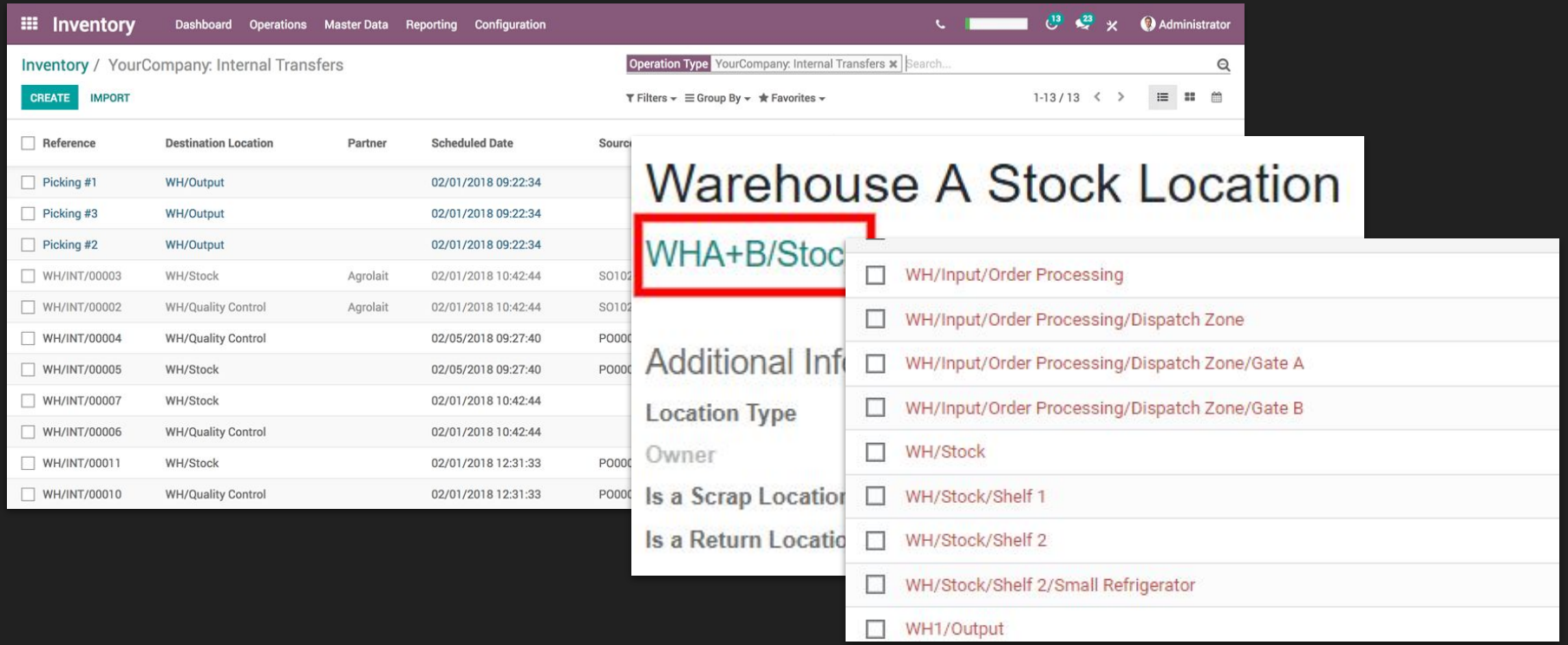
3. Warehouse & Procurement

- Multi-Warehouse Locations
- All Inventory Operations
- Barcode scanner ready
- Cross-docking & Drop-shipping
- Automated Purchases
- Full Traceability & Real-time Reports



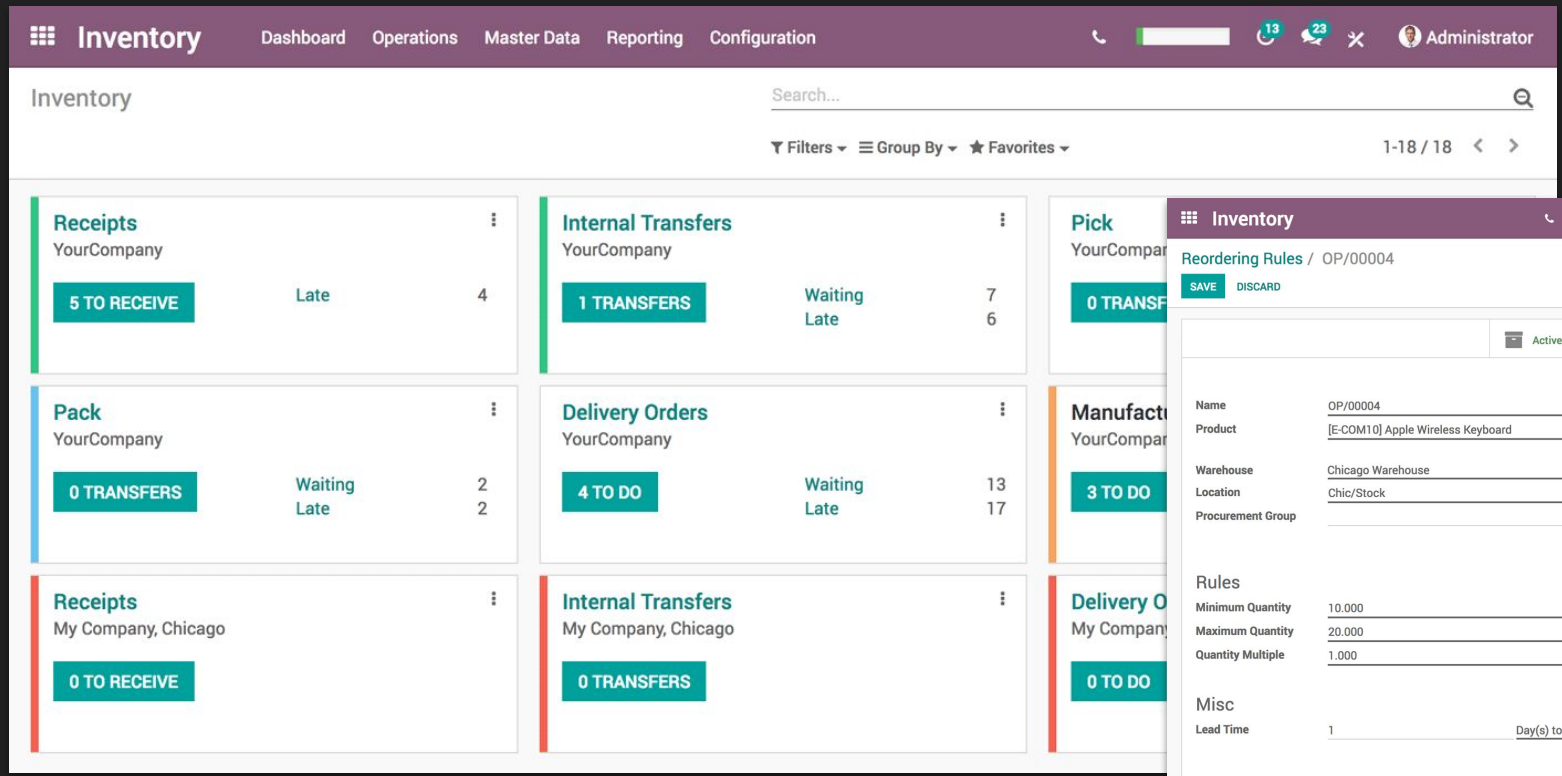
Multi-Warehouse Locations

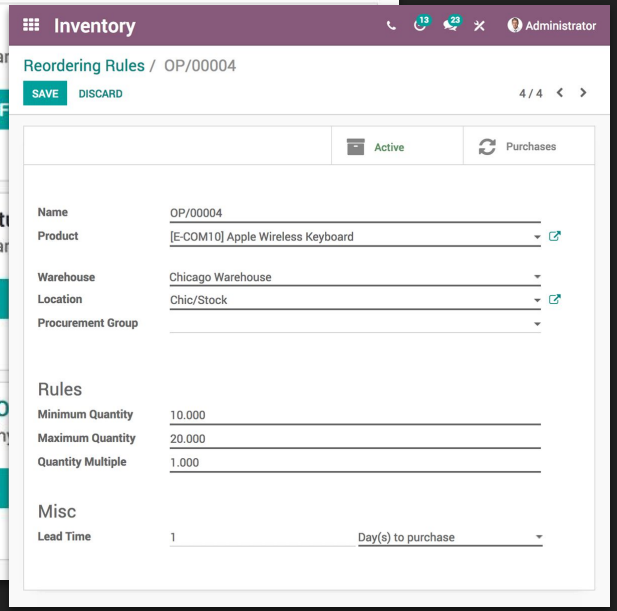
Full flexibility to setup warehouses, locations within those warehouses and routes for each warehouse operation.



All Inventory Operations

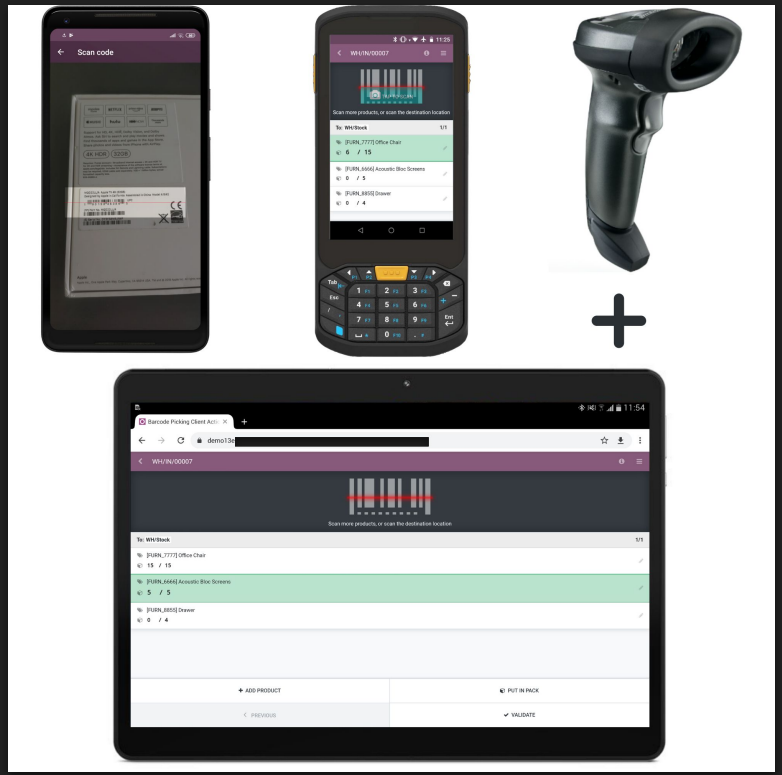
All inventory operations in 1 place: Inventory Adjustments, Transfers, Receipts, Picking, Packing, Delivery, Drop-shipping, valuation and more.

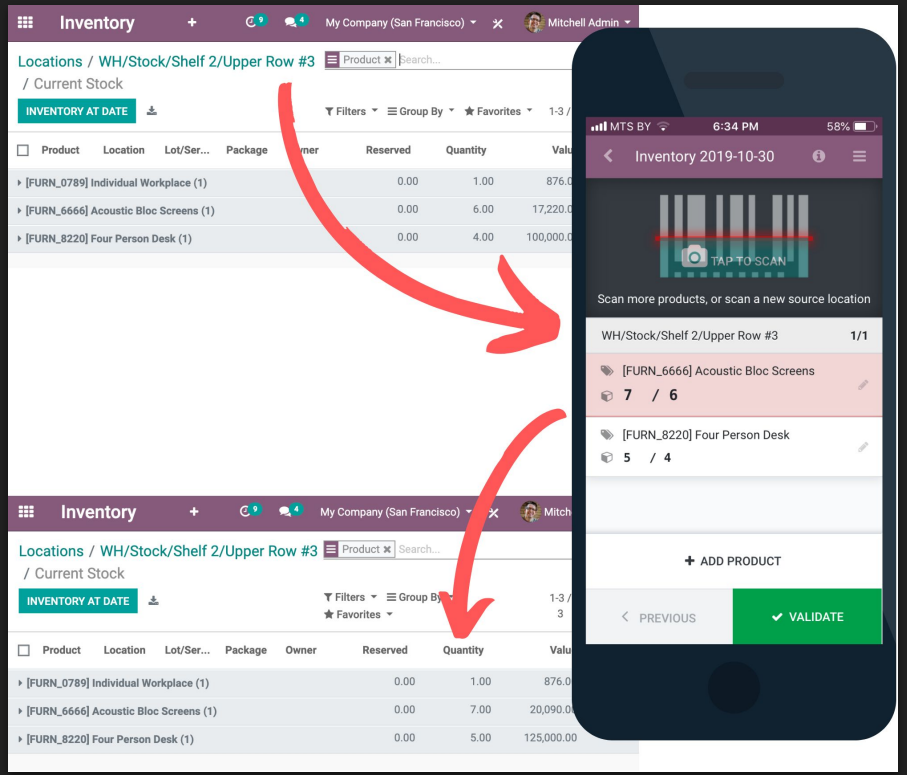




Barcode Scanner Ready

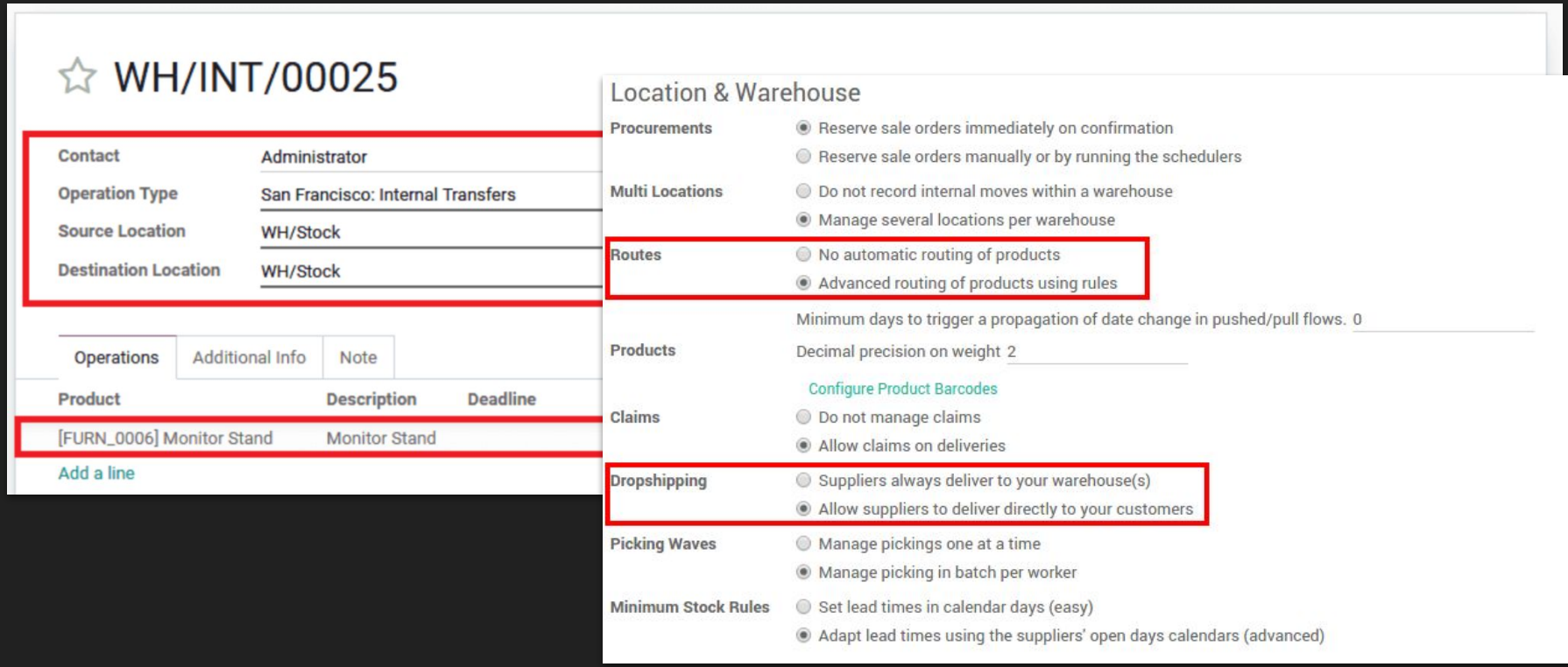
Run your SMS marketing campaigns directly from your ERP system. Fully integrated with other applications, including Sales, Invoicing and CRM





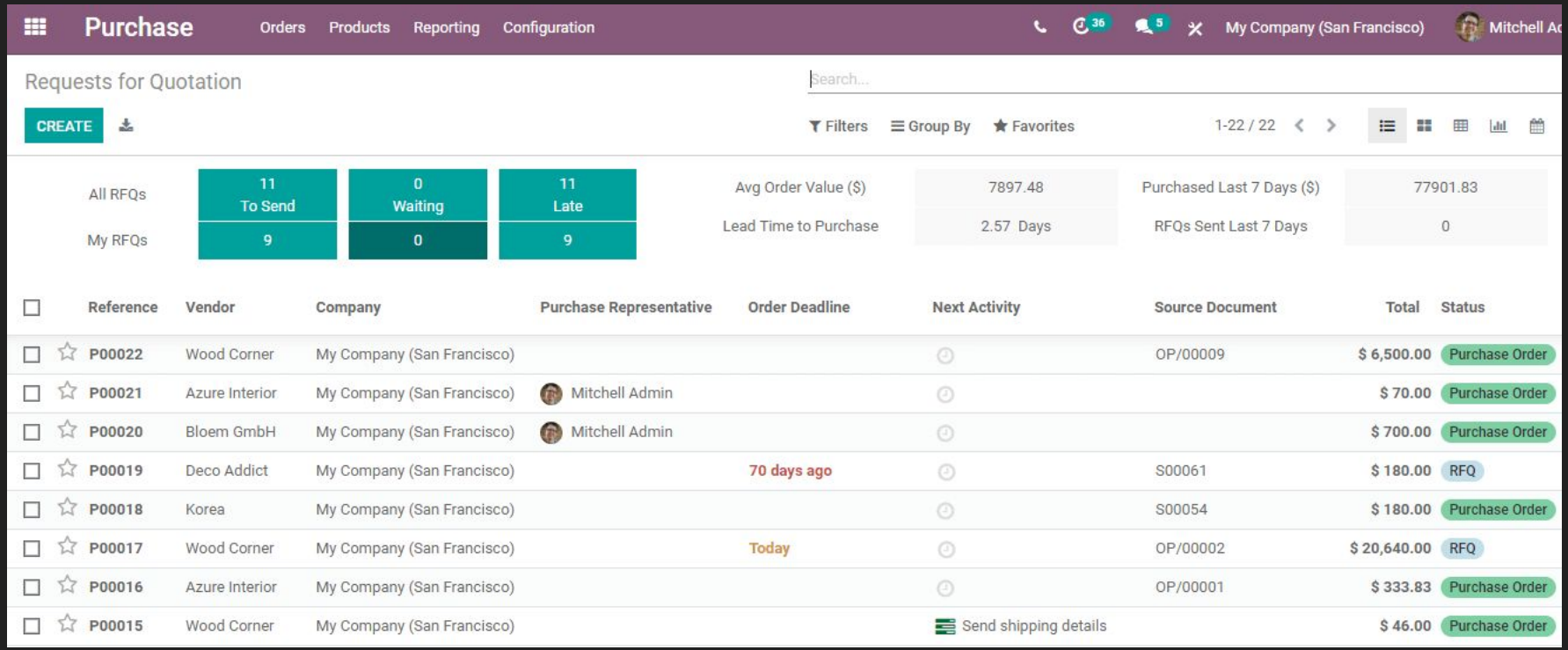
Cross-docking & Drop-shipping

Run your SMS marketing campaigns directly from your ERP system. Fully integrated with other applications, including Sales, Invoicing and CRM



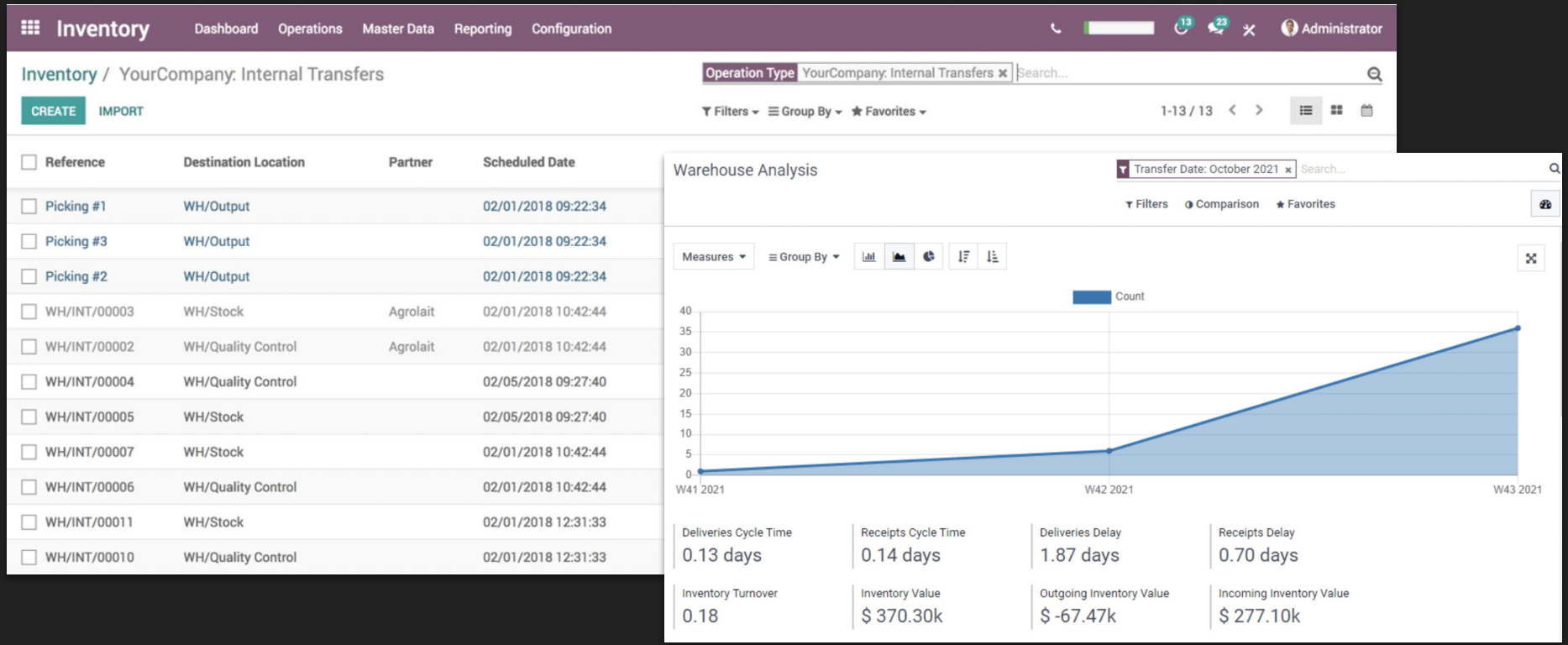
Automated Purchases

Ability to add vendors to each products and trigger automatic Request for Quotation when stock drops to minimum quantity or sale order triggers the replenishment.



Full Traceability & Real-time Reports

Track every stock move from purchase to warehouse bin to sales order. Trace lots or serials upstream or downstream from anywhere in your supply chain.



Warehouse & Procurement

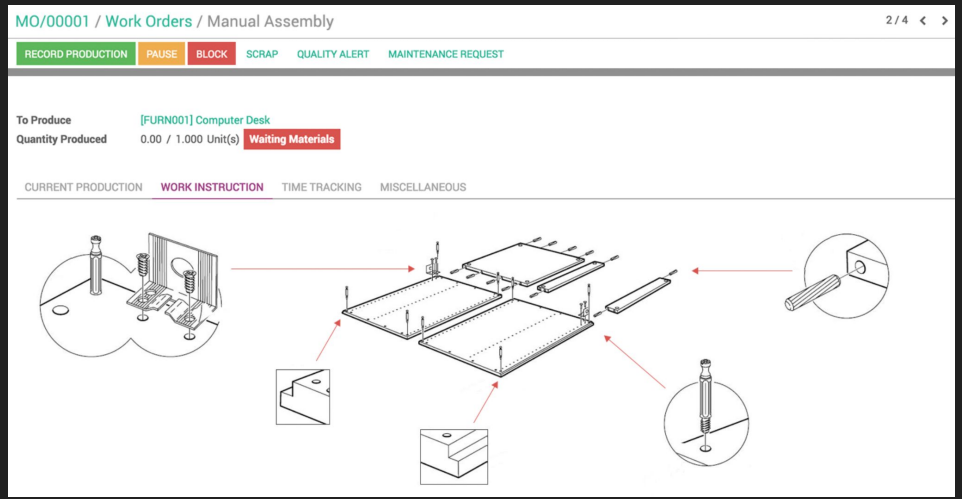
- Warehouse & Procurement Business Process Chart Preparation
- Warehouse Locations and Routes Setup
- Procurement Rules Setup
- Warehouse & procurement Teams & Permissions Setup
- Barcode Scanner Operations Setup
- Product Import (from csv or xlxs files)
- 12 hours Training & Post-launch Consultations

Timeframe: 3 weeks
Implementation Cost*: £5850.00 + VAT
Enterprise Software Cost:** €50.00 / month + €22.50 / User / Month
Open-source Software Cost:** £90.00 / month for hosting only

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*
*** - Solution is available both in open-source and enterprise software options.*

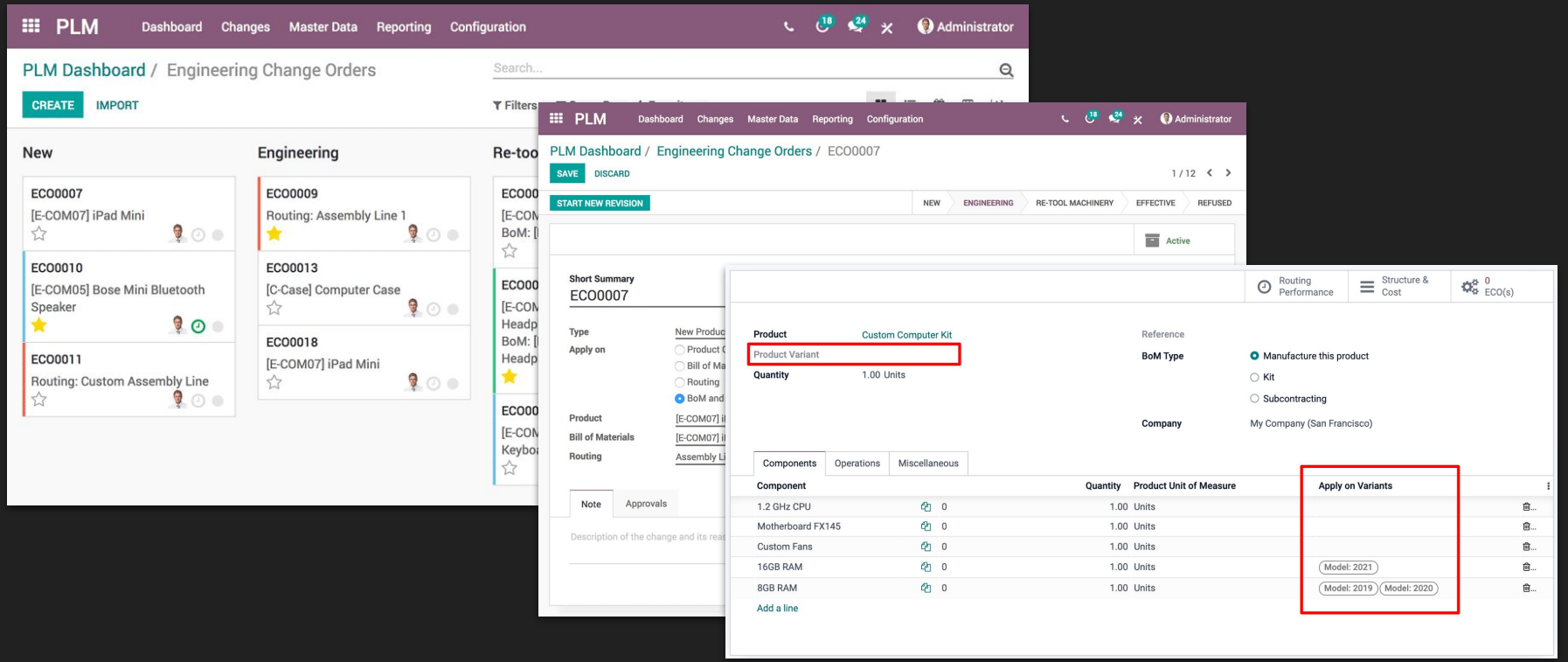
4. Manufacturing (MRP)

- Engineering, PLM and BOM Management
- Manufacturing Planning and Work Orders
- Master Production Scheduler
- Quality Control
- Maintenance Management



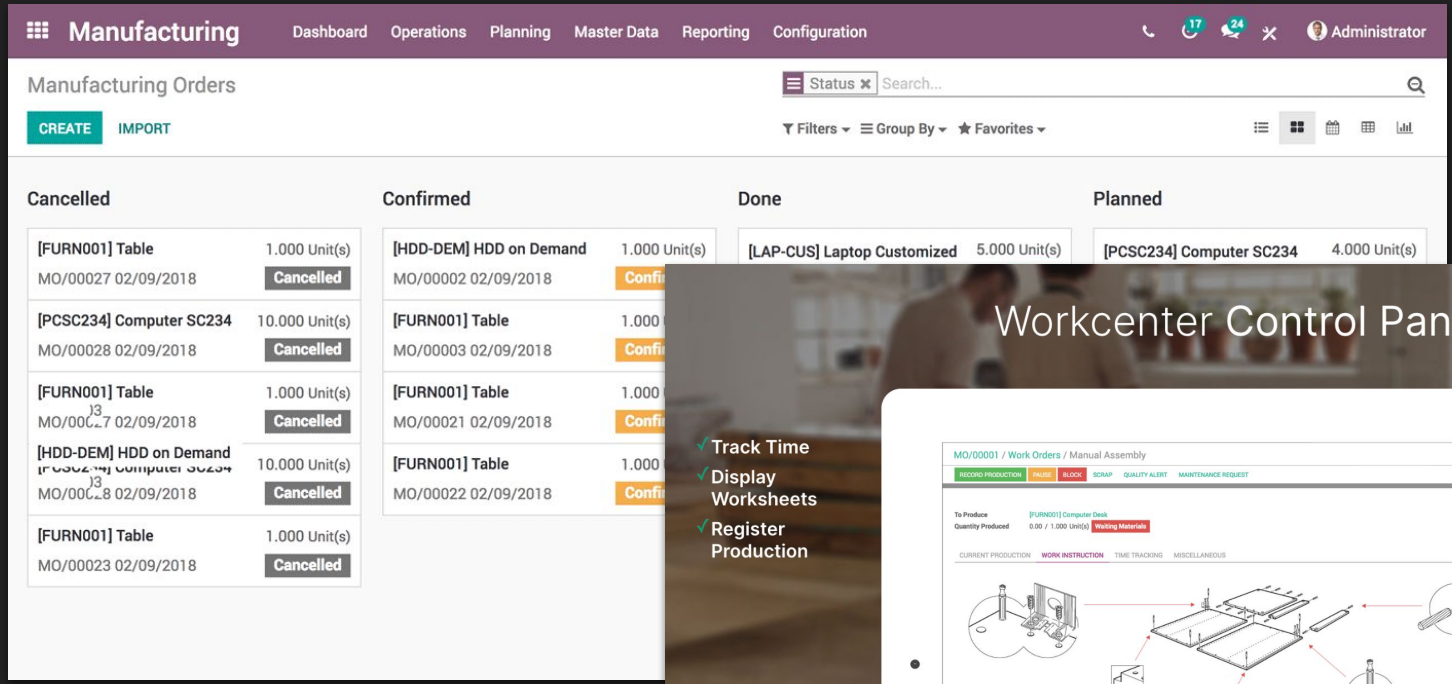
Engineering PLM And BOM Management

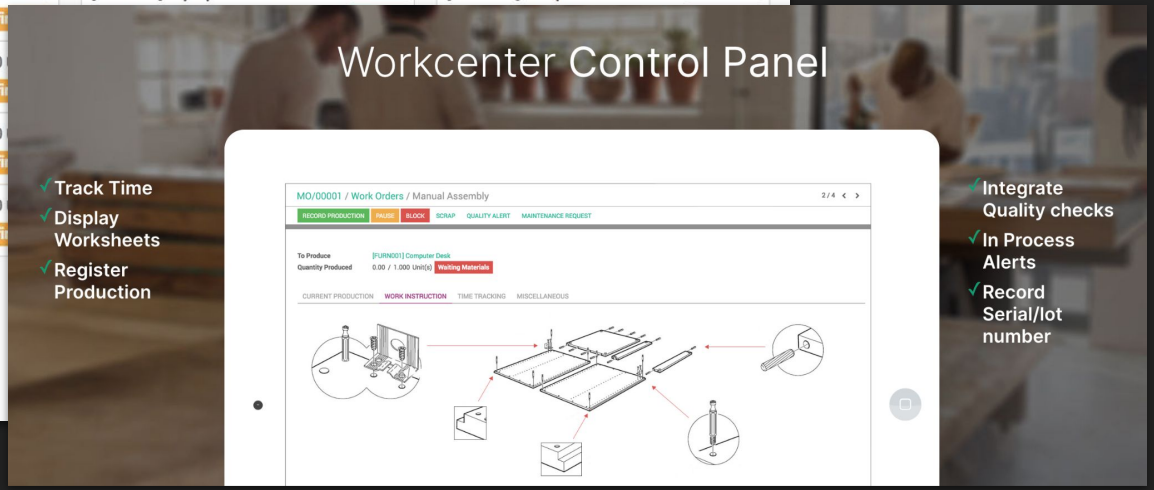
With Odoo PLM, you can work on several versions of the same BoM in parallel and apply only the differences to manage multiple changes.



Manufacturing Planning and Work Orders

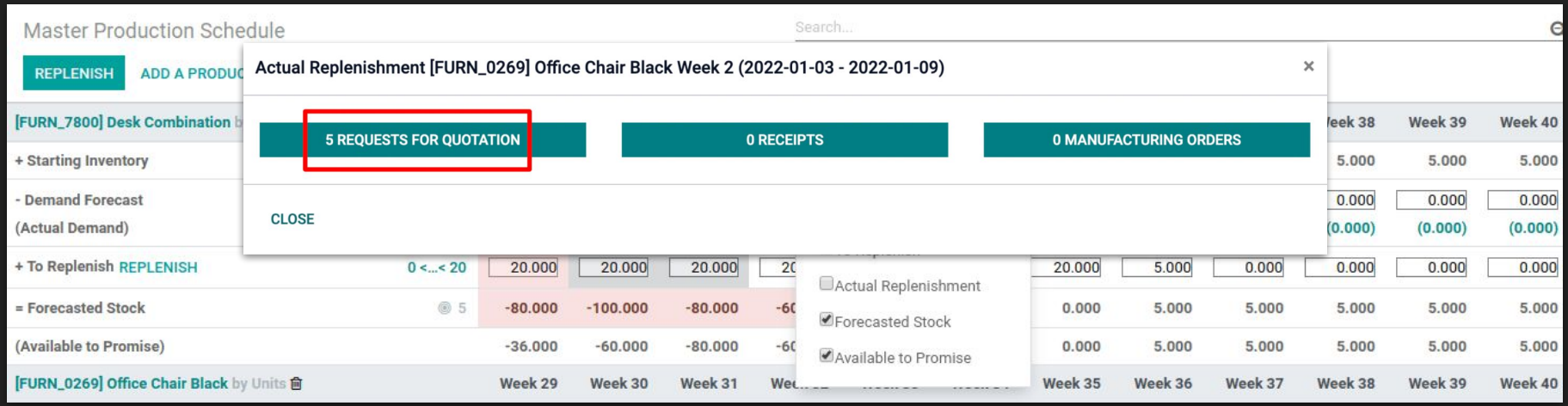
Accurate planning directly based on real manufacturing times measures. Display worksheets, quality alerts to workers during operations.





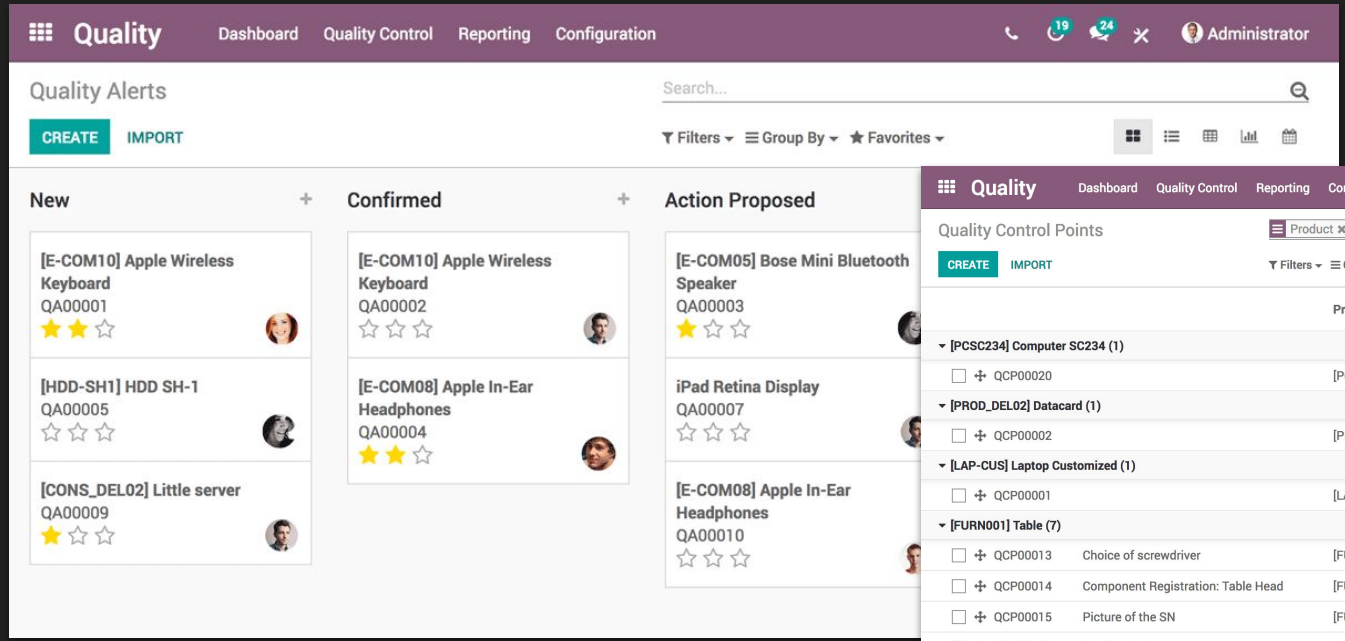
Master Production Schedule

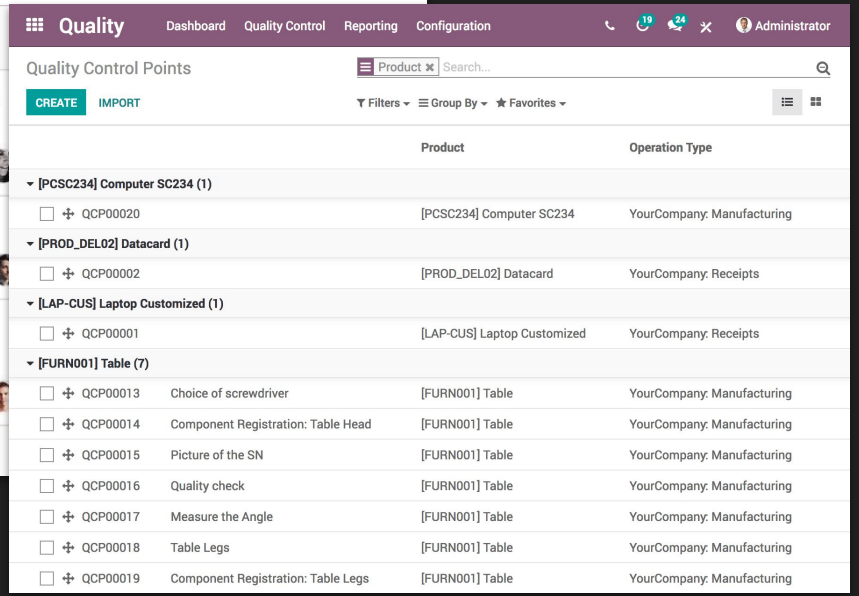
Use make-to-order rules, minimum stock rules or the master production schedule to automate procurements. Let the scheduler compute everything for you. Use routes, constraints and lead time to optimize inventory level and avoid shortages.



Quality Control

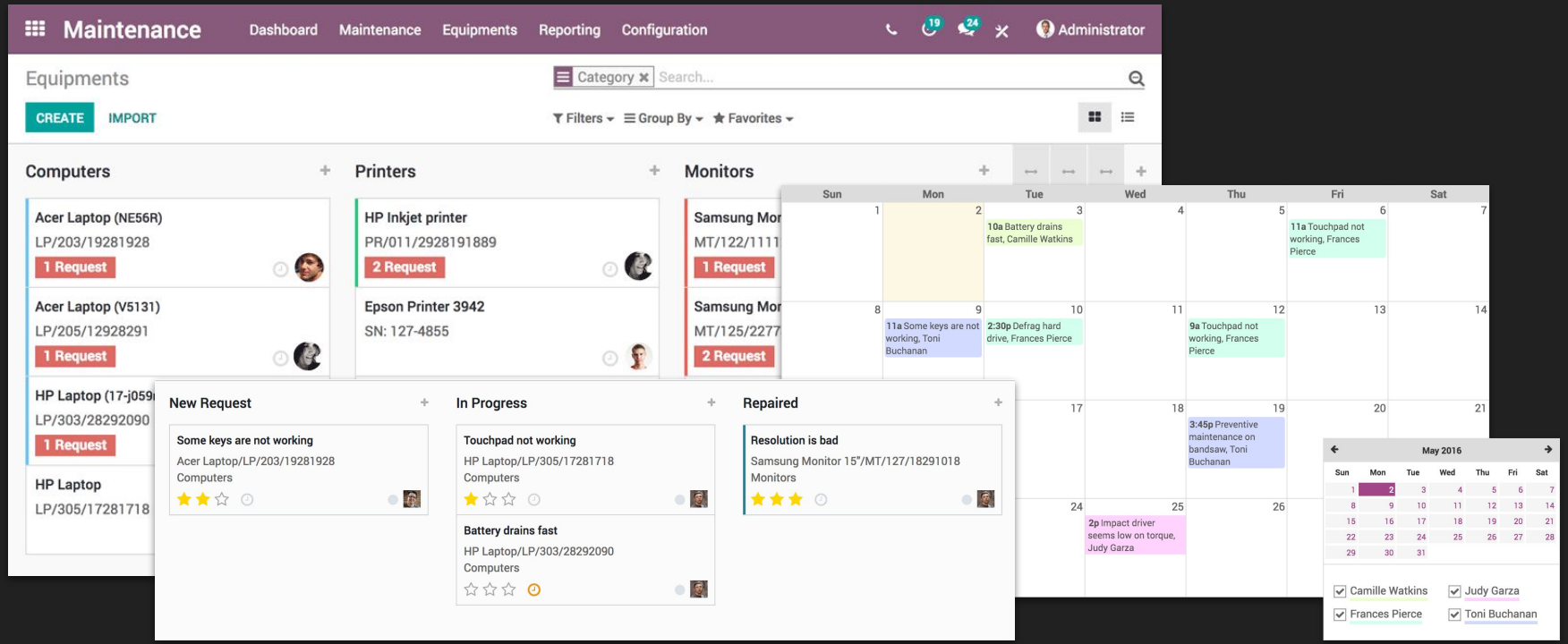
Define quality control plans to trigger quality checks at specific inventory operations (receiving and final inspection) or manufacturing operations (in-process inspection).





Maintenance Management

Odoo computes standard statistics to help you plan preventive maintenance, including mean time between failure (MTBF), mean time to repair (MTTR), and expected next failure date, and lets you automate metrology and preventive maintenance scheduling.



Manufacturing (MRP) Implementation

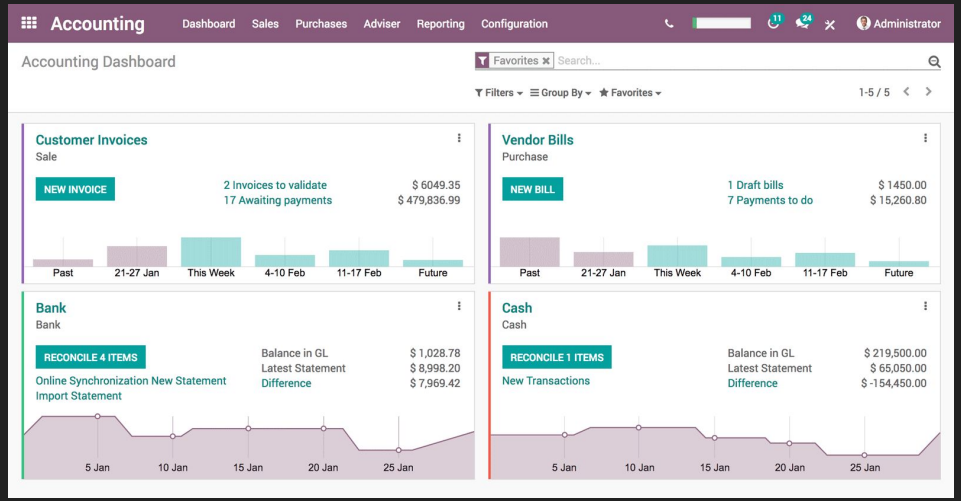
- Full GAP Analysis
- Warehouse & Procurement Implementation
- PLM and BOM Setup
- Manufacturing Routing & Work Centers Setup
- Quality Control Points Setup
- Equipment & Maintenance Setup
- User Roles & Permissions Setup
- 24 hours Training & Post-launch Consultations

Timeframe: 3 months
GAP Analysis Cost: £3900.00 + VAT
Implementation Cost*: £17550.00 - £26325.00 + VAT
Enterprise Software Cost:** €130.00 / month + €22.50 / User / Month

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*

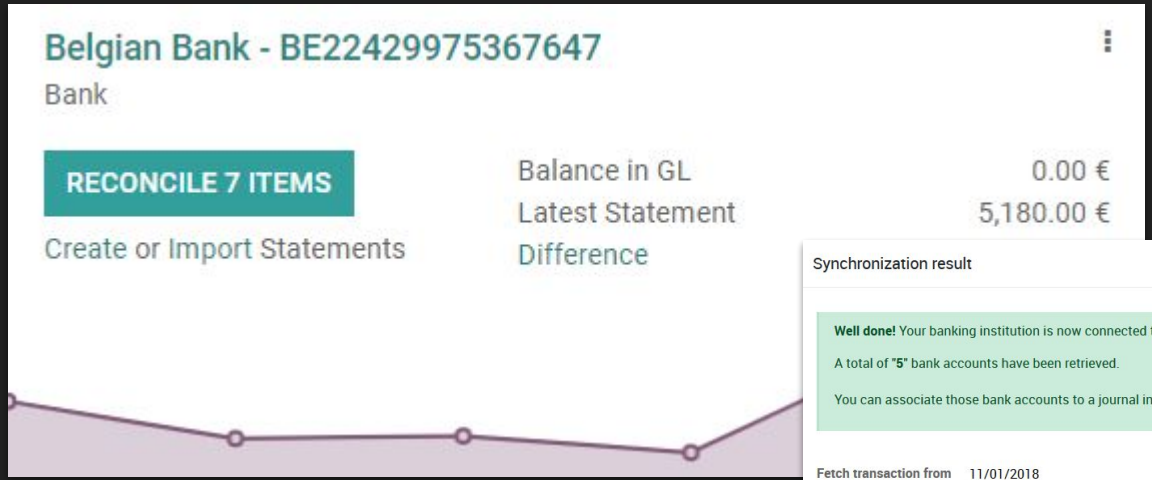
5. Accounting

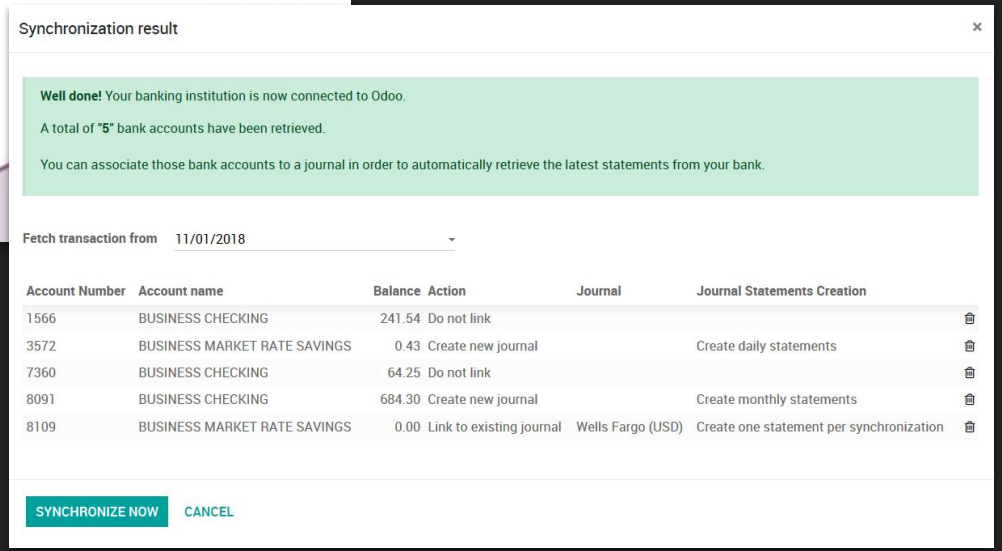
- Bank Synchronization
- Customer Invoices
- Bills & Expenses
- Easy Reconciliation
- HMRC & VAT Returns



Bank Synchronization

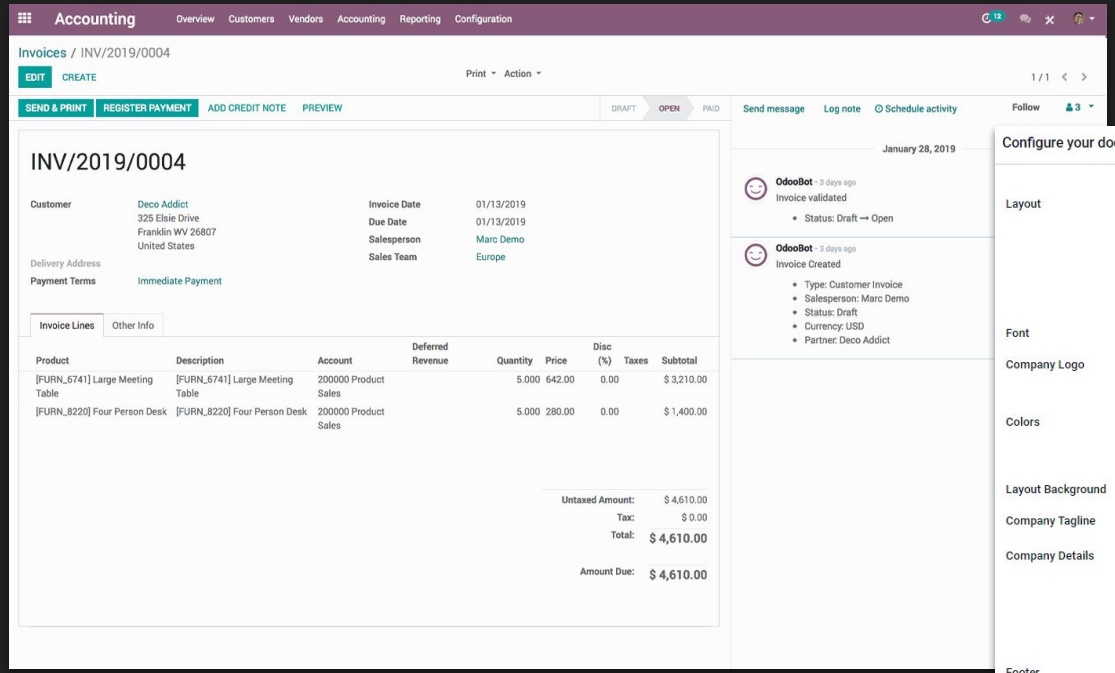
Get your bank statements synced with your bank automatically, or import files. Odoo syncs with all UK and European banks.

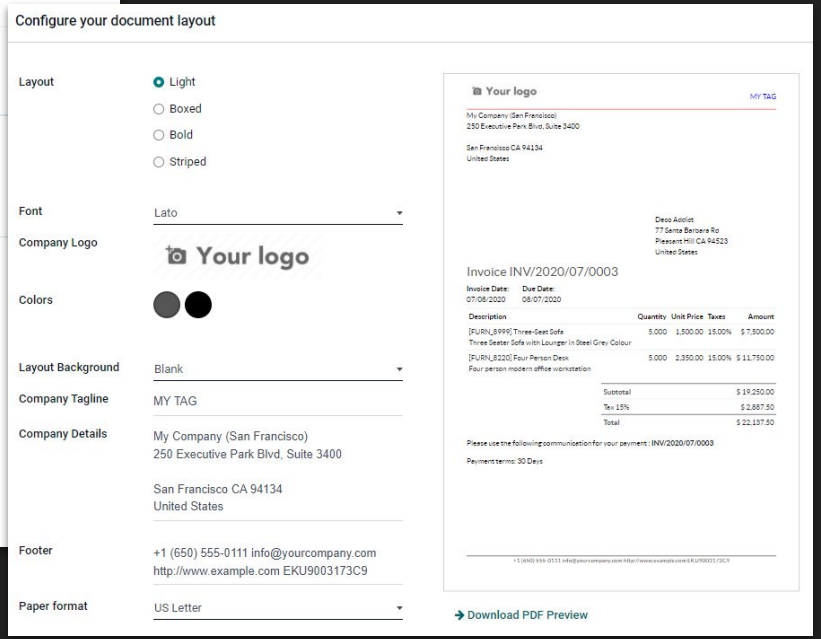




Customer Invoices

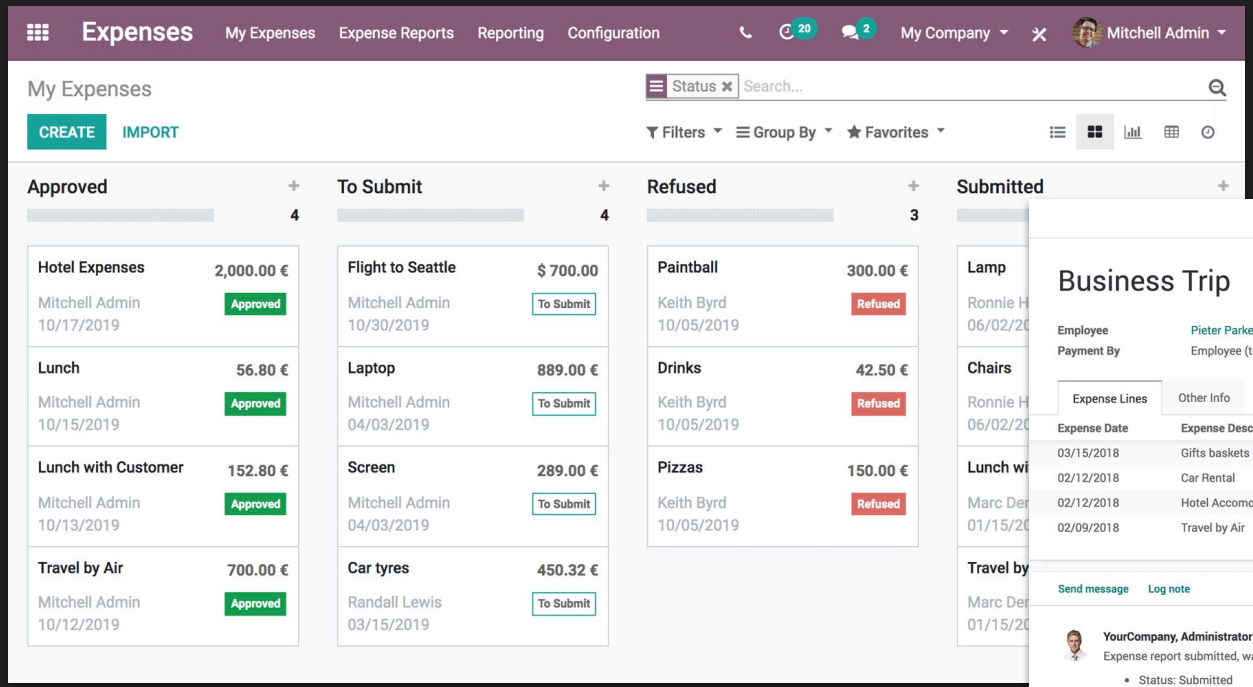
Turn Quotes into Invoices with minimal effort Bill automatically based on sales orders, delivery orders, contracts, or time and material.





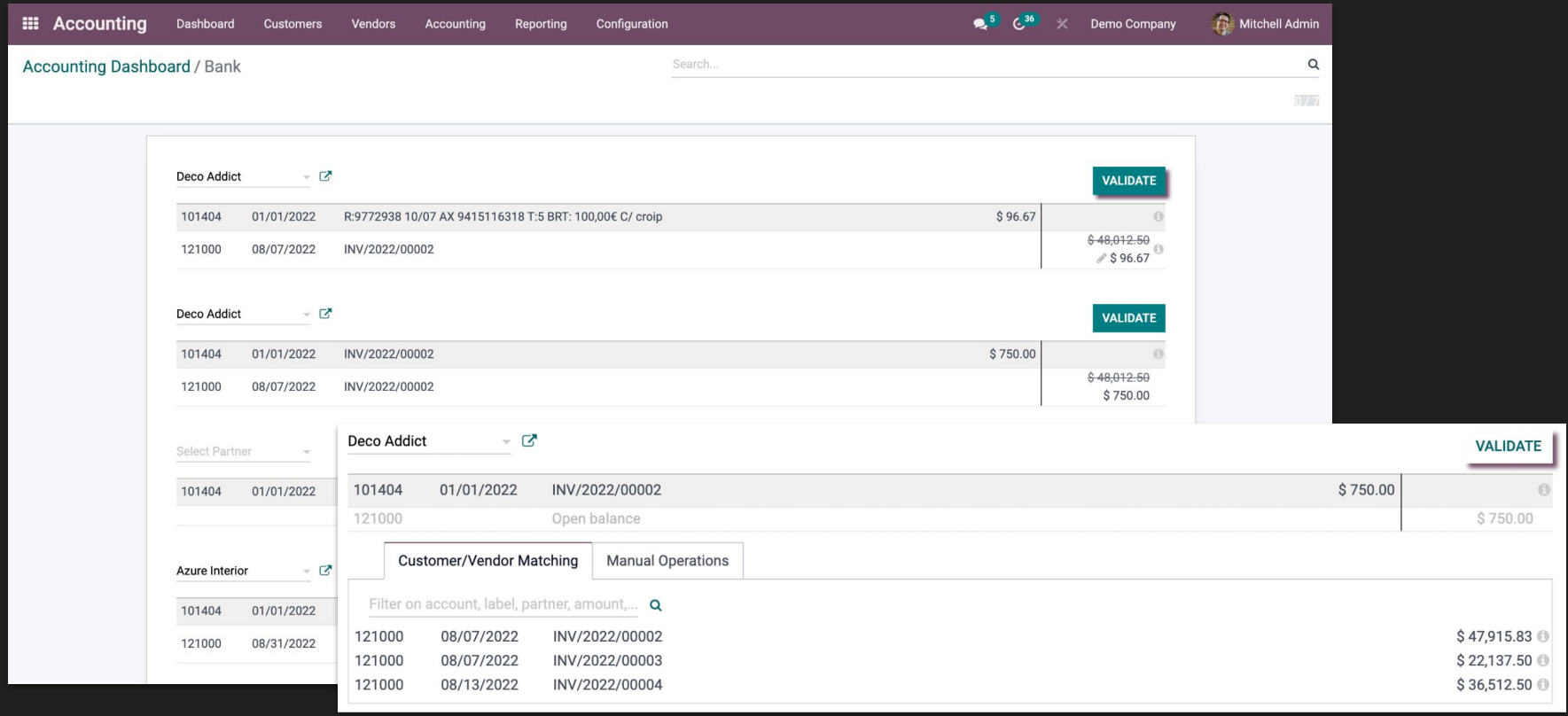
Bills & Expenses

Managing your employees' daily expenses has never been easier. Whether it's travel expenses, office supplies, or any other employee expenditure, access all receipts and expense submissions from your Expenses dashboard and create, validate, or refuse them in just a click.



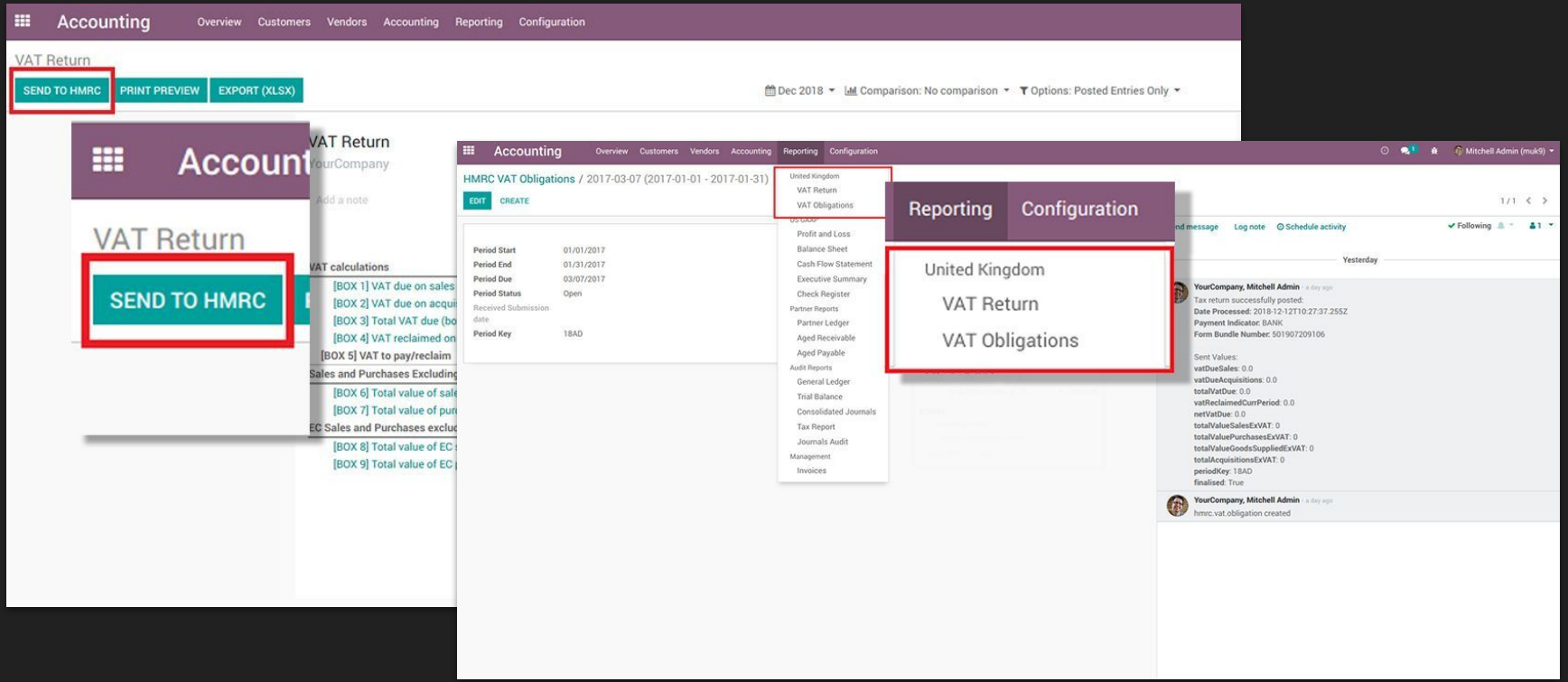
Reconciliation

Save time and automate 95% of reconciliation with Odoo's smart reconciliation tool.



HMRC & VAT Returns

Odoo is compliant with the MTD requirements to submit tax obligations. Connect to HMRC, fetch your obligations and send them with only a few clicks.



Standard Accounting Implementation

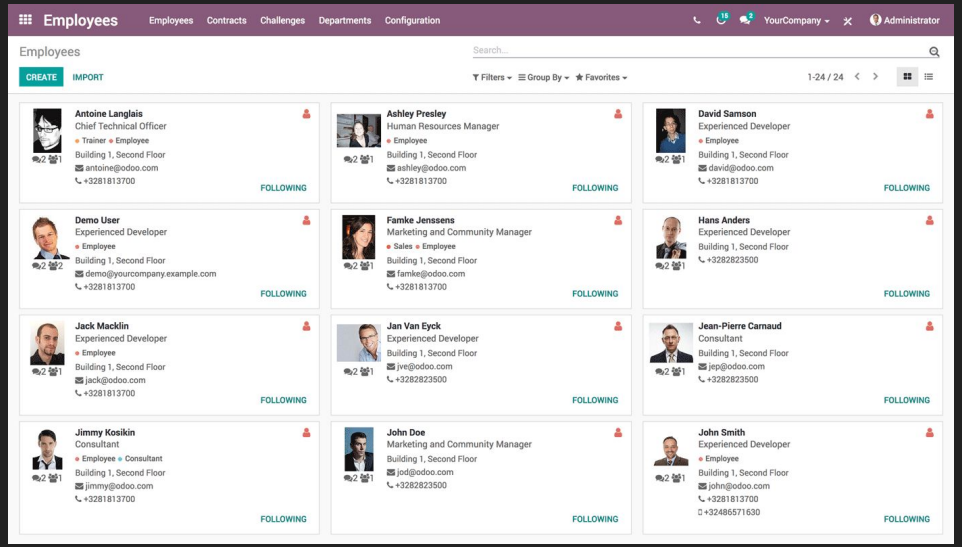
- Bank Synchronization Setup
- PDF Templates Setup
- Customer Invoice Payment Reminders Setup
- Reconciliation Setup
- HMRC & VAT Returns Setup
- 20 hours Training & Post-launch Consultations

Timeframe: 2 weeks
Implementation Cost*: £3900.00 + VAT
Enterprise Software Cost:** Free or €30.00 / month + €22.50 / User / Month

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*
*** - Free if Accounting is used standalone. If more applications are connected (i.e. CRM), then paid option activates.*

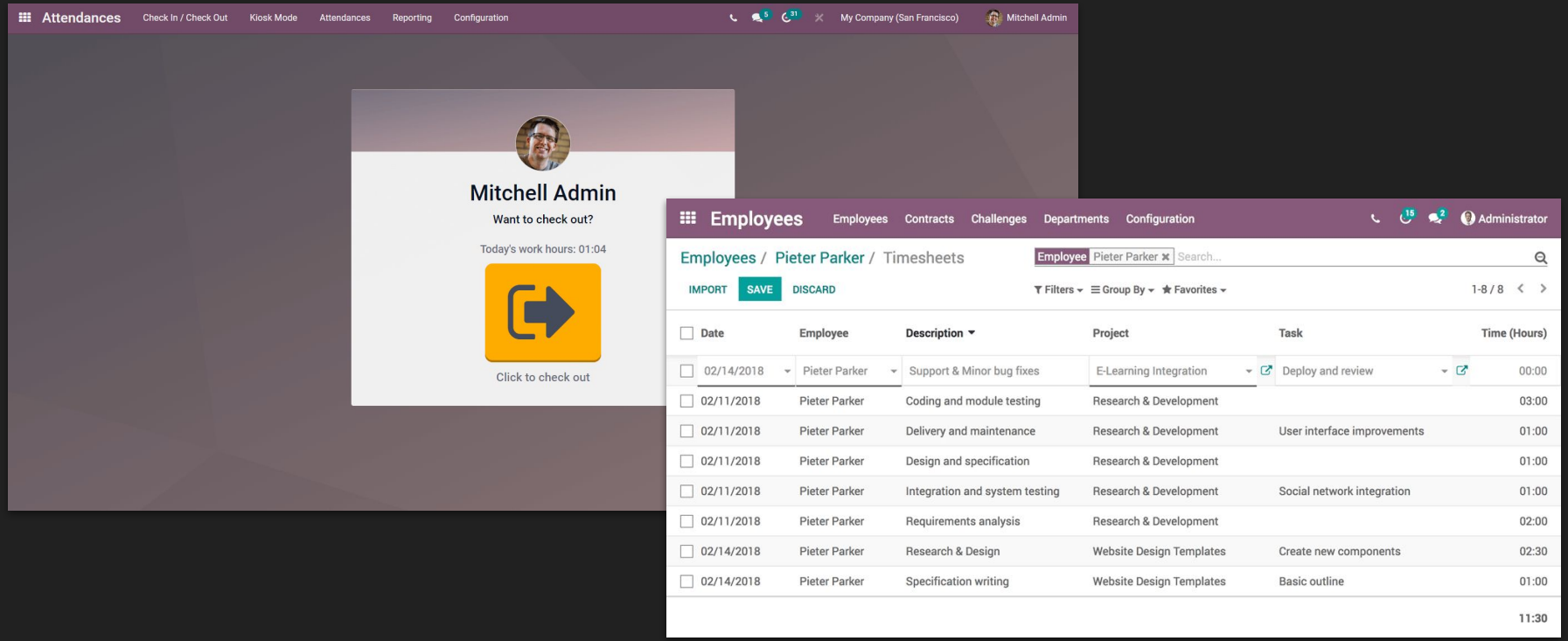
6. HR & Talent Acquisition

- Time & Attendance
- Leave & Time-off
- Expense Management
- Employee Evaluation
- Recruitment Management
- Payslip Generator



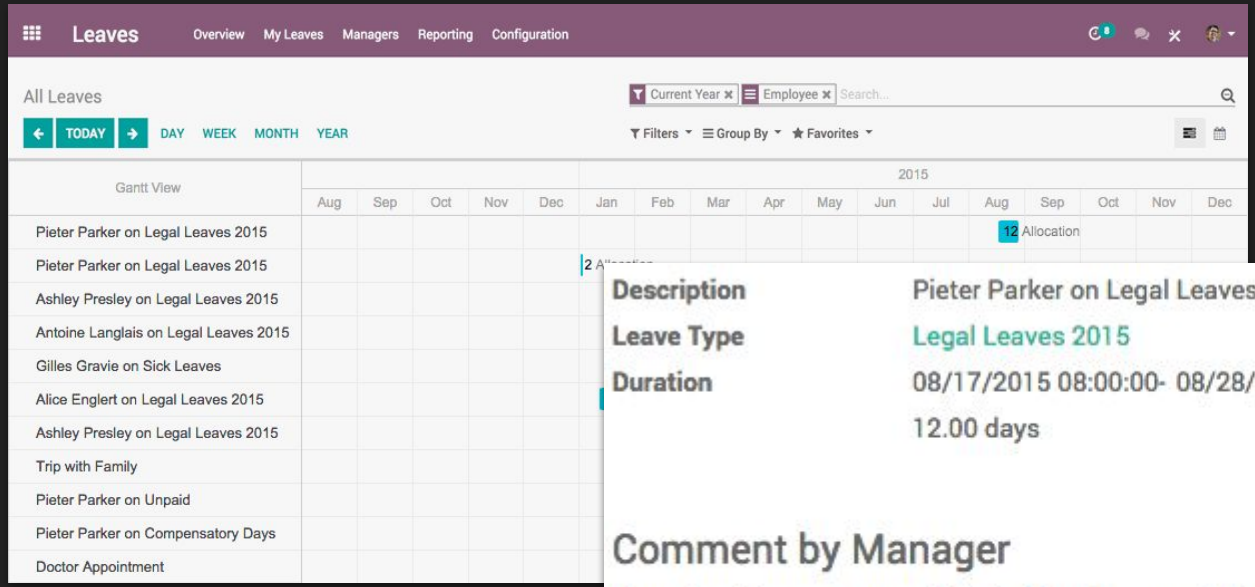
Time & Attendance

Weekly or monthly timesheets with optional attendance tracking.



Leave & Time-off

Simplified tracking for employee vacation and sick days. Employees enter their requests. Managers decide to either approve or refuse time off requests. Notification is sent to the employee and their calendar is updated automatically.



Description Pieter Parker on Legal Leaves 2015

Leave Type Legal Leaves 2015

Duration 08/17/2015 08:00:00- 08/28/2015 18:00:00

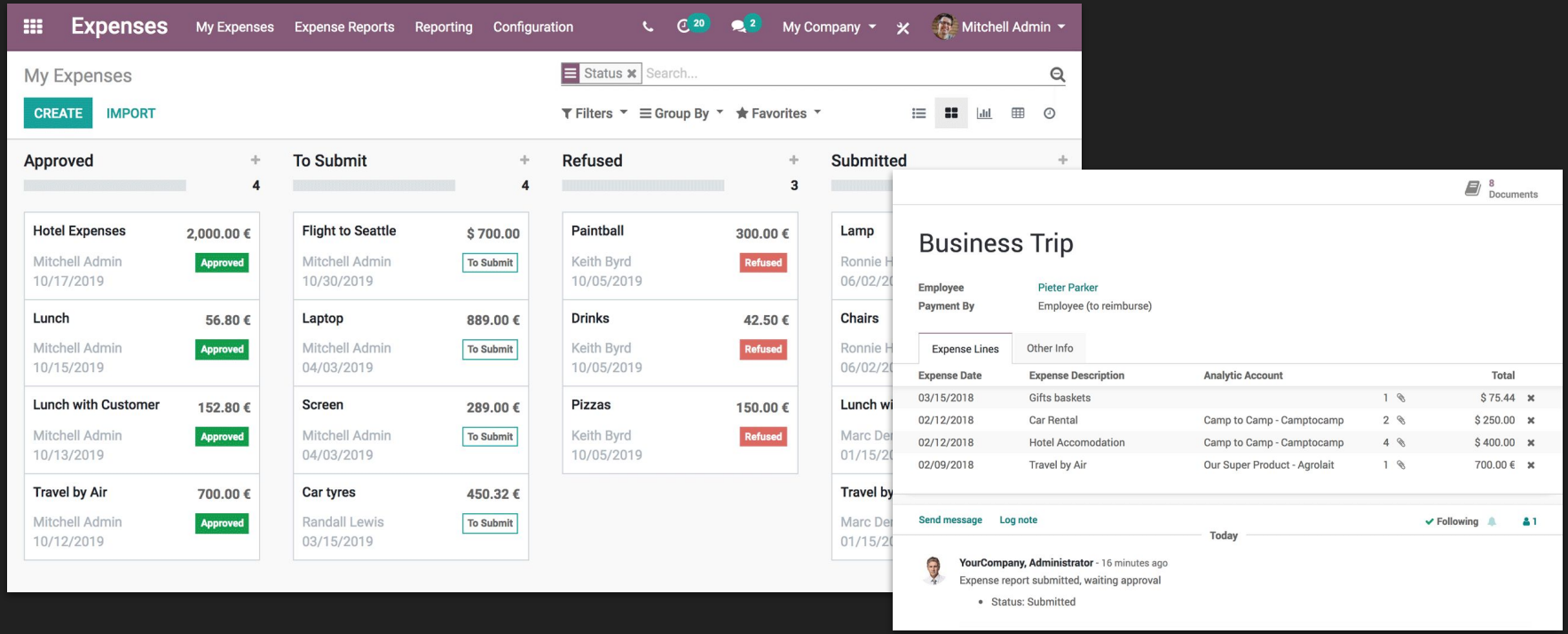
12.00 days

Comment by Manager

I have to refuse your request for holidays because John will already be away at this period and we need you to keep up with a part of his work.
I will make sure your next request is approved.

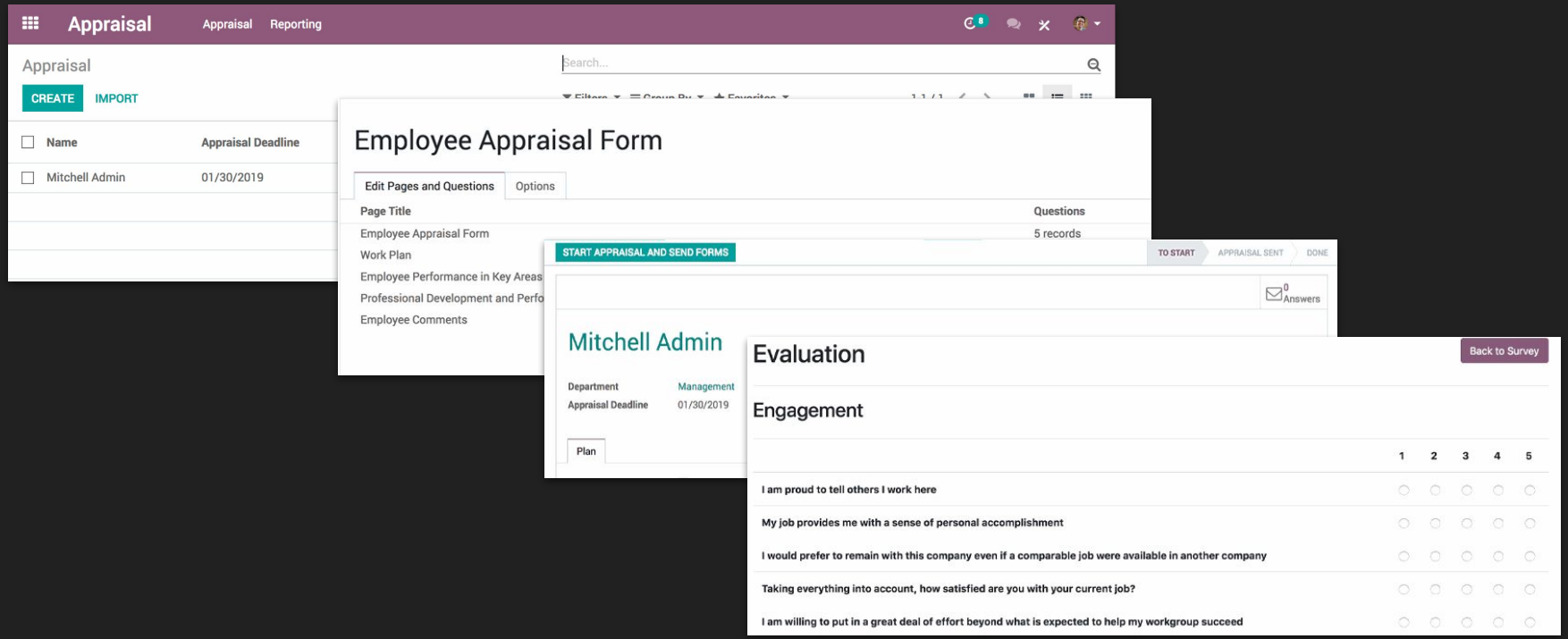
Expense Management

Managing your employees' daily expenses has never been easier. Whether it's travel expenses, office supplies, or any other employee expenditure, access all receipts and expense submissions from your Expenses dashboard and create, validate, or refuse them in just a click.



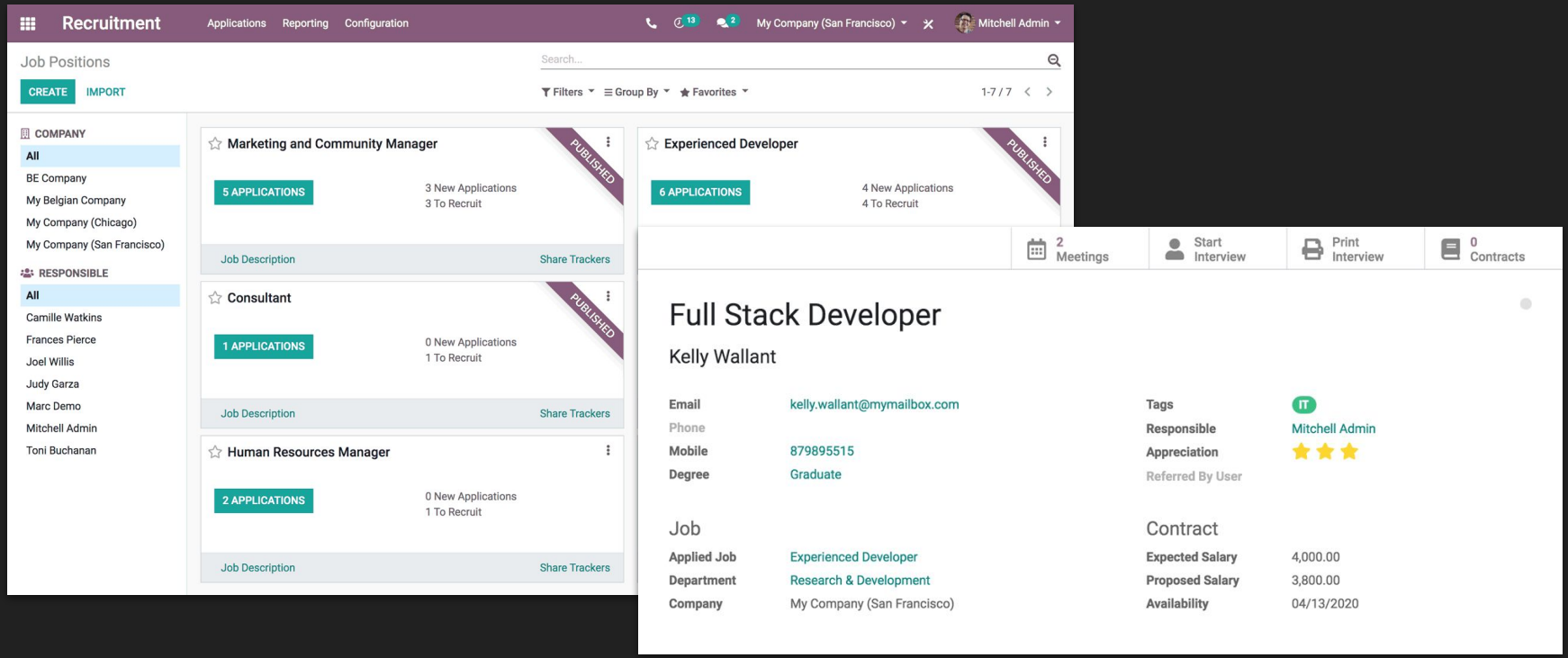
Employee Evaluation

Easily set up your evaluation process and calendar. Design form-based questionnaires to collect feedback from everyone in the company, from employees to managers, as well as self-evaluations. Automate the entire process so that you can focus on people, not administration duties.



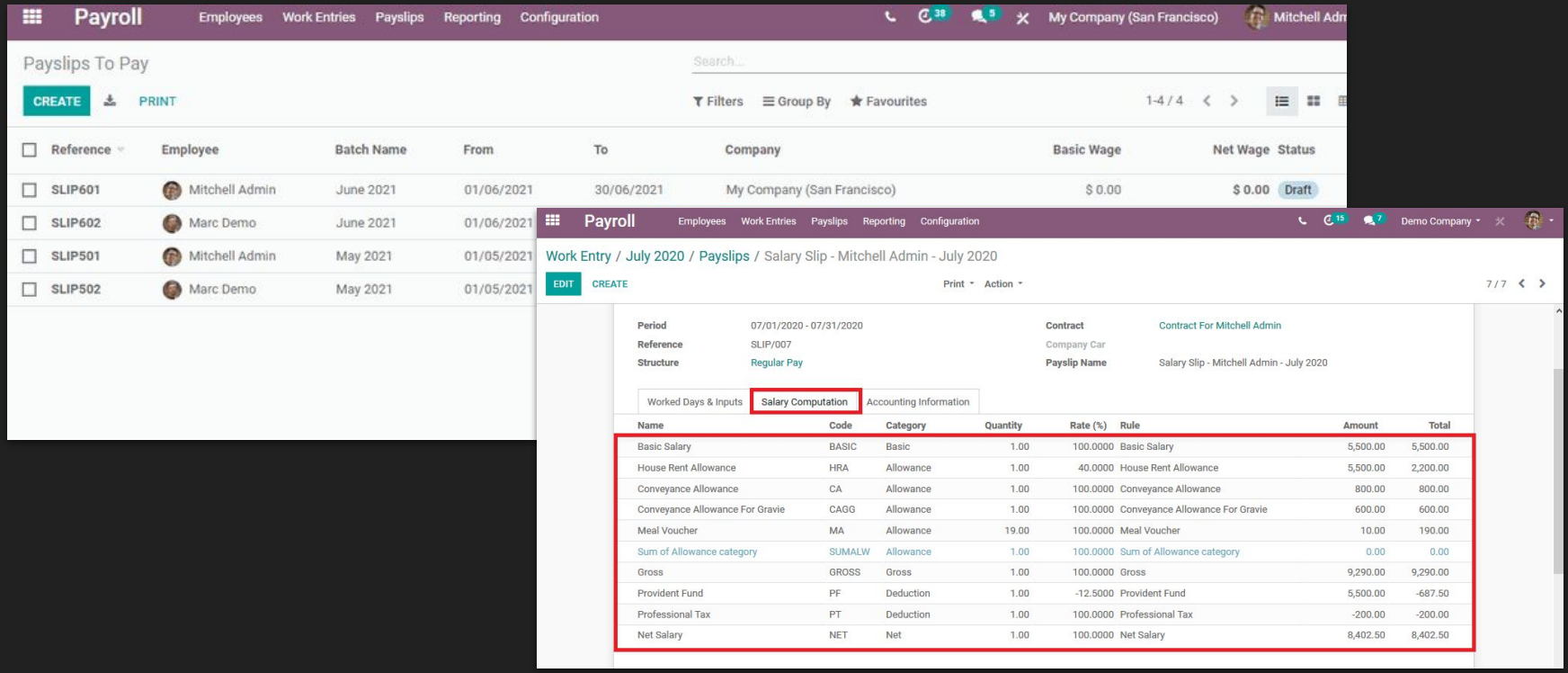
Recruitment

Set up your job board, promote your job listings and easily keep track of submitted applications. Follow every applicant and build a database of skills and profiles with indexed documents.



Payslip Generator

Set up your job board, promote your job listings and easily keep track of submitted applications. Follow every applicant and build a database of skills and profiles with indexed documents.



HR & Talent Acquisition Implementation

- Organisation Chart Preparation
- Departments & Employees Setup
- Leave & Time-off Setup
- Employee on-boarding & off-boarding setup
- Employee Appraisals Setup
- Recruitment Setup
- Payslip Structure Setup
- User Groups and Permissions Setup
- 12 hours Training & Post-launch Consultations

Timeframe: 3 weeks
Implementation Cost*: £5850.00 + VAT
Enterprise Software Cost:** €130.00 / month + €22.50 / User / Months
Open-source Software Cost:** £60.00 / month for hosting only

** - Any customisations that require development is agreed upfront and charge extra at £75 per hour.*
*** - Partial solution is also available in open-source version.*

Popular packages

Service / Project Based Operations

Small Business

- Sales CRM & Project
- Partial HR & Talent Acquisition

Timeframe: 2 weeks
Cost: £3900 + VAT

Enterprise Software Cost:
€80 / month + €22.50 / user / month
5 users example: €192.50 / month

Open-source Software Cost:
£60.00 + VAT for hosting only

Medium Business

- GAP Analysis
- Sales CRM & Project
- Accounting
- HR & Talent Acquisition

Timeframe: 6 weeks
Cost: £15600 + VAT

Enterprise Software Cost:
€150 / month + €22.50 / user / month
20 user example: €600.00 / month

Financial Services

Small Business

- Sales CRM & Project
- Accounting
- Documents & Sign

Timeframe: 4 weeks
Cost: £7600.00 + VAT

Enterprise Software Cost:
€130 / month + €22.50 / user / month
5 user example: €242.50 / month

Medium Business

- GAP Analysis
- Sales CRM & Project
- Accounting
- Documents & Sign
- Bills Digitalization
- Multi-company environment
- Multi-currency environment
- Clients Portal
- HR & Talent Acquisition

Timeframe: 8 weeks
Cost: £19500.00 + VAT

Enterprise Software Cost:
€220 / month + €22.50 / user / month
20 user example: €670.00 / month

Field Service Operations

Small Business

- Sales CRM & Project
- Field Service App
- Partial HR & Talent Acquisition

Timeframe: 3 weeks
Cost: £5850 + VAT

Enterprise Software Cost:
€100 / month + €22.50 / user / month
5 user example: €212.50 / month

Medium Business

- GAP Analysis
- Sales CRM & Project
- Field Service App
- Accounting
- HR & Talent Acquisition

Timeframe: 7 weeks
Cost: £17550 + VAT

Enterprise Software Cost:
€170 / month + €22.50 / user / month
20 user example: €620.00 / month

Marketing Operations

Small Business

- Sales CRM & Project
- Marketing CRM & Automation
- Partial HR & Talent Acquisition

Timeframe: 4 weeks
Cost: £7800.00 + VAT

Enterprise Software Cost:
€138 / month + €22.50 / user / month
5 user example: €285.00 / month

Medium Business

- GAP Analysis
- Sales CRM & Project
- Marketing CRM & Automation
- HR & Talent Acquisition
- Data Import / Export (csv, xlxs, json api)
- Third party app integration

Timeframe: 10 weeks
Cost: £23400.00 + VAT

Enterprise Software Cost:
€220 / month + €22.50 / user / month
20 user example: €670.00 / month

B2B Wholesale Operations

Small Business

- Sales CRM & Project
- Partial Inventory & Procurement

Timeframe: 3 weeks
Cost: £5850.00 + VAT

Enterprise Software Cost:
€90 / month + €22.50 / user / month
5 user example: €202.50 / month

Medium Business

- GAP Analysis
- Sales CRM & Project
- Inventory & Procurement
- Shipping Providers Connector
- Accounting

Timeframe: 7 weeks
Cost: £15600.00 + VAT

Enterprise Software Cost:
€220 / month + €22.50 / user / month
20 user example: €560.00 / month

Multi-Stream Product Sales

Small Business

- Sales CRM & Project
- Marketing CRM & Automation
- Partial Inventory & Procurement
- eBay & Amazon Connectors
- eCommerce

Timeframe: 5 weeks
Cost: £11700.00 + VAT

Enterprise Software Cost:
€370 / month + €22.50 / user / month
5 user example: €482.50 / month

Medium Business

- GAP Analysis
- Sales CRM & Project
- Marketing CRM & Automation
- Inventory & Procurement
- Shipping Providers Connector
- eBay & Amazon Connectors
- eCommerce
- Accounting

Timeframe: 9 weeks
Cost: £21450.00 + VAT

Enterprise Software Cost:
€370 / month + €22.50 / user / month
20 user example: €820.00 / month

Manufacturing Operations

Small Business

- Partial Manufacturing
- Partial Inventory & Procurement

Timeframe: 4 weeks
Cost: £9750.00 + VAT

Enterprise Software Cost: Free

Medium Business

- GAP Analysis
- Sales CRM & Project
- Manufacturing
- Inventory & Procurement
- Accounting
- HR & Talent Acquisition

Timeframe: 3 months
Cost: £31200.00 + VAT

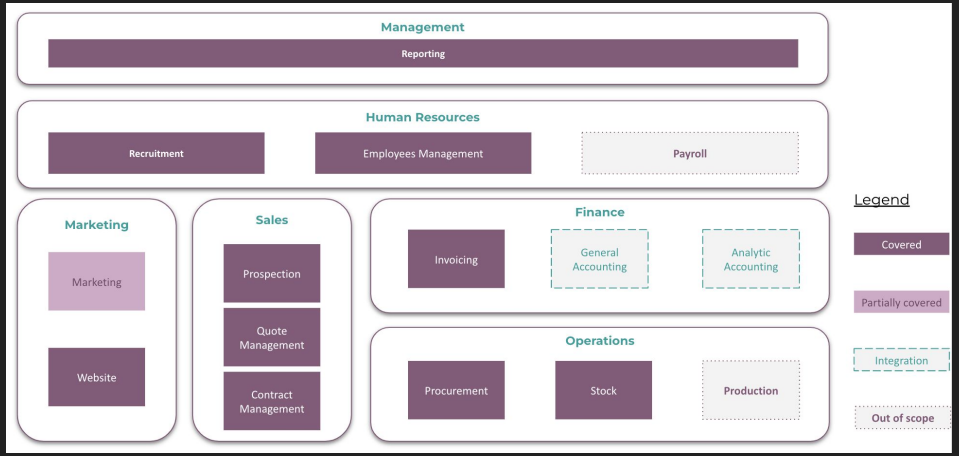
Enterprise Software Cost:
€480 / month + €22.50 / user / month
20 user example: €930.00 / month

Not sure where to start?

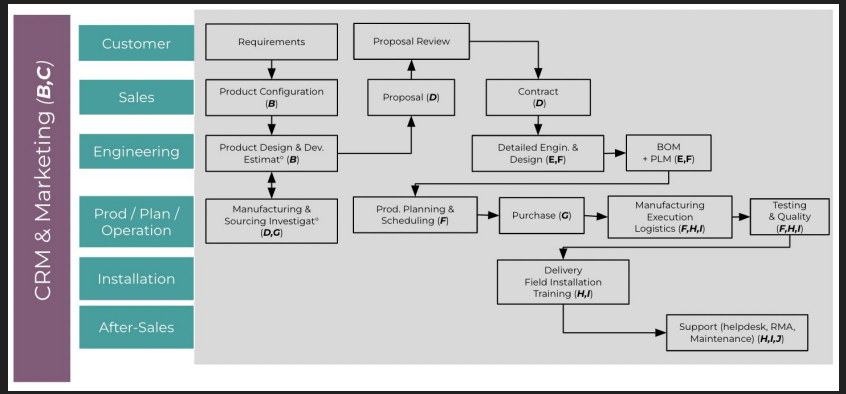
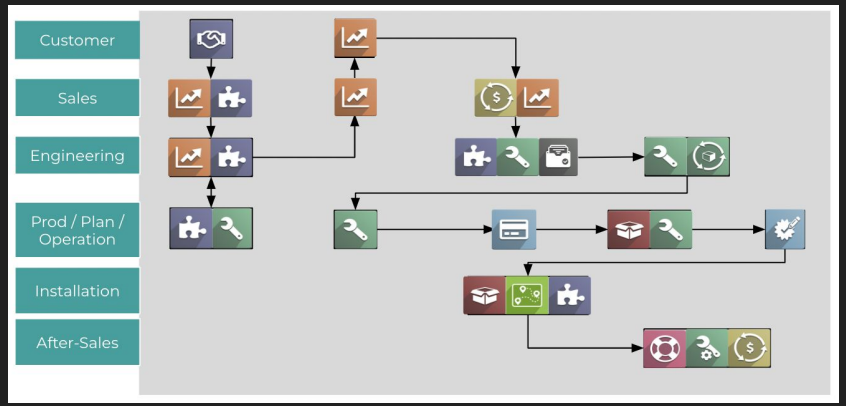
7. GAP Analysis

For larger projects, where 2 or more complex solutions are required to be combined (i.e. Sales CRM, Inventory & Manufacturing) - GAP Analysis is the first step of the process during which ERP Business Analyst and Client's Project Manager is working together hand-in-hand in order to find the best solutions, clear the doubts and set the budgets for the medium to large scope project. The main goals of the GAP Analysis are:

- Adapt client's specifications to the software
- Clear client's doubts about the feasibility of the software
- Opportunity for client to assess Project Leader
- Results in clear deadlines and budget



How is GAP Analysis processed?

1. Project Leader meets stakeholders, defines the objectives, motivations and risks.
2. Project Leader meets key users per department and performs Key User Interview.
3. Project Leader understands the current situation and defines what should be done.
4. Project Team documents the GAP analysis & phasing.
5. Project Leader presents the results to the stakeholders.

Timeframe: 2 - 6 weeks
Cost: £3900 + VAT