



Transforming Complexity into Clarity

Our Odoo Implementation Methodology

A strategic blueprint for deploying Odoo smoothly, predictably, and profitably.

Presentation Focus

- Demystify the implementation process.
- Ensure your project is delivered on time, on budget, and with maximum ROI.
- Welcome & Introduction.

Empowering Your Business with Odoo

95%+

Implementation Success Rate in an industry plagued by failure.

We are certified experts dedicated to simplifying complex business operations. Over the past 5 years, more than 95% of our implementations have been successful—a stark contrast to industry norms. We leverage Odoo, the world's most intuitive and integrated management software, to eliminate data silos and automate tedious tasks. Odoo connects all your departments in a single, unified environment, providing unparalleled visibility and autonomy over your business processes.

- **Who We Are:** Your dedicated transformation partners.
- **The Power of Odoo:** One platform, all departments connected.
- **The Impact:** Eradicating data silos, automating the mundane, empowering your teams.

Navigating the Complexities of Change

More than 50% of proprietary ERP implementations fail. Only 18% of SMEs successfully deploy integrated systems.



Disconnected Systems

- Siloed systems kill efficiency.

Fragmented data across different departments leading to errors, delays, and an inability to scale.



Manual Processes

- Manual work drains employee morale.

Employees bogged down by repetitive paperwork instead of focusing on high-value, strategic tasks.



Scope Creep & Overruns

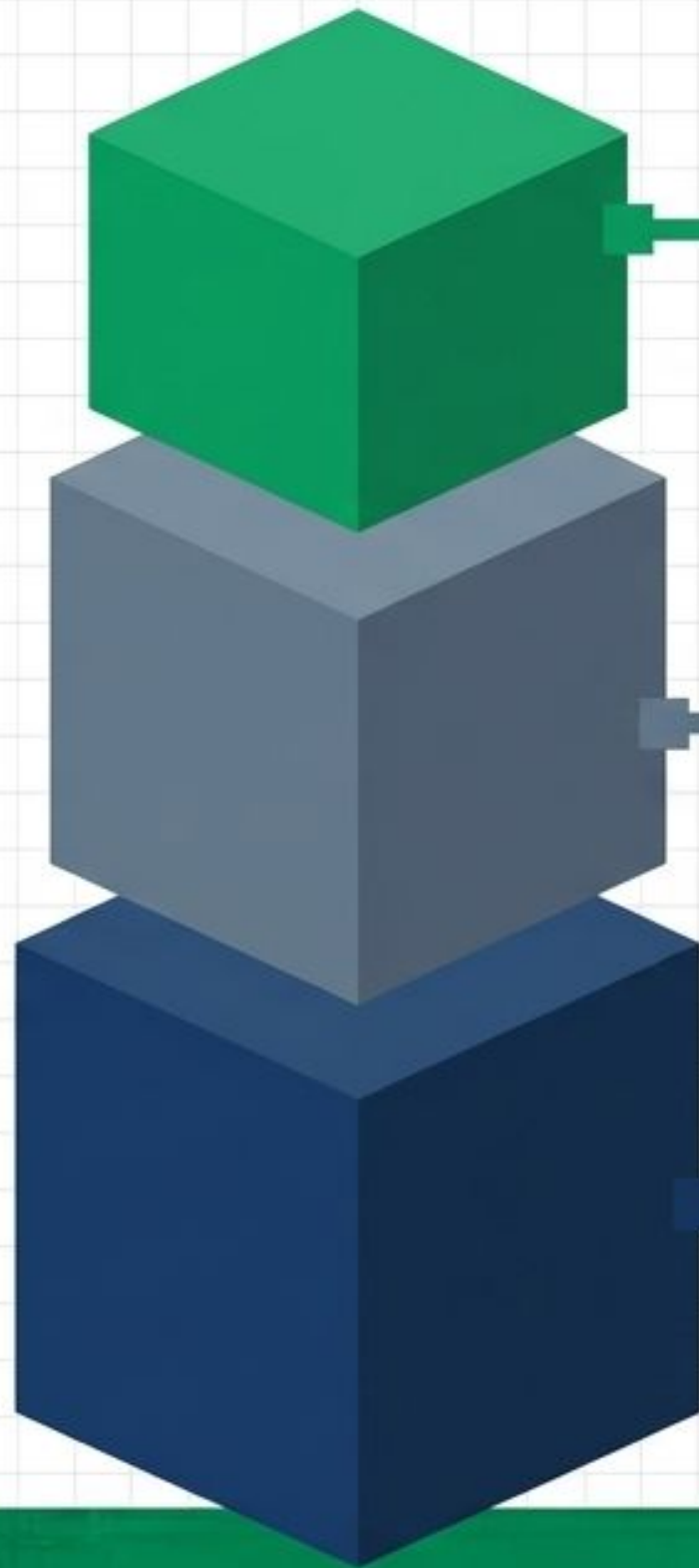
- Over-customization destroys budgets and timelines.

Traditional ERPs are often too complex, leading to customized bloat that delays Go-Live and drains critical resources.

Implementing management software is as difficult as it is impactful. Most organizations struggle with these three structural barriers to growth.

Our Guiding Philosophy: Keep It Simple, Keep It Moving

Our methodology is built on a single, uncompromising priority: ensuring your project stays on time and on budget.



3. Delivering Quick Wins

- Continuous momentum keeps teams engaged.

Keeping a steady pace through iterative cycles, allowing your team to experience value in weeks, not years.

2. Championing the Standard

- We challenge requests to protect your ROI.

Leveraging Odoo's robust out-of-the-box features to solve business needs. We actively challenge customer demands to ensure the benefit is truly worth the cost.

1. Radical Simplicity

- Fewer meetings, faster decisions.

Streamlining communication through a single, empowered point of contact to eliminate decision fatigue.

Our #1 Priority: On time, on budget. No exception

Rethinking the Implementation Playbook

Traditional methodologies create unnecessary friction and bloat. We've fine-tuned our approach to eliminate the processes that cause projects to stall.

Traditional ERP Approach	Our Odoo Methodology
Massive Steering Committees	Single Point of Contact (SPoC)
Endless Analysis Phases	Rapid Prototyping & Action
Build Custom for Every Need	Leverage Standard Solutions
Focus on Perfect Day 1	Focus on Fast Go-Live & Iteration
Heavy Consultant-Led Training	Internal Champion (SPoC) Led Training

- Committees slow things down; a single SPoC drives action.

- We don't do endless analysis; we configure and show progress.

- Prioritize standard features over costly custom builds.

- Perfect is the enemy of deployed. Aim for a fast Go-Live.

Protecting Your Future: The True Cost of Customization

~25% Annual Tax

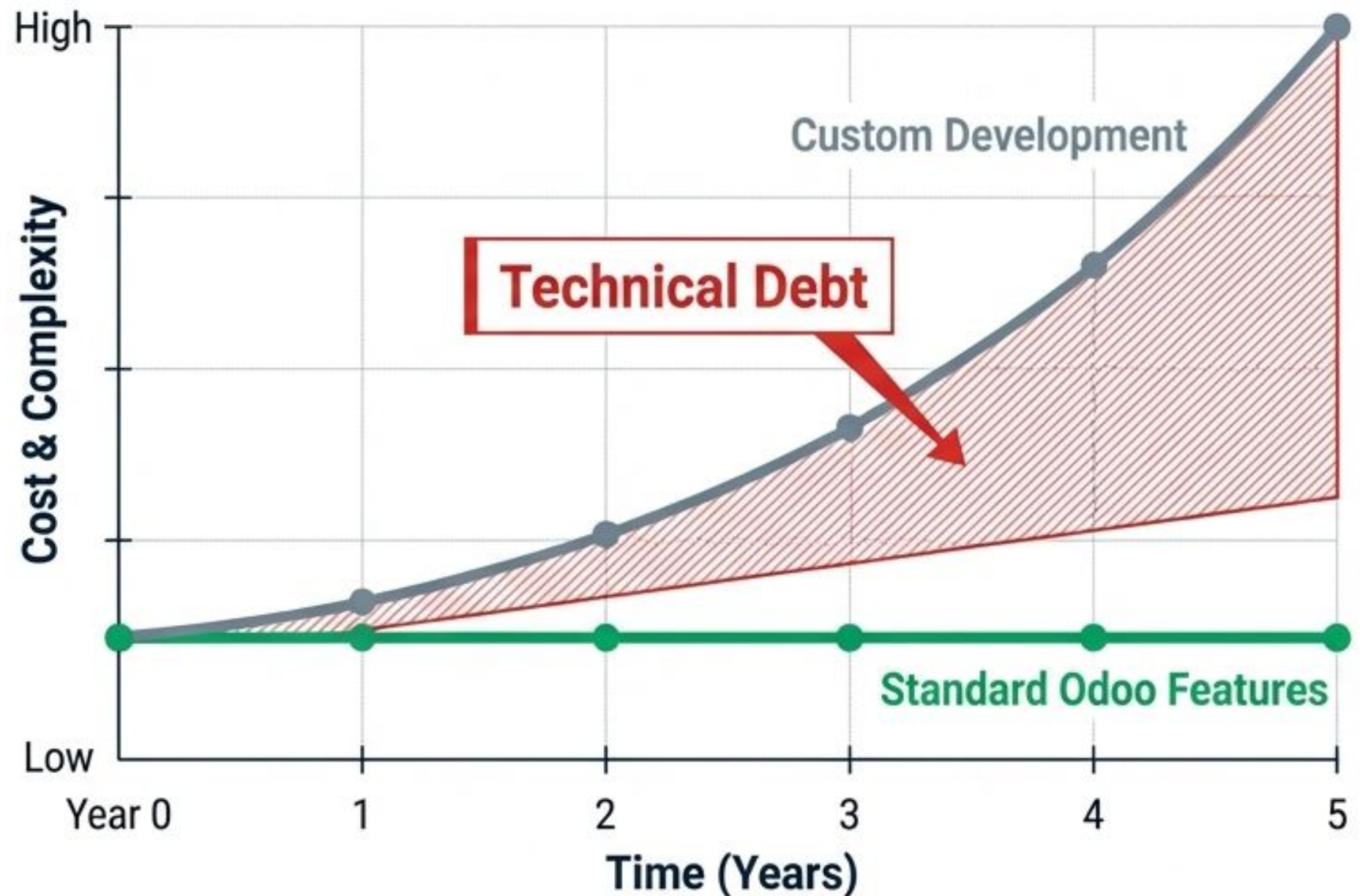
While a single customization may seem simple initially, project complexity grows exponentially. Custom code creates technical debt costing roughly 25% of the initial development cost annually (~17% maintenance, ~8% upgrades).

Key Takeaways

- Customizations are a lifetime tax, not just an upfront cost.
- Complexity grows exponentially, not linearly.
- Our job is to challenge you: Is this custom feature truly worth the long-term cost?

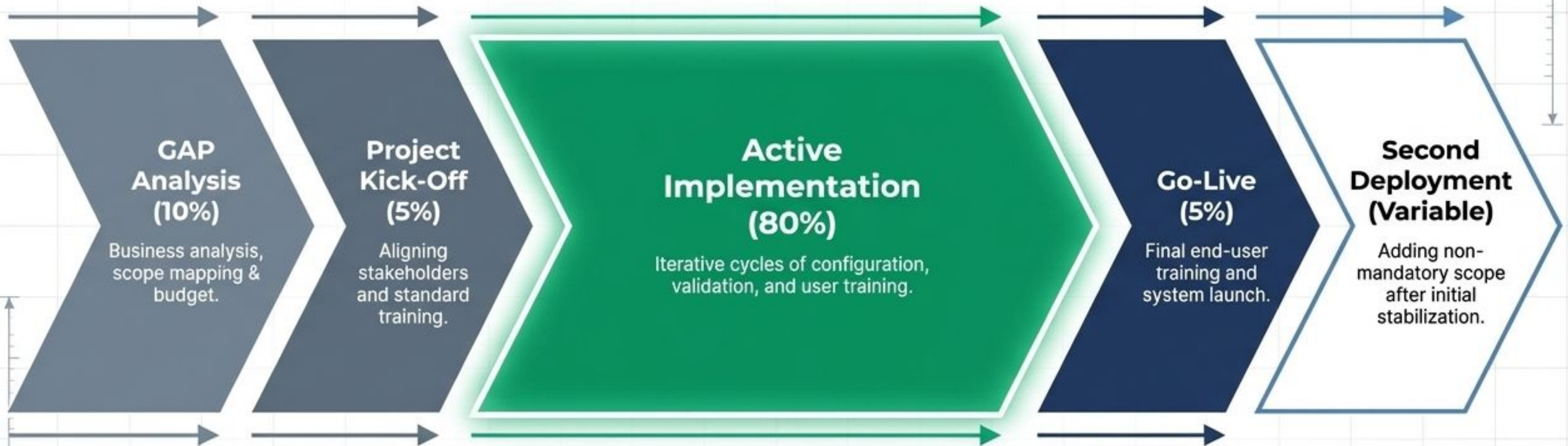
By challenging demands and adopting Odoo's standard workflows, we protect your timeline today, and your budget tomorrow.

The Customization Curve



Your Journey to Production

Our structured methodology breaks the transformation down into predictable, manageable phases. The vast majority of our time is spent in active execution to ensure continuous momentum.



- A predictable, transparent roadmap.

- Minimal time wasted in theoretical pre-planning (15%). Maximum time spent in active, functional execution (80%).

- We delay non-essential features to a Second Deployment to ensure Phase 1 goes live fast.

Laying a Rock-Solid Foundation

Phase 1: GAP Analysis (10%)



We analyze your current processes to define the minimal necessary scope. We map your business needs to Odoo's standard features, challenge unnecessary complexities, and deliver a clear project plan, budget, and Proof of Concept.

- Map real-world needs to standard Odoo features.
- Define minimal scope, establish a clear budget, and prove feasibility.

Phase 2: Project Kick-Off (5%)



We align all stakeholders on the methodology, manage expectations, and generate company-wide buy-in. Crucially, this is where we onboard your Single Point of Contact (SPoC) to ensure they are fully equipped to champion the project internally.

- Align expectations and secure executive buy-in.
- Crucial Step: Empowering your internal project champion (SPoC).

A smaller Phase 1 guarantees a faster, safer deployment.

Building the Solution Together

Phase 3: Active Implementation (80%)

We work in short, weekly cycles to deliver functional software continuously. Instead of waiting months for a grand reveal, the solution is shaped progressively.

- **Configuration:** We set up Odoo using standard tools and minimal custom code.
- **Validation:** Your SPoC tests workflows using real data, ensuring it meets business reality immediately.
- **Training:** You learn by doing. We guide your SPoC through the system, ensuring they drive the process before Go-Live.



Key Takeaways

- ✓ No 'black box' development. We work in transparent, weekly cycles.
- ✓ **Configure:** Fast setup using standard out-of-the-box tools.
- ✓ **Validate:** SPoC tests with real business data immediately.
- ✓ **Train:** Hands-on learning; your team drives the system, we guide.

Flipping the Switch and Scaling Up

Phase 4: Go-Live (5%)



Turning the system on is a critical moment. While unexpected issues and friction are normal in any Go-Live, our agile approach means we react and fix bugs instantly, ensuring complete business continuity.

Phase 5: Second Deployment

A successful Go-Live isn't the end. Once your team is comfortably operating in Odoo, we review the 'nice-to-have' features we purposely delayed. With actual user feedback guiding us, we deploy targeted improvements that drive true efficiency.

KEY TAKEAWAYS

- **Go-Live:** Turning on the system. Rapid response to any operational friction.
- **Second Deployment:** Adding the 'nice-to-haves' after core stability is achieved.

WHY THIS WORKS

- **Why delay?** Users' priorities change entirely once they use the real system.
- **Result:** You only pay for custom features you actually end up needing.

The Engine of Our Success: The SPoC Model

Traditional projects fail because of “too many cooks.” We rely on a streamlined, empowered partnership.

The Odoo Project Leader

Product & Methodology Expert

Wears the hat of project manager, business analyst, and product expert. They configure the system and challenge your requirements to protect your budget and timeline.

The Engine of Success

The Customer SPoC

Single Point of Contact

Your internal project manager and super key-user. They have the authority to make fast decisions, deeply understand your business, and act as the primary trainer for your end-users.

- ✔ **Odoo Project Leader:** Product expert, guards the timeline & budget.
- ✔ **Customer SPoC:** Business expert, internal champion, empowered decision-maker.
- ✔ **The Synergy:** Two aligned experts move 10x faster than a committee of ten.

The Value of Getting It Right

Partnering with us and committing to this methodology yields transformative results for your organization.



Unrivaled Efficiency

Automate tedious tasks, eliminate paper trails, and eradicate double data entry across departments.

- Automate the boring stuff and empower your staff.



Rapid Time-to-Value

By focusing on standard features and avoiding custom bloat, you achieve a live system and measurable ROI in months, not years.

- Go-live faster, see value sooner.



Informed Decision-Making

Real-time, centralized data gives leadership total, unclouded visibility into company performance.

- One centralized source of truth for leadership.



Infinite Scalability

A clean, standard Odoo database allows you to easily add new apps and upgrade to new versions as your business grows, free from technical debt.

- A clean system that grows seamlessly with your business.

Your Trusted Partner in Transformation

We don't just know the software; we know how to implement it successfully.



Deep Expertise

Our Project Leaders are rigorous problem solvers, blending deep business acumen with total mastery of the Odoo ecosystem.

- Experts: We master both your business logic and the software.



Tested Methodology

We utilize a refined, data-backed approach designed specifically to circumvent the pitfalls that plague 50% of IT projects.

- Proven: A methodology built to beat the 50% failure rate.



Steadfast Reliability

We tell you what you need to hear, not just what you want to hear. We prioritize your project's long-term success, timeline, and budget above all else.

- Honest Partners: We prioritize your long-term success over a short-term 'yes-man' mentality.

Ready to Transform Your Operations?

The path to a streamlined, automated, and connected business starts with a single conversation. Let's start the conversation.

1. Schedule a Discovery Call

Let's discuss your current bottlenecks and high-level goals.

2. Book a Tailored Demo

See Odoo in action, applied directly to your industry's specific workflows.

3. Plan a GAP Analysis Workshop

Engage our experts to map your exact requirements and define a rock-solid project roadmap.

Reach out to your dedicated consultant today.