

Meet Richard



The Odoo experience

Richard is a
brilliant manager...



he founded his
manufacturing company in
1995...



In 2010 he reached
45 employees



In 2010 he reached
45 employees



...to fulfill
4500 orders a day =
100 orders / employee

This is George,
Richard's CFO





George likes his
Accounting
software...

But he wastes hours
each day on...

Kingdee

... creating invoices based on data
from their logistics application

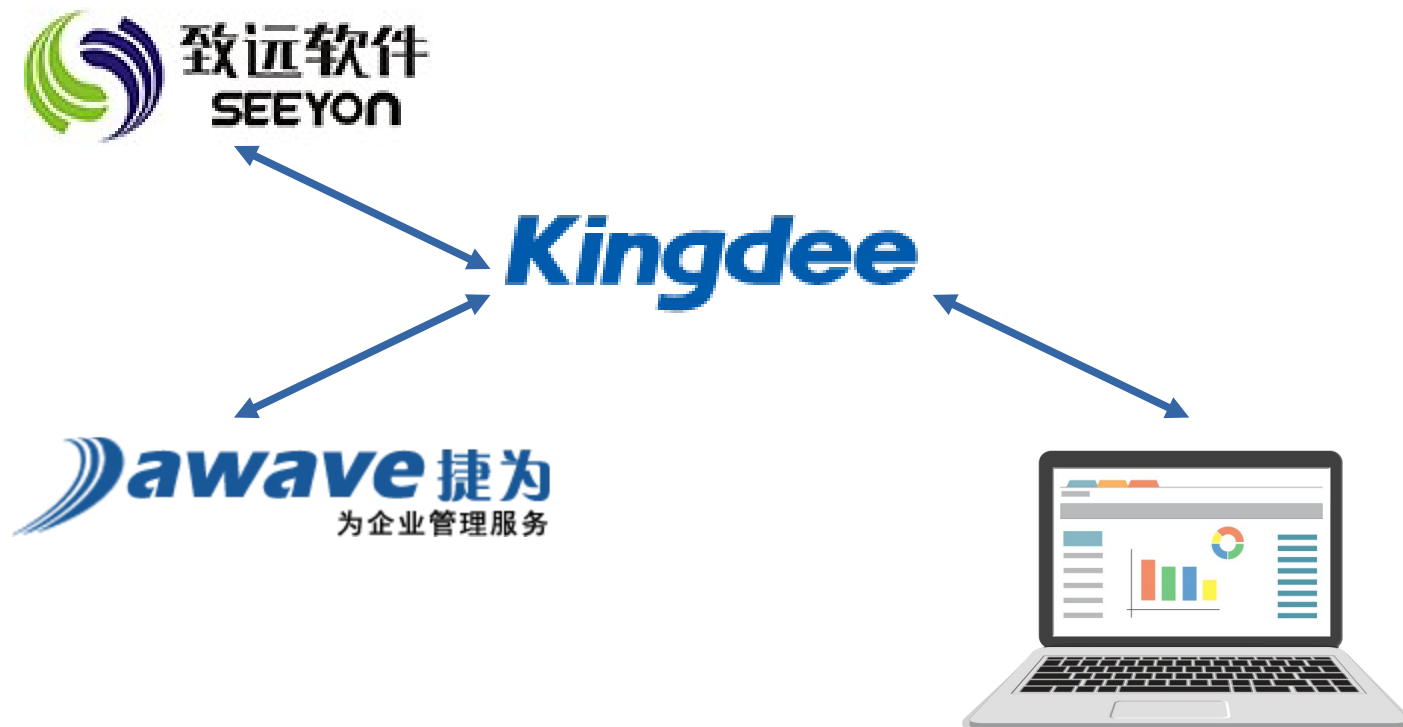
Kingdee



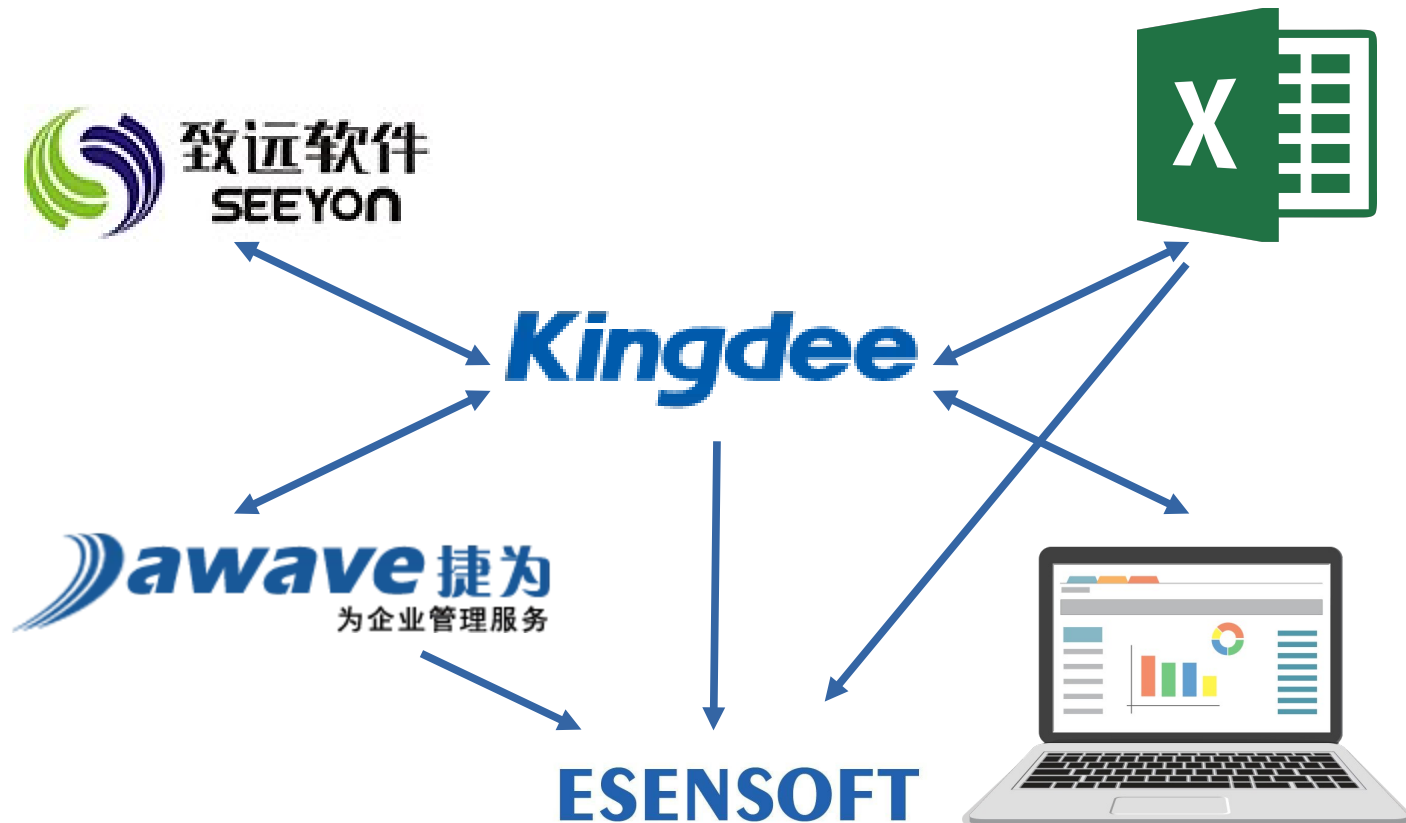
... push timesheets into his
billing application



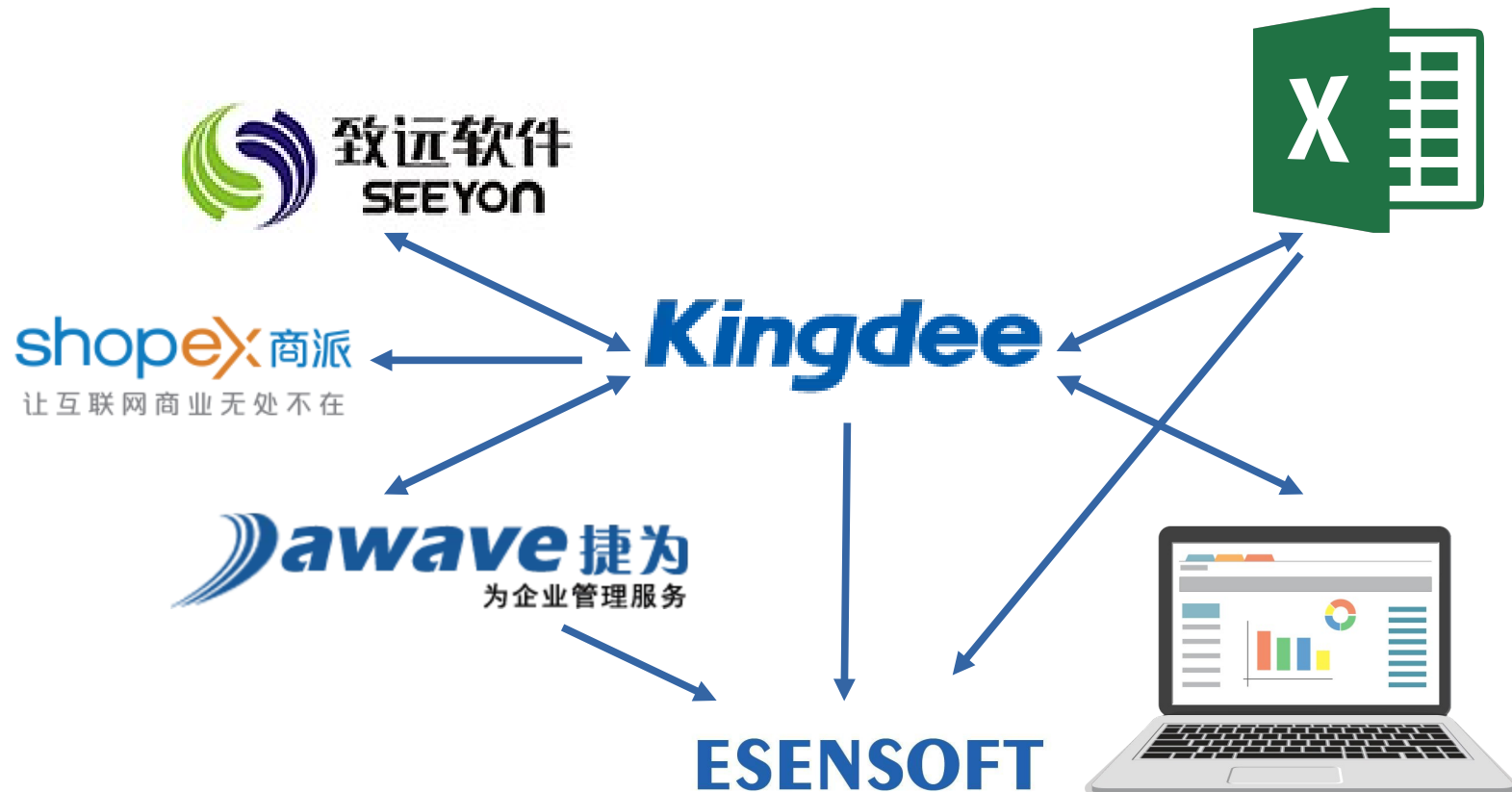
... encoding Refund Invoices based on emails from after-sales services



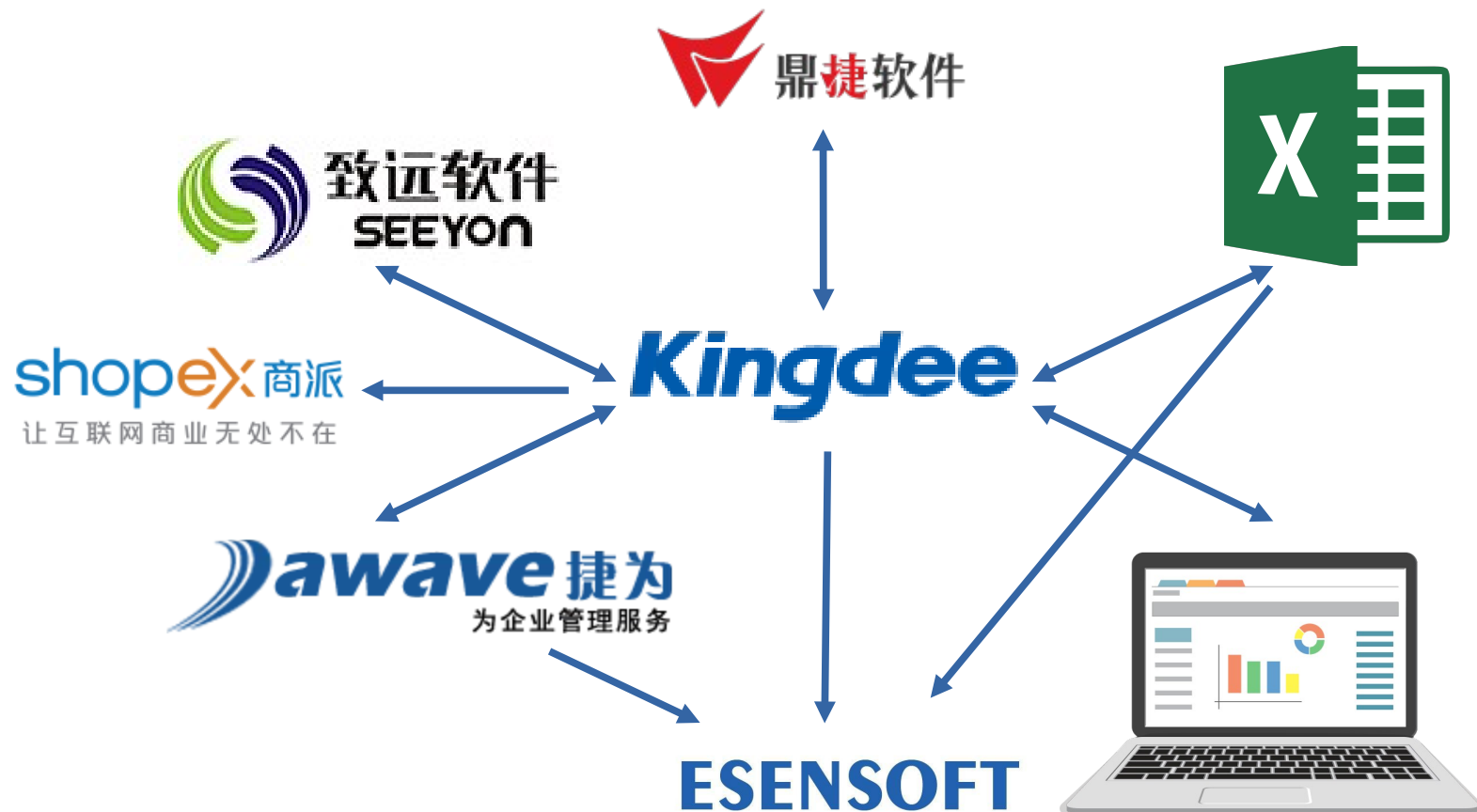
... preparing consolidated
reporting
for Richard



... Synchronizing their operations with their eCommerce website



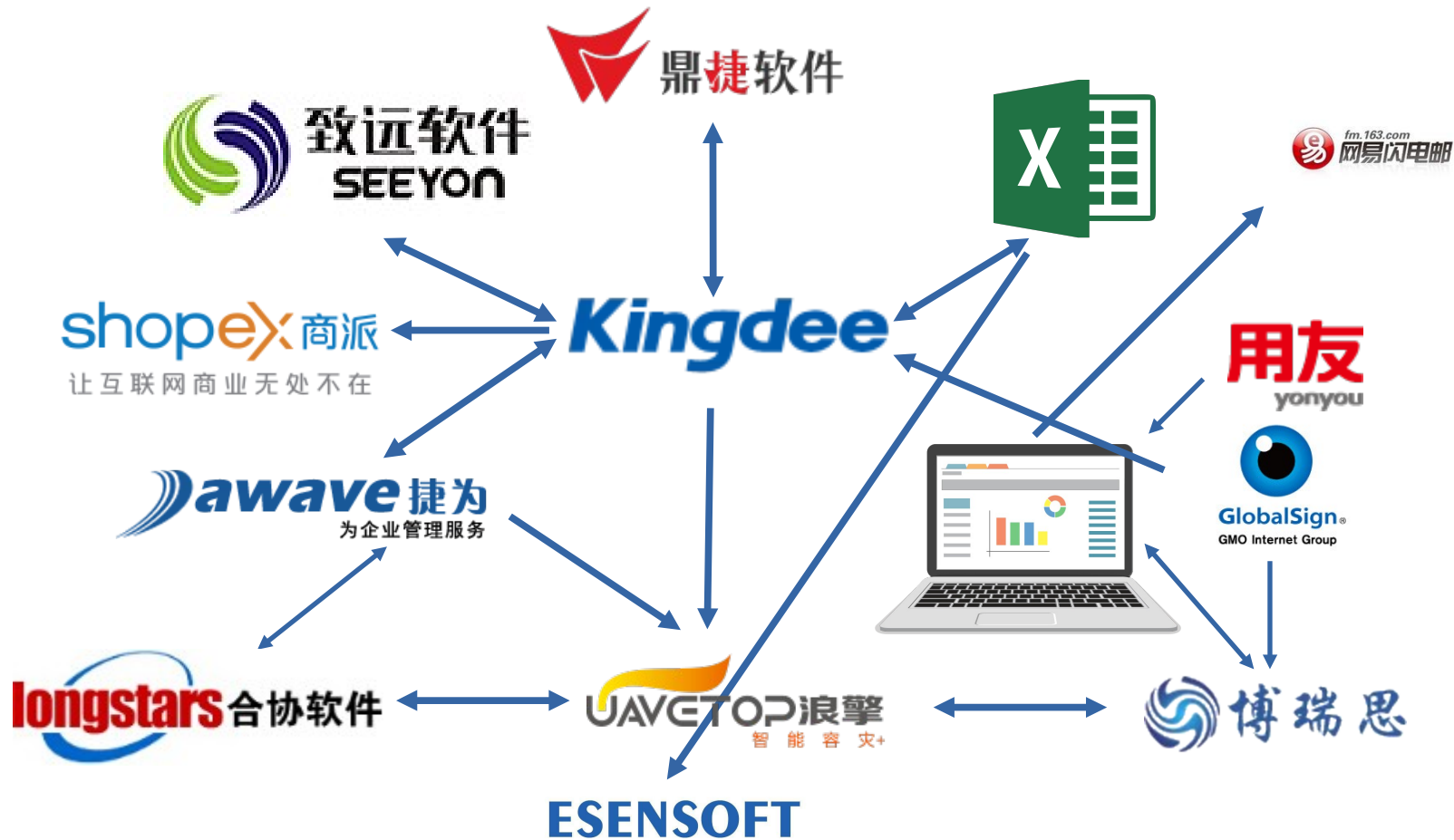
... processing payments
through
bank interfaces...



So it is for all other employees
on their respective applications.



Richard's IT infrastructure exploded in a few years...



In 2015 they reached 90 employees



... but they fulfil only 5000 orders a day = 55 orders / employee

The overhead makes them
fulfill 45% fewer orders per
employee than they did 6

years ago !

That growth makes
Richard's margins
decrease !



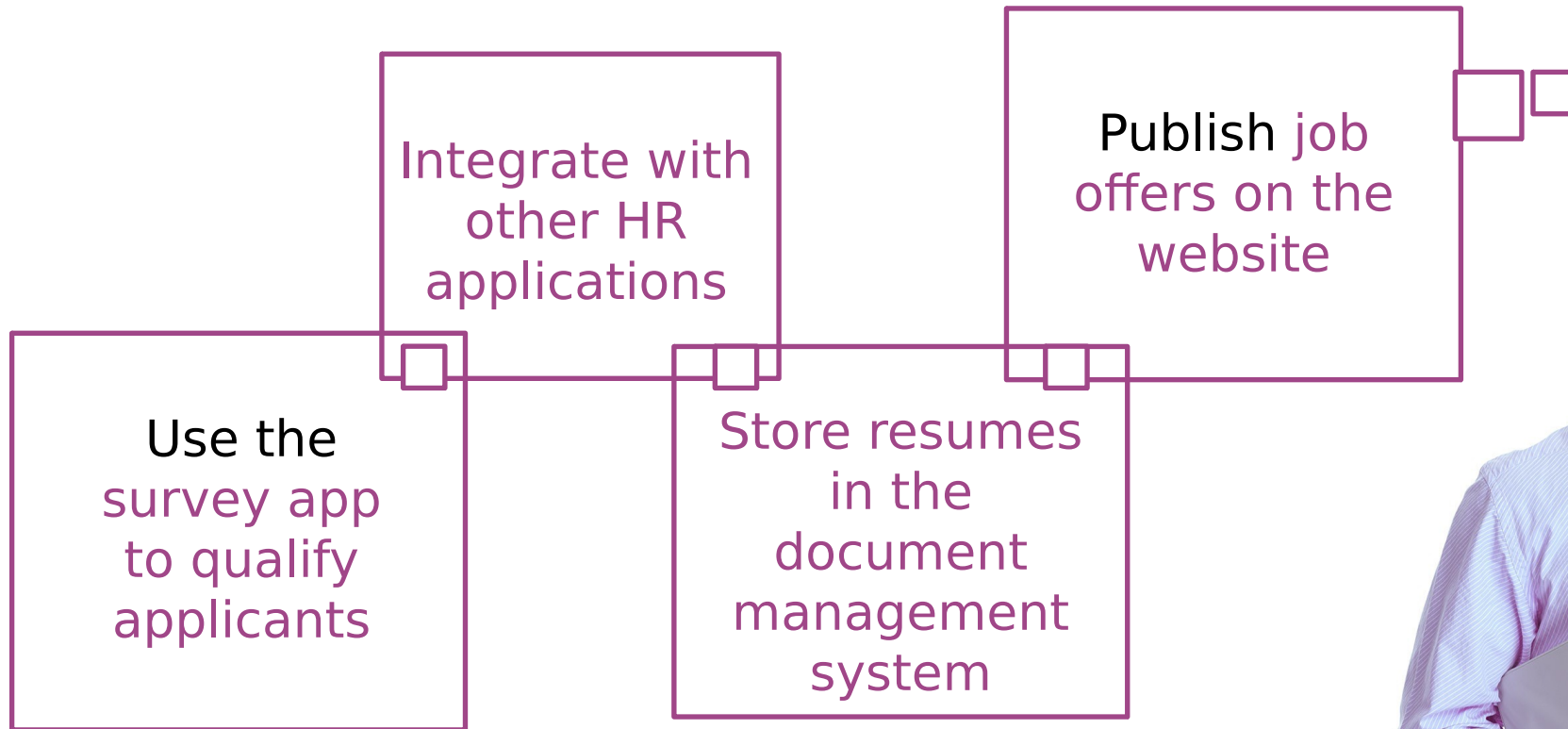
This is Tina,
the
HR Manager



She asked Richard a new software
to manage recruitments.



Richard was afraid of this request because, to be efficient this new software should:



Richard decided it was the right time to modernize their IT stack. So, he chose Odoo.



odoo

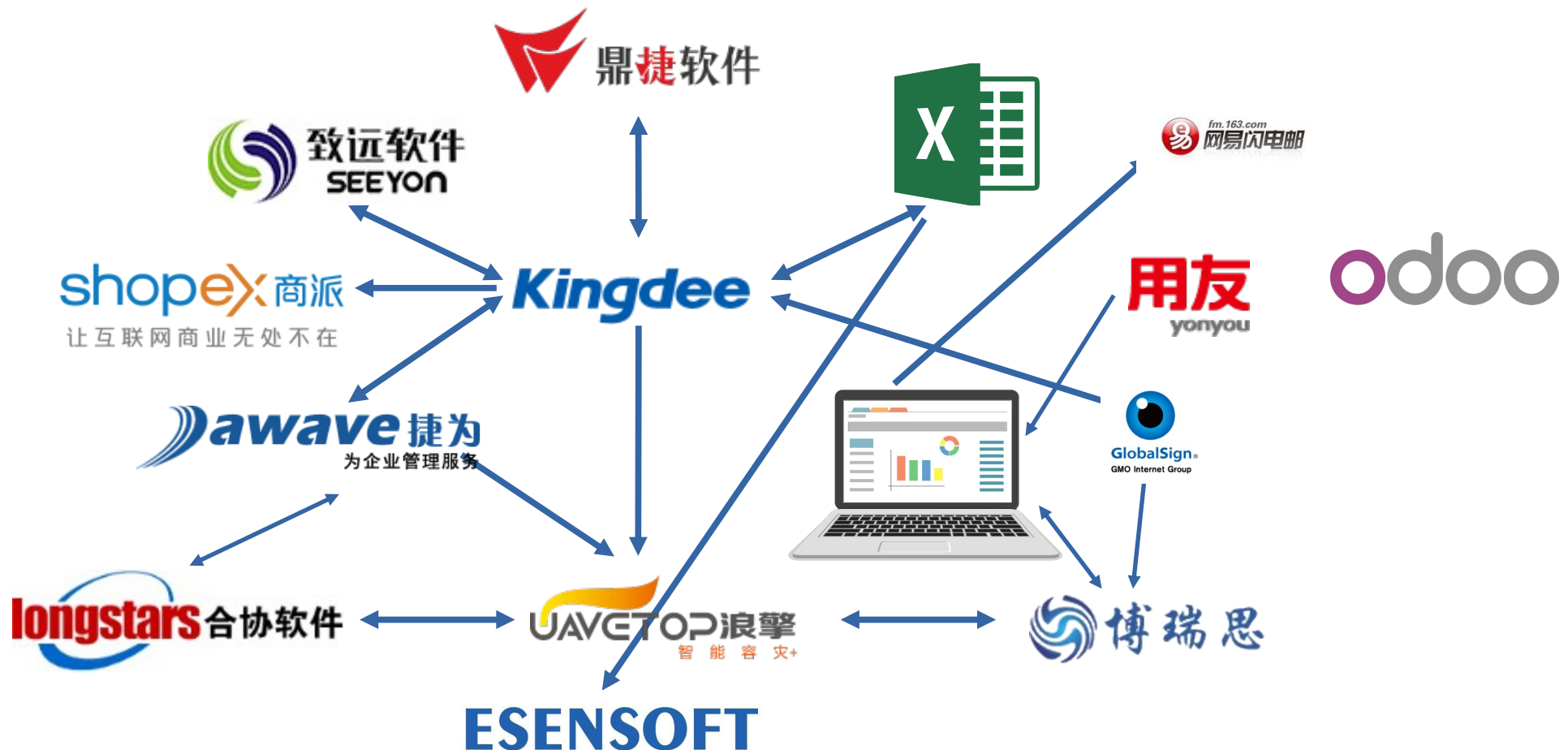


They start with the recruitment app.

The new infrastructure looked like this...

Efficiency: 55 orders / employee

IT cost: 75.000 \$



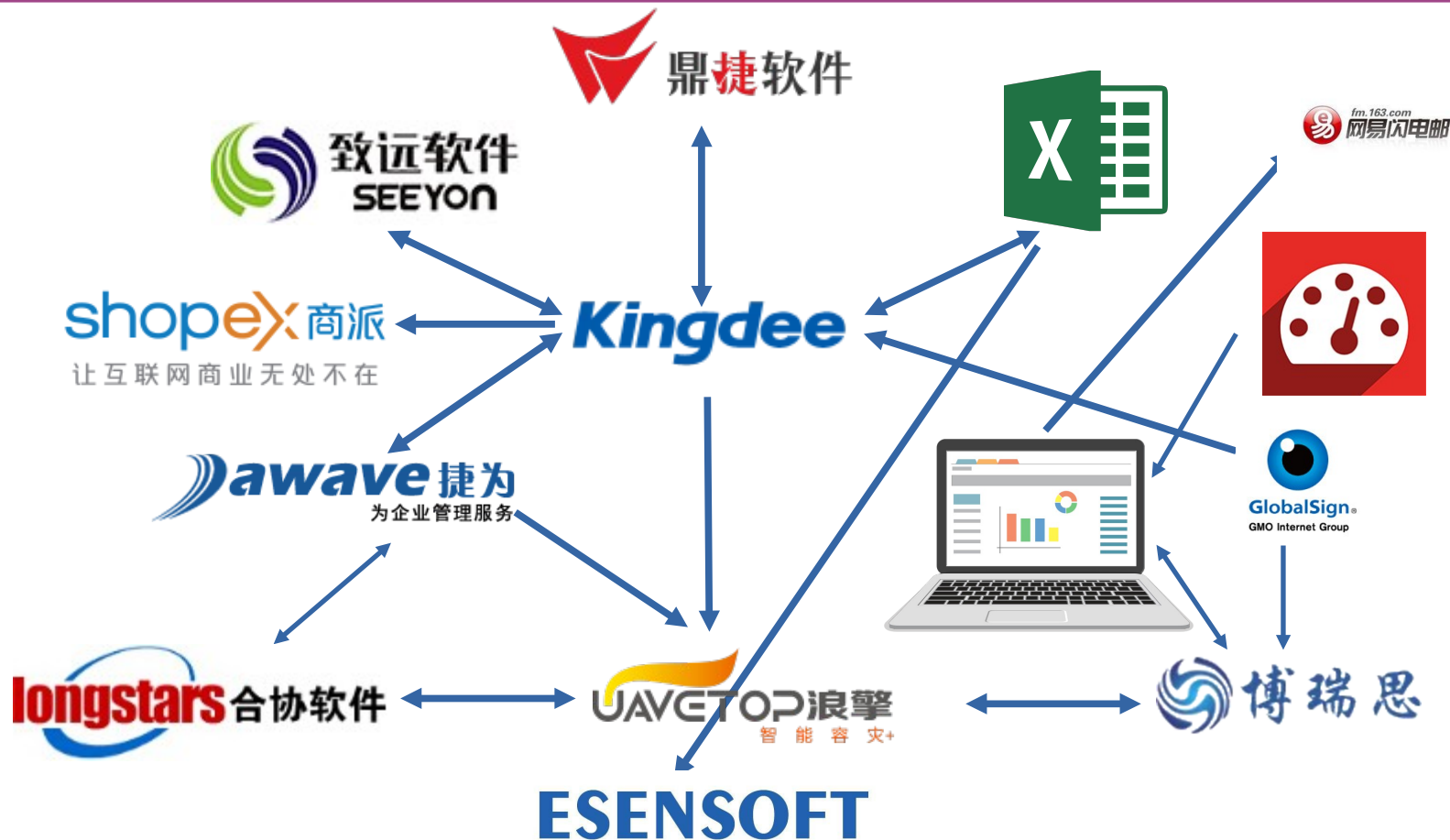
Tina was so happy with Odoo
HR. Richard decided to use other
Odoo Apps.



They first activated the CRM modules to replace Salesforce

Efficiency: 65 orders / employee

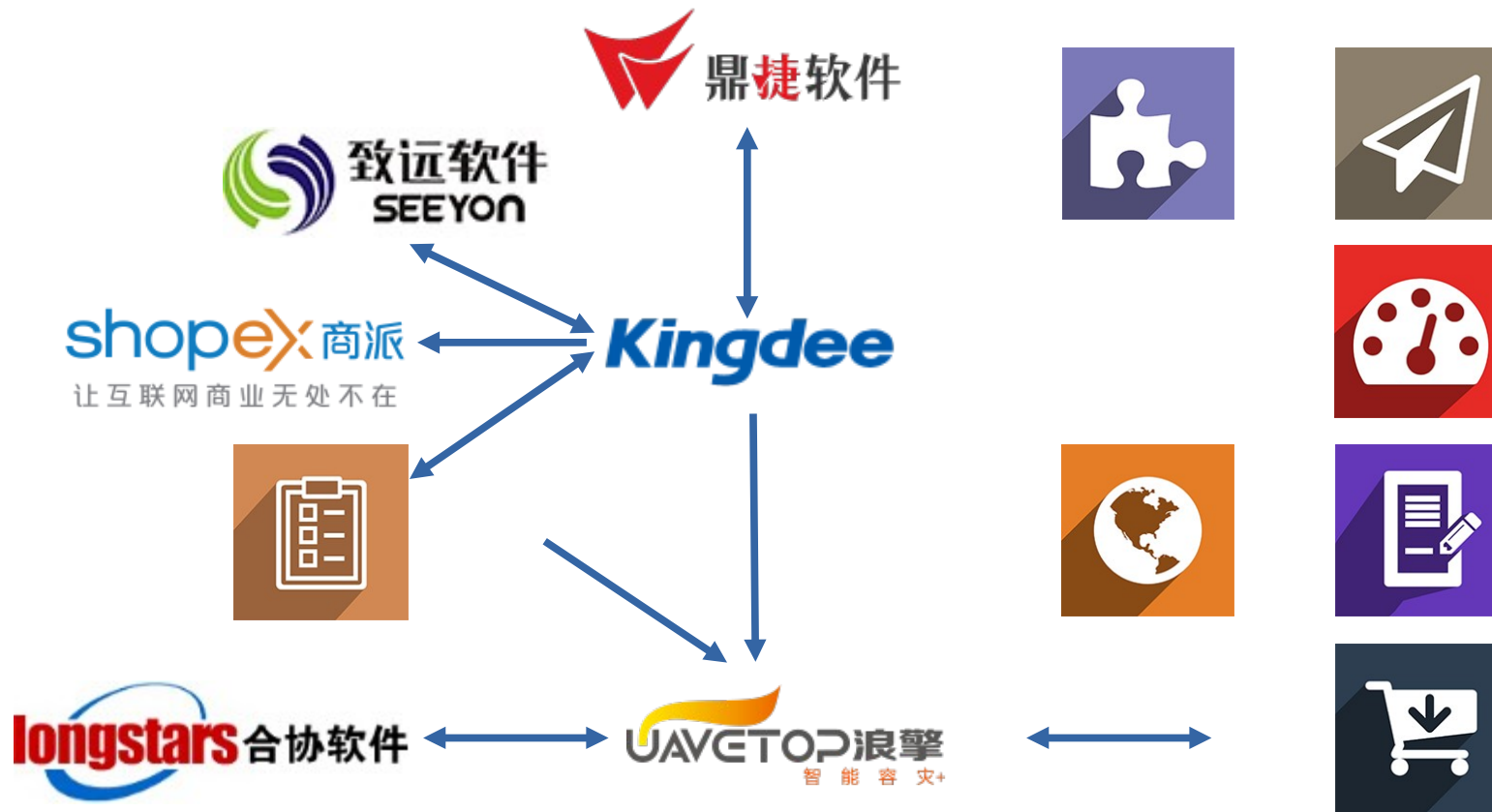
IT cost: 65.000 \$



Then, they activated modules for manufacturing, sales, BI and projects

Efficiency: 85 orders / employee

IT cost: 43.000 \$



Then, they activated modules for accounting and human resources mgt.

Efficiency: 90 orders / employee
\$

IT cost: 22.000



And they did the same for **all** other services in 2015.

Efficiency: 105 orders / employee

IT cost: 18.000 \$

Their **new** infrastructure looks like...
a fully integrated management system:





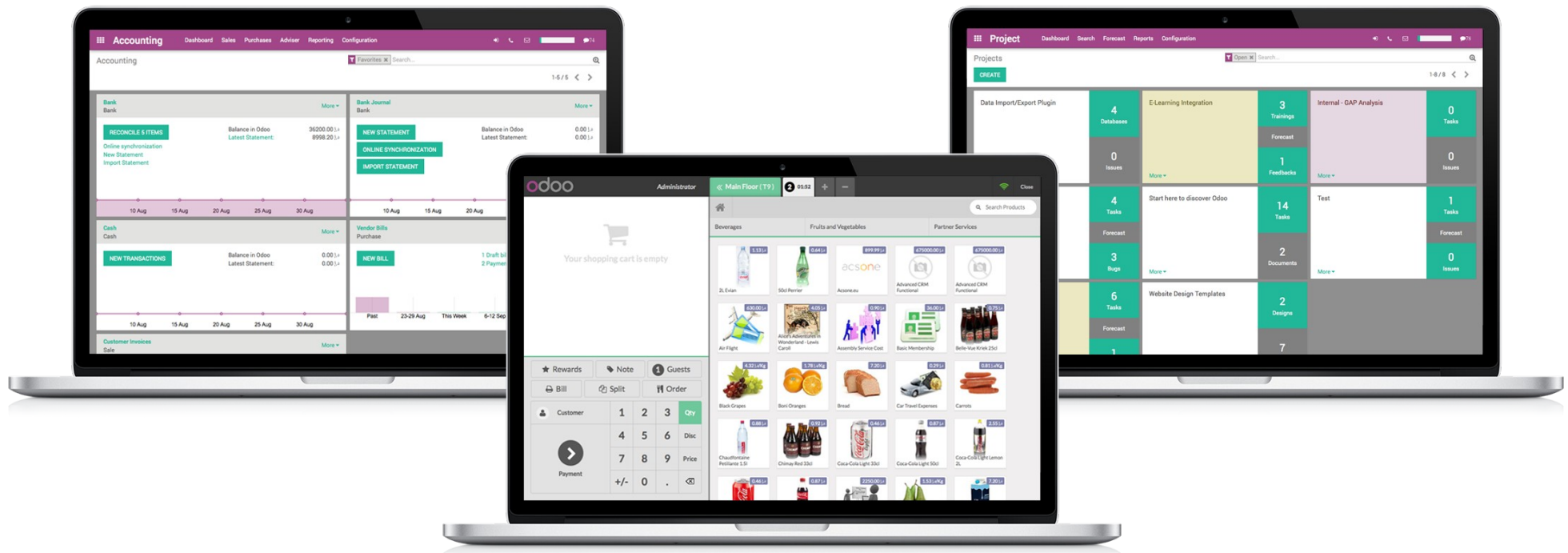
Now Richard is a
happy manager...

He reduced annual IT
costs to 1/3 of their
initial cost and
improved productivity
by 110%!

... he has a system that can evolve
with his company's needs...



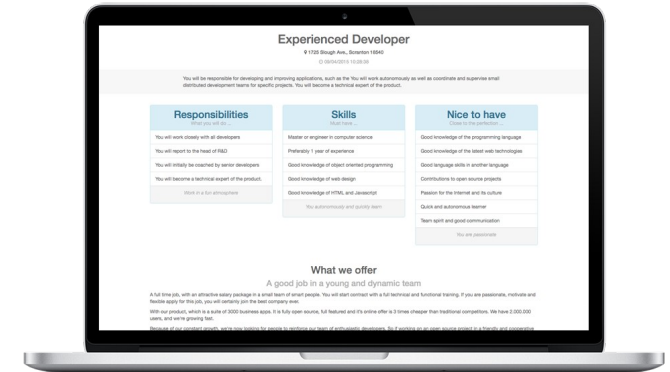
And all of this while
improving his visibility and control
of all the enterprise processes



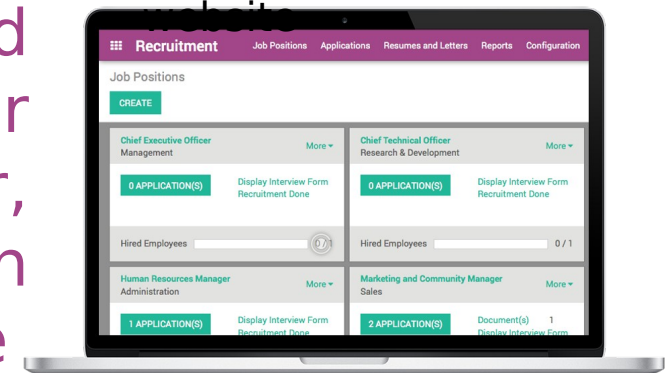
And Tina likes his new way of working...



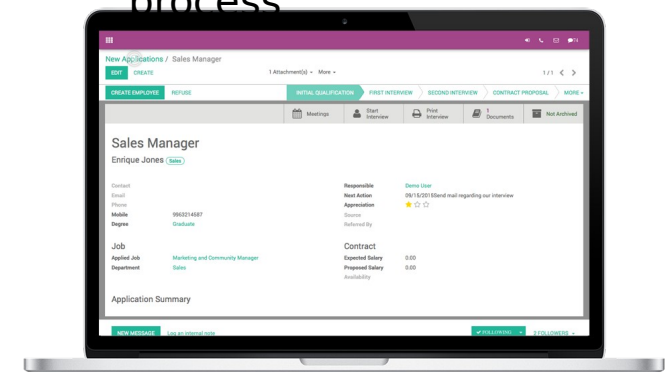
She has a unique and integrated system for the shared calendar, the vacation management, the planning, ...



1. Job offer on website



2. Recruitment process



3. Employees

This allowed the company to grow quickly,
while keeping and controlling its



There are thousands of companies
like Richard's ...

If you want to be one of them...

Start your free trial



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