

How to avoid big bang approach?

And the benefit of a quickstart methodology

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What is a Quickstart Implementation



Benefits of a Quickstart Implementation



Quickstart vs. the Big Bang Approach



Use Cases



What is a Quickstart Implementation

Quickstart Implementation

- Phased adoption: **start small** (1-2 apps) & **expand later**
- Always try to find a **work-around** to avoid customization
- If customization is needed, do it after the standard implementation
- **Adapt** your business processes to your Odoo applications
- Focus on the **integration**, not on vertical features
- **Train the trainer**: one POC/phase



“Complexity is your enemy.
Any fool can make something complicated.
It is hard to make something simple.”

– Richard Branson



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Benefits of a Quickstart Methodology



Quickstart Methodology: Benefits

- Reduce the initial investment & the initial scope
 - Bottom-up approach
 - **Shorter decision cycle**Example: One app free
- **Customer will learn & gain experience from first phases**
 - They will become more autonomous for next phases
 - They learn how to adapt to the system & drop customization requests
 - Spend less time developing
 - **PM can manage more project** (subscription business model)
- Lower the initial expectation → **deliver on time and within budget**
- More time to learn → **smoother user onboarding**
- Easier to implement across **multiple sites**



Quickstart vs. Big Bang

Quickstart vs. Big Bang

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Quick-Start 	<ul style="list-style-type: none">● Shorter decision cycle● Increase the #project/consultant● Deliver on time & within budget● Smoother user onboarding● Multiple site implementation	<ul style="list-style-type: none">● First phases are complex: partial implementation, links with legacy system● Risk of churn is high during first phases● Project duration, scope and budget are less clear
Big Bang 	<ul style="list-style-type: none">● Clear implementation planning● Shorter implementation time for complete system● Don't need to work with 2 systems	<ul style="list-style-type: none">● Big risk of technical problem● Less flexibility → more complex to manage a change request● Less time to train user, brutal implementation



Use Cases

Use Case 1

- British company, 40 employees
Manufacturing of bespoke printed textiles (tablecover, wall-hangings,...)
- 1 demo done (January) ~2 hours (low CAC)
- 1 week after, they started their project
Initial Scope: CRM - SALES- INVOICING
6 users

Use Case 1

- British company, 40 employees
Manufacturing of bespoke printed textiles (tablecover, wall-hangings,...)

	Apps & users	Time to implement	Contract value (/month)
Start Date January 2016	CRM SALES INVOICING 6 users	10 hours	160€
February 2016	PROJECT +4 users	2 hours	260€
March 2016	INVENTORY	3 hours	290€
April 2016	EXPENSES ACCOUNTING ECOMMERCE	5 hours	350€

Use Case 2

- French company, 60 employees
Consulting services
- Followed the standard process.
We started with timesheet, invoicing and recruitment
- Implementation time: 3 months
Implementation cost: 2k€ (for training)

→ Odoo “out-of-the box” can address complex needs!

Thank you.



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