

How to use Odoo CRM in a Consulting Company ?

AURORE LESAGE, FUNCTIONAL CONSULTANT

SUMMARY

1 Introduction

2 Their Needs

3 Implementation

4 Demonstration

5 Conclusion

INTRODUCTION

ABOUT THE COMPANY

INTRODUCTION



- **Dynamic Industrial Safety Consultants**
- Innovative safety bureau with an enthusiastic team of safety consultants
- Offer support and assistance in the area of safety expertise in a variety of industrial sectors

THEIR NEEDS

THEIR NEEDS



CRM



Recruitment



Website



Sales



Survey



eCommerce

IMPLEMENTATION

IMPLEMENTATION



- Training
- Some customizations according to their needs

 **1,5 days of work to be fully in production**

IMPLEMENTATION



- Customizations according to their needs
- Training

 **1,5 days of work to be fully in production**

IMPLEMENTATION



- Training
- Customer did almost everything himself

 **2 days** of work to be fully in production

DEMONSTRATION

DEMONSTRATION

1

Discover the website

2

Buy some products on the eCommerce

3

Quotation created in the backend

4

Register on the Contact Form

5

Manage the leads in the back end

CONCLUSION

CONCLUSION

- 1 No need of huge customisation, standard is enough
- 2 Don't take much time to be in production
- 3 Good price for having a tool managing Website, CRM & Sales and HR recruitment.
- 4 Help to improve the work efficiency
- 5 If the customer is happy, we are too



QUESTIONS ?

Thank You

Odoo

sales@odoo.com
+32 (0) 2 290 34 90
www.odoo.com

R&D and services office

Chaussée de Namur 40
B-1367 Grand Rosière

Sales office

Avenue Van Nieuwenhuyse 5
B-1160 Brussels