

How to use Odoo in a simple Manufacturing company

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SUMMARY

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3 Sales

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5 Manufacturing

6 Demo

How to use Odoo in a Manufacturing company

Introduction

CRM

Sales

Warehouse

Manufacturing

✓ Presentation of one of my business case

✓ General needs of the customer:

- Manage customers and communication ;
- Manage sales ;
- Invoicing ;
- Manage stock ;
- Make to order manufacturing.

Customer's needs

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- ✓ Hank started his business 6 years ago
- ✓ He started to use Odoo 1 year ago
- ✓ He works with:
 - Two sellers ;
 - 3 manufacturers and warehouse managers ;
 - A secretary.

How to use Odoo in a Manufacturing company



✓ He needs a CRM app:

- To manage his new leads ;
- To assign one of his seller to a specific lead ;
- To schedule and log his calls and meeting ;
- To monitor his sales performance.

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✓ He needs a Sales app:

- To easily make quotations for his customers ;
- To send them to his customers and to follow-up the offers ;
- To apply discounts for several customers. He wants to use pricelists ;
- To group his customers by sale teams and evaluate their performances.

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✓ He needs a Warehouse app:

- To manage his stock ;
- To manage his replenishments thanks to minimum and maximum rules ;
- To manage his inventory value ;
- To track the traceability of his products.

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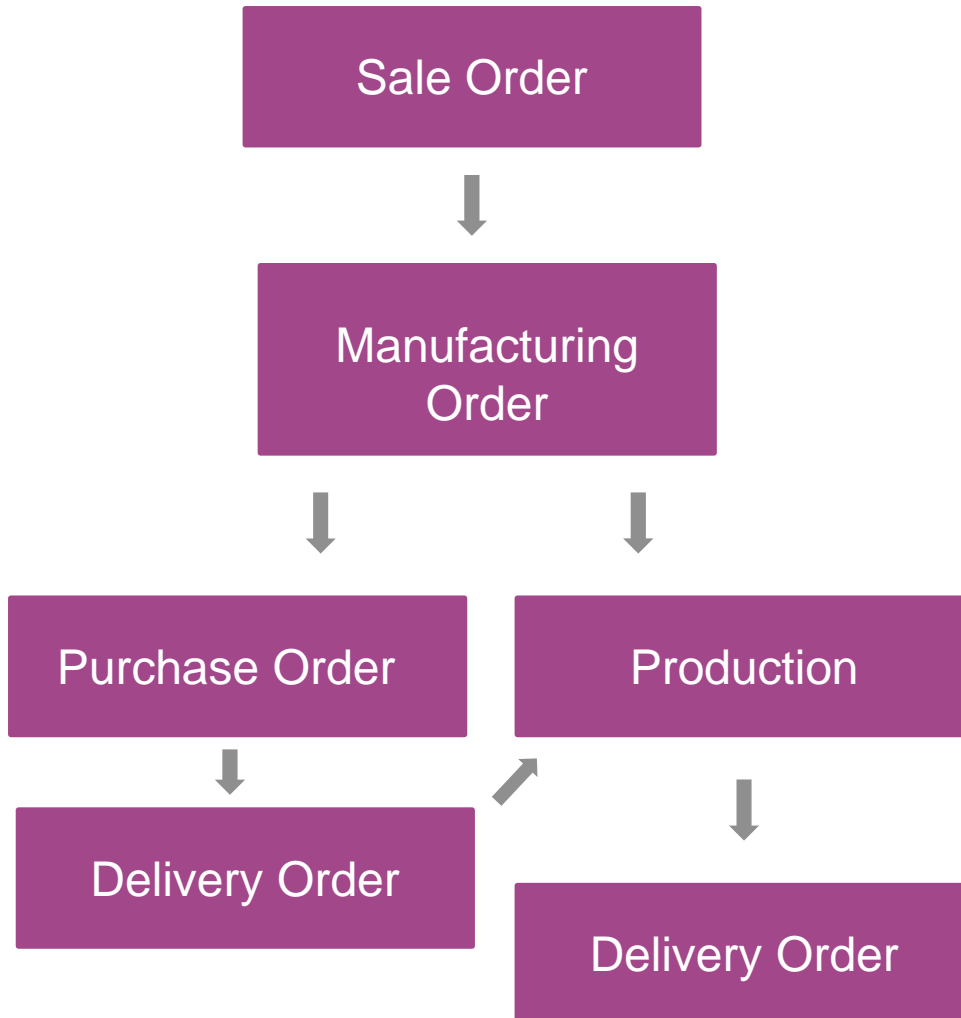
Manufacturing

✓ He needs a Manufacturing app:

- To manage the production of finished products ;
- To schedule his productions ;
- To assign a responsible of the production ;
- To easily see what he has to produce according to his sales (Make to order/Manufacture products).

PROCESS

PROCESS SLIDE



- Sale Order triggers a manufacturing order

- Forecasted quantity of Raw material

<

Minimum quantity

=> Purchase order

DEMONSTRATION

Summary

- ✓ Time to production : 1 month
- ✓ Number of users : 7
- ✓ Number of Sale Orders / month : between 50 and 100
- ✓ In the next few months
 - Multi-companies
 - Integrate inter-company transfer

Thank You

Any Question ?

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