

Odoo Subscriptions

Improvements and new features of v10

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1 Managing your Subscriptions

2 Subscriptions Dashboard

3 Odoo 10 improvements

4 Conclusion

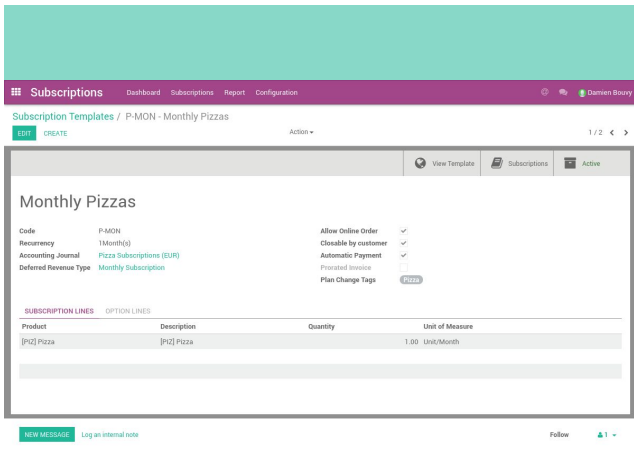
Typical use case

Selling recurrently

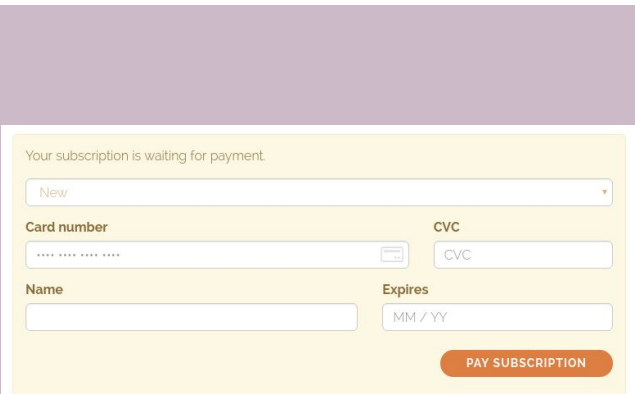
Selling services to a customer on a regular basis (i.e. fixed period), with automatic invoicing, credit card management, customer-enabled front-end (entirely configurable) and complete dashboard.

Basically, any XaaS (Spotify, Youtube RED, Netflix, Odoo Online, etc.).

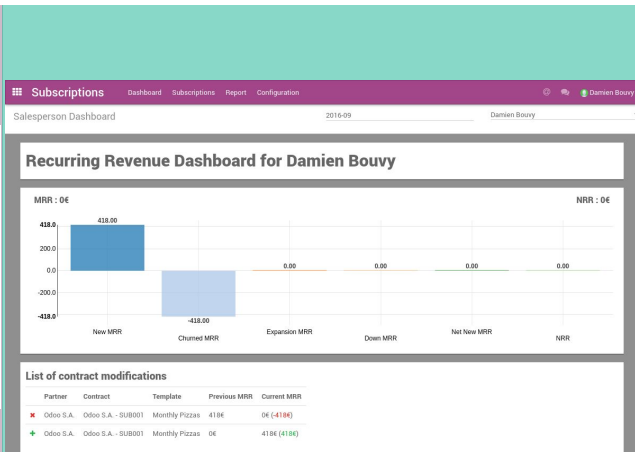
Features



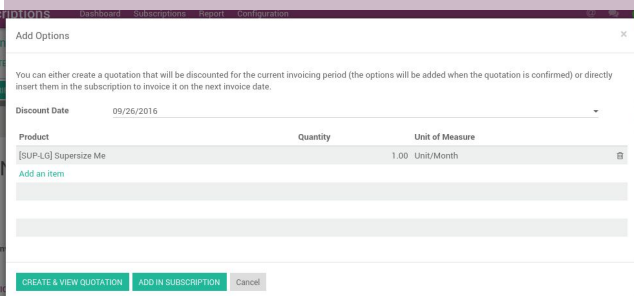
Powerful templates



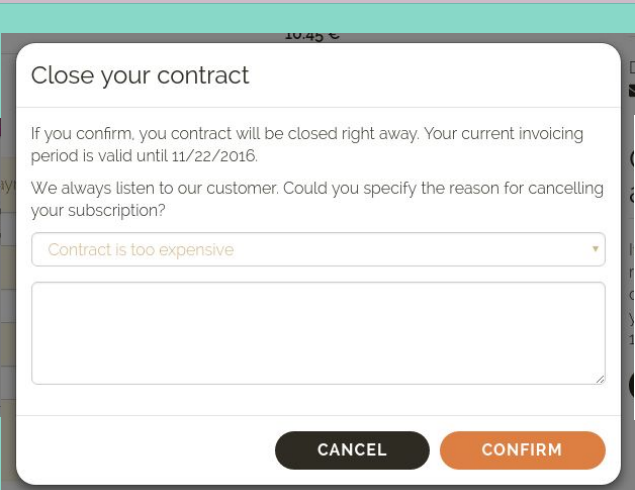
Credit card support



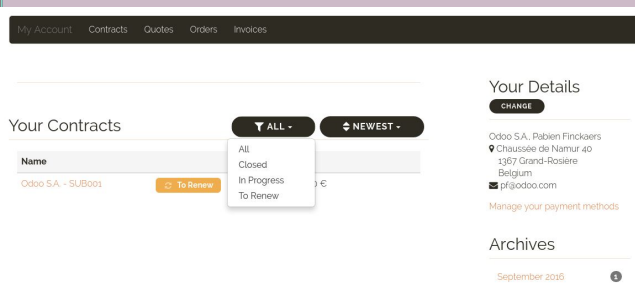
Advanced reporting



Easy renewal and upsell



Empowered customers



Powerful customer portal

Dashboards

KPI

- ✓ MRR/NRR
- ✓ Churn
- ✓ Lifetime value
- ✓ Forecasting

Salesman

- ✓ MRR/NRR
- ✓ Churn
- ✓ Details of new/lost contracts by month

Cohort

- ✓ By year/month/week
- ✓ Value or number of contracts

 + Group by contract, salesman, etc.

 + Classic report view (pivot, graph)

Odoo 10 Improvements

Cohort analysis

Cohort Analysis																	
Cohort	Contracts	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
January 2016	87	100%	95.4%	92%	89.7%	88.5%	88.5%	85.1%	83.9%	82.8%	-	-	-	-	-	-	-
February 2016	111	100%	97.3%	92.8%	91.9%	91.9%	90.1%	90.1%	89.2%	-	-	-	-	-	-	-	-
March 2016	102	100%	96.1%	95.1%	93.1%	93.1%	91.2%	89.2%	-	-	-	-	-	-	-	-	-
April 2016	104	100%	98.1%	93.3%	89.4%	89.4%	87.5%	-	-	-	-	-	-	-	-	-	-
May 2016	95	98.9%	96.8%	93.7%	90.5%	89.5%	-	-	-	-	-	-	-	-	-	-	-
June 2016	144	99.3%	96.5%	95.1%	90.3%	-	-	-	-	-	-	-	-	-	-	-	-
July 2016	121	99.2%	97.5%	95.9%	-	-	-	-	-	-	-	-	-	-	-	-	-
August 2016	114	97.4%	93.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
September 2016	166	97.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Authorize.net integration

Your subscription is waiting for payment.

New

Card number CVC


..... CVC

Name Expires

MM / YY

PAY SUBSCRIPTION

Better notifications

View Sale Subscription Follow 

Internal note: replies are not sent to followers.

- Status : In Progress -> To Renew

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Administrator

Sent by My Company using Odoo.

LITTLE.big improvements

Subscriptions Dashboard Subscriptions Report Configuration

Subscription Templates Search...

CREATE Filters Group By Favorites

P-MON - Monthly Pizzas Recurrency: 1 Month(s) ✓ Automatic payments ✓ Selectable by customer ✓ Closable by customer	1 Subscriptions	P-YEA - Yearly Pizzas Recurrency: 1 Year(s) ✓ Selectable by customer ✓ Closable by customer ✓ Pro-rated invoices	0 Subscriptions
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Demo



Relax.
We've got your back.

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odoo

EXPERIENCE

Thank you.



#odooexperience

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