odoo 12 TOUR
MELBOURNE
AUSTRALIA
Sponsored by:
odoo Ready Partner
Port Cities

Today’s Agenda

2:00 PM - Odoo 12: Introduction & Demo

2:45 PM - Presentation by Port Cities

3:30 PM - Q & A Session

3:45 PM - Networking with Food & Beverage

2018

An Amazing Year!

4.1M

Happy Users

26%

Average Growth of # Users of Existing Customers

Odoo's customers grow faster than the average of ERP industry.

17,000

Community Modules

#1 Business App Store

64%

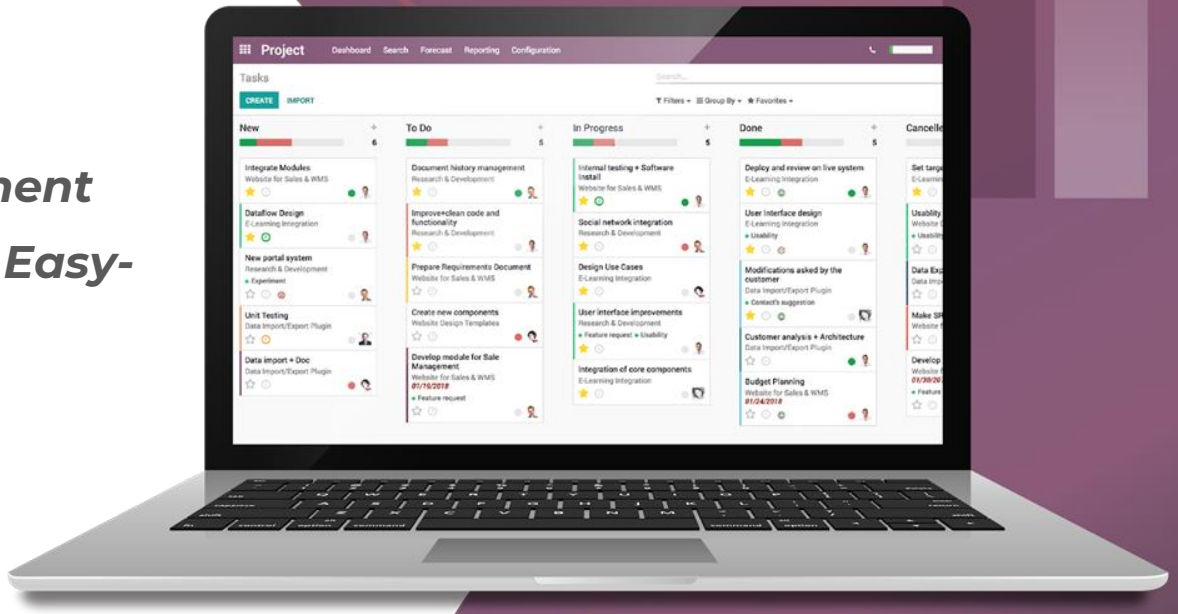
Revenue Growth (MRR)

Year over Year

01

What is Odoo ?

“All-in-one management software. Beautiful. Easy-to-use.”



odoo

Our mission is to help companies grow. We want to unleash companies' potential by empowering users with tools they love.

Fabien Pinckaers
CEO & Founder

8 Offices Around the Globe

odoo

32 Supported Languages

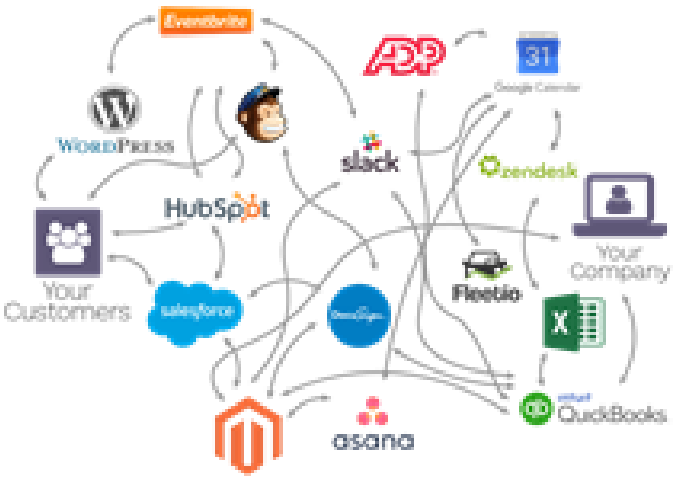
4.1 Million Users

2,500 Installs Per Day

1,459% Users Growth (4 Years period)

odoo

Simplify how you run your business



Single Purpose Software

(*Each line represents a time consuming connector)

VS

All-in-one Solution

One **Software** for Every **Need**

Expand as you grow.

Sales Apps

CRM
Sales
Contract
POS

Finance Apps

Accounting
Invoice
Expense

Operation Apps

Inventory
Timesheet
Project
Purchase
Helpdesk

Website Apps

Website
eShop
Blog
Fourm
Livechat
Booking

eSign
Document
IoT

Manufacturing Apps

Quality
Equipment
PLM
MRP

Studio
Odoo.sh
3rd Parties

Customization Tools

Marketing Apps

Automation
EDM
Events
Surveys

Human Resource Apps

Employee
Recruitment
Appraisal
Leave

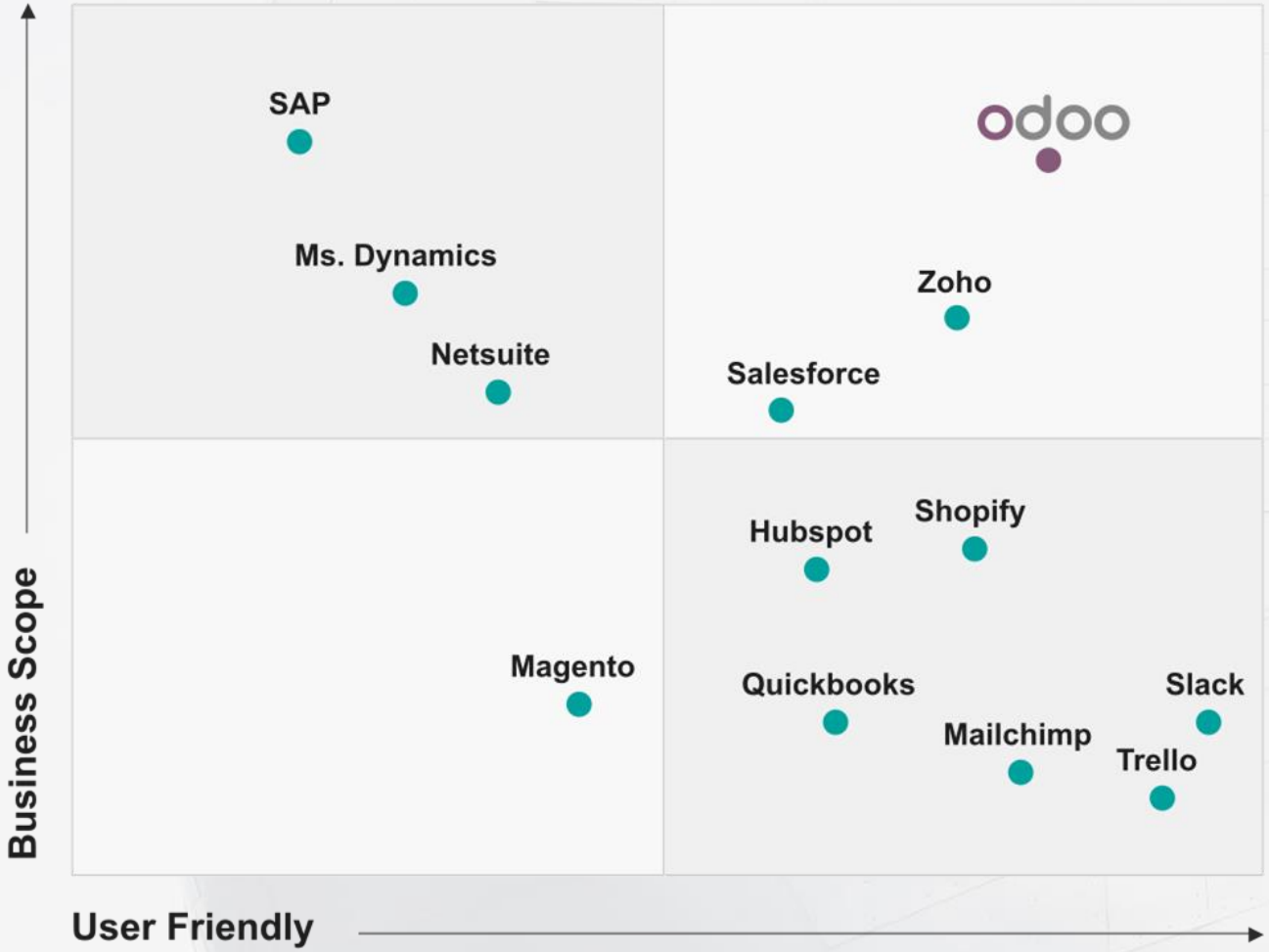
Integrated with Other Solutions

As a Odoo partner, you can integrated other solutions seamlessly

02

Odoo Value Proposition

2018


SAP
Ms. Dynamics
Netsuite
odoo
Zoho
Salesforce
Hubspot
Shopify
Magento
Quickbooks
Slack
Mailchimp
Trello
Business Scope
User Friendly

Great Usability Attracts Millions of Users.

But We Also Focus on Bringing **Value to the Users**.

All-In-One Solutions

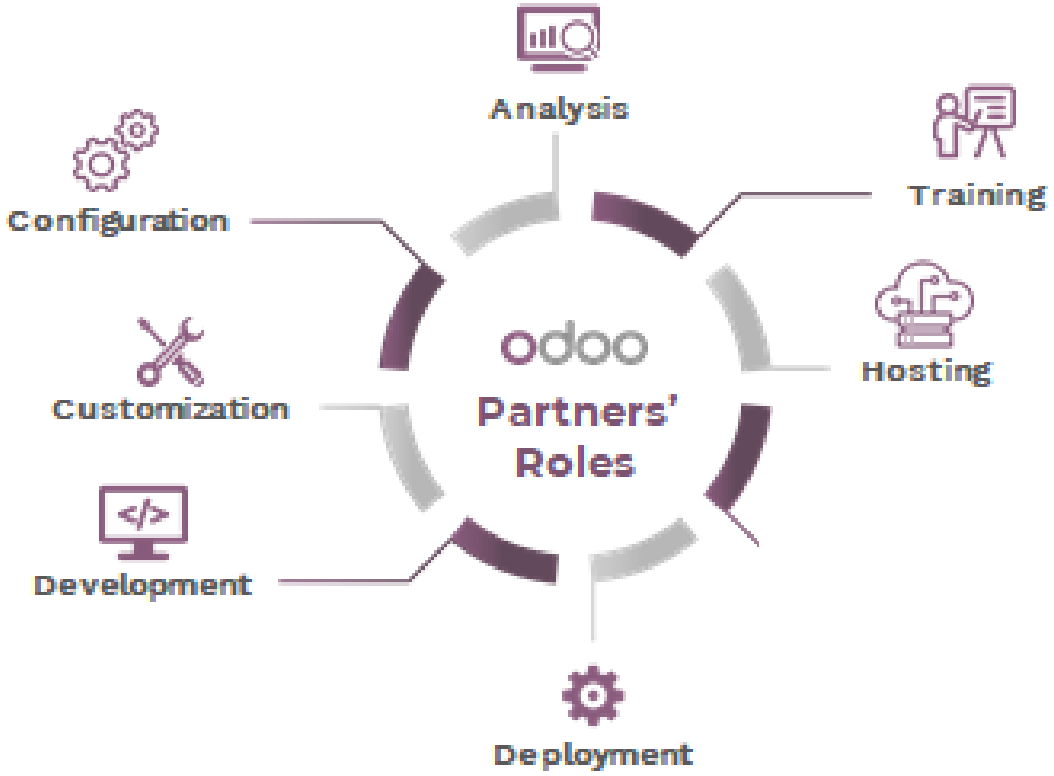
Designed to fit any business need

Notable Clients

Large Enterprise

Small/ Medium Size Enterprise

Exclusive Business Opportunity



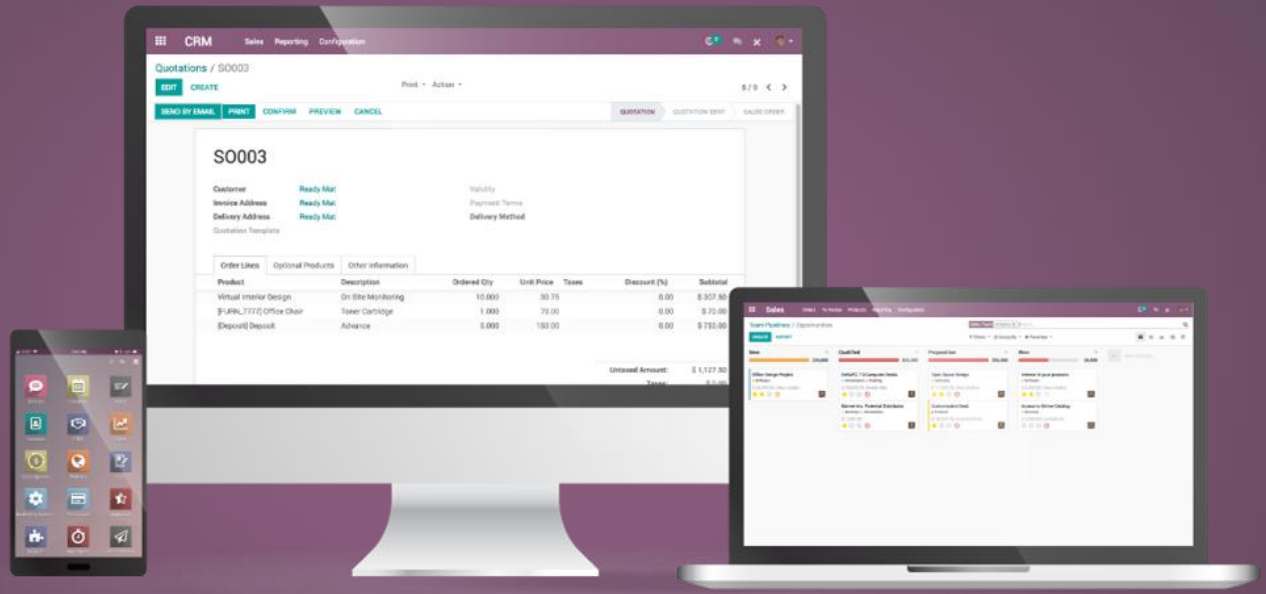
03

Odoo 12

odoo
12

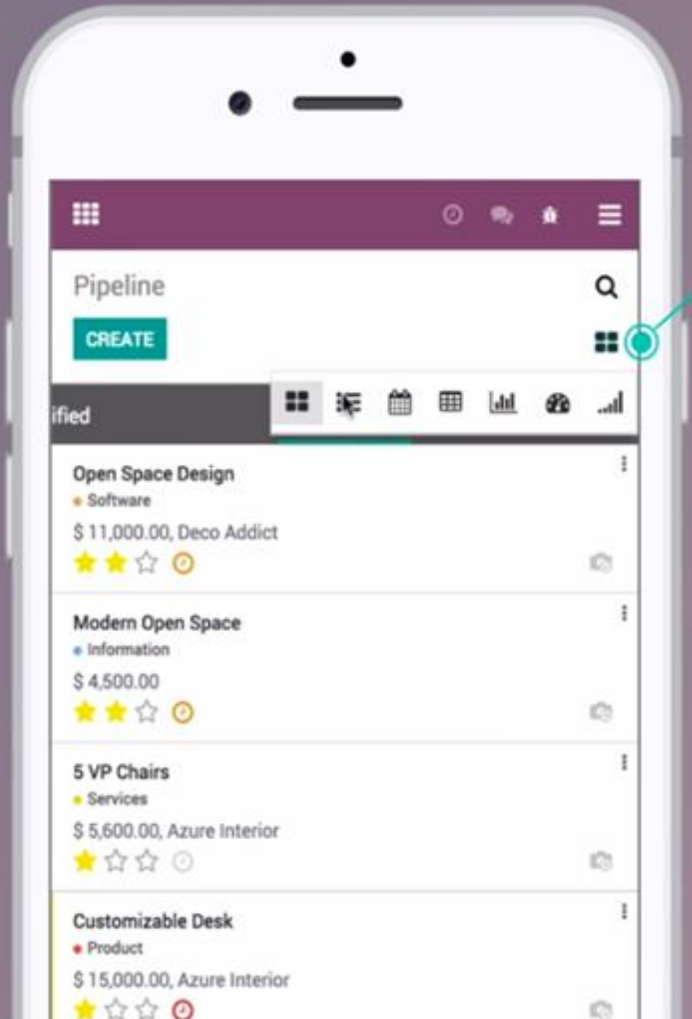
Improved User Experience

Fits Your Working Environment



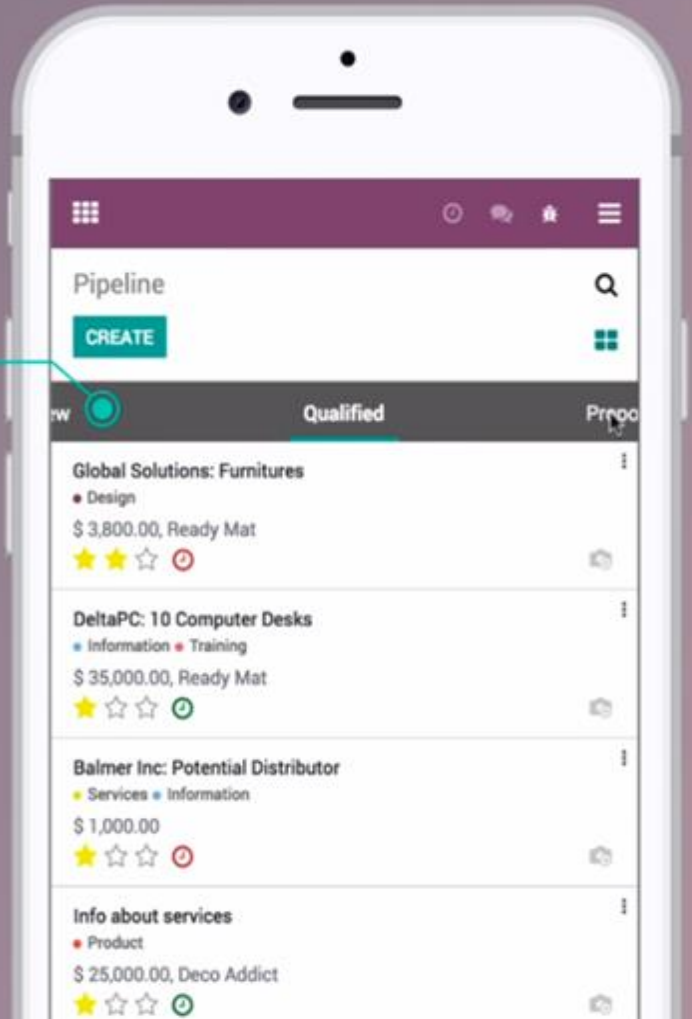
Work Faster with Productivity Features

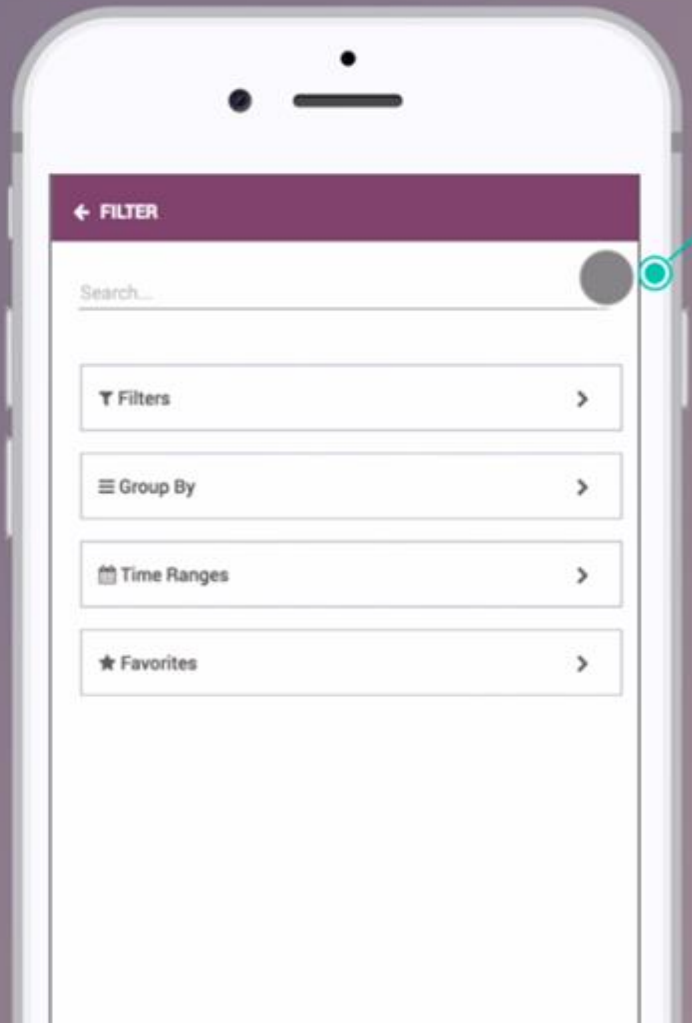
Everything can be done via your keyboard!



Switch Views

Move Kanban
Columns with Swipe





Improved Search

04

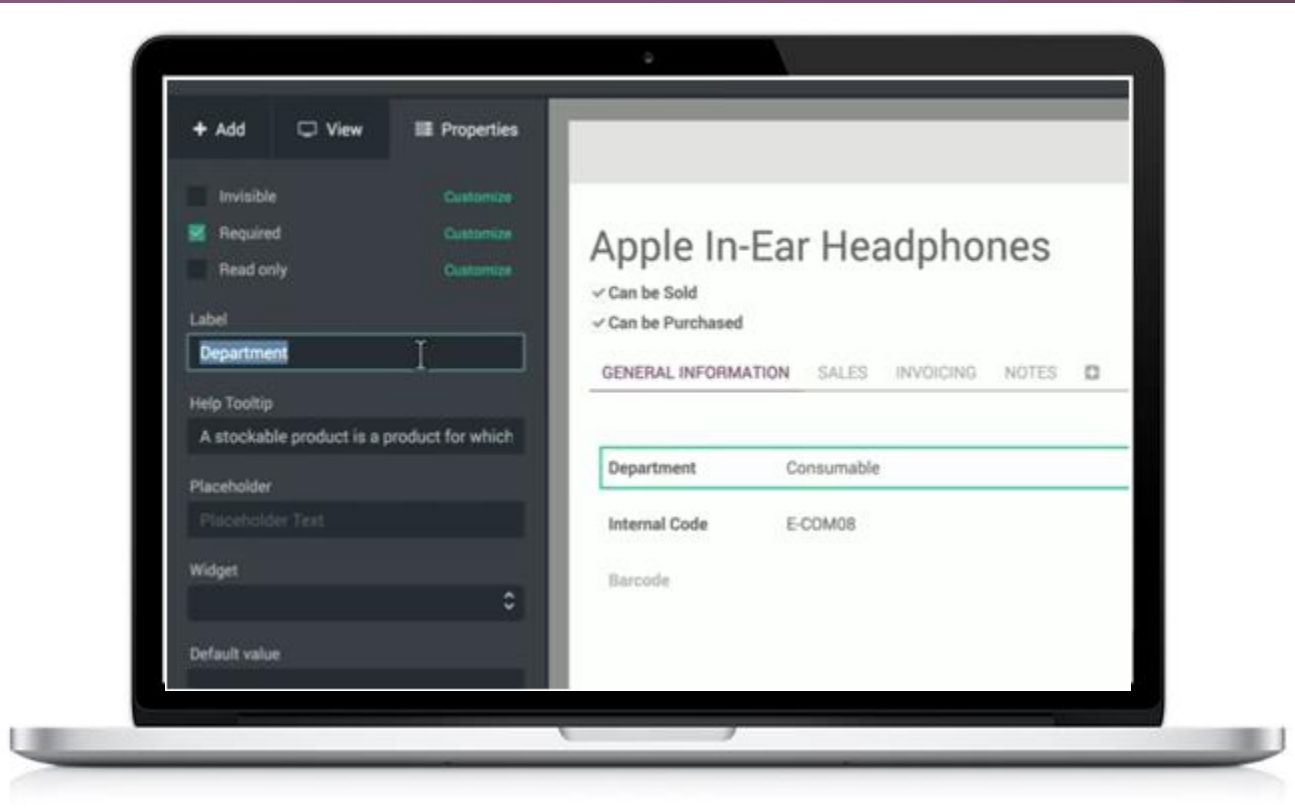
Demonstration

Become a Paperless Company

Reducing Administrative Tasks

Video: Odoo

Odoo Studio


+ Add
View
Properties
Invisible
Customize
Required
Customize
Read only
Customize
Label
Department
Help Tooltip
A stockable product is a product for which
Placeholder
Placeholder Text
Widget
Default value
Apple In-Ear Headphones
Can be Sold
Can be Purchased
GENERAL INFORMATION
SALES
INVOICING
NOTES
Department
Consumable
Internal Code
E-COM08
Barcode

odoo Studio

Build and **Customize**
your **Business App**

05

Q&A Session

06

Presentation by Odoo Partner: Port Cities

FREPPLE
open source production planning

odoo
Gold Partner

Pivot88™

Magento®

Google Partner

iOS

ANDROID

pentaho

Episode 1: Ralf’s idea

Business idea: sell furniture online

Business risks:

- Furniture is complex decision
- Set-up the e-commerce is expensive
- Invest in stock and showroom

Solutions:

- Rent small warehouse that he uses also as showroom
- Attract customer online, then book appointment with them to visit the showroom before they buy
- To build quickly an affordable e-commerce

Website

Criteria

- Affordable
- Do it yourself
- Easy to maintain or modify

Website

Odoo
E-commerce

Odoo
Website

Criteria

- Affordable
- Do it yourself
- Easy to maintain or modify

Ask Jia

Budget

Odoo license (yearly)

1 user: 420 AUD
ecommerce: 216 AUD
website: 420 AUD

Consultants:

Designer: 5000 AUD
Developer 8000 AUD

Cloud Server: 1200 AUD

15,256 AUD

myfurniture.com

Episode 2: Customers are coming

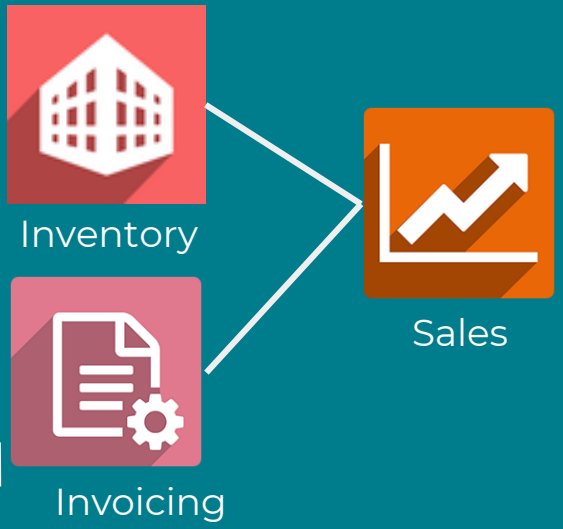
Bingo! Sales are coming, more and more!

Start to receive many orders per week... but it creates **challenges**:

- Track all order
- Track shipment
- Track invoicing
- Track payment
- Order waiting from supplier

Challenge

- Track all order
- Track shipment
- Track invoicing
- Track payment
- Order waiting from supplier



Budget

Odoo license (yearly)
- +2 users: 840 AUD
- sales: 216 AUD
- invoicing: 216 AUD
- Inventory: 636 AUD

Consultants:
- Consultant: 6000 AUD
- Developer 1500 AUD

Upgrade Server: 500 AUD

9,908 AUD

Quotation → Sales Order → Shipment → Close order

Sales Order → Invoice → Payment

Episode 3: Hire more sales rep.

I will call you next week to ask for your final decision.

New challenges:

- Track all potential customers and opportunities
- Keep track of history
- Control sales team activities
- Measure results and other data
- ...

Can I touch it before I buy? Does it resist to kids? Can you change the color?

New challenges:

- Track all potential customers and opportunities
- Keep track of history
- Control sales team activities
- Measure results and other data
- ...

Jia proposes CRM

CRM

Budget

Odoo license (yearly)

+2 users: 840 AUD

CRM: 420 AUD

Consultants:

Consultant: 3000 AUD

Developper: 1500 AUD

Upgrade Server: 500 AUD

6260 AUD

Episode 4: More orders, more complexity

Basic supply chain challenges need to be fixed:

- Control stock
- Track all transaction
- Manage procurement
- Know future stock and promise deadline to client
- Plan future IN and OUT
- etc...

Episode 4: More orders, more complexity

Purchases

Inventory

Jia suggests to use Purchase application and start using all basic features of Odoo Inventory!

*before inventory was only used to track customer shipment.

Budget

Odoo license
- +4 users: 1680 AUD
- Purchase: 216 AUD

Consultants:
- Consultant: 7,500 AUD
- Developer: 5,000 AUD

Upgrade Server: 500 AUD

14,896 AUD

Features:
- purchase order
- stock transactions in/out
- inventory control
- inventory planning
- [custom app] Allocate incoming goods to customer orders

Episode 5: brick-and-mortar shop

Open additional showroom in a commercial venue

I need a POS connected to Odoo, so I’m sure not to sell the same furniture twice! What to use?

Point of Sale

Budget

Odoo license

+1 user: 420 AUD

POS: 420 AUD

Consultants:

Consultant: 6000 AUD

Developpers: 5000 AUD

11,840 AUD

Episode 6: Control growth!

Supply Chain investment

- Second warehouse
- Hire an Operations Manager
- Buy its own fleet of trucks
- Offer lifetime warranty

New challenges:

- Needs better tracking to understand quality issues
- How to handle multiple warehouse?
- Need more detailed information, when products leave the warehouse, when they arrive to destination, etc.
- Handle the delivery planning
- Increase input efficiency

Key features

- Advance routes to track in/out transactions
- Mobile bar-code application
- Serial number tracking
- Multi-locations
- [custom app] to develop special UI to ease planning

Budget

Odoo license

+4 users: 1680 AUD

Consultants:

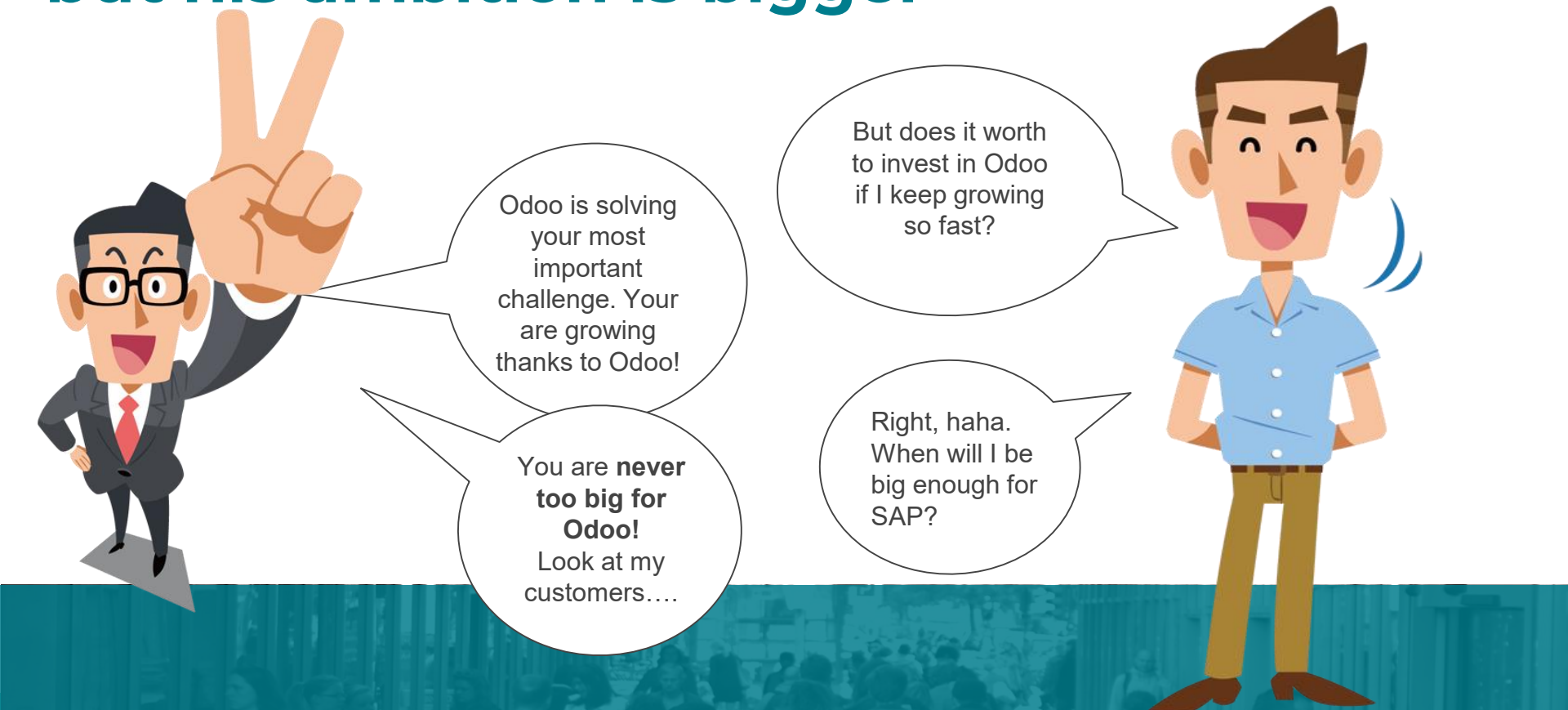
Consultant: 12,500 AUD

Developer: 10,500 AUD

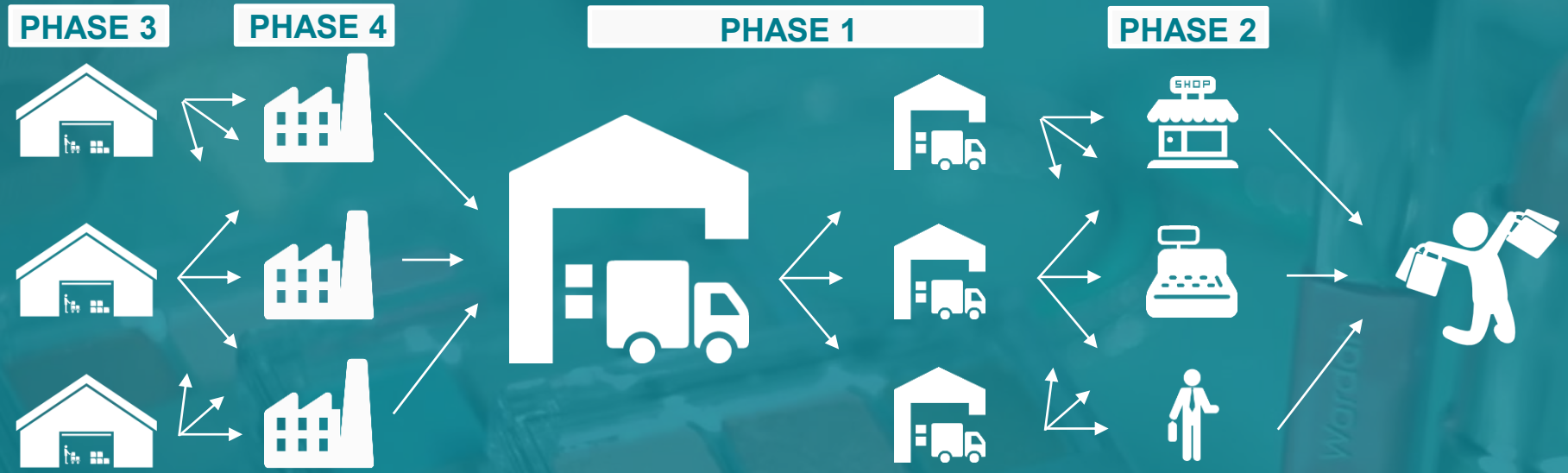
Upgrade Server: 500 AUD

25,180 AUD

Today, Ralf is successful… but his ambition is bigger



Success story with Wardah & Port Cities



3
RAW MATERIALS WAREHOUSES

3
PRODUCTION FACTORIES

1
NATIONAL DISTRIBUTION CENTER

29
REGIONAL DISTRIBUTION CENTERS

300+
POINTS OF SALE

100k+
SALES ORDER LINES A DAY

Carso Group : Digital Transformation / SCM of SEARS and Sanborns (Mexico)

Owner	Carlos Slim (7th Fortunes Forbes)	**Products**	Dry Bazaar & Para-pharmacy
Activity	Retail & eCommerce	**POS users**	+ 25.000 users
Logistics Keys	1 Main DC and + 10 Regionals DCs'	**SKU**	6 Mio SKU 1,3 Mio actives SKU
Types of flows	Conventional (Racking) X-Docking / e-Com		

carso

Back office operations

Customer Experiences

- Customers services experiences adm and Customer Profiling
- Promotion motors
- Forecasting & Sales Demands

Order Managements

- Categories adm
- Orders validations
- Products adm
- E-com orders
- Order automatization
- Customer services

Supply Chain Management

- Planification
- Inventory adm
- Research & Visibility
- Warehouse mgt
- Supplier adm
- Logistics

Data Analytics (IA & Big datas) by Alibaba Clouds

Central Back Bones (Port Cities Odoo Solutions)

ORDER MANAGEMENT → **WMS** → **TMS** → **POS**

Supply Chain Consulting Approach ----- > Projects and IT know-How

Port Cities Group

Port Cities

odoo Gold Partner

Your prefered Odoo Gold Partner in Asia - Pacific

100+
Odoo professionals

7
Offices in the world

70+
Satisfied clients

Port Cities Group

Port Cities

1997	2015	2017	2018	2019	2019
Hong Kong	Indonesia	Malaysia	Vietnam	México	Australia
10	85	5	5	8	5

Port Cities offers a range of IT solutions and corporate services for companies of all sizes. We understand International Trade, Supply Chain, Logistics, Manufacturing, E-commerce and we're able to support it with best-in-class products and services internationally.

Selected References

Company: Heineken
Industry: Retail | 45,000+ Employes | Income: $2,500 Millions
Country: New Caledonia
Enfoque: Sales orders, Deliveries, Inventories,
Design: ERP systems to manage deliveries to customer coupled with a custom mobile app to manage deliveries
https://www.heineken.com

Company: BlueScope Steel
Industry: Retail & Manufacturing | 7,000+ Employees | Income: $200 Millions
Country: New Caledonia
Enfoque: Leave management, Document management, quality.
Design: Implementation of standard ERP with an extraordinary level of customization.
http://bluescopesteelpacific.com/

Port Cities

Selected References

Company: Sanborns Group
Industry: Retail | 45,000+ Employes | Income: $2,500 Millions
Country: Mexico
Enfoque: POS, Inventories, Purchases, Management of Purchase Orders, CRM
Design: 2 ERP systems, one for order management, POS and CRM, and the second for the supply chain (inventory and purchases). Both used the big data management system & AI of Alibaba platform (Dataphin).
http://www.gsanborns.com.mx/

Company: PT. Tempo Scan Pacific Tbk
Industry: Retail | 4,600+ Employees | Income: $650 Millions
Country: Indonesia
Focus: CRM, Marketing Automation, email marketing, POS.
Design: Implementation of a Standard ERP (including customization) and integration with SAP and WhatsApp / SMS platform.
https://www.temposcangroup.com/

Company: PT Paragon Technology & Innovation
Industry: Retail & Manufacturing | 7,000+ Employees | Income: $200 Millions
Country: Indonesia & Malaysia
Enfoque: Sales & CRM, Purchasing, PoS, Inventory, Manufacturing & Production Planning.
Design: Implementation of standard ERP with an extraordinary level of customization.
https://www.paragon-innovation.com/

Selected References

Company: Aeon Asia Sdn. Bhd.
Industry: Retail
Country: Malaysia, Myanmar, Cambodge
Focus: Finances / Accounting, Projects, HR, Payroll, POS.
Description: AEON is an Asian leader in retail and certain services with three locations in Japan, China and South East Asia.
https://aeonasean.com/

Company: SKK Migas
Industry: Oil and Fuels
Country: Indonesia
Focus: Online purchases
Description: SKK Migas is an institution established by the Government of the Republic of Indonesia. The Institution focuses on the management of oil upstream and activities in the oil business.
https://skkmigas.go.id/

Company: Mitsubishi Chemicals
Industry: Chemistry
Country: Indonesia
Focus: Purchases, Maintenance, Technical Assistance, Transportation Requests.
Description: MCCI, produces Purified Terephthalic Acid (PTA) and Polyethylene Terephthalate (PET) under the license of Mitsubishi Chemical Corporation. Today Mitsubishi Chemical Indonesia is the largest producer of PTA in Indonesia.
https://www.mitsubishichemical.co.id/

A typical Port Cities implementation project

1 PROJECT KICK-OFF + ANALYSIS

We analyze the current processes and gather requirements for the prototype. We review the scope & budget with you.

2 PROTOTYPE

We develop a working prototype to test the entire flow with you and your employees.

3 LOCK REQUIREMENTS

We finalize and lock requirements based on the learning and feedback from the prototype presentation.

4 DEVELOPMENT

We prepare the final version of the system, which must be finalized by successfully completing User Acceptance Test (UAT).

5 DEPLOYMENT (GO LIVE)

We refine the deployment plan, train the end users, migrate the data and go live.

6 SUPPORT

We provide a technical support in case of any bugs & further improvement of your project.

Inspired from the real life story of Jonathan Roelandts from Soul & Tables who developed a successful business in 3 countries.

Supported by Odoo and Port Cities.

Jonathan R.
Soul & Tables

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07

Q&A Session

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odoo

2019

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Thank you.

#odooapactour

08

Networking and Sharing (40-60 mins)