



Cloud ERP

**The Smarter Way
to Build Your
Digital Business
Leveraging
Odoo.sh**





Fabien Pinckaers · 1st
CEO & Founder at Odoo
1w · Edited · 

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- own your software to customize Odoo
- own hosting to switch easily: SaaS, [Odoo.sh](#), on premise

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*Enterprise software
done right.*

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Open source

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Odoo Cloud Platform is the best way to avoid Vendor Lock-in



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ABOUT A1 CONSULTING

500+
Consulting experts
& resources

100%
Resources
preparation for any
working models

20%
Operating costs
reduced on average
after services

Awards & Certificates



ERP & CRM



eCommerce



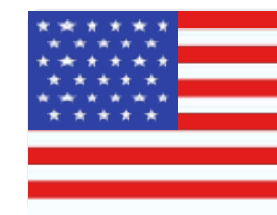
Business Network in 9 countries



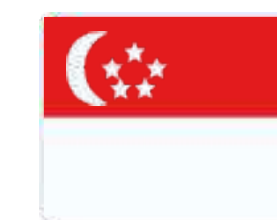
Australia



Germany



United States



Singapore



Japan



Korea



Vietnam



Malaysia



Thailand

A1 TECHNOLOGY PARTNER NETWORK



<p>Private Cloud</p>       	<p>Accounting & Finance</p>     	
<p>Retail & eCommerce</p>       	<p>Vertical Solutions</p>    	<p>HRM & Payroll</p>  

OUR CLOUD ERP FOCUS INDUSTRIES



MANUFACTURING



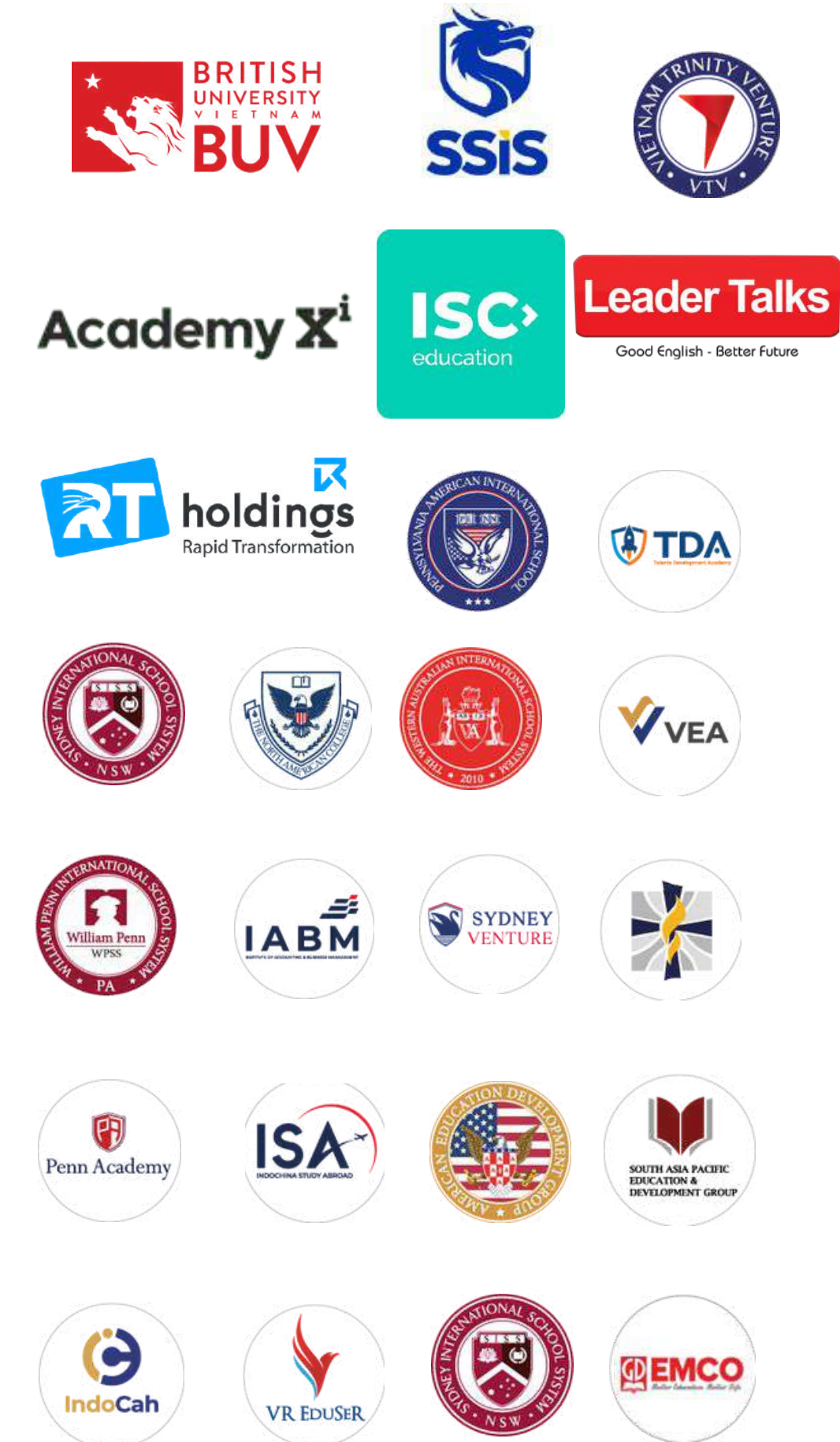
RETAILS & E-COMMERCE



SERVICES



EDUCATION



BUILD A DIGITAL BUSINESS.

4 QUESTIONS TO ASK TO BUILD A DIGITAL BUSINESS

HEIGH HO! IT'S OFF TO BUILD DIGITAL BUSINESS & EXPERIENCES!

How can I generate more online revenue?

B2B organizations can no longer compete on product or price. They need to take a note from what B2C organizations have done, and create **an immersive, seamless, and enjoyable online experience**. This cannot be done by a simple website with your business contact info plastered across each page. Everything from an individual's first exposure to your brand on your website to the depth of your knowledge base to answer common questions will make a lasting impact, which will ultimately play a huge role in if you get past the "research" phase of consideration.

How can I reduce cost to serve?

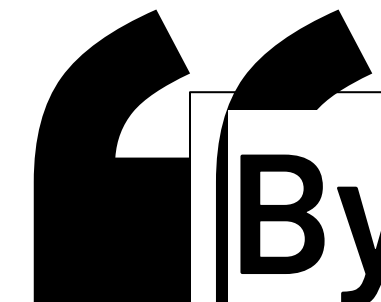
Every business is seeking the treasure of superior experiences their customers desire and will come back for. However, actually hitting the motherlode will take a team strategically focused on digging in one particular area. Consider, if your people were able to direct their energy to **the challenging, unique needs of each customer**, wouldn't they be more effective and, in turn, the customer be more satisfied?

How can I give employees what they need to be highly effective?

How absolutely frustrating is it to be asked to complete a task, judged by the quality of the task's completion, but not be given adequate tools to actually do the task or, worse, the knowledge of what to do? Many employees find themselves in this situation without a way to dig themselves out. It's time to mend this leaky bucket of a technology for **an integrated, single source of truth for the organization**.

How can I break down siloes created by disparate technology?

The silent villain of any growing organization's story is silos. This enemy only grows in power as more and more technology gets added on, further complicating the maze of disparate technologies and preventing the digital transformation businesses desire. What's missing to take down this villain is a flexible foundation that can bring systems, applications, and data together: **an integration platform**.



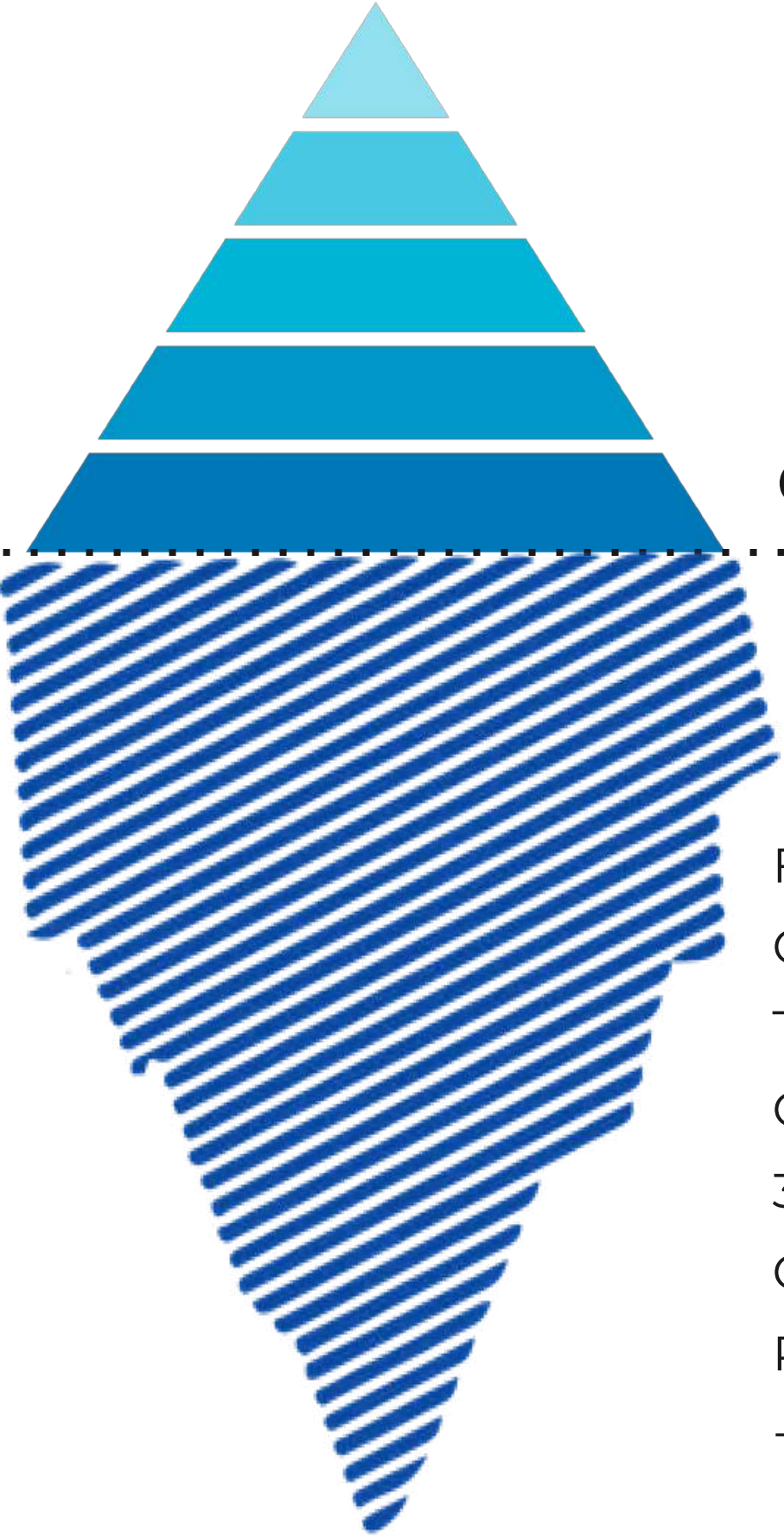
By 2025, B2B organizations with **digital commerce** offerings will see **30** percent more revenue and a **20** percent reduction in costs, compared to competitors without B2B digital commerce

GARTNER

YOUR EXISTING ERP MAY NOT SUPPORT DIGITAL BUSINESS

B2B
 B2B2C
 Marketplace
 Brand.com
 1P, 3P

D2C (Direct to Consumer)
 O2O
 Live / Streaming
 Social Commerce
 Conversational Commerce



ONLINE SELLING
 In-house, agency,
 enabler

Content, PIM, DAM
 Syndication
 Digital shelf
 Analytics , Marketing
 Pricing , Payment & optimization
 Promotion engine
 ++++

Fulfillment, warehousing
 Order management
 Tracking
 Ops experience management
 3PL, 4PL
 On-demand, TMS, LMS
 Reconciliation
 ++++

LOGISTICS
 3PL service offering,
 in-house or
 outsourced

LET'S BRING YOUR BUSINESS ON CLOUD ●

IaaS, PaaS and SaaS

You Manage

Provider Managers

On Prem (Private Cloud)	IaaS	PaaS	SaaS
Data& Access	Data& Access	Data& Access	Data& Access
Apps	Apps	Apps	Apps
Runtime	Runtime	Runtime	Runtime
OS	OS	OS	OS
VM	VM	VM	VM
Compute	Compute	Compute	Compute
Networking	Networking	Networking	Networking
Storage	Storage	Storage	Storage

Hosting

Hosting	Odoo SaaS	Odoo.sh	On-Premise (AWS/GCP/Others)
Standard App	✓	✓	✓
Specific Dev	✓*	✓	✓
Community Apps	✗	✓	✓
Pricing per month	Free	# workers (\$57.6/worker) # Storage (\$0.2/GB) Staging Env. (\$14.4/env)	At the expense of the customer

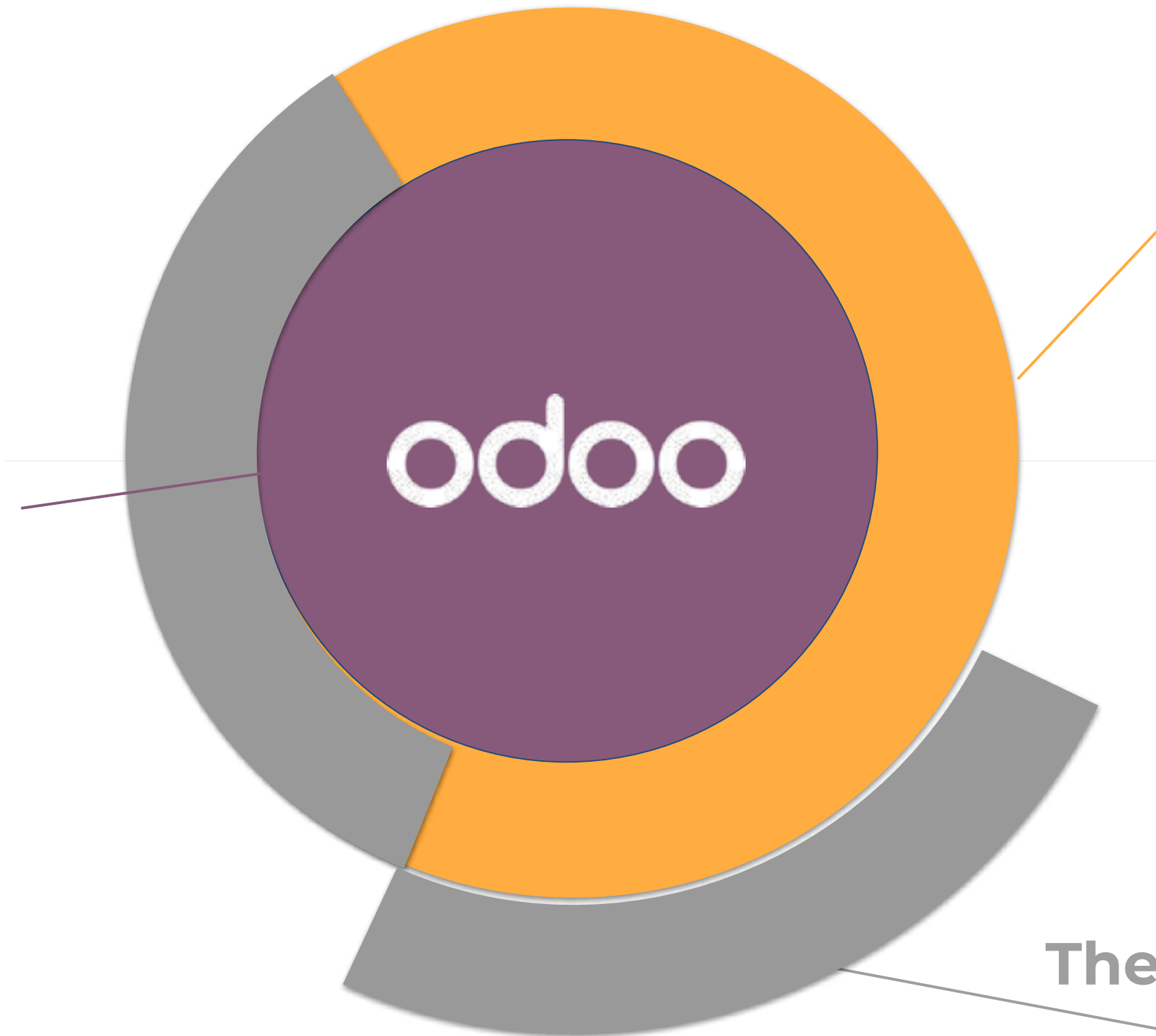
Exemple Odoo.sh

1 workers + 50 GB + 1 Staging Env. = \$82.0/month

Odoo Community & Enterprise

Community Edition

- Basic features
- Only “on-premise”
- Unsupported by Odoo



Enterprise Edition

- Advanced Features
- Direct Odoo Support
- Allow upgrading to a newer version (SAAS, Odoo.sh)
- Managed by Odoo

The additional proprietary applications & In-app purchase

Third Parties apps (Odoo Store)



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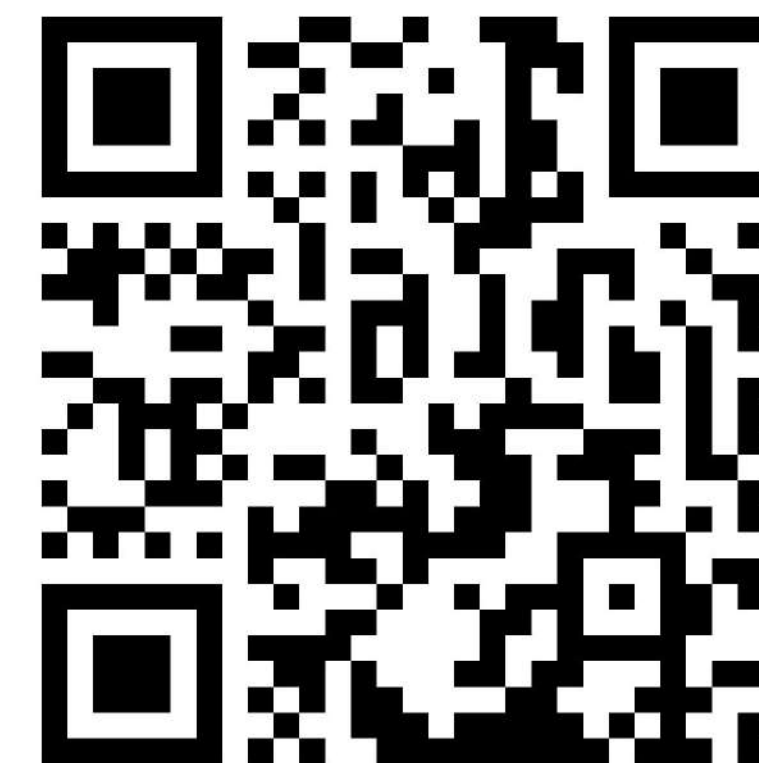
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DOWNLOAD OUR **CLOUD ERP**
IMPLEMENTATION METHODOLOGY



THANK YOU FOR YOUR LISTENING

KEEP IN TOUCH

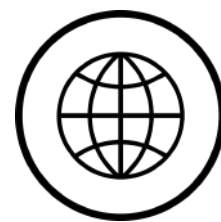
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