A1 Consulting
Empower your Business

odoo Gold Partner

Reveal

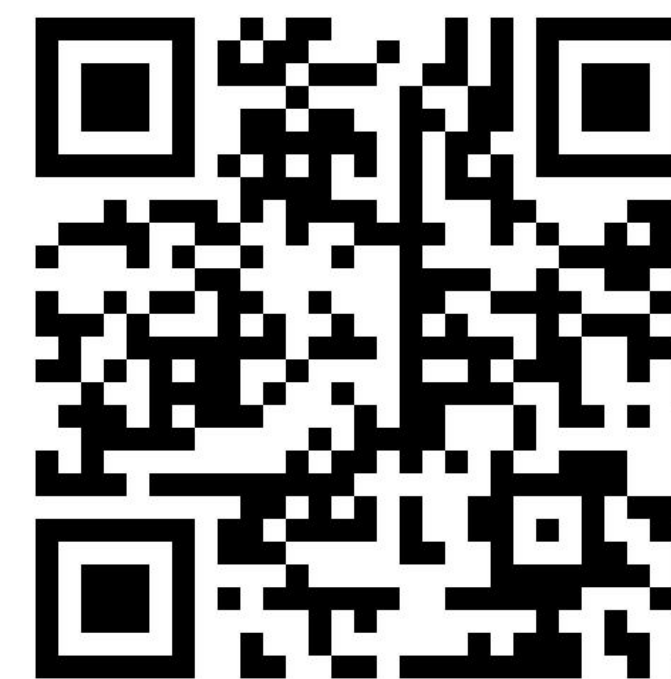**Slingshot**

Data-driven với sự phối hợp

giữa *Cloud ERP* và

Embedded Analytics

trên nền điện toán đám mây

1 AMAZON BEST SELLER

An Entrepreneur's Playbook

WHEN GRIT IS NOT ENOUGH

DEAN GUIDA

AVAILABLE NOW

WWW.DEANGUIDA.COM

WHEN GRIT IS NOT ENOUGH

AN ENTREPRENEUR'S PLAYBOOK
FOR TAKING YOUR BUSINESS
TO THE NEXT LEVEL

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GET YOUR COPY

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AGENDA

- About A1 Consulting

- Why bringing your Business on Cloud?

- What does it mean by building your Business on Cloud?

- How to leverage on your Cloud ERP & Embedded Analytics to be more Data-Driven?

- Q&A

ABOUT
A1 CONSULTING

PARTNER DRIVEN

17+
Years of experience

500+
Employees

1,000+
Clients

5,000+
Projects

Headquarter
Vietnam

Established
2007

Awards & Certificates

VIETNAM ICT EXCELLENCE
Sao Khue
AWARD
2022
VINASA

VIETNAM ICT EXCELLENCE
Sao Khue
AWARD
2023
VINASA

ISTQB®
Certified Tester
Foundation Level

SME100
Awards 2021
FAST MOVING COMPANIES®

ISO
9001:2015
Certified

Information Security Management System
ISO
27001
Certified

ERP & CRM

odoo
Gold Partner

Acumatica
The Cloud ERP
Gold Certified Partner

ORACLE
NETSUITE

Open EduCat

ZOHO | Authorized Partner

salesforce partner

eCommerce

shopify plus partner

Adobe **BRONZE**
Solution Partner

commercetools
CERTIFIED PARTNER

Insider
technology partner

A1 CONSULTING FEATURED CUSTOMERS

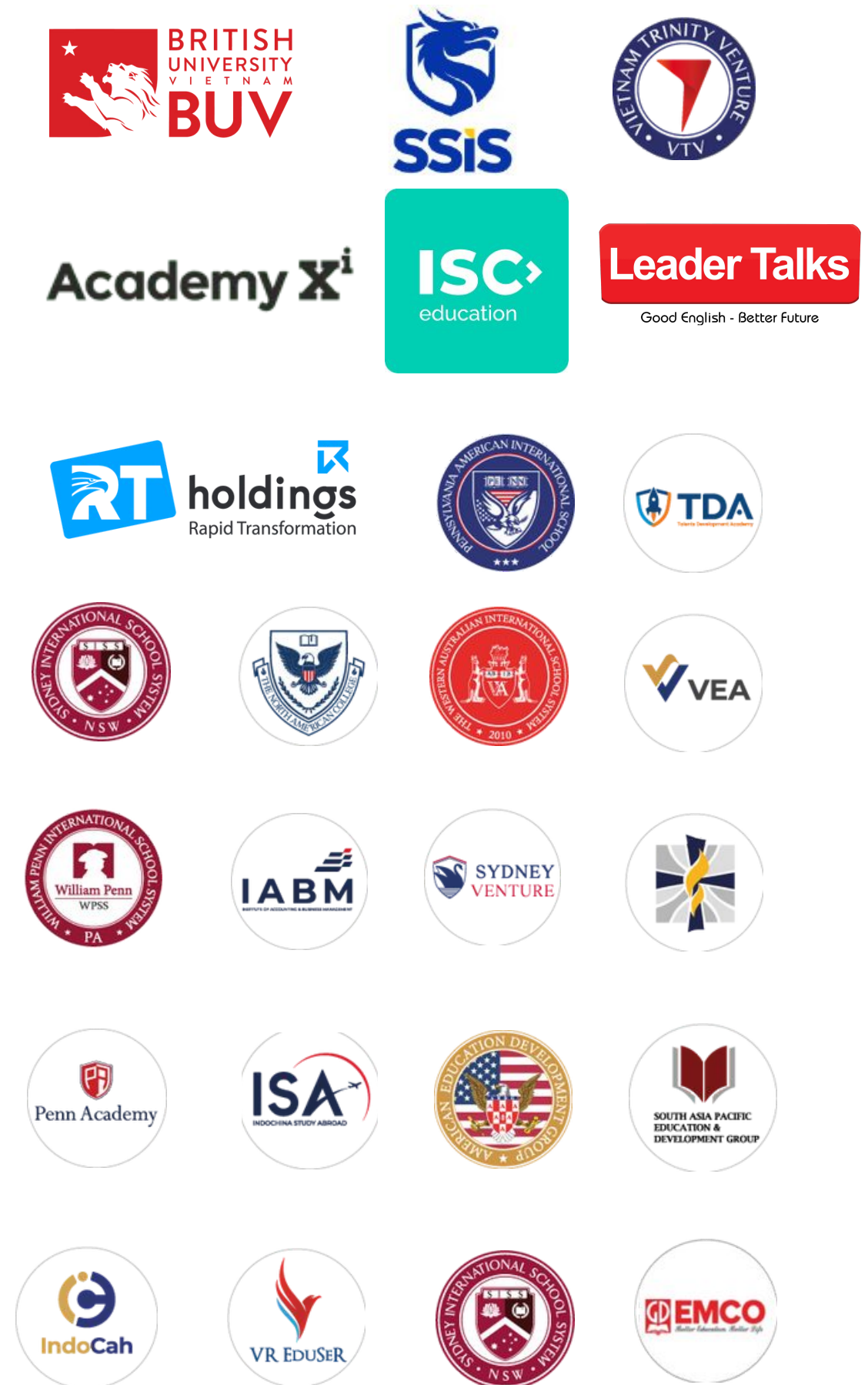# OUR CLOUD ERP FOCUS INDUSTRIES

MANUFACTURING

RETAILS & E-COMMERCE

SERVICES

EDUCATION

WHY BRINGING YOUR BUSINESS ON CLOUD?

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

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

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WHAT DOES IT MEAN BY BRINGING 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

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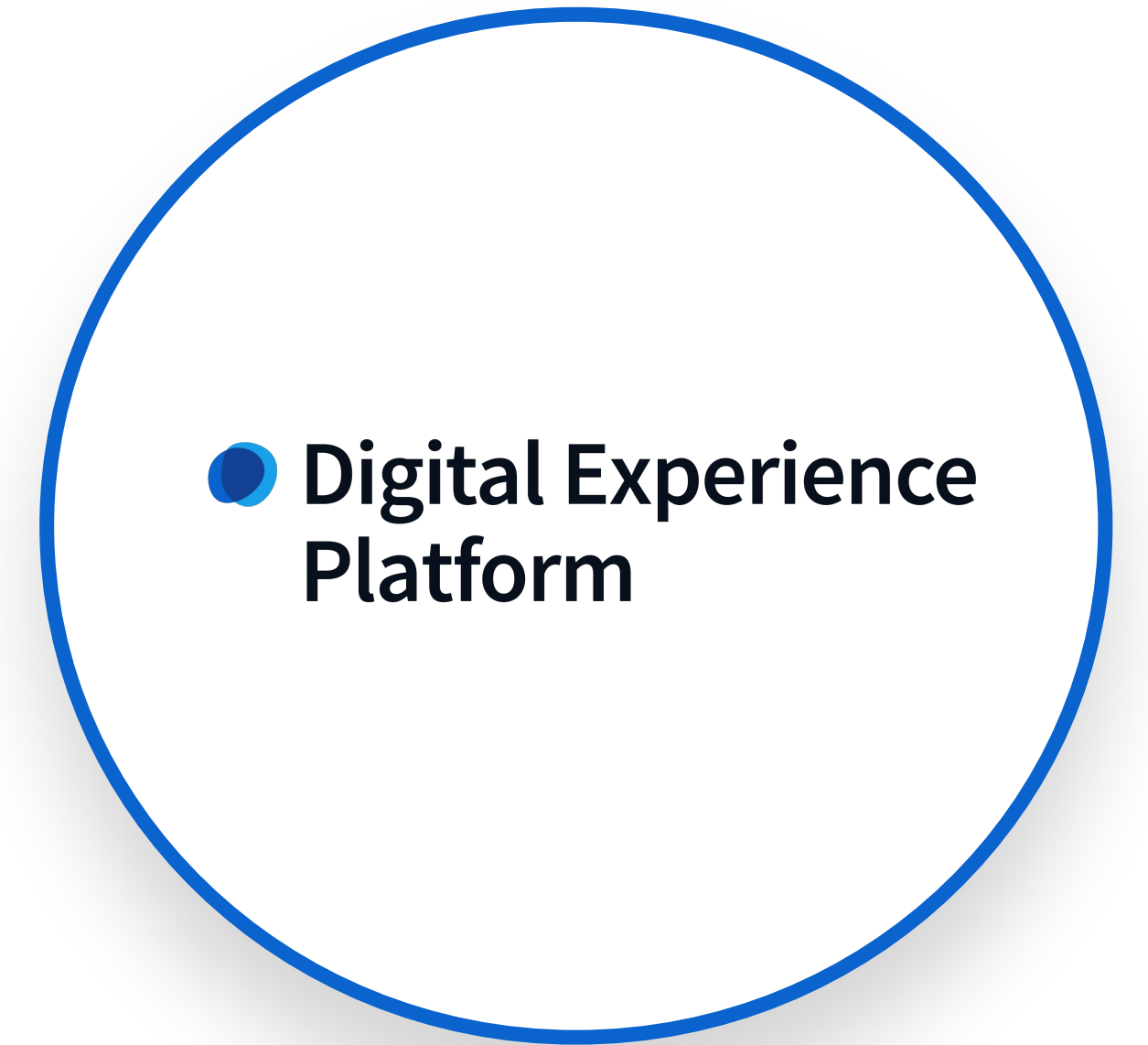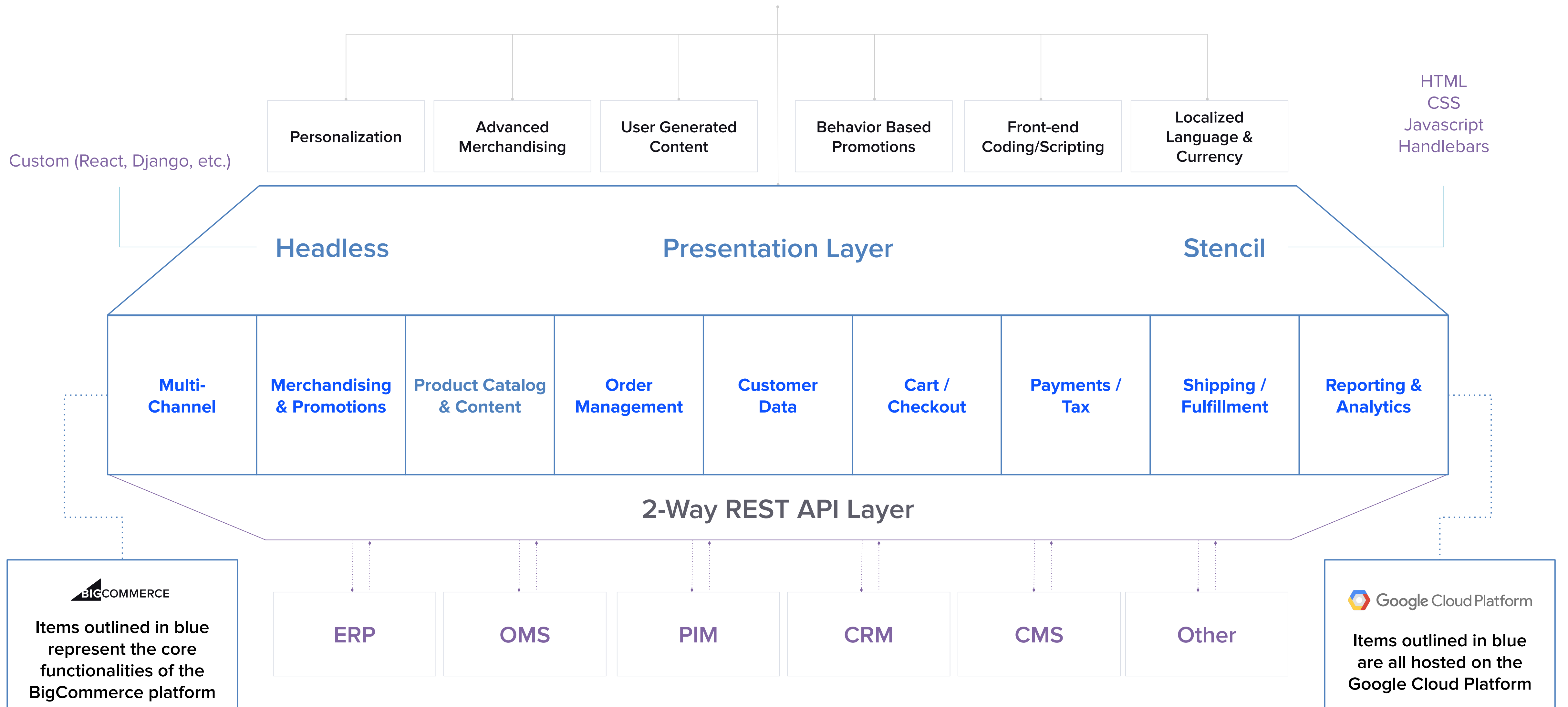1 workers + 50 GB + 1 Staging Env. = $82.0/month

Liferay Hosting

LXC
SaaS Offering

Digital Experience
Platform
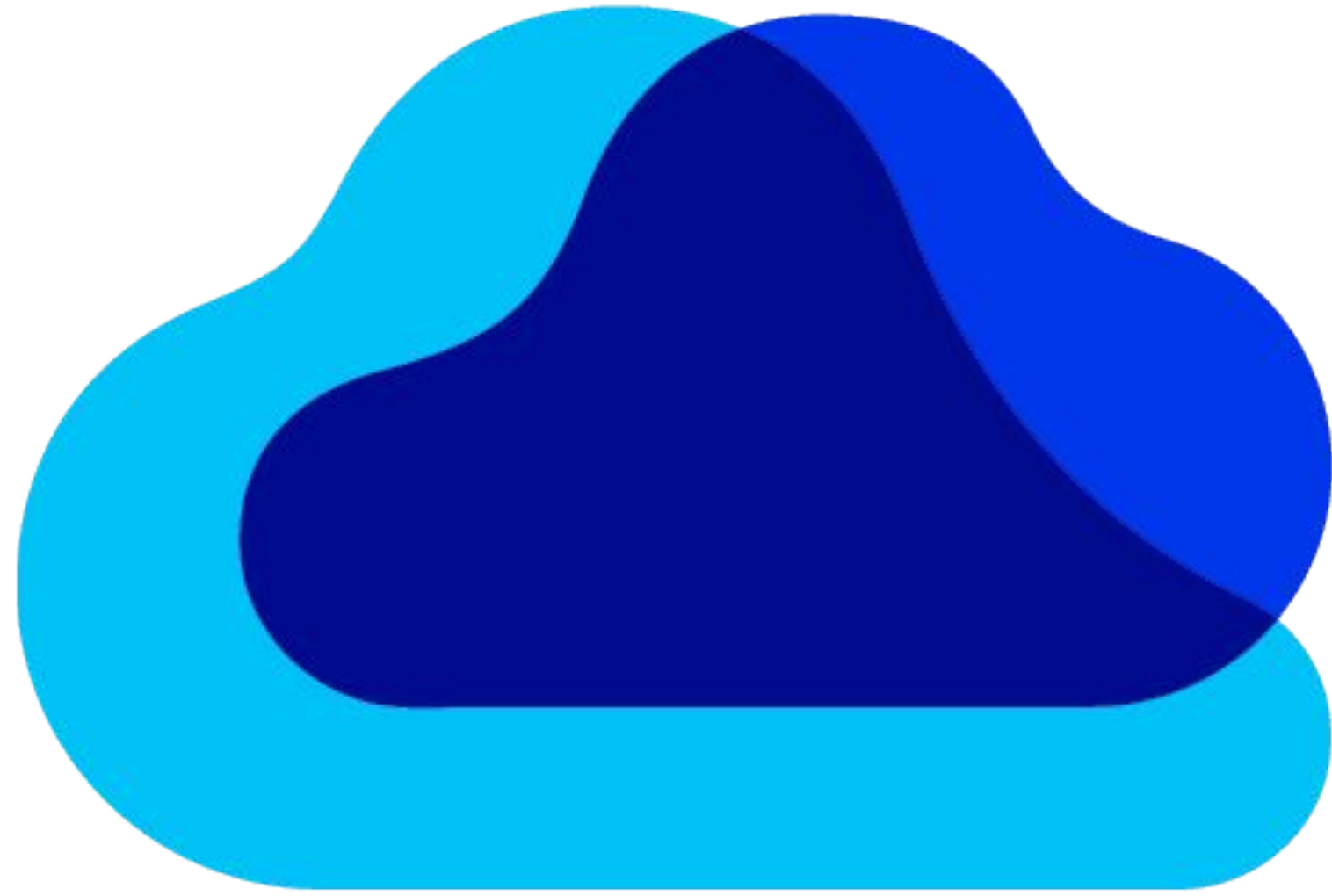
**LXC
Self Managed**
PaaS Offering

**DXP
Self Hosted**

Liferay

Open SaaS Platform

USER EXPERIENCE

Custom (React, Django, etc.)

Personalization	Advanced Merchandising	User Generated Content	Behavior Based Promotions	Front-end Coding/Scripting	Localized Language & Currency

HTML
CSS
Javascript
Handlebars

Headless **Presentation Layer** **Stencil**

Multi-Channel	Merchandising & Promotions	Product Catalog & Content	Order Management	Customer Data	Cart / Checkout	Payments / Tax	Shipping / Fulfillment	Reporting & Analytics

2-Way REST API Layer

BIGCOMMERCE

Items outlined in blue represent the core functionalities of the BigCommerce platform

ERP	OMS	PIM	CRM	CMS	Other

Google Cloud Platform

Items outlined in blue are all hosted on the Google Cloud Platform

We recognized these changes first and pioneered a fundamentally different, developer-first approach: Headless Commerce & "MACH"

We built an API-first platform in the cloud that gives customers unlimited flexibility across all sales channels

Buyer

Web
Watch
Mobile
Voice
Marketplaces
In-Car
POS
VR

CRM

ERP / Order Management

Warehouse Management

Business Intelligence

+ More

"MACH"-Approach

Our **cloud-based headless commerce** platform separates frontend and backend functionality so clients can create **seamless shopping experiences across all digital touchpoints/services.**

SDKs

IMPORT API

REST API / GraphQL

PIM

Scalable Redundant Storage

Scalable Stateless Service Layer

Google Cloud Platform

Items outlined in blue are all hosted on the Google Cloud Platform

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HOW TO LEVERAGE ON YOUR CLOUD ERP & EMBEDDED ANALYTICS TO BE MORE DATA DRIVEN?

What does it mean by Data-Driven?

When data is the primary resource for insights across every department in your organization you can make smarter-business decisions – this replaces decisions based on assumptions and "gut feeling".

Discovering new trends and pinpointing leaks in your customer funnel to act more effectively with data-driven insights into your entire customer journey.

Instilling trust and commitment for all members in your organization to collaborate fluidly with transparency based on shared metrics with data at their finger's tips.

Benefits of Data-Driven Decisions?

Making More Confident Decisions	When you can better understand the impact of your decisions – you will be more confident in making them.
Becoming More Proactive	Identify business opportunities, customer journey leaks, weakness in your product before they grow into serious problems.
Company Success & Longevity	A more agile organization that can pivot and maximize its resources will succeed
Awareness & Transparency	Keep everyone in your organization in the know, aware of company goals, customer satisfaction, etc.
Answer the Why	Gain a deeper insight into your customers journeys, identify funnel leaks and success points to drive acquisition
Identify New Revenues of Growth	Tying company insights into market trends can help discover new revenue streams

Building blocks for a Data-Driven Culture

LEADERSHIP   TRUST   COMMITMENT   METRICS   DATA LITERACY   TRAINING

What is Embedded Analytics?

Business App

Embedded Analytics

BI Software
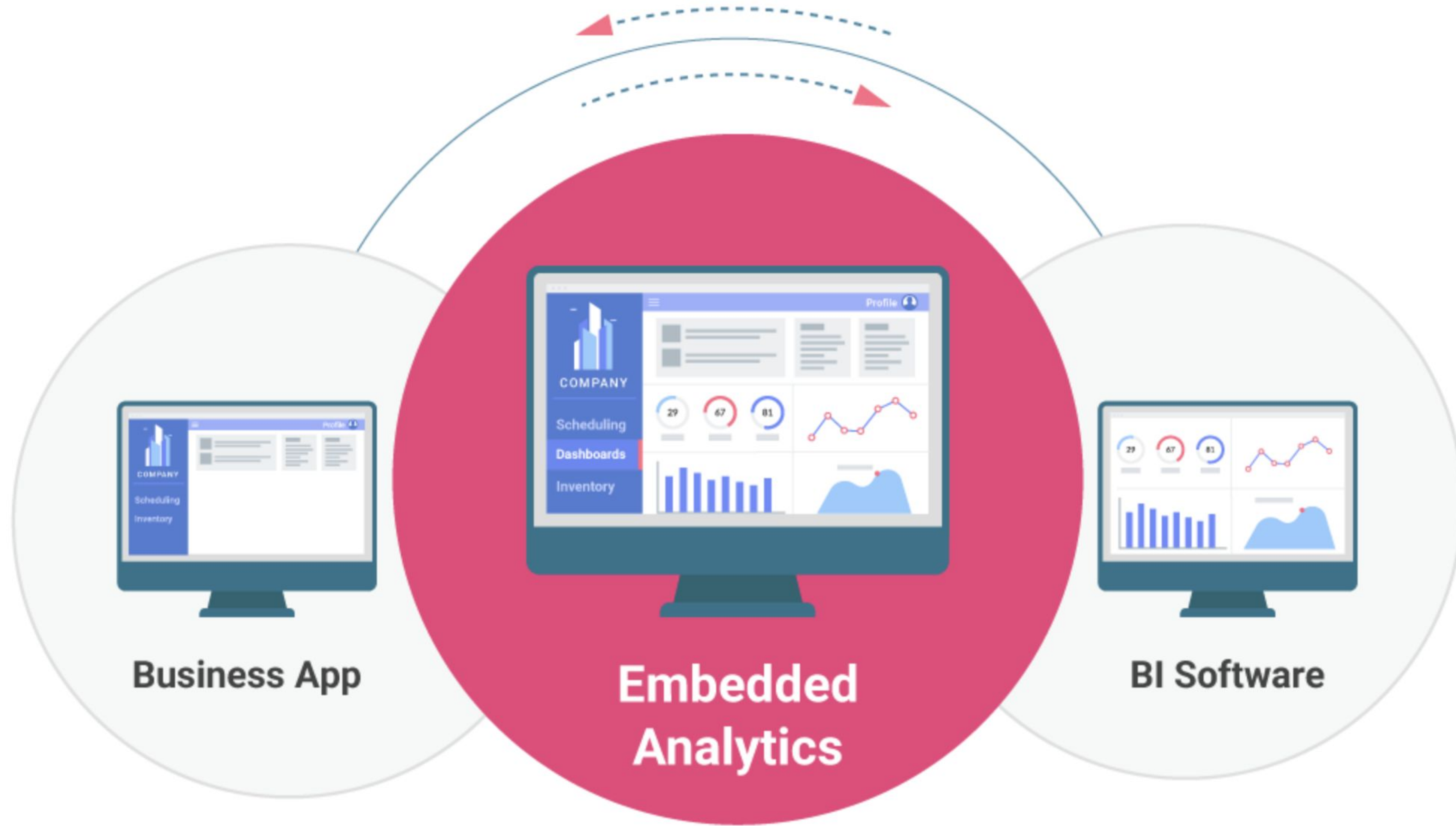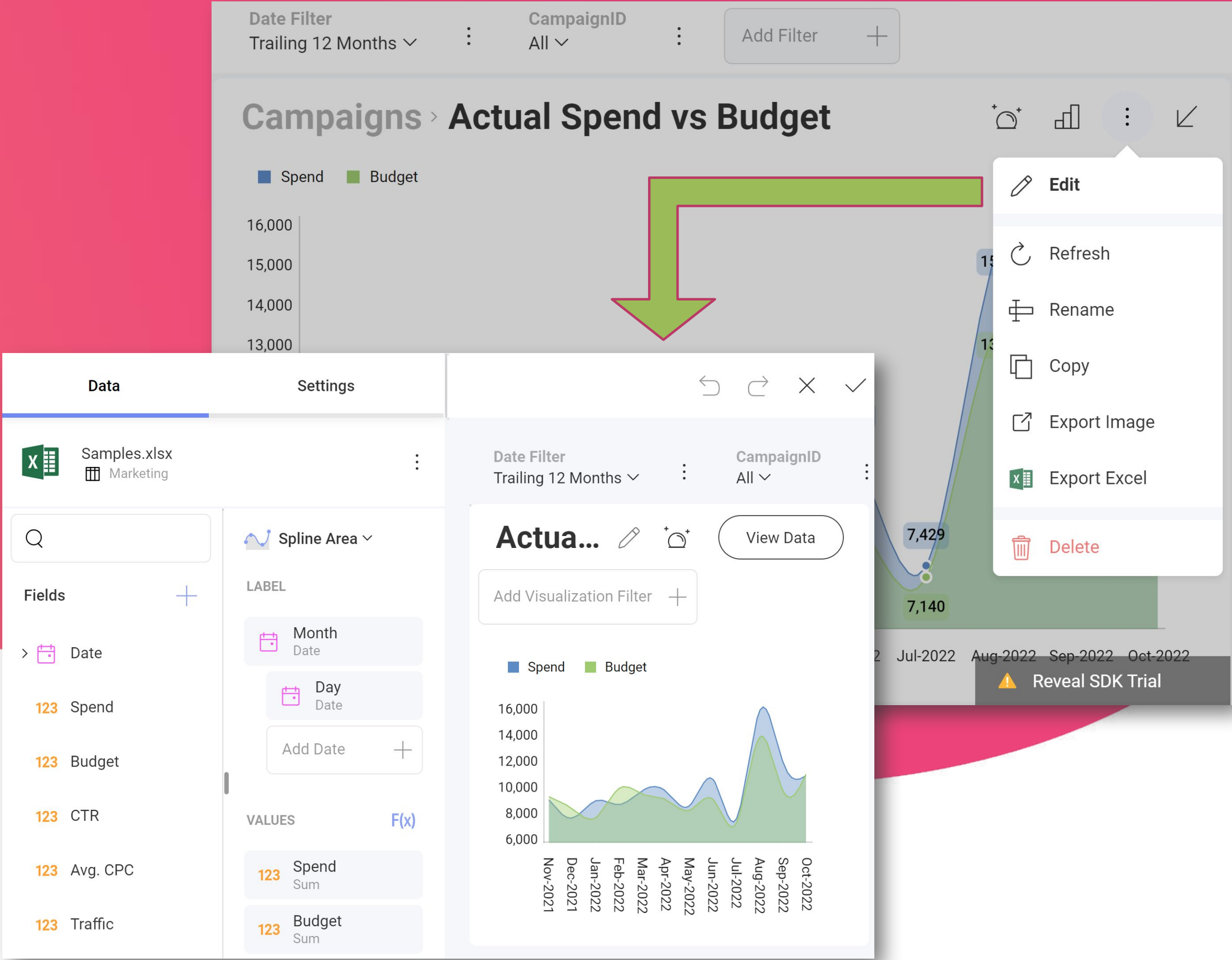
Lead Digital Transformation with Reveal

Purpose Built SDK for Embedding Analytics into Your Application

✓ Full-Featured Self-Service Dashboards & Modern Reporting

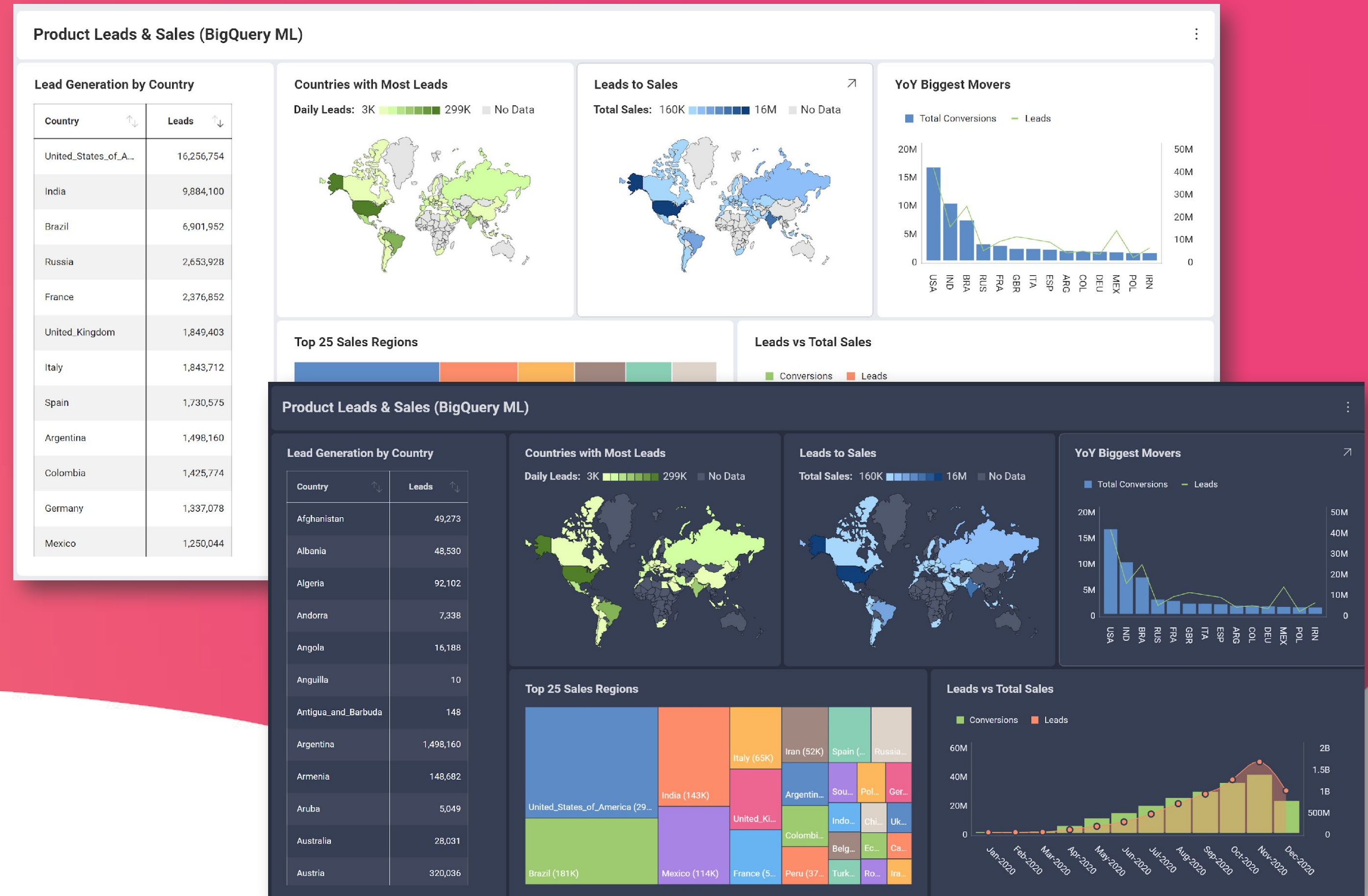✓ No Compromise – Total Control Over Features, Functionality with a Rich API

Lead Digital Transformation with Reveal

Skyrocket Customer Satisfaction with Ease of Use & Fast, Easy Access to Dashboards & Analytics

✓ Simple & Beautiful User Experience that Matches your Brand Experience

✓ Speed to Value – Implement & Deploy in Weeks, not Months

How Reveal SDK Works

- Reveal is an SDK, not a SaaS Application
- No Per-User / Per-Server Fee
- Connect to Dozens of Data Sources
- Deploy Anywhere, Just Like Your Apps
- Secure by Default in Your Security Context
- Rich Client & Server API

Embedding Reveal into Your Application

CLIENT

SERVER

- You Embed the Reveal Client component into your client application
- View, Edit, & Create Dashboards in a Self-Service Experience
- Localized to 13 Languages
- Use built-in themes or customize to your UX
- Configure User Settings with Client API

- Embed the Reveal Server Component into a new or existing application
- Server handles requests from the client, like serving up or saving dashboards and connecting & authenticating to data sources
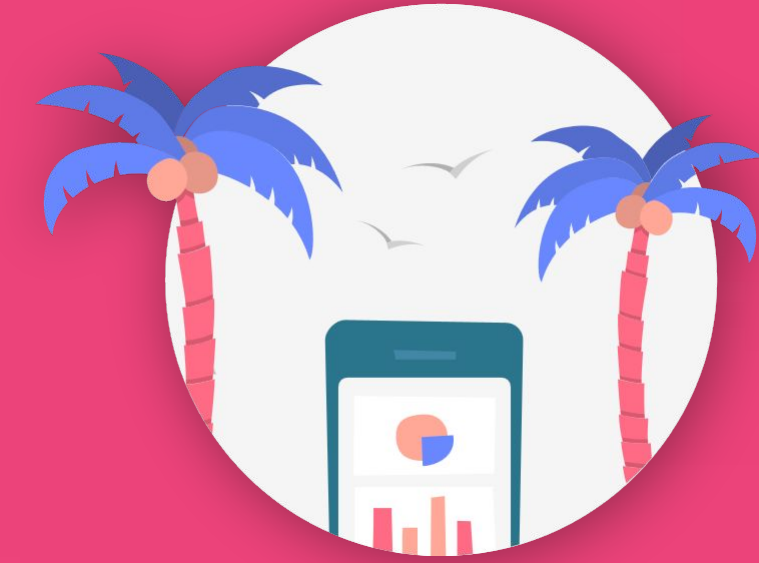- Override any API to customize dashboard handling on the server

Reveal odoo *Gold Partner*

Why Reveal is the Only Choice for Embedded BI
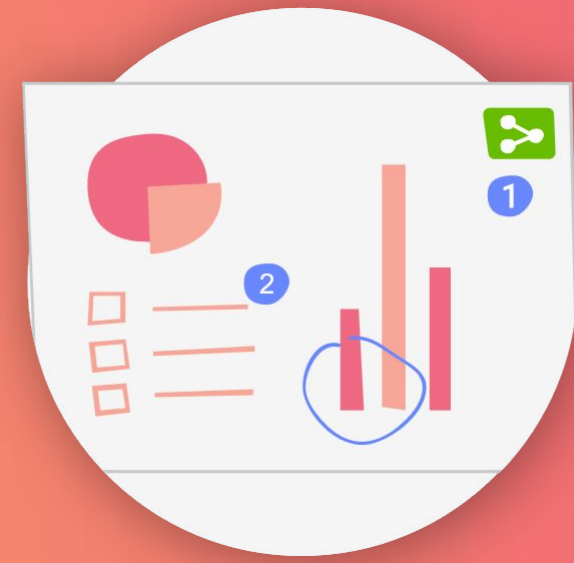
Simple & Beautiful Dashboards

Easy to Embed with Hardly any Code

Empower Self-Service in Your Apps

TẢI XUỐNG TÀI LIỆU
PHƯƠNG PHÁP TRIỂN KHAI CLOUD ERP
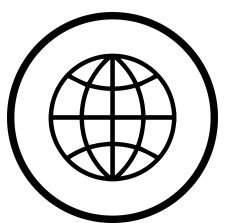
THANK YOU FOR YOUR LISTENING

KEEP IN TOUCH

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🌐 https://www.a1consulting.vn/