TRIA

Enterprise Resource Planning

Odoo CRM & ERP

Brochure

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WHAT WE DO

OUR CONSULTANCY PROCESS

ASSESSMENT

We perform an assessment of your organizations solution needs.

PROPOSAL

We present a recommendation on the best possible solution.

IMPLEMENTATION

We integrate the solution in your organization and with your partners.

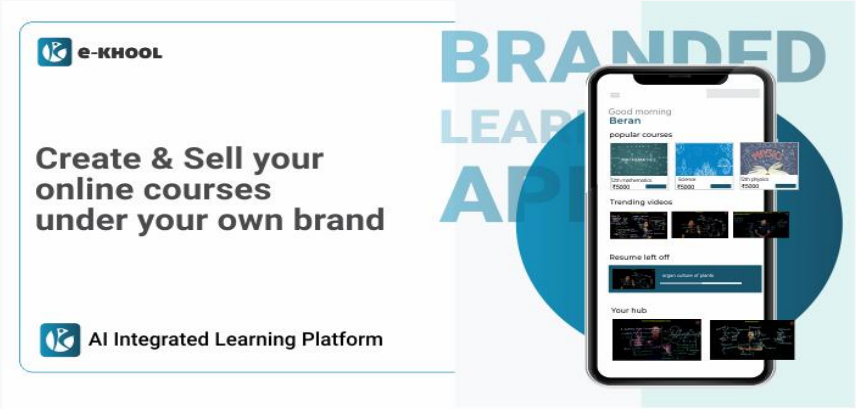
THIS IS HOW WE HELP YOUR BUSINESS MAKING THE BEST CHOICE:

- We boost performance with tailored consultancy, covering all steps from assessment to implementation.

We'll work closely with you to understand your business and to ensure the most optimal solution is selected.

WHAT WE DO

OUR SERVICES



We have the in-house expertise and experience to work as your trusted partner and exceed your IT challenges.

From specific technical issues to the big strategic questions for your business, we are ready to offer insight and action. Learn how our IT consultancy and design services are here to help you define and meet new technology challenges in your organization.

Odoo CRM & ERP Integration

Odoo ensures that you have what you need to manage your company, staff and customers – in one place.

Strengthen Your Institute via e-khool LMS Triple Booster

e-khool software is able to improve learners' experience by offering the patented technologies for advanced learning experience.

WHAT WE DO

SOLUTIONS WE INTEGRATE

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From specific technical issues to the big strategic questions for your business, we are ready to offer insight and action. Learn how our IT consultancy and design services are here to help you define and meet new technology challenges in your organization.

AI Augmented Exam Proctoring

To genuinely conduct the online examination through cutting edge and advanced AI methods by the auto credibility score computed based multi-featured auto evaluation tools.

e-KHOOL

To transform your E-Learning course into an interactive story by boosting emotional connectivity with visually fascinating multimedia contents and user friendly learning app.

To provide one-stop online solution for busy class schedules through live lecturing with multiple learners boosted by screen sharing and brand visibility options.

Purchase Management
E-Commerce
CRM
Shipping & Delivery
Sales & Marketing
Production Planning
odoo
ERP + CRM
All In One Management Software
Engineering
Maintenance
Manufacturing
Quality Management
Accounting
Inventory Management
Busine
Intellige

About Odoo CRM & ERP

Odoo is the "all-in-one" CRM solution

Odoo is an all-in-one management software that offers a range of business applications that form a complete suite of enterprise management applications targeting companies of all sizes.

The flexibility of Odoo is such that apps (CRM, billing, accounting, manufacturing, warehouse- and project management, and inventory) can be added according to the growth of your company.

Stay on top with Odoo

Get a quick overview of what's going on in your team. See when a colleague logs a call or send a quote. Share ideas and files in real-time and catch-up things you missed when you were.

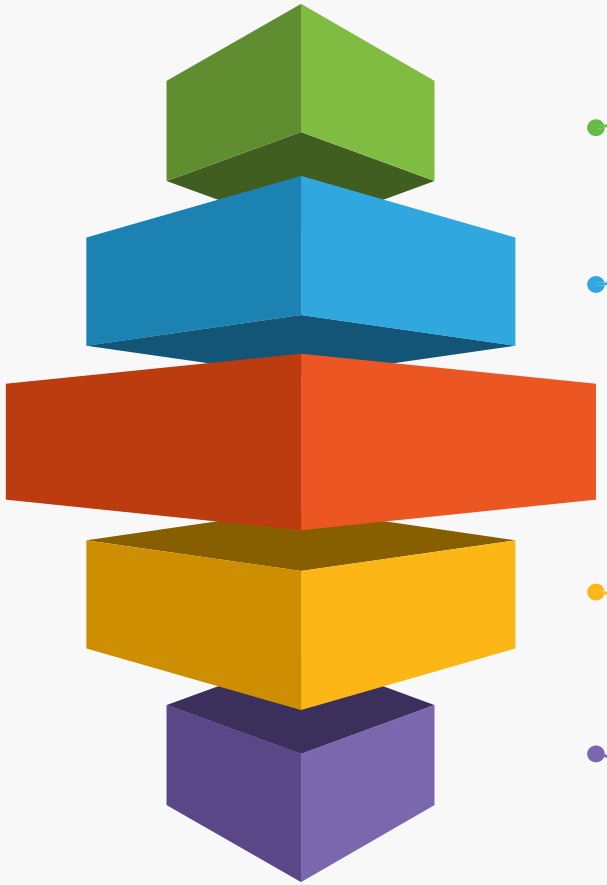
Main benefits you get by using Odoo in your business:

- Track leads, close opportunities, get accurate forecasts – and sell more efficiently.
- Send quotes in a few clicks. Convert quotes to sales orders and invoices from the same screen.
- Odoo covers all your business needs in a one-
- stop solution. No more painful integrations.

Odoo is comprehensive suite of business applications including: **CRM, Sales, Order Management, Accounting, Finances, Purchase, Warehouse Management, Production, Human Resources, Payroll Accounting, Project Management, Business Intelligence, CMS, E-commerce, and many more modules are available.**

ABOUT ODOO CRM&ERP

Odoo Modules



CRM, SALES/PURCHASE MANAGEMENT

Convert opportunities into quotes in just a few clicks. Get a complete overview of the customer history.

ACCOUNTING & REPORTING

Follow expense records across the company to keep an eye on costs and to ensure targets and budgets.

HR & PROJECT MANAGEMENT

Schedule your teams across projects taking holidays into

account. Plan ahead for upcoming projects with forecasts.

MARKETING & SOCIAL MEDIA

Boost leads acquisition and nurturing with Odoo's marketing apps: Email Marketing, Events.

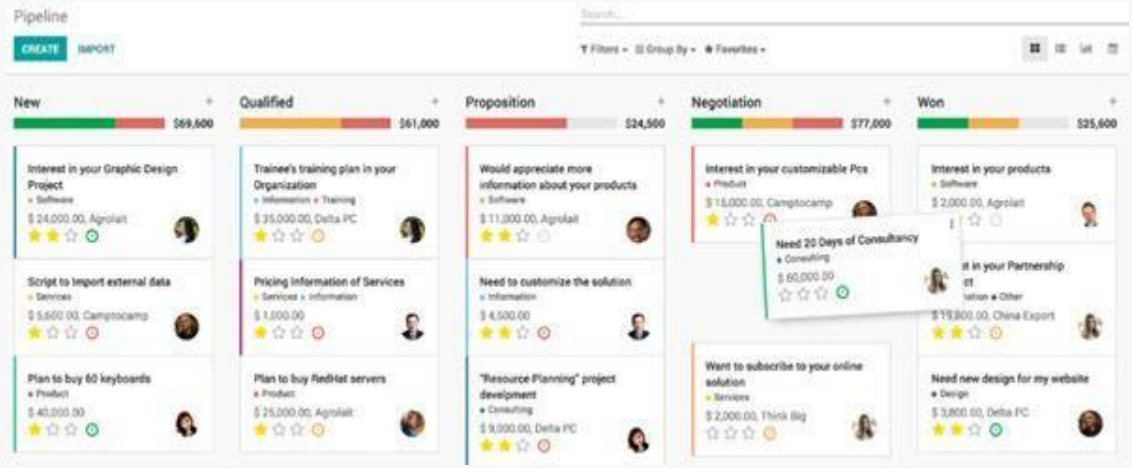
WAREHOUSE & INVENTORY

Get product availabilities information right into the quotation.

Trigger delivery orders and check delivery status from the order.

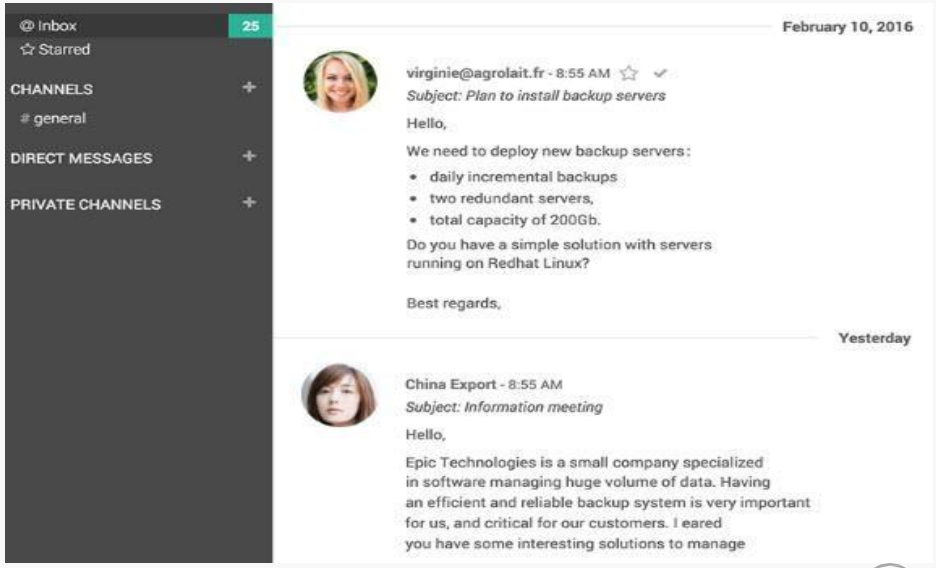
ABOUT ODOO CRM & ERP

Odoo Features (CRM)



Stay connected to your customers

With real-time messaging to enhance collaboration. Get a quick overview of what's going on in your team. See when a colleague logs a call or send a quote. Share ideas and files in real-time and catch-up things you missed when you were away.



The real customer centric CRM - track leads, close opportunities and get accurate forecasts

Use actionable data to make better decisions. Get the insights you need to make smarter decisions. Design custom dashboards to get a picture of your business at a glance. Dig deeper with real-time reports and flow charts that anyone can create and share. **With Odoo CRM, you keep all the information about leads and customers in a single place. It's great and effective.**

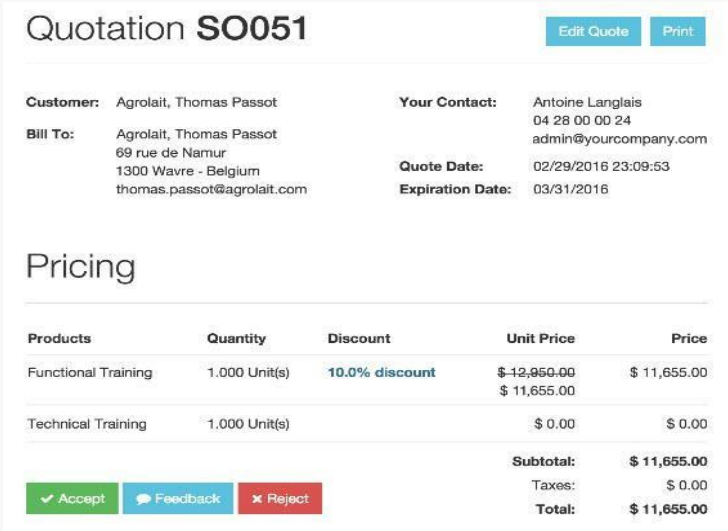
Odoo Features (Sales)

Real-time overview - easily review your performances & next activities

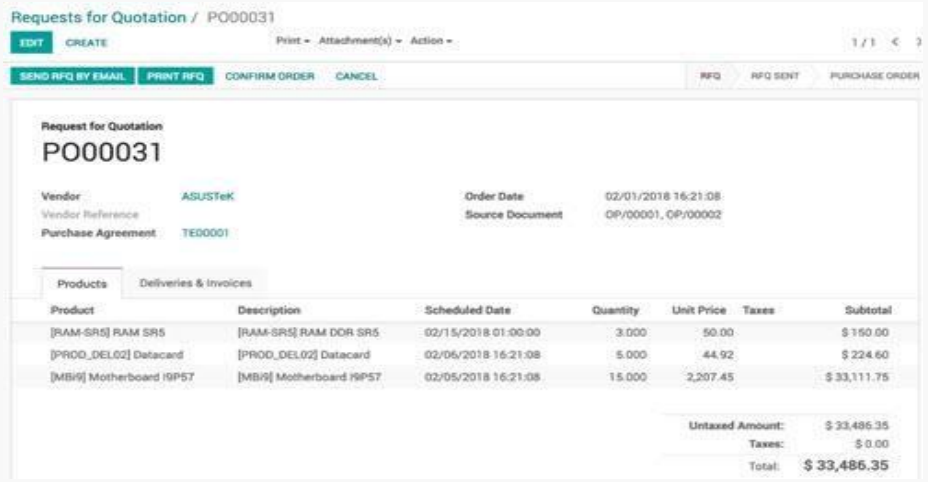
Know exactly how you perform compared to your monthly targets. Organize your work based on your scheduled next actions. You can also schedule activities based on your sales scripts: calls, meetings, mailing, and quotations. With Odoo CRM, you keep all the information about leads and customers in a single place. **It's great and effective.**

Sell more with clean quotations, sell faster with electronic signatures

Professionally showcase your products and services. Send clear and complete quotations to your prospects. Convert quotations into sales orders with a single click, or let the customer sign off on it with a simple electronic signature.

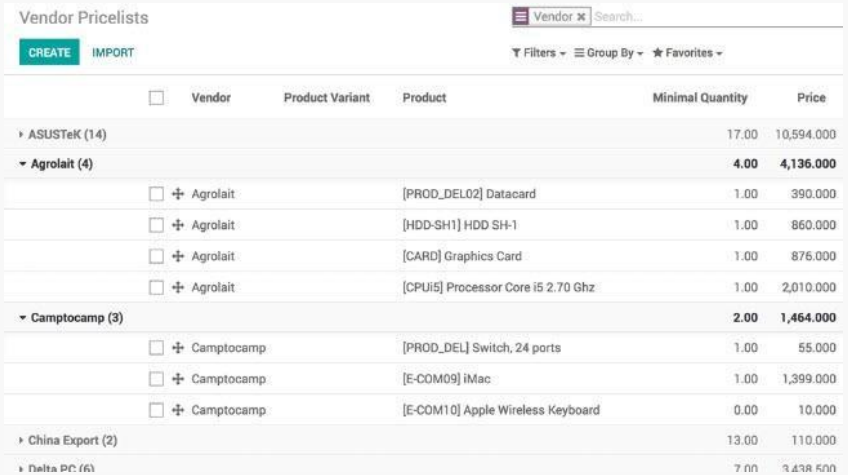


Odoo Features (Purchases)



Make smart purchase decisions using the best prices

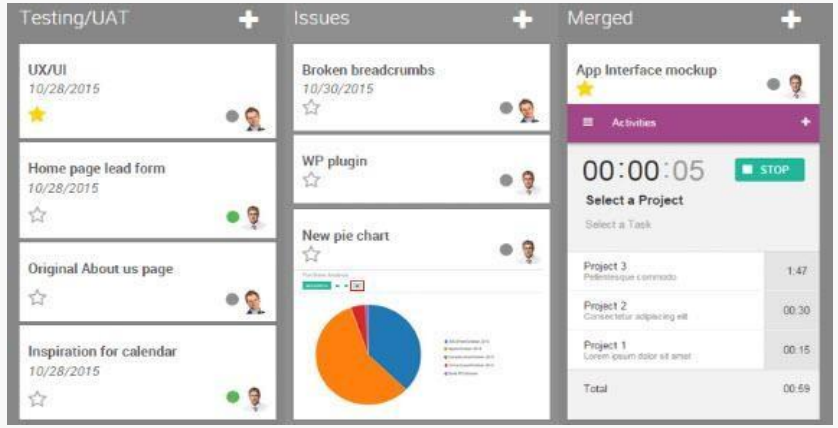
Use suppliers' price lists and references to make smarter purchase decisions based on promotions, quantities and special contract conditions. Keep track of a product availability in your supplier's stock and check your order status. You can even base your sales price on your supplier's prices.



Automatically send RfQs to your suppliers based on your stocks levels

Automate your purchasing workflow. Improve your purchase and inventory performance with procurement rules depending on stock levels, logistic rules, sales orders, forecast manufacturing orders, etc. Select different replenishment methods for each product depending on your manufacturing and delivery strategies.

Odoo Features (Projects)

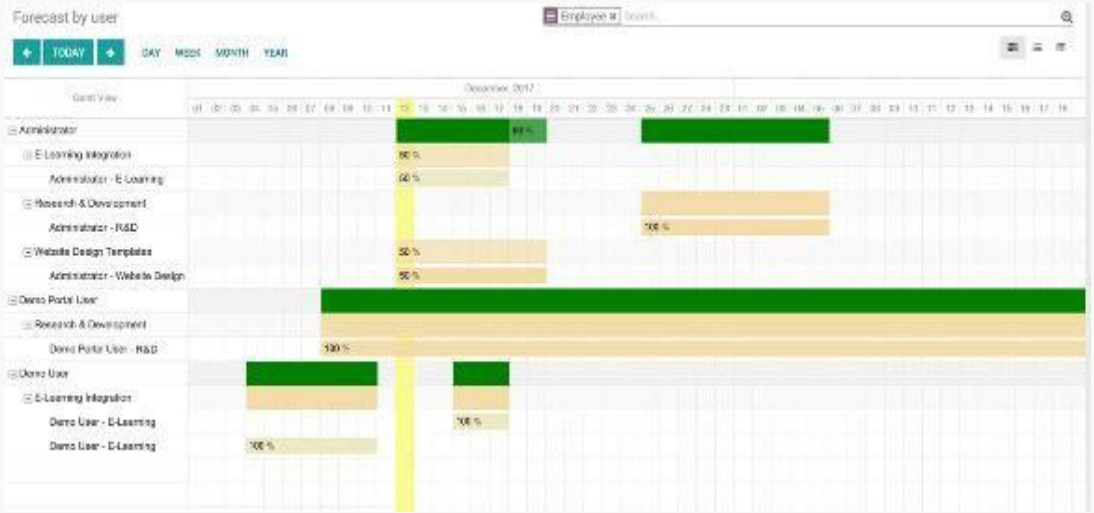


Harness the power of visual information - flexible project management made easy

Simplify your processes and enhance employees collaboration. Break down your project in bite-sized tasks and assign them to your team for improved collaboration. Create customized stages for each project to simplify your workflow overview and increase overall project efficiency.

Forecast needs and resources, keep track of deadlines and progress of your projects

Schedule your teams across projects taking employees' holidays into account. Plan ahead for upcoming projects with forecasts based on comparable projects and estimate deadlines more accurately. Compare forecasts with real timesheets for increased profitability.



Odoo Features (HR)

- Leaves
- Allocations
- Timesheets
- Attendances
- Appraisals
- Recruitments
- Expenses

Track time and attendance

Keep track of the employee hours worked and sort by project, client, or tasks. Weekly or monthly timesheets with optional attendance tracking. Easily access statistics to record and analyze timesheets as well as check each employee's attendance. Integrated accounting automatically posts reports based on time spent in projects providing real-time data.

Successfully manage your employees – centralize all your HR information.

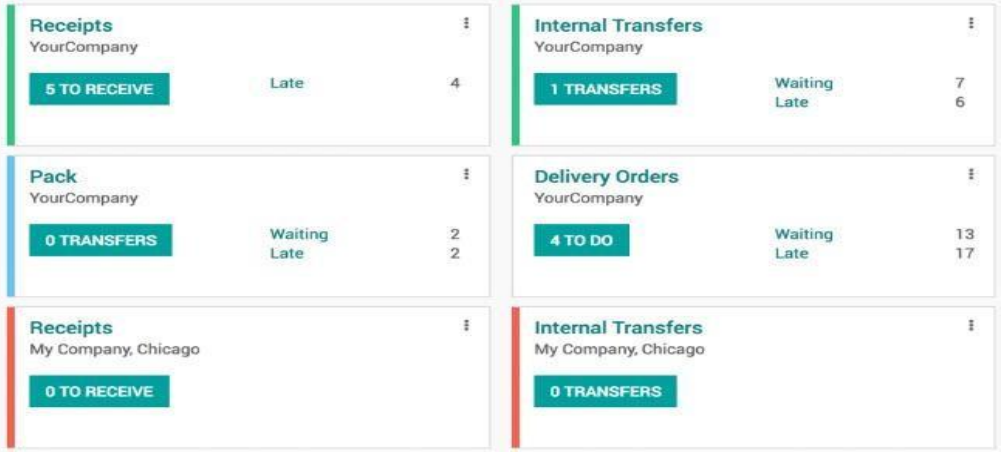
Oversee all important information for each department at a glance. Restrict visibility of sensitive information to just HR managers, or make other information public for all employees to see such as employee directory.Receive alerts for any new leave requests, allocation requests, applications, appraisals, **and more.**

Employees / Pieter Parker / Timesheets

IMPORT SAVE DISCARD

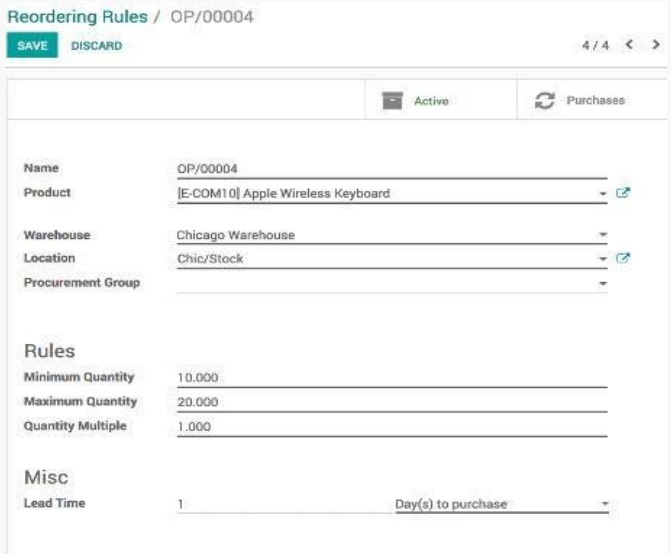
Date	Employee	Description	Project	Task	Time (Hours)
02/14/2018	Pieter Parker	Support & Minor bug fixes	E-Learning Integration	Deploy and review	00:00
02/11/2018	Pieter Parker	Coding and module testing	Research & Development		03:00
02/11/2018	Pieter Parker	Delivery and maintenance	Research & Development	User interface improvements	01:00
02/11/2018	Pieter Parker	Design and specification	Research & Development		01:00
02/11/2018	Pieter Parker	Integration and system testing	Research & Development	Social network integration	01:00
02/11/2018	Pieter Parker	Requirements analysis	Research & Development		02:00
02/14/2018	Pieter Parker	Research & Design	Website Design Templates	Create new components	02:30
02/14/2018	Pieter Parker	Specification writing	Website Design Templates	Basic outline	01:00

Odoo Features (Warehouse)



Less stock and no stockouts with fully automated replenishment

Track every stock move with Odoo's unique double-entry inventory system. Use order points and automated RFQs to make your supply chain more efficient than ever. Track every stock move from purchase to warehouse bin to sales order.



Better organize your warehouse with the smart double entry inventory system

Improve performance and process time. Get the most efficient stocking method and improve all your internal operations. Odoo's double-entry inventory has no stock input, output or transformation. Instead, all operations are stock moves between locations. **Maximize your warehouse efficiency with Odoo.**

About Odoo CRM & ERP

Why should you choose Odoo?

Odoo offers a wealth of functionalities with over a 1000 modules that can be deployed to meet your business needs. Odoo is actively being developed and supported by the community and the stack of functionality continues to increase. Finding an ERP system that has the functionality you require is important.

Odoo is based on a technology stack that is modern and up-to-date. These technologies continue to be developed and adapted to the latest paradigms, and so is Odoo.

Another improvement with an integrated system such as Odoo is the availability of on demand and up-to-date reports that could take days, weeks, or months to produce in other circumstances. Often companies make the mistake to see an ERP system as a cost center and fail to see the potential for these improvements.

Odoo is not only an easy to use software, it also highly flexible. Odoo can be tailored to fit your company's specific business requirements. In a highly competitive and fast changing world, companies like yours need to constantly push and innovate to keep pace with changing business scenarios. This can only be achieved with the right tools.

Top 5 reasons for using the Odoo CRM & ERP solution in your business:

- **Easy to learn and use**
- **Modern and up-to-date user interface**
- **Comprehensive integrated functionality**
- **Can be customized and tailored to your needs**
- **Cost-efficient license pricing and low TCO**

Odoo is a "one-stop" solution for your business!

Questions about Odoo

1 Which other cost do I have to consider for the implementation of Odoo?

The basic installation of the system is included in the service cost. Other implementation costs such as configuration, employee training, data migration, detailed adaptation, development will vary depending on the size of the implementation and the usage of the system. **Get in touch with us for a detailed quotation.**

2 Can Odoo be integrated with other third-party systems and solutions?

Yes, in our **live demo section** you can test such an integration between **Odoo and Power BI Analytics**. Our implementation team has already made connections to well known systems such as **Magento, Amazon, EBay, WooCommerce, PayPal, QuickBooks Accounting, MailChimp**, and many more.

3 How long does it generally take to complete the implementation of Odoo?

Implementations with default modules can take somewhere between **1 to 2 months**, this will vary depending on the type of business and on a "case to case" basis. Another part of the Odoo implementation is the customization – this is the part where the estimation solely depend on the modifications you want.

4 Can I access Odoo from a mobile device when I'm out of the office?

Yes, with the **Odoo Mobile** app you can access messages, contacts, notes, orders, track your inventory, manage your meetings at your fingertips and you can use them anywhere to keep watch on your business.
Odoo Mobile is a native mobile application **available for Android and iPhone.**

GET IN-TOUCH

CONTACT US

To learn more about our service offerings and industry expertise, or to have one of our consulting professionals contact you directly – you can get in touch with us using the channels listed below.

ADDRESS: Lingo Tower, 11th Floor, Bole Medhanialem, Addis Ababa,
Po.Box 1110, Ethiopia

EMAIL: info@Tria Trading WWW: www.triaplc.com

Thanks for your attention!