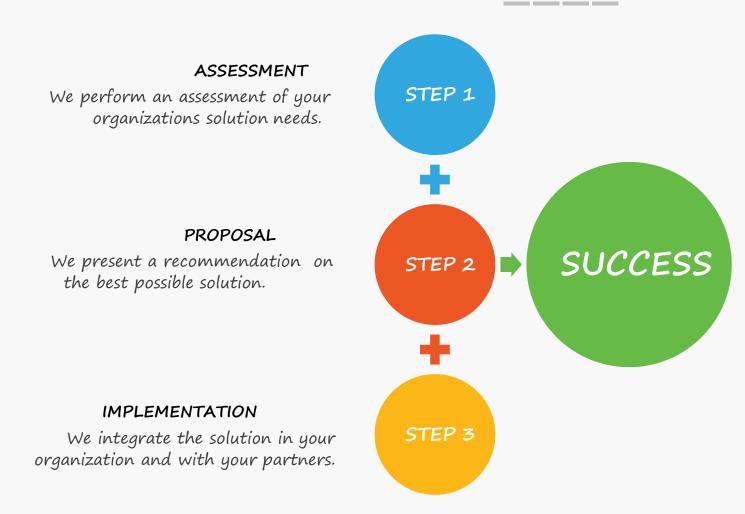


Odoo CRM & ERP Brochure

© Copyright 2023. Tria Trading PLC. All rights reserved.

OUR CONSULTANCY PROCESS



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

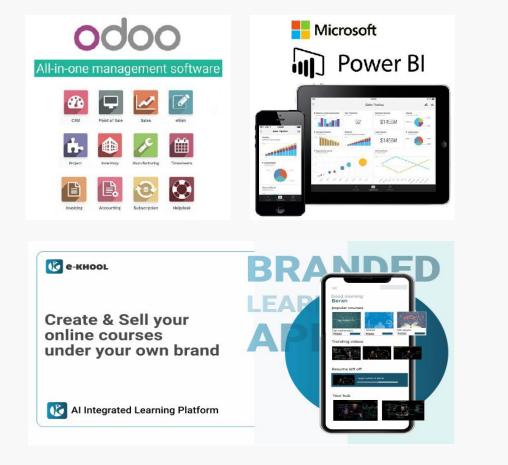
We boost performance with tailored consultancy, covering all steps from assessment to

implementation.

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



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

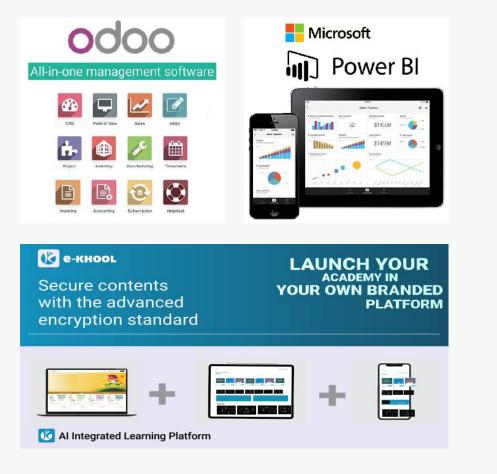
Strengthen Your Institute via e-khool LMS Triple Booster

Odoo ensures that you have what you need to manage your company, staff and customers – in one place. e-khool software is able to improve learners' experience by offering the patented technologies for advanced

 \bigcirc

learning experience.

SOLUTIONS WE INTEGRATE



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.

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.



5



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.

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. 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.

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.

BOOST YOUR SALES





Sales

CRM POS INTEGRATE YOUR SERVICES





Project Timesheets

STREAMLINE YOUR OPERATIONS



Inventory

MANAGE YOUR FINANCE



MRP

Purchase







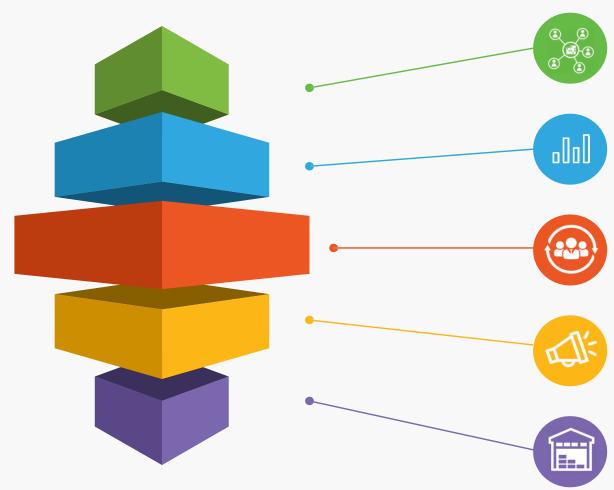
Marketing Automation

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.

www.triaplc.com



ABOUT O DOO CRM&ERP Odoo Features (CRM)

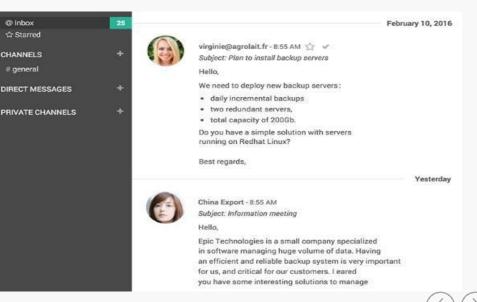
ipeline		beet.		
CREATE IMPORT		Y Filters - III Group	by - 🗰 Favorites -	[1] = 1
ew +	Qualified +	Proposition + 524,500	Negotiation *	Won 525,600
Interest in your Graphic Design Project I schware I 24.000.00, Appoint III III IIIIIIIIIIIIIIIIIIIIIIIIIIIII	Trainer's training plan in your Organization • Interment + Training \$35,000,00, Data PC ♦ ☆ ☆ ⊘	Would appreciate more information about your products is finitewer S11,000, 00, Aprolait たかのためのののののののののののののののののののののののののののののののののの	Interest in your customizable Pos + freduit 第15,000.00; Cangstocking 会会会。 Need 20 Days of Consultan + Consultan	at in your Partnership
Script to Import external data Services \$ 5,600 (0), Camptocamp 會 合 ☆ 〇	Pricing Information of Services	Need to customize the solution = Information \$4,500.00 ★ ★ ① ②	t 60,000.00 순순한 전 (O	TTRECO.DO. Ohine Export
Plan to buy 60 keyboards • Protect 8 40,000,00 • 12 2 0	Plan to buy RedHat servers + Protest \$25,000,00, Aprolet ★ Ω Ω Ω	Thesource Planning" project development • Creating \$ 9,000.00, Defini PC • C O	Want to subscribe to your online solution • Brinkers 5 2,000 00, Think Big 12 12 12 10	Need new design for my withsite • Design \$ 3,800,00, Delta PC • • • • • • • • •

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.

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.



ABOUT O DOO CRM&ERP 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.

Customer:	Annalati 7	l'homas Passot	¥	r Contact:	Antoine La	- toto
customer:	Agroiait, i	momas Passor	100	ir Contact:	04 28 00 C	
Bill To:	Agrolait, 1 69 rue de	Thomas Passot			admin@yo	urcompany.com
		rre - Belgium	Que	ote Date:	02/29/201	6 23:09:53
	thomas.pa	assot@agrolait.com	Exp	iration Date:	03/31/201	6
Pricir	ng					
	ng	Quantity	Discount	U	nit Price	Price
Products		Quantity 1.000 Unit(s)	Discount 10.0% discou	nt \$-1	2,950.00	Price \$ 11,655.00
Products		00 8878 Tractoria	and the second second second	nt \$-1		
Products Functional T	raining	00 8878 Tractoria	and the second second second	nt \$-1	2,950.00	
Products Functional T	raining	1.000 Unit(s)	and the second second second	nt \$ 1 \$ 1	2 ,950.00 1,655.00	\$ 11,655.00
Products Functional T Technical Tr	raining	1.000 Unit(s)	10.0% discou	nt \$ 1 \$ 1	2,950.00 1,655.00 \$ 0.00	\$ 11,655.00 \$ 0.00

Tria Trading

ABOUT ODOO CRM&ERP Odoo Features (Purchases)

CREATE	Print - Attachment(s) -	Adios =				1/1 <
END REQ BY EMAIL PRINT REQ	CONFIRM ORDER CANCEL			REQ	REQ SEN	T PURCHASE OF
Request for Quotation						
P000031						
Vendor ASUS	Tek	Order Date	02/01/20	18 16:21:08		
Vendor Reference		Source Document	000 100000	1, OP/00002		
		source bocument	09700001	1,09300002		
Purchase Agreement TE000	001	source occurrent	09/0000	1,09300002		
	001	Source Locument	0970000	, 09700002		
		Source Locament	09/0000			
Purchase Agreement TEDOC		Scheduled Date	Quantity		Taxes	Subtotal
Purchase Agreement TEDOC Products Deliveries & Ir	tvoices					Subtotal \$150.00
Purchase Agreement TEDOC Products Deliveries & In Product	nvoices Description	Scheduled Date	Quantity	Unit Price		
Purchase Agreement TEDOC Products Deliveries & In Product [RAM-SR5] RAM SR5	nvoices Description [RAM-SRS] RAM DDR SR5	Scheduled Date 02/15/2018 01:00:00	Quantity 3.000	Unit Price 50.00		\$ 150.00
Purchase Agreement TEDOC Products Defiveries & Ir Product [PAM-Sh5] PAM-Sh5] [PAM-Sh5] PAM-Sh5] Pam-Sh5] [PADO_DELC2] Datacard [Ph/Si7] Onlocation (Ph/Si7)	Invoices Description [RAM-SRS] RAM DOR SR5 [PROD_DEL02] Datacard	Scheduled Date 02/15/2018 01-00-00 02/05/2018 16-21-08	Quantity 3.000 5.000	Unit Price 50.00 44.92 2,207.45		\$ 150.00 \$ 224.60 \$ 33,111.75
Purchase Agreement TEDOC Products Defiveries & Ir Product [PAM-Sh5] PAM-Sh5] [PAM-Sh5] PAM-Sh5] Pam-Sh5] [PADO_DELC2] Datacard [Ph/Si7] Onlocation (Ph/Si7)	Invoices Description [RAM-SRS] RAM DOR SR5 [PROD_DEL02] Datacard	Scheduled Date 02/15/2018 01-00-00 02/05/2018 16-21-08	Quantity 3.000 5.000	Unit Price 50.00 44.92 2,207.45		\$ 150.00 \$ 224.60

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.

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.

CREATE IMPORT				▼ Filters - ≡ Grou	ip By 🚽 🖈 Favorites 🗕	
		Vendor	Product Variant	Product	Minimal Quantity	Price
ASUSTeK (14)					17.00	10,594.000
+ Agrolait (4)					4.00	4,136.000
	- 4	+ Agrolait		[PROD_DEL02] Datacard	1.00	390.000
	- 4	+ Agrolait		[HDD-SH1] HDD SH-1	1.00	860.000
	- +	+ Agrolait		[CARD] Graphics Card	1.00	876.000
	- +	+ Agrolait		[CPUi5] Processor Core i5 2.70 Ghz	1.00	2,010.000
• Camptocamp (3)					2.00	1,464.000
	- 4	+ Camptocamp		[PROD_DEL] Switch, 24 ports	1.00	55.000
	- +	 Camptocamp 		[E-COM09] iMac	1.00	1,399.000
	- 4	+ Camptocamp		[E-COM10] Apple Wireless Keyboard	0.00	10.000
China Export (2)					13.00	110.000
Delta PC (6)					7.00	3 438 500



ABOUTO DOO CRM&ERP Odoo Features (Projects)

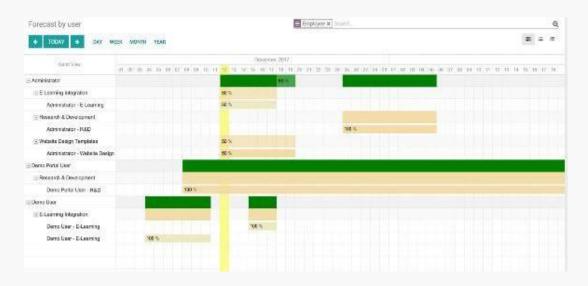
UX/UI 10/28/2015		Broken breadcrumbs 10/30/2015		App Interface mockup	• 9
*	• 9		• 9	E Activities	•
Home page lead form 10/28/2015		WP plugin ☆	• 9	00:00:05	STOP
合	• 9	New pie chart		Select a Task	
Original About us page			• 9	Project 3 Petenteugue commodo	1:47
습·	• 👷			Project 2 Consectetur adiplacing elit	00.30
Inspiration for calendar 10/28/2015			E Malfred Heart (19) Registration of the Provide Association (19) E Malfred Associa	Project 1 Lorem pour dolor sit small	00.15
				Total	00:59

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.





ABOUT O DOO CRM&ERP Odoo Features (HR)



Leaves
Allocations
Timesheets
Attendances
Appraisals
Recruitments
Expenses

Successfully manage your employees – centralize all your HR information.

Tria Trading

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**.

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.

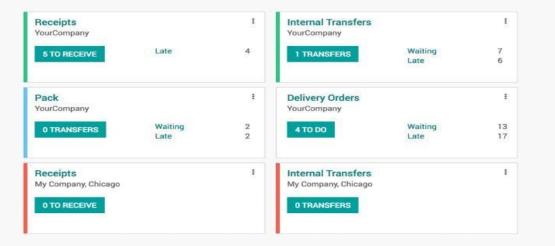
	SAVE	DISCARD		τ Filters + \equiv Group By + $+$ Favorites	ŝ		8	1-878	s)
Date		Employee	Description *	Project		Task		Time ()	Hours)
02/14/20	018 -	Ploter Parker	+ Support & Minor bug fit	es E-Learning Integration	- 3	Deploy and review	- 18		00.00
02/11/20	18	Pieter Parker	Coding and module test	ing Research & Development					03:00
02/11/20	18	Pieter Parker	Delivery and maintenan	ce Research & Development		User interface improvements			01.00
02/11/20	18	Pieter Parker	Design and specificatio	n Research & Development					01:00
02/11/20	18	Pieter Parker	Integration and system	testing Research & Development		Social network integration			01:00
02/11/20	18	Pieter Parker	Requirements analysis	Research & Development					02:00
02/14/20	18	Pieter Parker	Research & Design	Website Design Template		Create new components			02.30
02/14/20	18	Pieter Parker	Specification writing	Website Design Template		Basic outline			01:00



13

About Odoo CRM & ERP

Odoo Features (Warehouse)



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.

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.

		Active	C Purchas	986
Vame	OP/00004			
Product	[E-COM10] Apple Win	eless Keyboard	×	C
Warehouse	Chicago Warehouse			
.ocation	Chic/Stock		-	Ø
Procurement Group				
Rules				
Minimum Quantity	10.000			
Maximum Quantity	20.000			
Quantity Multiple	1.000			

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 <u>5 reasons</u> 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!



About Odoo CRM & ERP Questions about Odoo

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.



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: <u>www.triaplc.com</u>

Thanks for your attention!

