Whole Company Meeting

Odoo -- Dec 8, 2016

Fabien Pinckaers • Founder

2016

An Amazing Year!

Like all the years at Odoo :)

82%

Odoo Enterprise MRR Growth
(78% in Billing)

81%

Of our billing is **recurring.**
What a switch in the business model!

885 People enrolled in Odoo eLearning
(launched 2 months ago: training.odoo.com) Reviews (2) ★★★★★

odoo academy

Odoo Functional

taught by Pascal Bohon

□� 42 Videos   8 Quizzes   4 PDFs   ☁ 1 Download

Course Curriculum

INTRODUCTION   25:30

Introduction exercise book 📄

Creating an Odoo Online Database (*) □◁

Odoo Basics : Discuss & Calendar (*) **FREE** □◁

Course description

1. **Purpose of the Training**

   The purpose of this 'Odoo functional' training is to enable students,partners and clients to understand how Odoo works in his different modules and being able to explain it to third parties.

2. **Training Objectives**

1m+ Visits on website per month

Présentation de l'audience   7 nov. 2016 - 7 déc. 2016

Vue d'ensemble

Sessions

50 000

25 000

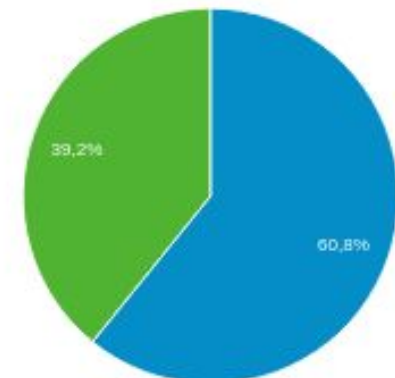8 nov.   15 nov.   22 nov.   29 nov.

Sessions
1 076 516

Utilisateurs
490 738

Pages vues
3 823 306

Pages/session
3,55

Returning Visitor   New Visitor

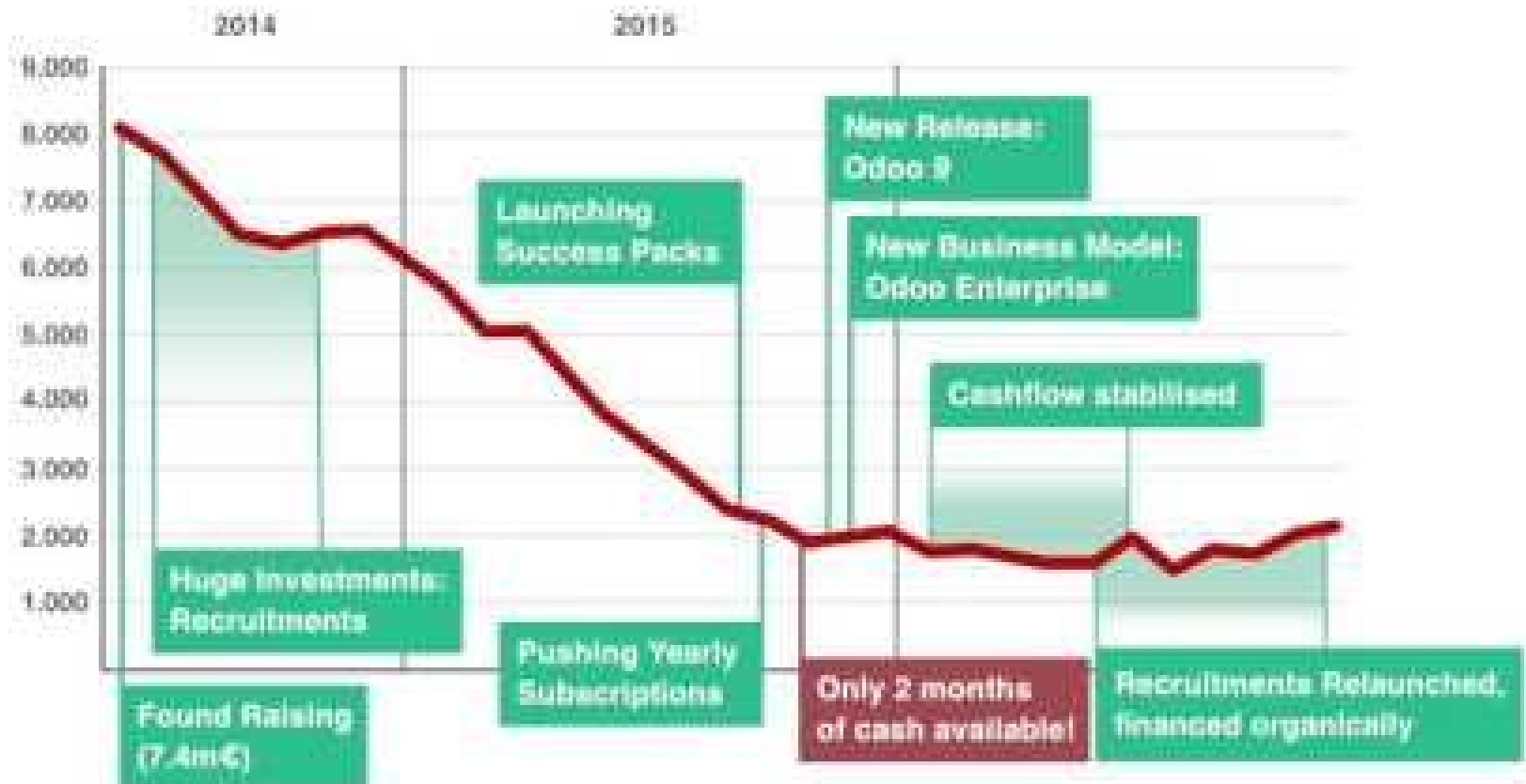39,2%

60,8%

1m Downloads on Docker

In 2014, **we raised 7.4m€**.

The Excel business plan looked like that: burn money the first 2 years, to boost revenues in the mid-term, and become break-even again.

The challenge: if you don't invest fast enough, you get late; if you don't grow revenues fast enough, you get bankrupt.

Here is what we did:

Cash position

- 2014
- 2015

Found Raising (7.4m€)

Huge Investments: Recruitments

Launching Success Packs

Pushing Yearly Subscriptions

New Release: Odoo 9

New Business Model: Odoo Enterprise

Only 2 months of cash available!

Cashflow stabilised

Recruitments Relaunched, financed organically

$2m

Last Month (Nov) Billing!
Includes **81% recurring**.

Operating Expenses: $1.3m
→ net cash: +$700k / month

→ our salespeople are killing it!

we are

Break-Even

since 12 months

50% Increase in billings
While lowering expenses!
→ What kind of company does that? (Odoo is a monster)

	YTD Nov-15	YTD Nov-16
Billing	8,836	13,243
Operating Expenses	12,934	12,900
Operating Income	-4,098	343

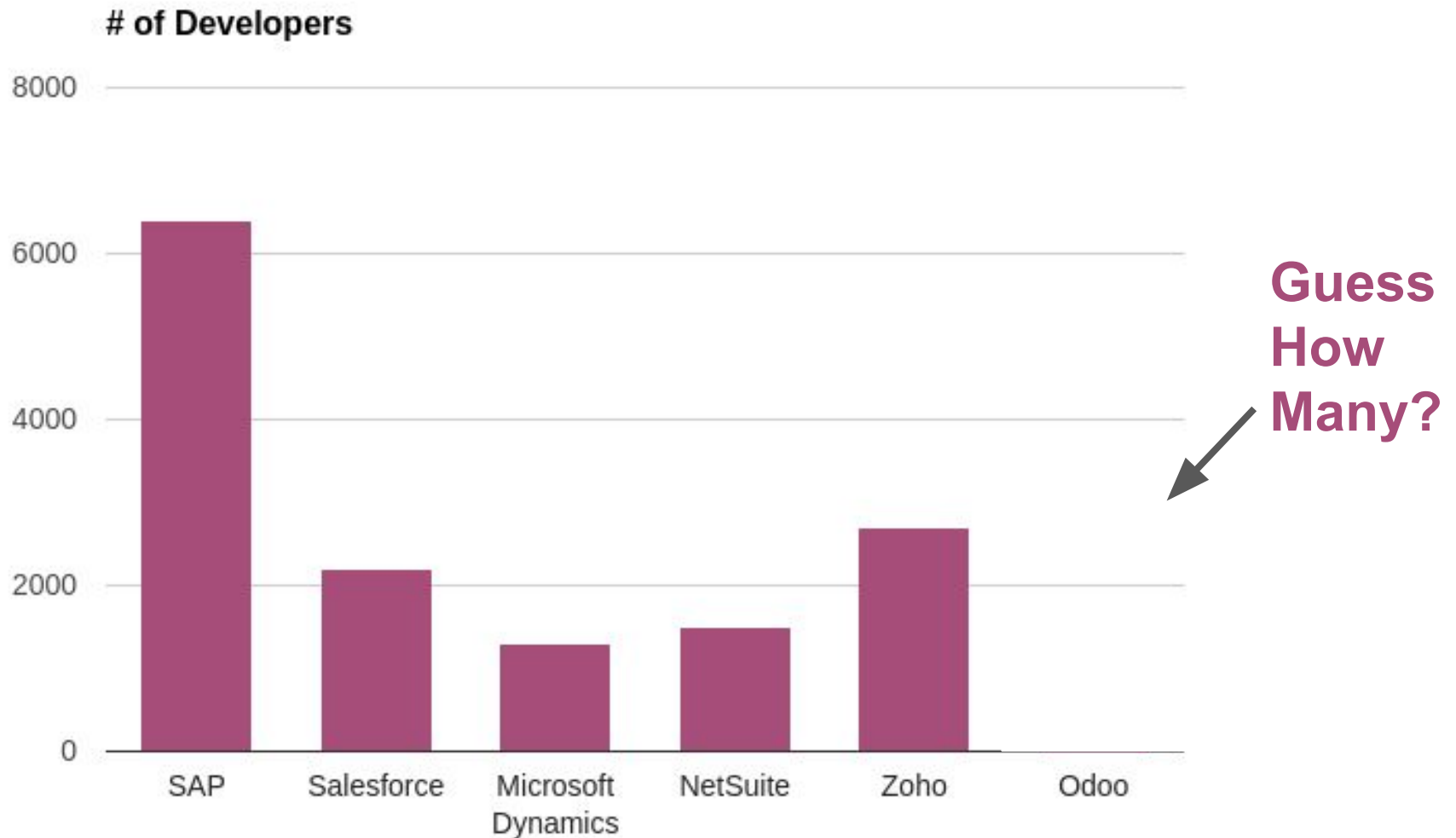We can be

Proud of Our People

and their achievements
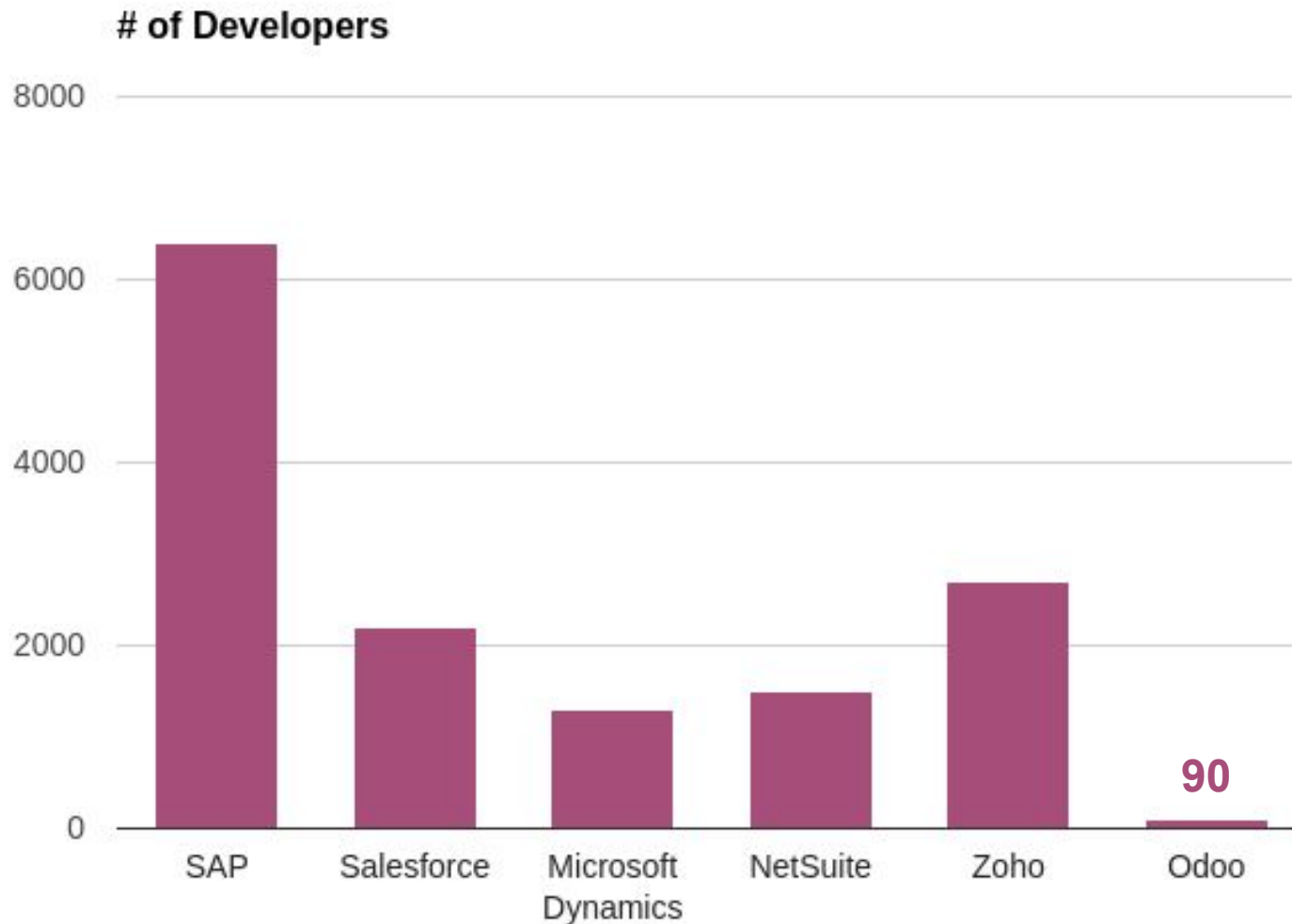
Thank you!

and we help a lot of people:

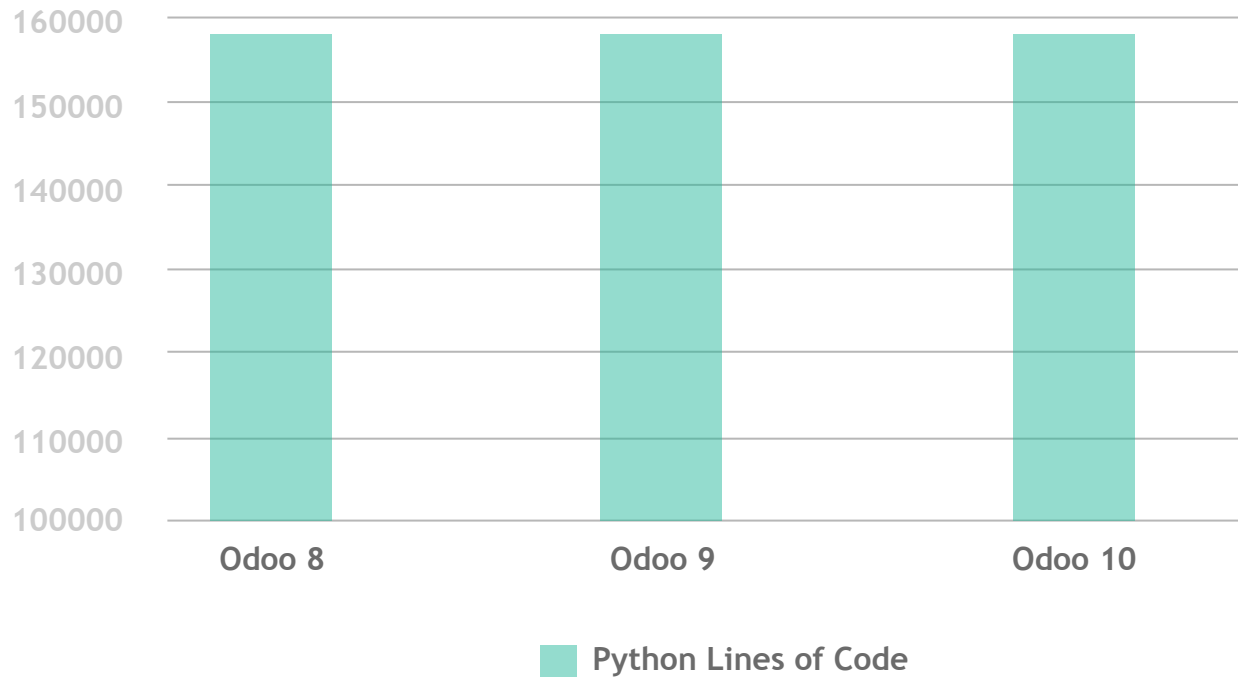**Cfr Tweets**

R&D

A small team doing a huge impact

# of Developers

Bar chart showing number of developers:
- SAP: ~6400
- Salesforce: ~2200
- Microsoft Dynamics: ~1300
- NetSuite: ~1500
- Zoho: ~2700
- Odoo: ~0

Guess How Many?

R&D

A small team doing a huge impact

# of Developers

Each Version Has Tons of New Stuff

But the code size does not increase...

→ **we beat competition because of the code quality!**

Python Lines of Code

and we help a lot of people:

Cfr Tweets

Odoo Roadshows

Odoo 10 Roadshow

Started 5 weeks ago. Stats of firsts events:

City	Date	Registrations
Bangkok	Oct 27	184
Jakarta	Oct 29	556
Coimbatore, India	Nov 10	105
Melbourne	Nov 13	120
Sydney	Nov 15	151
Managua	Nov 15	122
Brisbane	Nov 16	60
Ciudad de Panamá	Nov 17	173
Tegucigalpa	Nov 22	182
Toronto	Nov 22	90
Montréal	Nov 24	173
Montevideo	Nov 29	161
Shanghai	Nov 30	329
Gent	Dec 07	118
Singapore	Dec 08	158

Bangkok	280 att.	Jakarta	274 att.	Sydney	151 att.

Panama	173 att.	Coimbatore	105 att.	Montreal	173 att.

Shangai	329 att.	Singapore	180 att.	Gent	118 att.

What's new in India?

Last month, I was in India

1000+ Full Time Odoo Devs

Just in Gujarat!

Imagine how many jobs created world wide...

Gujarat

What's new in India?

- ☑ Launching **Offshore development services**

- ☑ Launching **Odoo Online** for Indian market

- ☑ **34 recruitments** last month, 20 more todo

- ☑ **Great teams & managers**

- ☑ **New offices** & HR policies

New Indian Homepage

What's new in U.S.?

59%

Growth! ($1.5m → $2.4m YTD)
Both SF & NY teams are amazing.

Next year growth will be
huge, since we recruited
a lot lately.

+ All electronic billboards in downtown San Francisco (40)

What's coming in the Jan 2nd release?

(saas-14)

January 2: release

- ☑ Studio: new version + automated actions
- ☑ Usability improvements: settings, on boarding…
- ☑ Lots of MRP improvements
- ☑ Coupons, Website Less/CSS Editor
- ☑ New Dashboards: Sale
- ☑ Next Activities Improvement
- ☑ Services companies: improvements
- ☑ 3-way Matching (vendor payments)
- ☑ Clean l10n_mx (thanks Vauxoo!)

Conclusion?

Conclusion?

As we started to massively invest/recruit again, **2017 is gonna be huge,** in terms of challenges, product & company evolution.

Get ready to crush all numbers. Again.

Thank you.

#odoo