

# Introducing Odoo 9

Fabien Pinckaers, Founder

# WEBSITE BUILDER

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# WEBSITE BUILDER

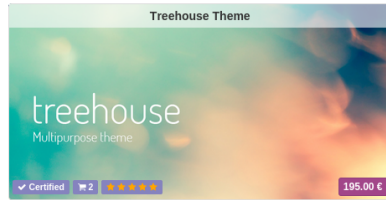
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- ✓ New WYSIWYG Editor
- ✓ Versioning
- ✓ New Building Blocks
- ✓ Form Builder
- ✓ Customization Tools
- ✓ A/B Testing
- ✓ Multi-Website

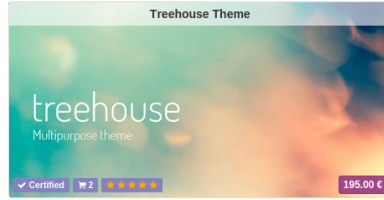
# Themes

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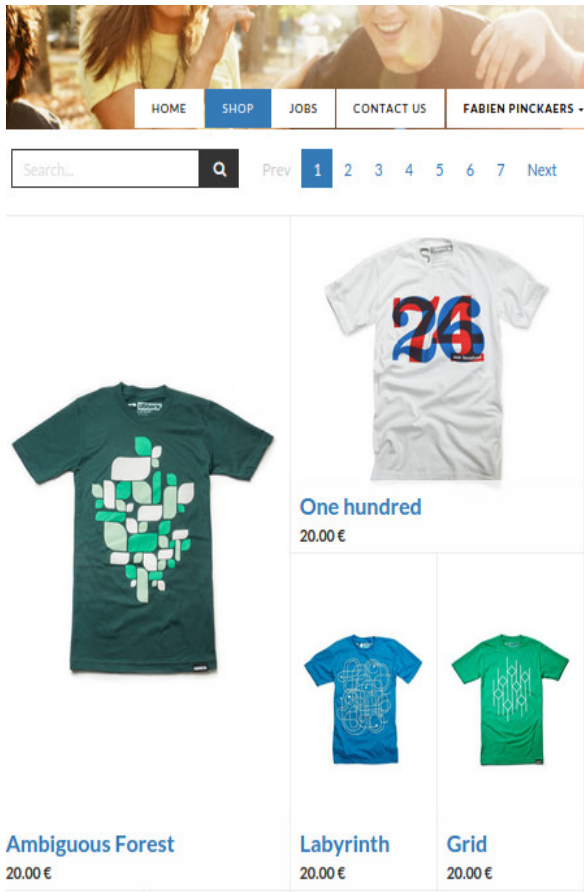
# Themes

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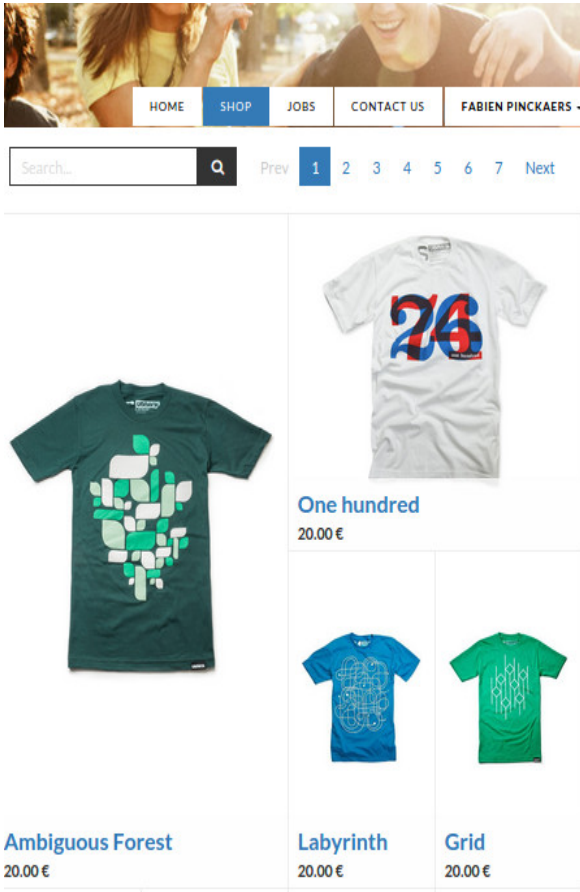
- ✓ Ready-to-use
- ✓ Customizable
- ✓ Lots of Building Blocks
- ✓ Dynamic features
- ✓ Blogs & eCommerce
- ✓ Themes Store

# E-COMMERCE



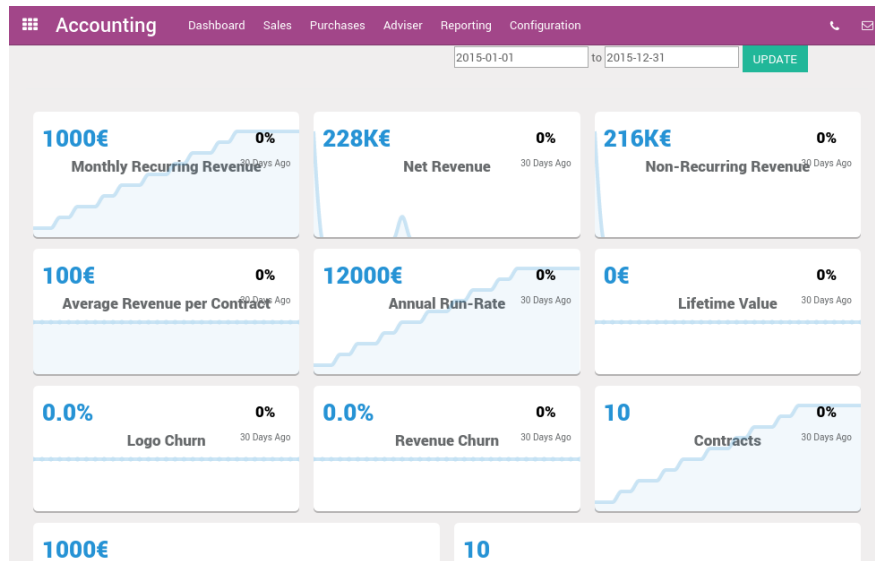
# E-COMMERCE

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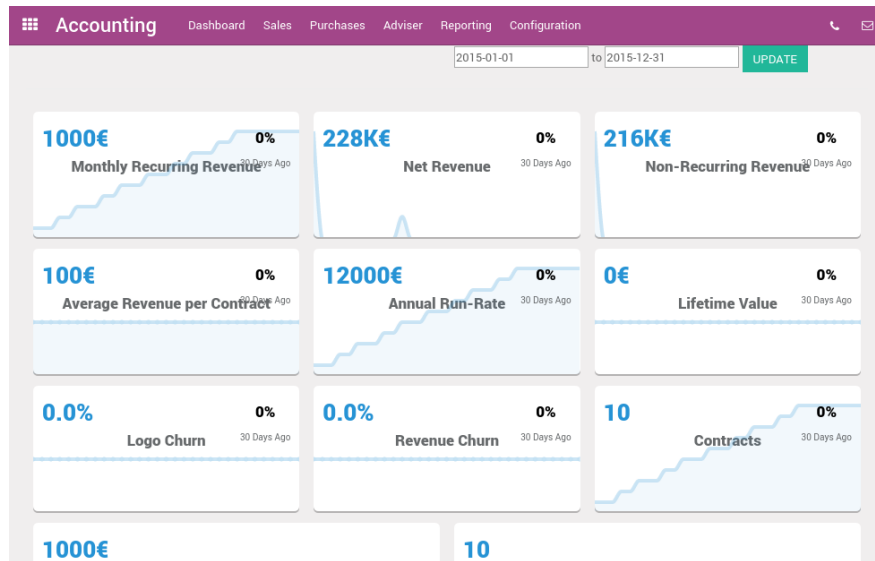
- ✓ Customer Portal
- ✓ Digital Products
- ✓ New Payment Acquirers
- ✓ Shippers Integration
- ✓ Integration with Ebay
- ✓ Integration with Amazon

# Contracts Managment



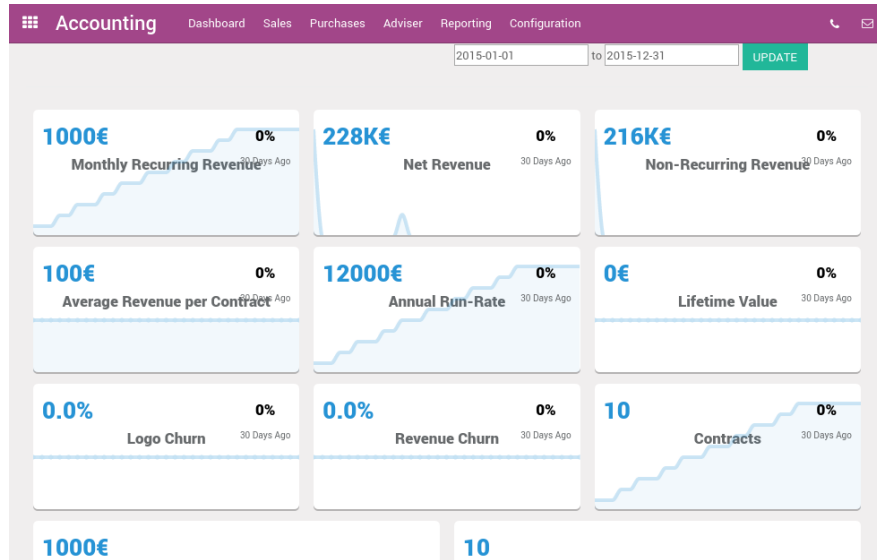


# Contracts Management

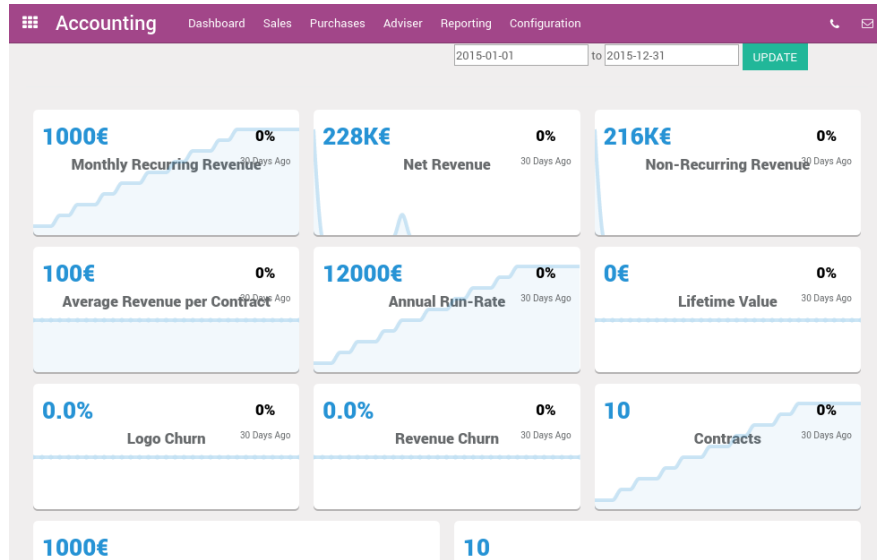


- ✓ Recurring Contracts
- ✓ Fixed Price
- ✓ Time & Material-Based
- ✓ New Portal
- ✓ Options & Extras

# Subscriptions Management



# Subscriptions Management



- ✓ Plans
- ✓ Recurring invoices
- ✓ Options & Setup fees
- ✓ Customer Portal
- ✓ Improved contracts
- ✓ KPIs and Dashboard

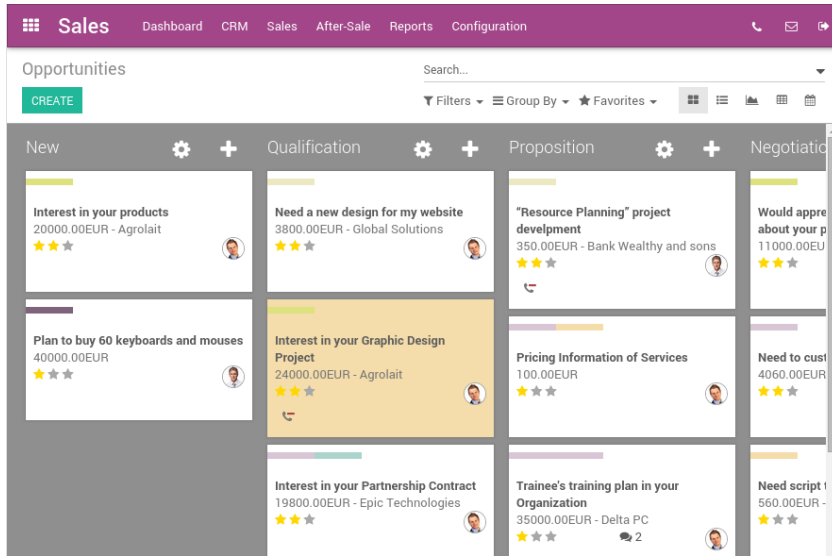
# New Design

The screenshot displays the Odoo Sales Opportunities dashboard. The top navigation bar includes 'Sales', 'Dashboard', 'CRM', 'Sales', 'After-Sale', 'Reports', and 'Configuration'. The main header shows 'Opportunities' with a search bar and filters. The dashboard is organized into four columns: 'New', 'Qualification', 'Proposition', and 'Negotiation'. Each column contains a grid of opportunity cards. Each card displays the opportunity title, value, company name, and a star rating. The 'Qualification' column has a yellow background, while the others have white backgrounds. The 'New' column has a grey background.

New	Qualification	Proposition	Negotiation
<b>Interest in your products</b> 20000.00EUR - Agrolait ★★★	<b>Need a new design for my website</b> 3800.00EUR - Global Solutions ★★★	<b>"Resource Planning" project development</b> 350.00EUR - Bank Wealthy and sons ★★★	<b>Would appreciate about your p</b> 11000.00EUR ★★★
<b>Plan to buy 60 keyboards and mouses</b> 40000.00EUR ★★★	<b>Interest in your Graphic Design Project</b> 24000.00EUR - Agrolait ★★★	<b>Pricing Information of Services</b> 100.00EUR ★★★	<b>Need to cust</b> 4060.00EUR ★★★
	<b>Interest in your Partnership Contract</b> 19800.00EUR - Epic Technologies ★★★	<b>Trainee's training plan in your Organization</b> 35000.00EUR - Delta PC ★★★ 2	<b>Need script t</b> 560.00EUR - ★★★

# New Design

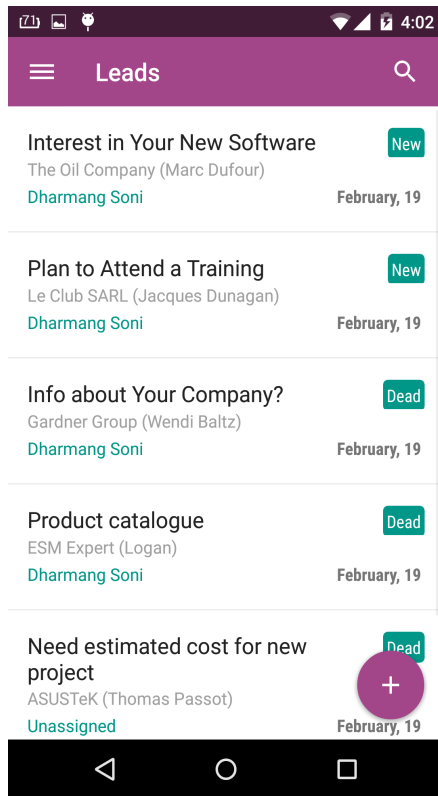
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- ✓ Clean
- ✓ Easier to navigate
- ✓ Faster
- ✓ Full Mobile
- ✓ Simple filters & groups
- ✓ Better Dashboards

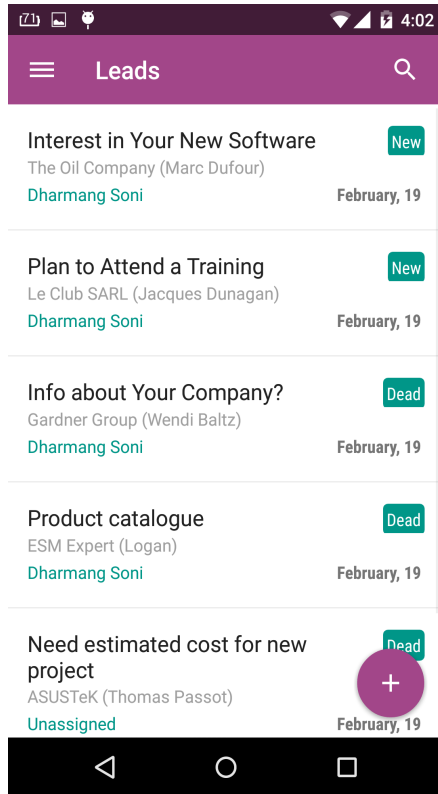
# MOBILE APPLICATIONS

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# MOBILE APPLICATIONS

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- ✓ All Apps
- ✓ Iphone & Android
- ✓ Adapted views
- ✓ Interface with Phone

# Odoo Sign

odoo Please Review And Act On This Document Powered by odoo

Page: 1 of 3 140%

## Employment Contract

FILL IN

Employee Name  Date

Address

We are pleased to offer you a position with Odoo Sa ("Company").

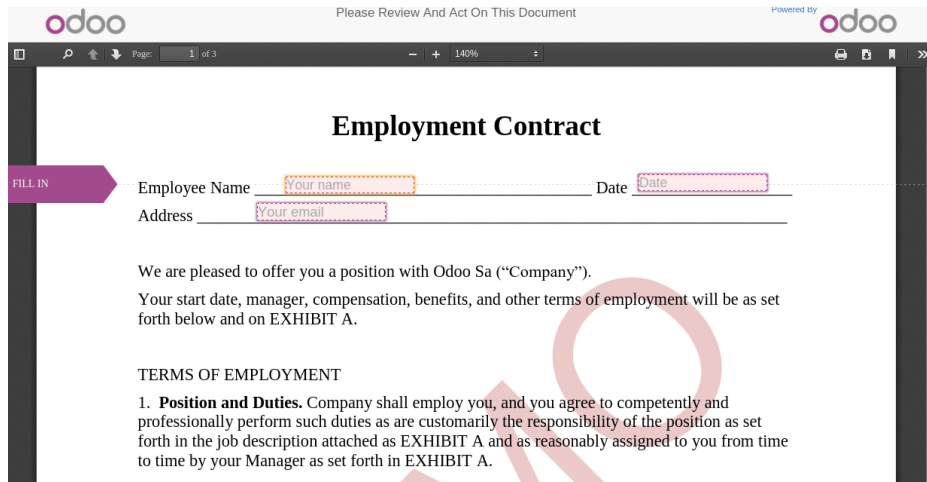
Your start date, manager, compensation, benefits, and other terms of employment will be as set forth below and on EXHIBIT A.

**TERMS OF EMPLOYMENT**

1. **Position and Duties.** Company shall employ you, and you agree to competently and professionally perform such duties as are customarily the responsibility of the position as set forth in the job description attached as EXHIBIT A and as reasonably assigned to you from time to time by your Manager as set forth in EXHIBIT A.



# Odoo Sign

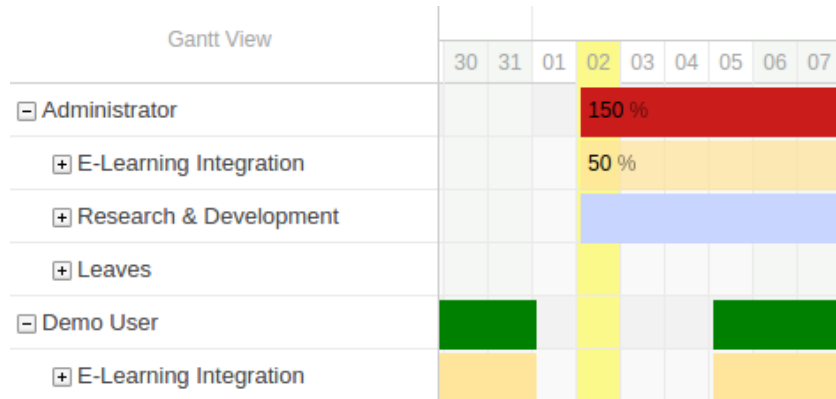


The screenshot displays the Odoo Sign application interface. At the top, there's a header with the Odoo logo, the text "Please Review And Act On This Document", and "Powered by Odoo". Below the header, a navigation bar shows "Page: 1 of 3" and a zoom level of "140%". The main content area is titled "Employment Contract". On the left, a purple sidebar contains a "FILL IN" button. The form fields include "Employee Name" (with a placeholder "Your name"), "Date" (with a placeholder "Date"), and "Address" (with a placeholder "Your email"). Below the form fields, there's a paragraph of text: "We are pleased to offer you a position with Odoo Sa ("Company"). Your start date, manager, compensation, benefits, and other terms of employment will be as set forth below and on EXHIBIT A." followed by a section titled "TERMS OF EMPLOYMENT" and a numbered list item: "1. **Position and Duties.** Company shall employ you, and you agree to competently and professionally perform such duties as are customarily the responsibility of the position as set forth in the job description attached as EXHIBIT A and as reasonably assigned to you from time to time by your Manager as set forth in EXHIBIT A."

- ✓ Drag & Drop of Fields
- ✓ PDF Preview
- ✓ Templates Mgt
- ✓ Multi-Roles
- ✓ Public Sharing
- ✓ Legal

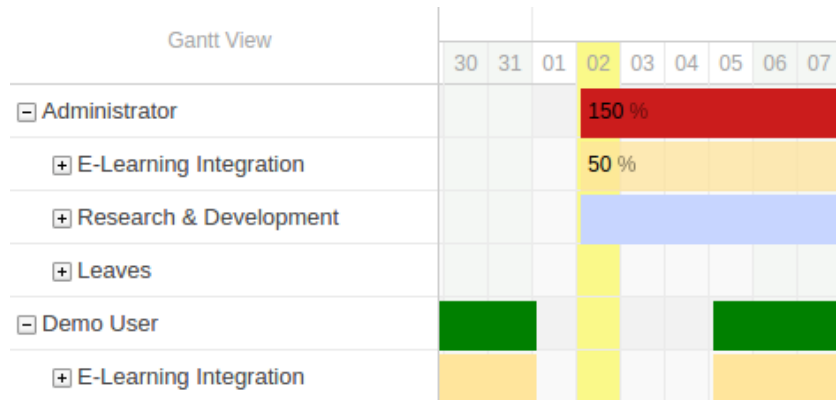
# Project Management

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# Project Management

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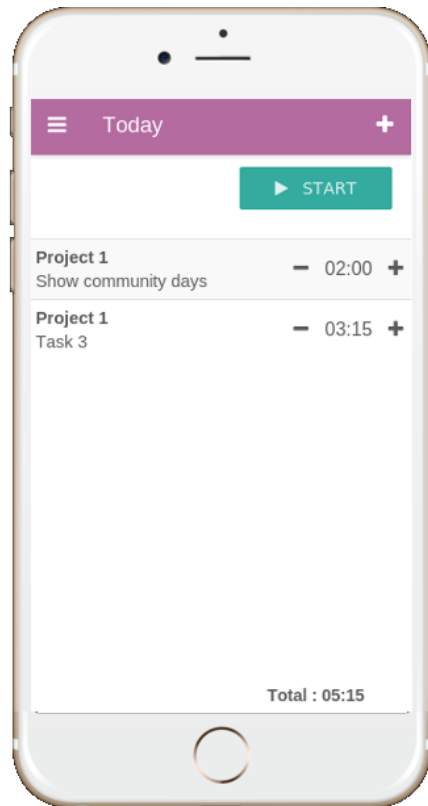
✓ Customizable

✓ Forecasting

✓ Timesheets on Tasks

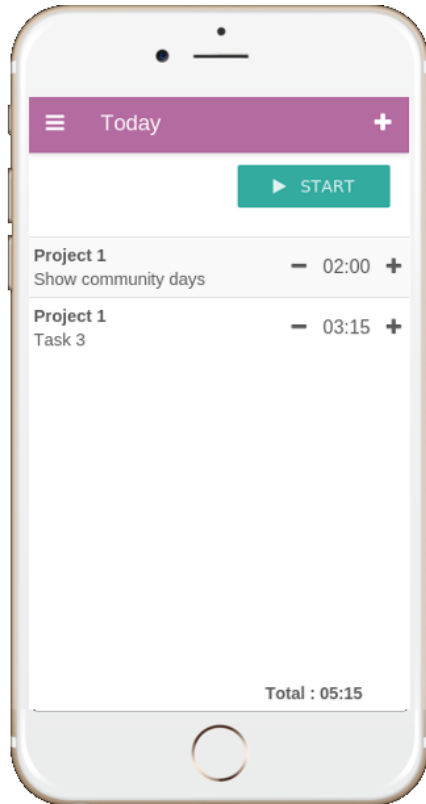
# TIMESHEETS

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# TIMESHEETS

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- ✓ Mobile App
- ✓ Chrome Plugin
- ✓ Super Fast
- ✓ GTD Planning
- ✓ Statistics
- ✓ Cross Device Sync
- ✓ Work in Disconnected

# Invoicing & Payments

Accounting

DashboardSalesPurchasesAdviserReportingConfiguration

Customer Invoices / INV/2015/0003

EDITCREATEPrintAttachment(s)More6 / 15

REFUND INVOICEDRAFTOPENPAID

Invoice

INV/2015/0003

Customer

Agrolait  
69 rue de Namur  
1300 Wavre  
Belgium

Invoice Date

06/08/2015

Salesperson

Fabien Pinckaers

Sales Team

Direct Sales

Payment Term

30 Net Days

INVOICE LINES

OTHER INFO

Product	Description	Account	Analytic Account	Deferred Revenue Category	Quantity	Unit of Measure	Unit Price	Taxes	Amount
[TDKEY1] TypeMatrix Dvorak Keyboard	TypeMatrix Dvorak Keyboard	701000 Ventes en Belgique (produits finis)			5.000		90.00 €		450.00 €
[ERMO85] Ergonomic Mouse	Ergonomic Mouse	701000 Ventes en Belgique (produits finis)			5.000		15.00 €		75.00 €

# Invoicing & Payments

The screenshot displays the Odoo Accounting module interface. At the top, a navigation bar includes 'Accounting', 'Dashboard', 'Sales', 'Purchases', 'Adviser', 'Reporting', and 'Configuration'. Below this, the breadcrumb trail reads 'Customer Invoices / INV/2015/0003'. Action buttons for 'EDIT' and 'CREATE' are visible, along with a 'Print' button and a dropdown for 'Attachment(s)'. The invoice status is 'REFUND INVOICE', and the current view is 'PAID'. The invoice details are as follows:

Customer		Invoice Date	
Agrolait	06/08/2015		
69 rue de Namur	Salesperson	Fabien Pinckaers	
1300 Wavre	Sales Team	Direct Sales	
Belgium			
Payment Term			
30 Net Days			

Below the invoice details, there are two tabs: 'INVOICE LINES' and 'OTHER INFO'. The 'INVOICE LINES' tab is active, showing a table with the following data:

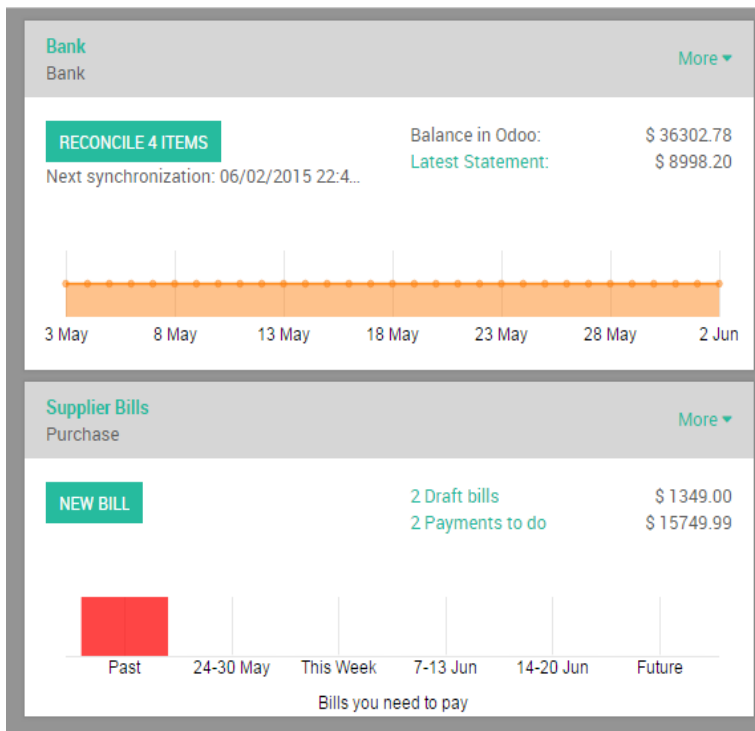
Product	Description	Account	Analytic Account	Deferred Revenue Category	Quantity	Unit of Measure	Unit Price	Taxes	Amount
[TDKEY1] TypeMatrix Dvorak Keyboard	TypeMatrix Dvorak Keyboard	701000 Ventes en Belgique (produits finis)			5.000		90.00 €		450.00 €
[ERMO85] Ergonomic Mouse	Ergonomic Mouse	701000 Ventes en Belgique (produits finis)			5.000		15.00 €		75.00 €

- ✓ Send by Regular Mail
- ✓ 24.000 Banks Synchrono
- ✓ SEPA Payments
- ✓ OFX, QIF, CSV, CODA Import
- ✓ Check Printing
- ✓ Batch Deposit
- ✓ Follow-Ups
- ✓ Multi-Companies

# New Accounting

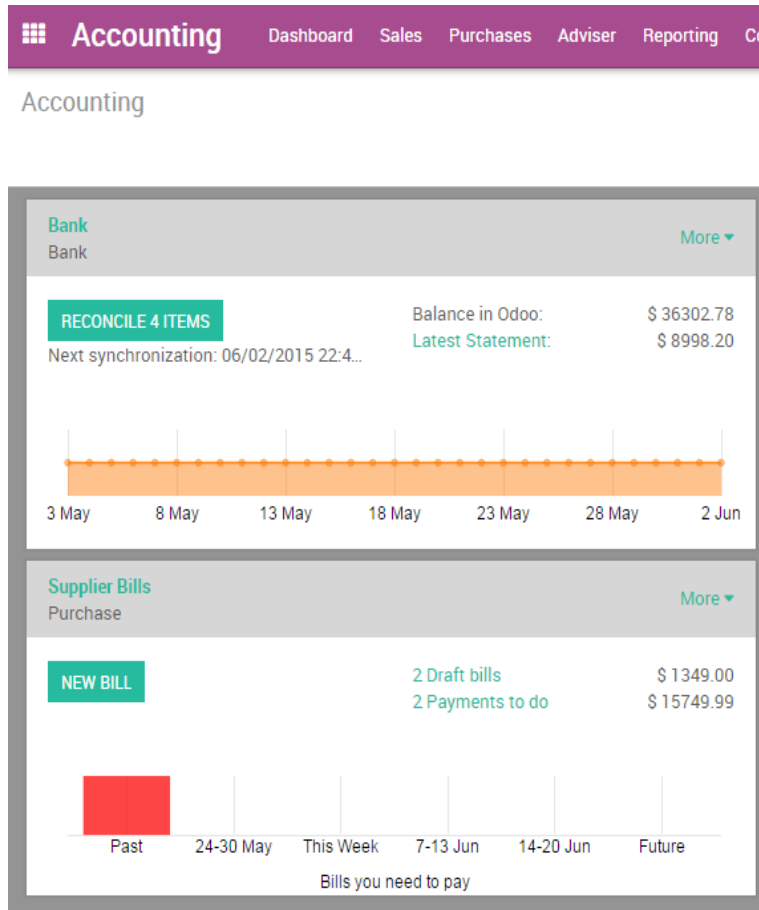
**Accounting** Dashboard Sales Purchases Adviser Reporting Co

Accounting





# New Accounting



- ✓ Dashboards
- ✓ Reports
- ✓ Improved Reconciliation
- ✓ Smart Fiscal Year Closing
- ✓ Simplified Configuration
- ✓ Revised Assets
- ✓ Export to Excel

# VoIP Integration

The screenshot displays the Odoo CRM interface with a focus on VoIP integration. A search bar at the top left is labeled "Search phonecalls...". Below it, a list of phonecalls is shown, including entries from "Bank Wealthy and so...", "Global Solutions", and "Agrolait". A pop-up window is open for a call titled "Need a new design for m..." with a scheduled date of "2015-06-02 18:33:01". The pop-up also shows the "Next Action" as "Convert to quote" and the "Expected Revenue" as "3800.00 € at %". On the right side, there are sections for "Pricing Inform" (100.00EUR) and "Trainee's train Organization" (35000.00EUR). At the bottom, there are buttons for "Call", "Hang Up", "Transfer", "Reschedule Call", "Send Email", "Customer", and "Opportunity".

Search phonecalls...

Bank Wealthy and so...  
"Resource Planning" pro...

Global Solutions  
Need a new design for m...

Agrolait  
Interest in your produc...

Agrolait  
Would appreciate more i...

Agrolait  
Interest in your Graphi...

Unknown

Call

Hang Up

Transfer

Reschedule Call

Send Email

Customer

Opportunity

Need a new design for m... ★★☆☆

**Global Solutions**  
Scheduled Date: 2015-06-02 18:33:01  
Next Action:  
Convert to quote  
Expected Revenue:  
3800.00 € at %

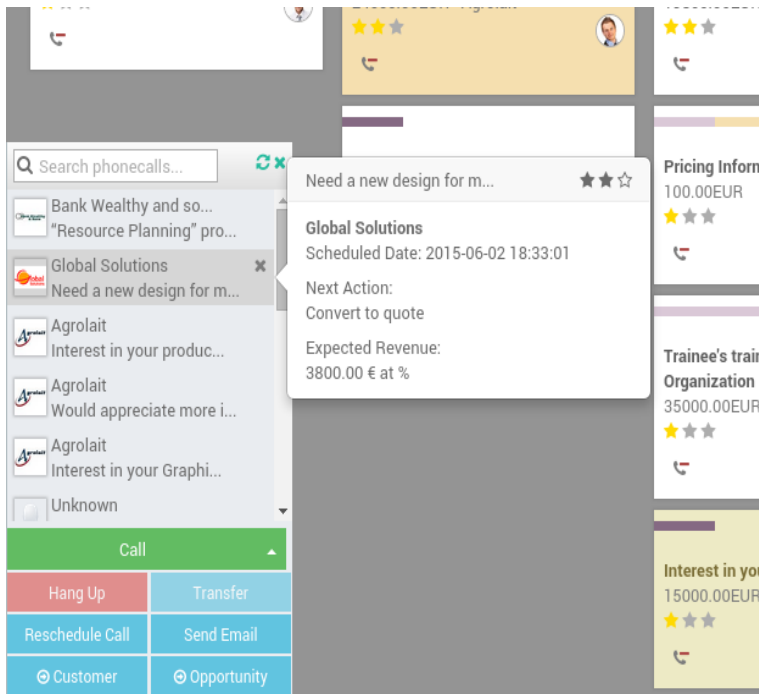
Pricing Inform  
100.00EUR  
★★★☆☆

Trainee's train  
Organization  
35000.00EUR  
★★★☆☆

Interest in yo  
15000.00EUR  
★★★☆☆

# VoIP Integration

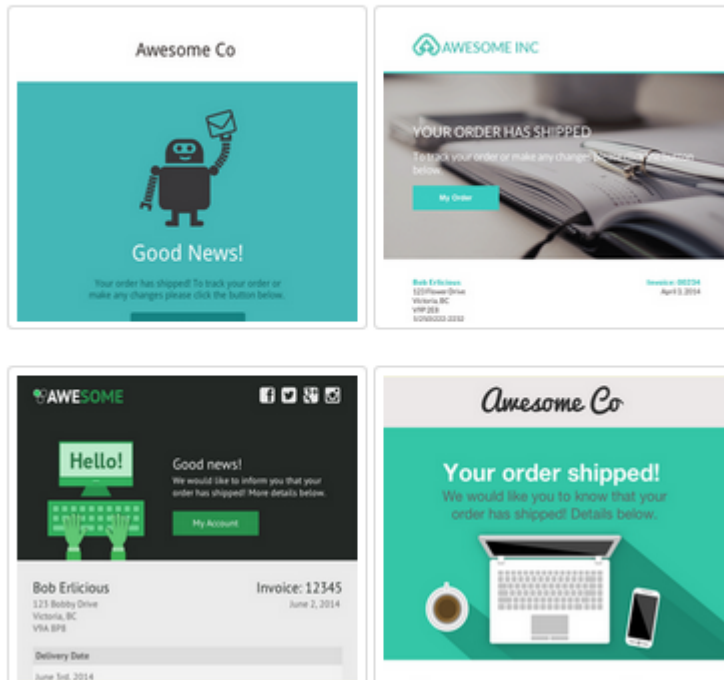
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- ✓ Plan Calls
- ✓ Auto-popup
- ✓ Dial Queue
- ✓ Reschedule a Call
- ✓ Send Email
- ✓ Customer & Opportunity

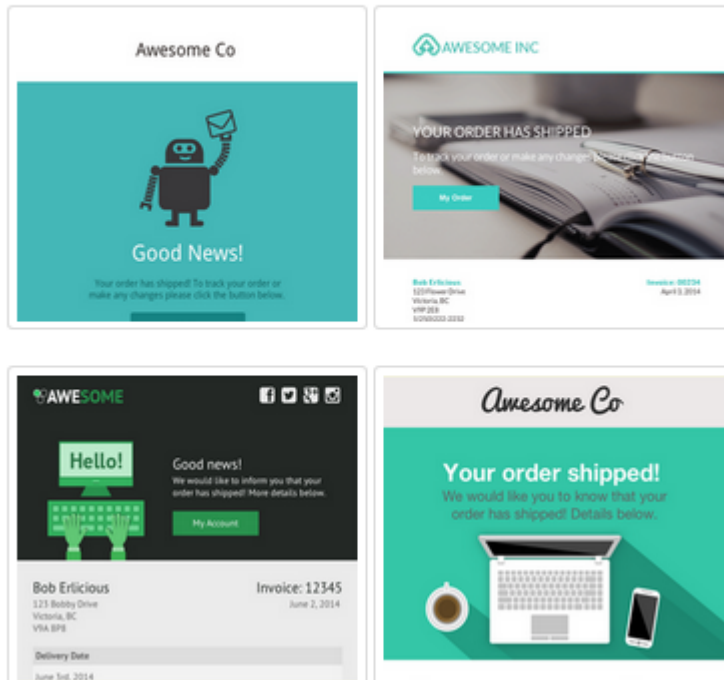
# MASS MAILS

Select a theme 



# MASS MAILS

Select a theme 



- ✓ New WYSIWYG Editor
- ✓ No front/back switch
- ✓ Open / Delivered stats
- ✓ Link Tracker

# LINKS & TRACKING

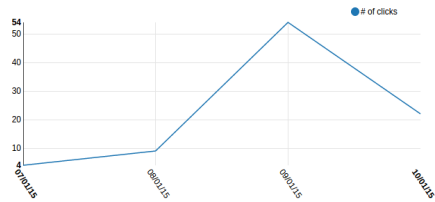
## Open Source ERP and CRM | Odoo

Original URL	<a href="http://www.odoo.com">http://www.odoo.com</a>	Campaign	Email Campaign - Products
Tracked Link	<a href="http://localhost:8069/r/ljg">http://localhost:8069/r/ljg</a> <a href="#">copy</a>	Medium	Direct
Redirected URL	<a href="http://www.odoo.com/?utm_campaign=Email+Campaign+-+Products&amp;utm_medium=Direct#">http://www.odoo.com/?utm_campaign=Email+Campaign+-+Products&amp;utm_medium=Direct#</a>		

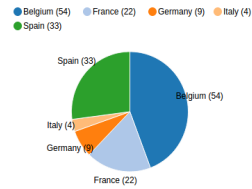
## Statistics

All Time | Last Month | Last Week

89 clicks



5 countries



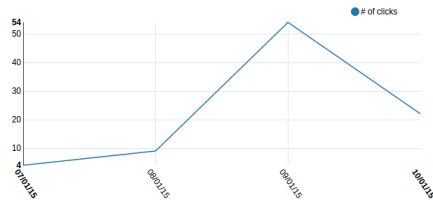
# LINKS & TRACKING

## Open Source ERP and CRM | Odoo

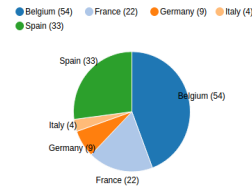
Original URL	<a href="http://www.odoo.com">http://www.odoo.com</a>	Campaign	Email Campaign - Products
Tracked Link	<a href="http://localhost:8069/r/ljg">http://localhost:8069/r/ljg</a> <a href="#">copy</a>	Medium	Direct
Redirected URL	<a href="http://www.odoo.com/?utm_campaign=Email+Campaign++Products&amp;utm_medium=Direct#">http://www.odoo.com/?utm_campaign=Email+Campaign++Products&amp;utm_medium=Direct#</a>		

## Statistics

89 clicks



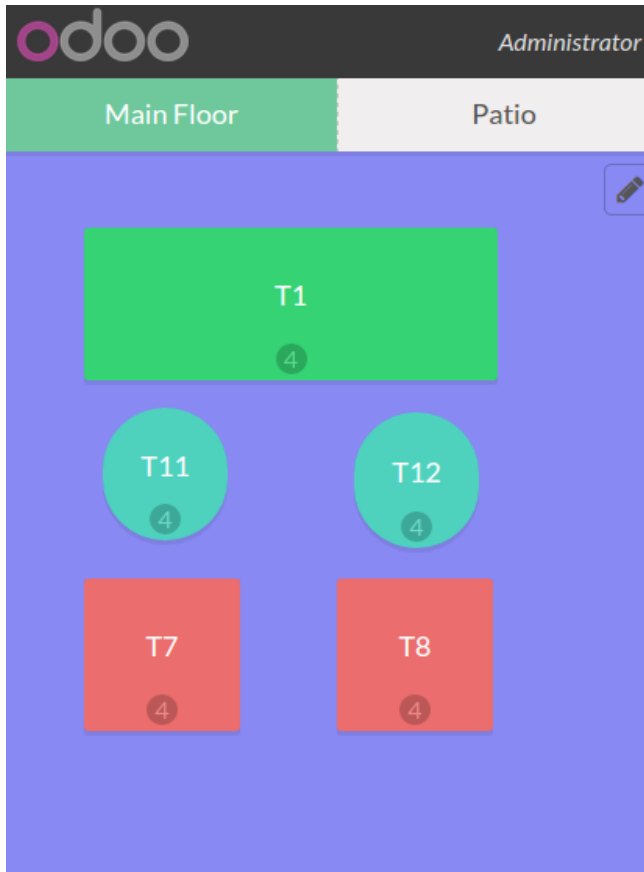
5 countries



- ✓ Marketing Campaigns
- ✓ URL Shortener
- ✓ Smart UTM Tracking
- ✓ From Visit to Revenue

# POINT OF SALES

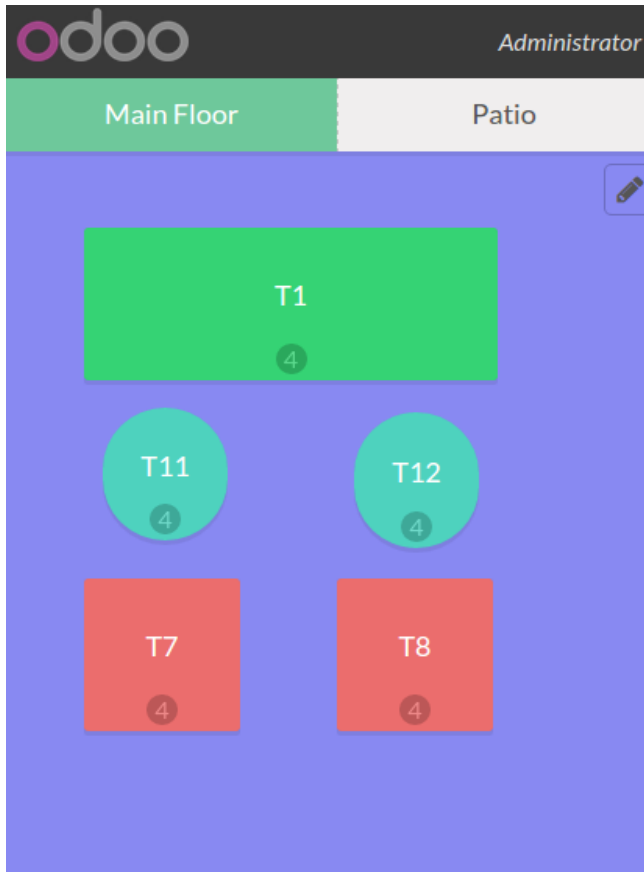
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# POINT OF SALES

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- ✓ Restaurant
- ✓ Loyalty Cards
- ✓ Customer Management
- ✓ Split Bill
- ✓ Kitchen printer
- ✓ Barcode Compatibility

# Odoo Slides

Public Channel  Upload

Search in Public Channel



 Home

 4 Presentations

 8 Videos

Sort by: **Newest** | Most Viewed | Most Voted

Most Viewed



## Odoo - The Voice of the Customer: Universe

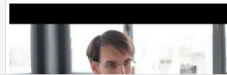
Video | Customer Review

More success stories <https://www.odoo.com/r/wmJ>

Share:



### Customer Review



# Odoo Slides

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- ✓ Docs, Slides & Videos
- ✓ Private or Public
- ✓ Share on Social Media
- ✓ Channels, Categ & Tags
- ✓ SEO Optimized

# Onboarding Experience

The screenshot displays the Odoo onboarding interface. On the left is a sidebar with a progress bar at 100% and a 'Welcome' message. It lists four main sections: GOALS (Your Expectations, Your KPIs), SALE FLOW (Your Pipeline, Customization, Proposals, Import Products), LEAD ACQUISITION (Incoming Emails), and DEPLOYMENT (Reporting, Your Users). Below these are GROW REVENUES (Weekly Meeting, Sales Tools, Boost Leads). The main area is titled 'Your Pipeline' and contains instructional text about systematic organization. It features a table of sales stages with a dropdown menu set to 'Odoo Default'. The table lists four stages: #1 New, #2 Initial Contact, #3 Product Demonstration, and #4 Proposal, each with a brief description. A 'Next step >' button is at the bottom right.

100%

Welcome

**GOALS**

- ✓ Your Expectations
- ✓ Your KPIs

**SALE FLOW**

- ✓ Your Pipeline
- ✓ Your Customization
- ✓ Your Proposals
- ✓ Import Products

**LEAD ACQUISITION**

- ✓ Incoming Emails

**DEPLOYMENT**

- ✓ Reporting
- ✓ Your Users

**GROW REVENUES**

- ✓ Weekly Meeting
- ✓ Sales Tools
- ✓ Boost Leads

## Your Pipeline

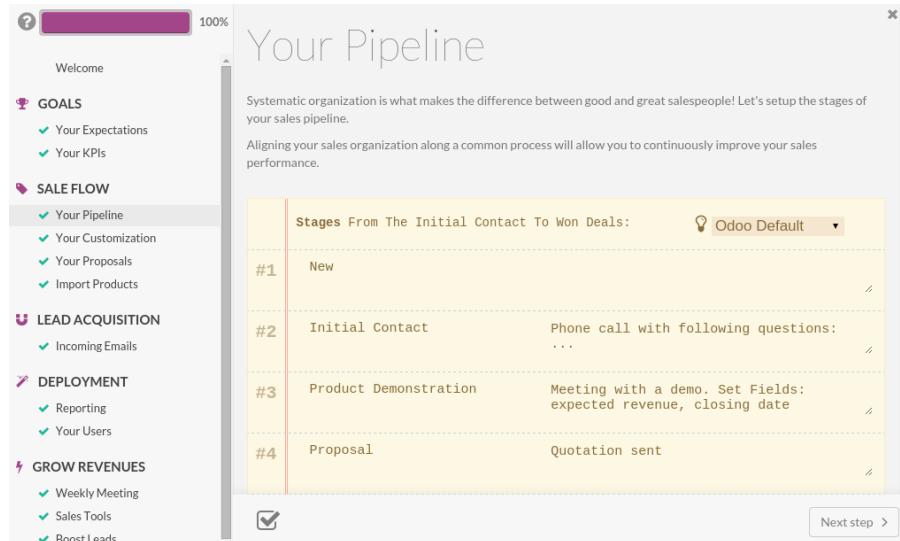
Systematic organization is what makes the difference between good and great salespeople! Let's setup the stages of your sales pipeline.

Aligning your sales organization along a common process will allow you to continuously improve your sales performance.

Stages From The Initial Contact To Won Deals:		Odoo Default
#1	New	/
#2	Initial Contact	Phone call with following questions: ...
#3	Product Demonstration	Meeting with a demo. Set Fields: expected revenue, closing date
#4	Proposal	Quotation sent

Next step >

# Onboarding Experience



- ✓ Contextual Menus
- ✓ Dynamic Tips
- ✓ User Documentation
- ✓ Customization Tools
- ✓ Implementation Tools

# Improved WMS

Warehouse

Dashboard

Operations

Traceability

Inventory Control

Schedulers

Reports

Configuration

Overview

Search...

▼ Filters ▼ ≡ Group By ▼ ★ Favorites ▼

1-7 / 7 < >

Receipts

YourCompany

More ▼

3 TO RECEIVE

Late

3

Internal Transfers

YourCompany

More ▼

0 TRANSFERS

Delivery Orders

YourCompany

More ▼

2 TO DO

Waiting

Late

Back Orders

1

3

1

Receipts

Chicago Warehouse

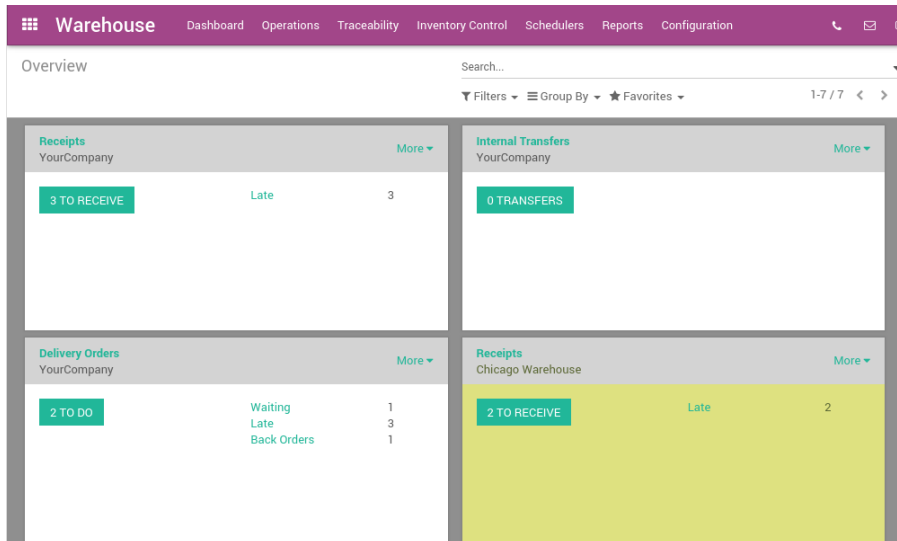
More ▼

2 TO RECEIVE

Late

2

# Improved WMS



The screenshot displays the 'Warehouse' dashboard in Odoo. The top navigation bar includes links for Dashboard, Operations, Traceability, Inventory Control, Schedulers, Reports, and Configuration. The main content area is titled 'Overview' and features a search bar and filter options. It is divided into four panels, each with a 'More' link:

- Receipts (YourCompany):** 3 TO RECEIVE, Late, 3
- Internal Transfers (YourCompany):** 0 TRANSFERS
- Delivery Orders (YourCompany):** 2 TO DO, Waiting (1), Late (3), Back Orders (1)
- Receipts (Chicago Warehouse):** 2 TO RECEIVE, Late, 2

- ✓ Unified interface
- ✓ New barcode interface
- ✓ Shippers integration
- ✓ Better returns mgt

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And this is just a small subset of  
Odoo 9! We have improved  
thousands of small details...



Thank You!  
Enjoy the Odoo Experience