



Grant Thornton




Odoo

A digital transformation solution

Meet your operating and strategic objectives
by integrating business and technology



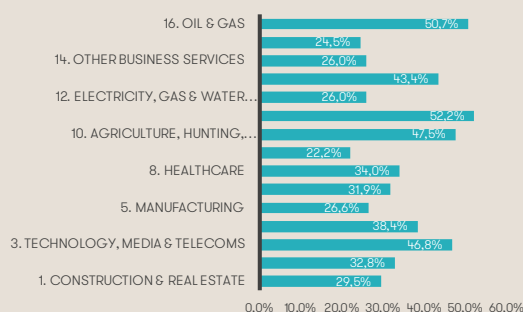
Grant Thornton highlights three key factors when approaching a digital transformation project with Odoo

-  **Odoo** enables us to quickly accelerate change upon internal and external events
-  **Odoo** is a cutting-edge ERP system that meets the needs of all segments and industries in the business world
-  At **GT** we differentiate ourselves through our collaborative approach with clients and our IT and business expertise.

Market trends: Digital Transformation

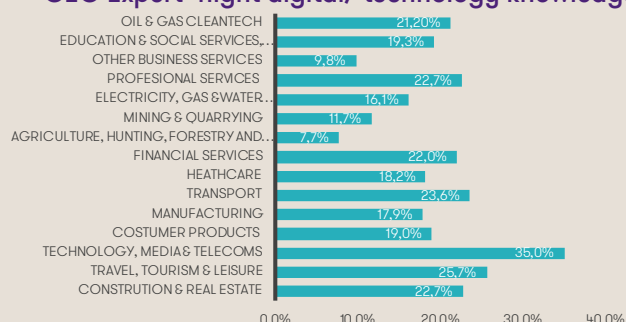
The sectorial itself becomes more aware of this transformation, creating a global trend - this trend is driven by the company structure, industry size and the unique features of the business.

By Sectors Worldwide



Management teams in different sectorials identify different needs when tackling a digital transformation - driven by external factors, industry requirements or sales.

CEO Expert- high digital/ technology knowledge



Source: IBR2017 Q3 Technology

Odoo, a sectorial and business process solution analysed and implemented by **Grant Thornton**

Retail - Energy - Real Estate - Logistics - Healthcare - Tourism - Motor - Telecom - Banking

Process	Function							
	Purchases / Suppliers	Sales / CRM	Accounting and Finance	GRC and Quality	HR / Projects	E-commerce	CMMS	Fleet & warehouse management
	Capturing need	Agreements and offerings management	Manual and automated accounting	Automation and risk monitoring	Selection process	Online sales	Spare parts and stock control	Warehouse analysis and optimization
	Management of purchase contracts, invoicing	Management of fees, discounts and surcharges	Accounting plan and compliance	User access validation	Employee assessment	Stock management	Incident monitoring	Accelerating logistics operations
	Guarantee and risk management, approval matrix	Client master file (contacts)	Reporting	Compliance management	Holiday request	Drop shipping, materials and services	Work orders	Reduction in workload, materials and services
	Supplier intervention in the operating cycle	Sales orders	Accounting closings	Quality control plan	Payrolls and recruitment monitoring	Web portal	Efficient planning	Maximizing warehouse efficiency
	Supplier evaluation	Invoicing pool	Tax filing	Measurements and corrections	Employee expense - ticket management	Connector with logistics services	Plan of stops	Integration
	Authorization of suppliers	Sales reports and KPIs	Fixed assets	Definition of KPIs & KRIs	Surveys	Virtual POS	Cost control	Approval of both goods and services received
	Purchase analysis - BI	Collections	Cash	Regulatory compliance alerts	Timesheet management	E-commerce software connector (Magento, etc.)	Job applications	
	Analytical budgeting	Document management	Account budgeting	Document management	Document management			

IT Consulting and Innovation

Integration: ERP technologies - **Odoo**

The products offered differ by industry and process:

SECTORIAL:

- Retail
- Energy
- Logistics
- Pharma / Healthcare
- Hotel & Catering
- Tourism
- Online shopping
- Property development
- Industrial / Manufacturing
- Automotive / Transport
- Telecommunications
- Real estate

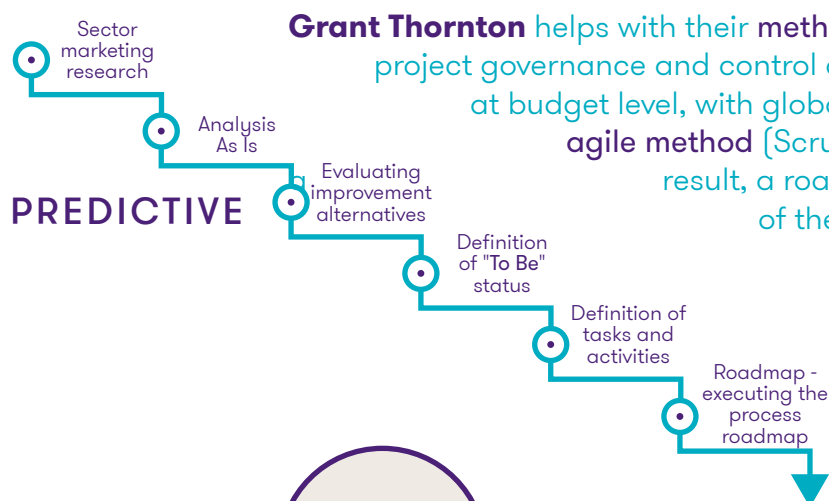
PROCESSES:

- Procurement/supply chain management
- Sales / CRM
- Fleet & warehouse management
- E-commerce
- Quality management
- CMMS
- Human Resources
- ISO, GRC, AML management systems
- Project management
- Accounting and Finance
- Integrated document management
- Expenses settlement
- Process modelling

Related services offered by the firm:

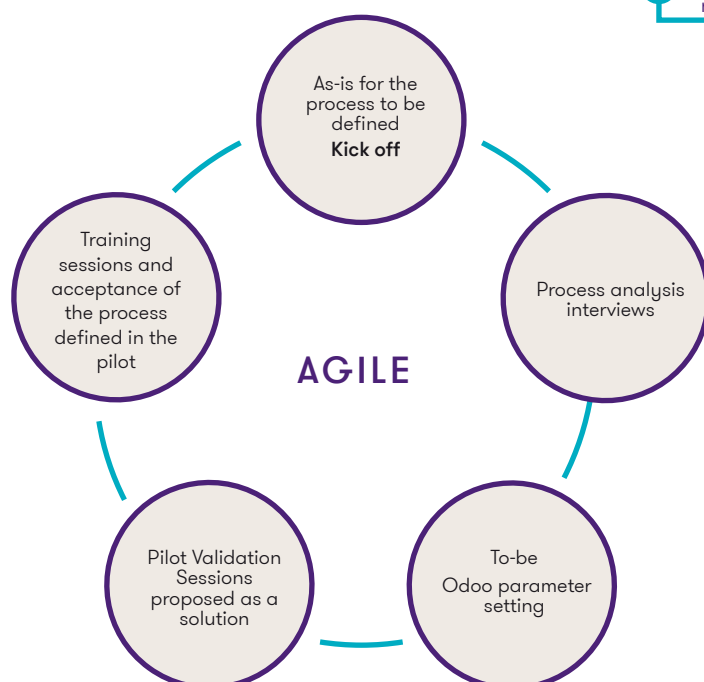
SERVICES:

- IT and business consulting
- Gap analysis and methodology
- ERP Odoo implementation
- Integration with other systems
- Technical and functional training on ERP-Odoo
- Turn-key projects
- Support, maintenance and CTO
- Research, OdooLab, joint ventures
- Generating functional documentation and manuals
- Integration with APIs
- Set-up and hosting
- Adaptation to mobile apps
- Web portals



Grant Thornton helps with their methodology know-how, they combine project governance and control approaches: **predictive method (PMP)** at budget level, with global scope and project deadlines; and **agile method (Scrum)** as a model for process deliveries. As result, a roadmap is obtained ensuring the success of the project.

Grant Thornton's experience combines **Predictive Planning** with the **Agile Methodology**.



We evaluate the % of client dedication as part of the project implementation.

Activity	Customer-centric
Definition	35%
Testing	35%
Training	35%



+50,000
people



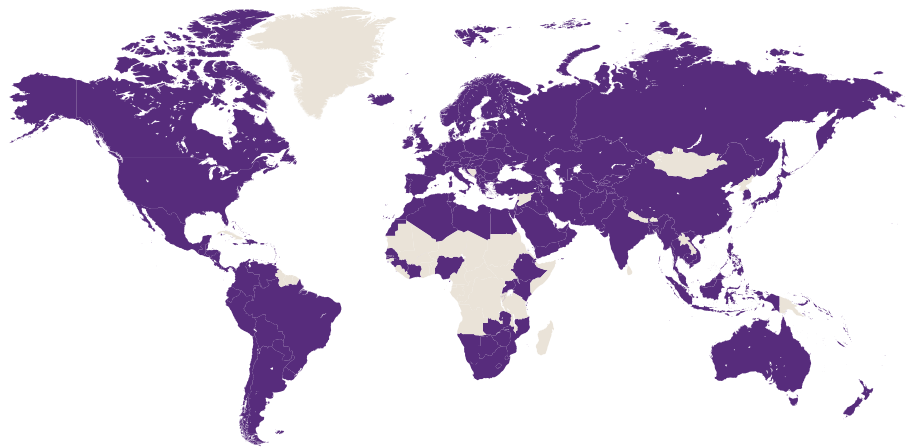
+135
countries



+700
offices



7.8% growth
in revenues in 2016



Spain

Clients give
our service
and teams
9 out of 10
for performance

3,500
clients

10
offices

Our firm provides consultancy, outsourcing, audit, tax, legal and financial advisory services to world-class clients in Spain and abroad.

Contact

Luis Pastor

Partner, Head of Blockchain
IT Consulting and Innovation
Luis.Pastor@es.gt.com
T. 91 576 39 99
M. 638 184 482

Fernando Mora

Digital Transformation Head
Fernando.Mora@es.gt.com
T. 91 576 39 99
M. 646 033 284

www.GrantThornton.es



Grant Thornton Spain



GrantThorntonSp



Grant Thornton Spain



Grant Thornton Spain



grantthorntonsp



Grant Thornton Spain