

# Samriddhi

*Super Simple ERP solution*



Samriddhi Automations Pvt. Ltd. (India)



## OpenERP (now Odoo) Implementation

Client business has grown many times since the implementation

### Executive Summary

The client's Sales, CRM and After Sales processes of the business owner were being managed manually and were inhibiting his growth. Key need of the business was to automate processes and help draw analysis data from them. Problems the business wanted to solve included

Navyug's Customized OpenERP (now Odoo) solution helped Samriddhi Securities (a security equipment manufacturer with manufacturing units at multiple locations) provide sales and after sales services both to dealers and end-users.

## Challenges

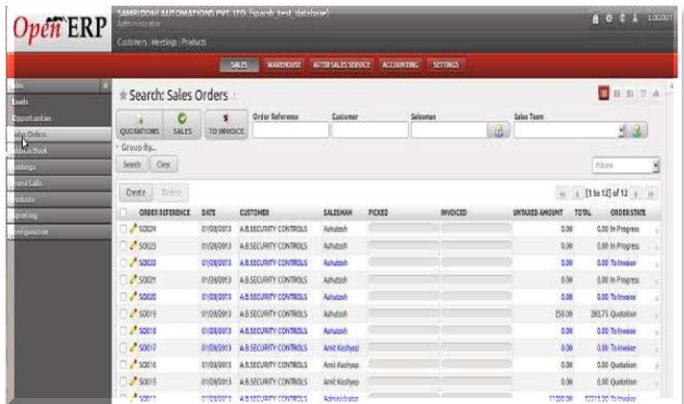
- An application easy for blue collar staff to use.
- Migrations of legacy data from excel sheets to ERP.
- Automation and integration all Sales, CRM and After Sales processes
- Integration of Sales with Tally Accounting, since the Accounts Department was comfortable with Tally.
- A better overall experience for Samriddhi customers.

## Process Followed

- Extensive visits and interaction with staff and business owners – compared multiple ERP solutions and finalized OpenERP (now Odoo) as best-fit.
- Balsamiq mockups of solution shared with Client.
- Poker Planning, Agile methodology with daily standups, sprints and retrospectives.
- Test Driven Development
- Code and Progress of work shared with Client over Git and Trac respectively.
- Daily 15 min interaction with Client during stand-up, to ensure maximum communication and quick reactions.

## Features of the solution delivered

- Company Configuration: Management of Company data including Departments and Employees (including Sales Department).
- Inventory and Warehouse Management.
- Sales Module: Complete sales cycle from Leads generation to Supply Order.
- CRM: Comprehensive Module to manage all types of customer interactions including inquiries.
- After Sales Service and Support.
- Purchase Management
- Management of warranties, returns, replacements and repairs.
- Integration with Tally ERP



ORDER REFERENCE	DATE	CUSTOMER	SALESMAN	PICKED	INVOICED	INVOICED AMOUNT	TOTAL	ORDER STATE
S0001	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	In Progress
S0002	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	In Progress
S0003	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	To Invoice
S0004	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	In Progress
S0005	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	To Invoice
S0006	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			250.00	282.75	Quotation
S0007	01/08/2013	A.B.SECURITY CONTROLS	Ahmadsh			0.00	0.00	To Invoice
S0008	01/08/2013	A.B.SECURITY CONTROLS	Amir Khatib			0.00	0.00	To Invoice
S0009	01/08/2013	A.B.SECURITY CONTROLS	Amir Khatib			0.00	0.00	Quotation
S0010	01/08/2013	A.B.SECURITY CONTROLS	Amir Khatib			0.00	0.00	Quotation
S0011	01/08/2013	A.B.SECURITY CONTROLS	Administrator			11,900.00	12,115.00	To Invoice

## Results

- Client business has grown many times since the implementation.
- All customer and sales interactions are available on ERP for analysis.
- Analysis and actions on Customer interactions has led to better customer experience.

## Technologies

OpenERP (now Odoo)
Python and .XML
Amazon AWS and Postgress
Manual UI testing
Balsamiq Mockups, Aptana IDE, Git Repository, Trac for Ticketing