



DIGITAL BUSINESS SYSTEMS



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1.CONTEXT AND MOTIVATIONS OF THE PROJECT

First of all, let's get to know each other. We are a team of six young consultants who have recently graduated as Business Engineers. We are full of energy, dynamic and ready to discover new and exciting horizons.

As consultants, we have been recruited by “Delicrisps” to assist them in their digital transformation.

Before explaining the organization's activities in more detail, it is essential to understand why and how it was established.

Local and organic products have been gaining popularity for several years now. Consumers are becoming more and more attentive to their consumption habits. That is why the managers at Delicrisps decided to launch a local crisps brand a few years ago. Now, it is possible to enjoy an aperitif by purchasing products from a regional source. As the brands are already well-known at an industrial level, it is crucial for us to provide our clients with advice on various aspects such as marketing, management, digital tools, and more.

Competing with other brands requires being the most efficient!

To remain competitive, Delicrisps requires an ERP (Enterprise Resource Planning) system. The essential components of a business, such as accounting, employee management, purchasing, supply chain and more, can be managed and integrated through this system.

For this case study, we will operate with the Odoo platform, which is both intuitive and easy to use. All aspects of the business will be centralized in one place and managed using the various modules available on this application.

In this report, we will start by describing the company and the positioning of our proposal. Our next topic will be how we manage our team, explaining our organization and work plan. We will then discuss the implementation we carried out on the Odoo application. In the process, we will explore the connection between Zapier and Odoo. Finally, we will conclude with the limitations of our work and future prospects.

2.DESCRPTION OF DELICRISPS

As we explained earlier, we will be working with Delicrisps, a local and **environmentally-friendly** crisps brand. The Delicrisps production plant is located in Nivelles, within the sandy loam agricultural region, renowned for its high-quality soils. The soils in the sandy loam region are typically rich in organic matter and nutrients, making it an ideal location for potato cultivation. The choice to establish the plant close to their potato growers aligns with their goal of minimizing transportation, considering the environmental impact of the transport sector, which is one of the most polluting sectors today.

Delicrips is an environmentally committed brand. All the potato producers collaborate with hold organic certifications, meaning they refrain from using chemicals or GMOs. Moreover, it was a priority for Delicrisps that their crisps were packaged in recyclable packaging.

In terms of flavors, the company currently offers a range of **three options**: salt, paprika and gherkins (pickles). However, it hopes to expand this product range in the future. For example, they are presently working on producing Vegan crisps, utilizing exclusively plant-based ingredients. The brand also offers various packet sizes, accommodating individual portions to family-sized servings.

The company's **mission** is to provide Belgian consumers with high-quality crisps that respect the planet. Their **vision** is to diversify their crisps range and capture a larger market share.

Finally, their **strategy** is to identify consumer needs and produce crisps that perfectly match their desires.

This small company currently employs around **ten** passionate people, all experts in their field. The team comprises a CEO, a marketing manager, a human resources manager, a financial manager, a chef responsible for the secret recipes, a sales and distribution team (consisting of two individuals) and three employees directly engaged in crisp production at the plant. In terms of team operations, each member shares a common vision: the Human Resources Director strives to recruit individuals who share their sustainability values, while the Marketing Manager is equally committed to minimizing the carbon footprint of advertising campaigns and marketing operations as much as possible.

Our team of consultants is thrilled to assist Delicrisps. The digital transformation we will be carrying out for this brand will enhance their **competitiveness** in the Belgian crisps market. Indeed, this transformation will enable Delicrisps to optimize operations, improve their digital literacy, adapt to ongoing technological developments and achieve much more!

3.THE POSITIONNING OF DELICRISPS

3.1. Delicrisps' global positioning

Positioning in relation to the competitive environment

There are two types of competitors: direct and indirect.

Firstly, there are the major crisps brands such as Lay's and Pringles. These brands offer a wide range of crisps and generally have a large market share and a strong presence in supermarkets. What sets Delicrisps apart from these major crisps brands is its commitment to sustainability and quality. The crisps are made locally, using local ingredients, and the packaging is recyclable. The company is transparent about the manufacturing process. As a local company, Delicrisps is close to its customers and supports ethical practices, creating an authentic, quality experience for crisps lovers in Belgium.

Their indirect competitors include all the other savoury snacks such as crackers, pretzels, popcorn, crackers and nuts (almonds, peanuts, etc.). But Delicrisps differentiates itself from all its competitors not only through its commitment to environmental sustainability, but also through the quality of the products it offers.

Positioning in relation to their customers

Delicrisps targets a diverse audience of customers, each with specific characteristics and preferences.

Firstly, the company appeals to environmentally conscious consumers, those who place a high value on sustainability and reducing their carbon footprint. The crisps made from local ingredients and the recyclable packaging are designed to meet their expectations in terms of environmental responsibility.

Delicrisps also targets quality snackers, those who love high-quality products and are looking for a unique snacking experience. It is important to emphasise the exceptional quality of these crisps, which are made in small batches with particular attention to detail to satisfy customers. The company is also targeting consumers who appreciate transparency in the supply chain. They want to know where products come from, how they are made, and Delicrisps is there to answer their questions.

As a Belgian company based in the sandy loam region, the company also naturally appeals to local consumers who are proud to support local businesses.

By targeting these different customer segments, Delicrisps aims to create a diverse and loyal customer base, offering products and experiences that meet their specific needs, values and preferences.

Positioning in relation to suppliers

Delicrisps works with local farmers, such as Ferme Brunin, to supply them with potatoes. Working with local farmers is the best way to guarantee the freshness and quality of the potatoes. The company also works with oil suppliers such as Colzeo to cook the crisps. Delicrisps only uses oils that are low in saturated fatty acids. By using this type of oil, the crisps will have a better nutritional quality, which can make them more attractive to health-conscious consumers.

Delicrisps works with 'pure pack', a supplier of environmentally-friendly food packaging, as the company only uses recyclable or compostable paper bags.

Finally, the company works with a supplier of spices and seasonings called 'organic spices'. These are organic spices that guarantee the quality and variety of the seasonings.

3.2. SAM

In order to study the positioning of the Delicrisps project, we will use the Strategic Alignment Model (SAM). The SAM aims to align an organisation's IT strategy with its business strategy, thereby improving the organisation's positioning in relation to IT.

The alignment perspective followed by Delicrisps is “Technological transformation”. The company will use IT not to support an existing strategy but to reinvent itself and try to improve its operational efficiency. With the implementation of Odoo, Delicrisps wants to improve the production of its crisps, improve the management of its supplies and have an online presence via a website. So we're talking about Business-IT strategic alignment.

The starting point for this perspective is our company's **business strategy**, i.e. the desire to become a key player in the production of local and organic crisps by offering a range of high-quality, environmentally-friendly products.

The company's general management works closely with the IT department. General management will define the business strategy, which will redefine the **IT strategy**. On the basis of this business strategy, the IT managers will drive the IT strategy by developing the information architecture that will enable the technologies to be implemented in a way that meets the company's needs.

The IT strategy will then have a significant influence on the choice of **IT infrastructure**, with the main focus on implementing Odoo to effectively integrate the organisation's operations.

3.3. Strategic impact grid

Nolan's Strategic Impact Grid assesses the role of information technology (IT) along two axes: the need for reliability and the need for innovation. This model classifies companies into four categories (Factory, Support, Strategic, and Turnaround) according to their position on these two axes.

The Delicrisps organisation falls into the 'Factory' category because Delicrisps attaches paramount importance to the reliability and stability of its IT networks, but does not plan to aggressively exploit technology. Indeed, on the one hand, IT occupies a central place within Delicrisps, supporting its day-to-day operations (production of crisps, management of social media, etc.). The company is always looking to improve the efficiency of its operations and optimise its costs. However, on the other hand, the importance of IT discussed above is limited to improving current operations and does not focus on the long-term direction of overall strategy. The impact of IT on overall business strategy is relatively moderate. Although future developments, such as the development of a new variety of crisps, are on the agenda at Delicrisps, these will not have a major impact on the company's strategy.

The Delicrisps company therefore sees IT as having a **crucial role** in its organisation in ensuring that day-to-day operations run smoothly, and not in redefining the firm's overall strategy. Delicrisps has not been able to generate significant competitive advantage through IT. However, the crisps company can also fall into the '**Support**' category, where IT is seen as a tool to support existing operations, such as a social media presence.

3.4. Business-IT alignment at different levels of the organisation

Business-IT alignment must take place at the strategic, tactical and operational levels of the company.

At the **strategic level**, Delicrisps is aligning its business strategy with its IT strategy. Initially, Delicrisps considered IT to be 'unimportant' and was not really dependent on it. The only IT systems used were very basic. With its new business strategy, the organisation is now giving IT a prominent place, making it 'indispensable' to its operations. Indeed, the company makes intensive use of IT in its day-to-day operations. This encompasses everything from chip production management to online presence on social media. This extensive use of IT demonstrates the crucial importance of information technology to Delicrisps' operational efficiency. However, despite this extensive use, IT has not yet created any significant differentiation or specific competitive advantage for Delicrisps. The company complies with food industry standards by using IT in a standard way, focusing on the reliability of IT systems.

At a **tactical level**, the company's business projects are linked to its IT projects through the enterprise architecture, which acts as a coordination framework. To achieve its objectives, Delicrisps uses an operational 'coordination' model. The company operates several Odoo modules that work closely together but manage their own operations autonomously. The maturity stage of the architecture is "standardised technology". Delicrisps adopts common IT solutions for certain business functions, but the processes are not fully integrated.

At an **operational level**, the company is aligning its business and IT operations via delivery service management.

3.5 SWOT

STRENGTHS

- Implementation of an integrated ERP system to manage all Delicrisps operations
- Process automation using Odoo (order management, accounting, etc.)
- Real-time information available for each module, essential for effective decision-making

WEAKNESSES

- Technical skills required to use Odoo effectively
- Odoo implementation costs (licences, hardware, training, etc.)
- Time required to implement Odoo, which could disrupt the organisation's operational activity

OPPORTUNITIES

- Optimise the supply chain using the Inventory, Purchase and Manufacturing modules, thereby reducing costs
- Expand your product range with the Manufacturing module
- Improve customer relations using the Sales, Social marketing and Website modules

THREATS

- Dependence on the Odoo ERP system, which could be a risk in the event of problems at Odoo
- Technical complexity in managing the many modules
- Increased competition in the IT market, which is particularly competitive and can therefore make it difficult to recruit and retain qualified professionals capable of managing Odoo modules.

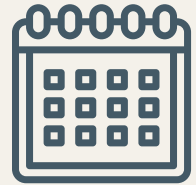
3.6 Business Model Canva

Key partners - Local raw materials producers - Producers of recyclable packaging - Odoo service providers	Key activities - Crisps prep - Deliveries - Logistic - Accounting - Managing the employees - Online Marketing	Value Proposition - Production of local, environmentally-friendly crisps - Online presence via a website for greater visibility - Using Odoo to optimise operations and efficiency	Customer Relationships - Customer feedback on the Web site - Competition on our social networks (Facebook)	Customer segments Belgian crisps lovers who want to buy eco-responsibly
Communication canal - Website - Social media: Facebook	Key resources - Competent IT team - Odoo	Cost structure - Production costs - IT infrastructure costs - Staff training costs	Source of incomes Sales of crisps	

4. TEAM WORK AND ORGANIZATION

To maximise the efficiency of our work, we have meticulously planned our project, establishing key deadlines to which we must conform:

- **28/09: Submission of the draft report**
- **13/10: Odoo implementation**
- **27/10: Creation and presentation of the video**
- **12/11: Submission of the final report**



Each deadline is preceded by a one-week margin to anticipate any last-minute problems or adjustments. This margin allows us to ensure the quality of each deliverable while meeting the deadlines.

In our team, we have six consultants determined to integrate a digital solution into the Odoo company.

Sophie Briolo



Sara Camassi



Eugénie Clarenne



Victoria Dumonceaux



Clémentine Ghem



Pauline Jadot



To better organise our work, we opted for a detailed approach using a Work Packages chart (*See appendix I*), which divided our project into three main entities:



Project management

This component is crucial to the overall supervision of the project. **Clémentine** was designated project manager because of her exceptional skills in organisation, time management and attention to detail. She is responsible for planning, process monitoring and communication within the group. In addition, Clémentine is responsible for ensuring that every report is submitted on time, guaranteeing the cohesion of the team.



Implementation of Odoo

This central phase of the project was assigned to **Sara** and **Sophie** because of their IT skills and their ability to adapt to new software. Their experience enables them to manage the Odoo platform and its 8 modules efficiently. Their enthusiasm for exploring Odoo's functionalities ensures optimal results.



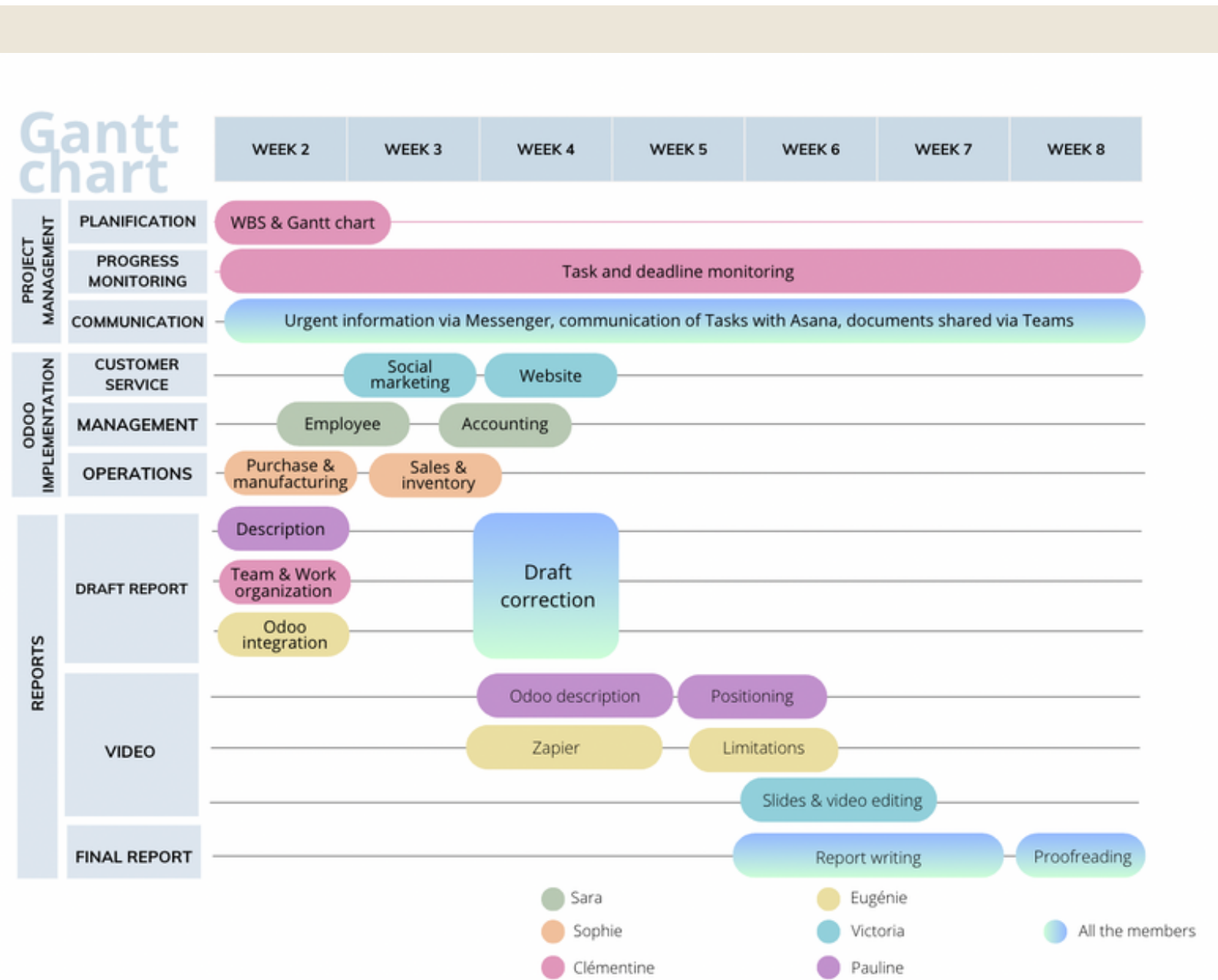
Reports

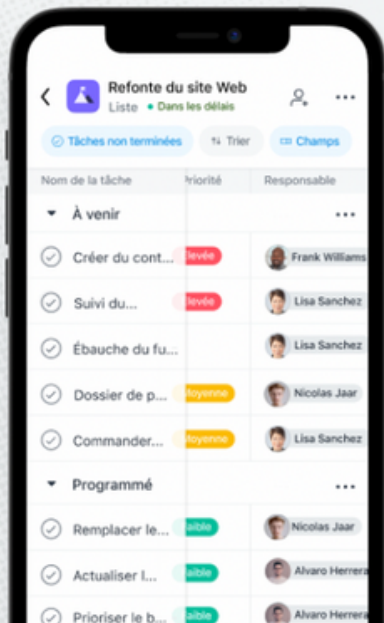
Creating reports is an essential step. **Victoria**, **Pauline** and **Eugénie** have been appointed to this task. Eugénie and Pauline, who are both skilled report writers, are responsible for writing the reports, ensuring the highest quality, accuracy and professionalism. Victoria, meanwhile, is responsible for the layout, thanks to her skills in visual organization. She ensures the coherence and visual appeal of the entire project, from graphic design and document layout to the creation of presentations and video editing. Victoria also manages the Odoo modules for social marketing and the website. As a result, these three team members have been working on writing the preliminary report, creating the video and producing the final report.

Our team values diversity, with each member bringing their own expertise and ideas. This variety enhances our horizontal management approach. It encourages us to work together, to innovate and to share responsibility. Everyone is encouraged to participate actively and to commit to our common goals. This diversity prepares us to meet challenges effectively. To ensure precise, methodical management of each phase of our project, we put in place a set of structured practices and management tools. At the heart of our approach was the Gantt chart, a planning tool that enabled us to break the project down into distinct stages, each with

specific deadlines. This was essential to ensure that each report was completed by its deadline, contributing to effective time management.

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To support the Gantt chart, we integrated the Asana platform into our process. Asana has enabled us to create a dedicated schedule for our teamwork, where each task has been meticulously listed and assigned to a specific member. This platform provides us with a shared schedule, a detailed list of tasks and sub-tasks, clear deadlines, and the ability to track the progress of each item. What's more, we've integrated all our meetings with Asana, ensuring that nobody misses a crucial meeting.

Each team member was assigned tasks according to their skills and areas of expertise. This clarity of roles and responsibilities contributed to a fair distribution of work and individual responsibility. For report writing, we use Microsoft Teams, where a shared document accessible to all team members enables real-time collaboration. Everyone can contribute to their own part of the document, while maintaining an overview of the document as a whole. A shared canvas has also been set up.

Group meetings play an essential role in our process. We used the time slots provided by the teacher to organise these meetings. Before each meeting, all members review the work that has been completed, allowing us to discuss progress and any problems. These face-to-face meetings encourage direct communication, increase team cohesion, and give us the opportunity to share our perspectives and ideas to ensure a high quality end result.

Outside of scheduled meetings, we use a Messenger group for important and urgent communications. This platform facilitates real-time coordination and rapid distribution of crucial information to all team members.



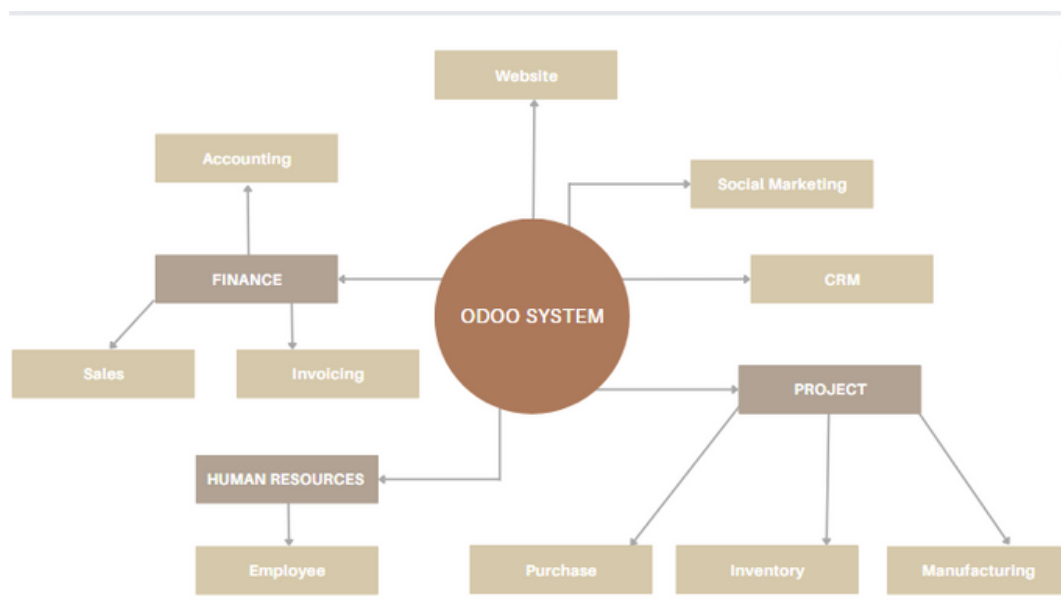
5. DESCRIPTION OF OUR ODOO IMPLEMENTATION

Today, many companies still use silo systems. By definition, "operating in silos means that each department works on its own specialities without concern for the other departments" (Tissot, 2021). These are departments that operate in isolation, without interconnection or effective communication with other systems or processes within the same organisation. This mode of operation can create a number of problems, such as gaps in communication, duplication of effort and loss of efficiency, and is also very costly.

In contrast, Odoo, an Enterprise Resource Planning (ERP) system, is designed to help businesses manage and integrate many aspects of their operations, including accounting, sales management, stock management, human resources management, production, marketing and much more. As we've seen in our work with Odoo, we started with logical integration by selecting the different modules according to the type of business we created. This means that instead of having separate systems, we have a single platform that manages all these operations.

The implementation of Odoo will therefore play a crucial role in optimising Delicrisps' operations, streamlining processes, improving productivity and increasing the company's overall efficiency.

We have decided to use 10 Odoo applications divided in 6 categories to digitalise Delicrips. Firstly, the sales, invoicing and accounting modules that can be assigned to the finance category. Then, inventory, purchase and manufacturing will to help manage the project. We also have a human resources category with the employee module. Finally, we have the website, social marketing and CRM application.



Finance

Accounting

We have integrated the accounting system, because it is a fundamental pillar of Delicrip's business. Thanks to this system, they have an overall view of all the expenditures and income of the company. They can check that they are not behind with their suppliers and that their customers are also up to date with them (*See appendix 2.1*). They can have an overview of the financial performance of the company in order to assess the profitability and to make predictions about the future of Delicrip's that help in decision making. In conclusion, this module is needed to keep track of the company's finances (*See appendix 2.1*).

Sales

The Sales module allows them to track all sales. Brands such as Delhaize, Colruyt, Carrefour and BioCap order large quantities of crisps, which enables Delicrisps to offer them better prices. These large companies buy from Delicrisps on a monthly basis, which explains the large quantities requested, as you can see in *appendix 2.2* with Carrefour. As soon as the orders are placed, they are recorded in the sales section and issue invoices. Odoo's Sales application is very practical, as it allows to compare sales volumes between different periods

Invoicing

The invoicing module is directly connected to the sales module. Thanks to this module, they can send invoices to their customers so that they pay them on time. It is also legal proof of their sales.

Project

Inventory

In the inventory module, there is an overview of all the orders placed by customers that need to be produced and delivered to the partner supermarkets. In *appendix 2.3*, you can see that this is all done.

Purchase

The purchasing module is essential to the smooth running of the company. This is where you find all the raw materials orders placed. Delicrip's works with 4 suppliers who cover all their raw materials (*See appendix 2.4*). Firstly, Pure Pack, which takes care of the recyclable packaging for the organic crisps. The brand's second supplier is Colzeo, which supplies them with organic rapeseed oil to make crispy chips. Organic spices supplies Delicrips' with delicious spices to make their chips tastier. These include paprika, pickles and salt. Finally, their main supplier is the Brunin farm, which allows Delicrip's to have organic, environment friendly and GMOs free crisps, which is the very essence of the Delicrips' brand.

Manufacturing

Manufacturing allows to have an overview of all the packets of crisps ordered by the partners supermarket. This module details the quantities of each raw material required to produce a packet, as well as the production costs. You can see in *appendix 2.5*, the quantities needed to produce a large packet of paprika crisps. It is thanks to this module that they can determine the selling price of their packs, so that it is reasonable but the margin is not zero.

The aim of this module is also to find out the progress of the various chip packages ordered. This module also gives an overview of all the products of the company (*See appendix 2.5*).

Human Resource

Employee

The employee module is very useful for managing the different people working in the company. It gives an overview of the organisation's hierarchy, as well as the addresses, salaries and schedules of the employees. All this information is important to keep in mind for good human resources management.

As you can see in *appendix 2.6*, Delicrips is made up of a CEO, a marketing manager, a human resources and administration manager, and a financial manager. There are also 2 people in the sales and distribution team and 3 people who manage production without whom the company would not be able to function. Those 3 people are under the supervision of Remy, the head cook, who elaborates the recipes.

Another important point for human resources management is the ability to find each employee's contract in the employee module. This allows to find out legally when the contract starts and ends, the exact position and salary of each employee. For instance, we have Catherine, the financial manager. You can see in *appendix 2.6* that she works 40h per week and that she earns 3,500 € per month.

Website

Thanks to the Website module, we were able to create an interactive site for consumers of Delicrips (*See appendix 2.7*). This site includes a presentation of the different products offered by the brand, a presentation of the different suppliers and an overview of the Delicrips brand and the values it wishes to promote. Via this website, the consumers are allowed to get in touch with the brand (*See appendix 2.7*).

Unfortunately, the website doesn't allow you to buy crisps online. The reason is that the brand doesn't want the crisps to spoil on the way, and they don't think it's environmentally friendly to deliver packets of crisps to your home - it's far too polluting.

Social marketing

These days, social networks are widely used by almost every generation. So it was important to integrate the Delicrisps brand into this trend. The Facebook page offers potential visibility to a large number of people. What's more, the people in charge of marketing can write a few words to explain the concept and remind people where the products come from.

The social marketing module gives an overview of the different social networks created (in this case there is only Facebook) as well as the posts made on each of them (*See appendix 2.8*).

CRM

The CRM module is a very important tool for managing a company's customer portfolio. They can register all your customers with all their contact details, as well as organising meetings, calls, etc. Depending on what is integrated into the module, decision-making will become easier, thanks in particular to the organisation charts available in real time.

In the case of Delicrisps, for the moment only customer information is available, but the module can of course be expanded at any time (*see appendix 2.9*).

Access information

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Password: Odoodigital2023

6. DESCRIPTION OF THE ZAPIER - ODOO CONNECTION

Zapier is a software solution that allows them to integrate data from one application to another one and to automate workflows. The first step of the automatisisation is to develop a trigger. Following, it is time for action. This action is an event that an automation performs after it is triggered. When these two steps are completed, the zap is created. (Zapier, 2023) Each time a "Zap" is triggered, data is transferred safely. The main advantage of using an external integration tool is to save time by automating many of the tasks you perform on a daily basis.

In the case of our support for Delicrisps in its digital transformation, we used Zapier to create a connection between the Odoo CRM module and an Excel sheet. Thanks to this integration, everyone with access can have an overview of their customers, along with information linked to them such as telephone number, address and email address.

(See appendix 3)

7. CONCLUSION

In conclusion, we will discuss the positive points and limitations of this work, as well as what it has brought us as a team of consultants. Finally, we will set out our ideas for the future of Delicrisps.

First of all, our main task was to develop an ERP system for the fictitious company Delicrisps, Delicrisps. Initially, this seemed like a very **complicated** task, as none of us had ever worked on an ERP platform before and we didn't have a lot of time. However, thanks to our willingness to learn and the combined skills of each member of the team, we managed to find the right balance to carry out this mission successfully. We learned that having a clear overall vision of the business and its processes is crucial from the outset. Without this in-depth understanding, it's difficult to make effective decisions for the business. In addition, this project has given us a better understanding of how ERP systems work, which are widely used in companies around the world. Finally, this project taught us how to collaborate effectively with team members and that communication is the key to everything.

We believe that implementing Odoo will bring several significant **benefits** to Delicrisps. By using Odoo, Delicrisps can simplify and improve the management of its sales, purchasing and inventory. This means the company can always have a clear and comprehensive view of what is being bought, sold and stocked, making it easier to plan activities and make informed decisions. Secondly, by using Odoo for their website, Delicrisps can benefit from improved online visibility thanks to a user-friendly interface and attractive design. Finally, Odoo can improve the company's operational efficiency because it enables smoother coordination between different teams, reducing delays, errors and inefficiencies.

However, we feel that odoo has a few **drawbacks**. One of these is the complexity of training. Indeed, it is important that employees are trained in the use of Odoo which can take time and require additional resources to ensure effective adoption of the system. In addition, it is possible that certain specific functionalities required for Delicrisps are not directly supported by Odoo, which can make customisation of the software more difficult. One example is carbon footprint tracking, a feature that would enable the environmental impact of the production process to be tracked and managed.

Generally speaking, Odoo is an extremely comprehensive platform that will enable you to manage your business more efficiently. Digitising with Odoo and Zapier will save them a lot of time and tedious tasks.

As far as Delicrisp's future is concerned, we think it's promising, especially with its commitment to sustainability and quality. By continuing to strengthen its environmental practices, consolidating its partnerships with organic producers and implementing cutting-edge technologies such as the use of an ERP system, Delicrisps is well positioned to expand its market presence.

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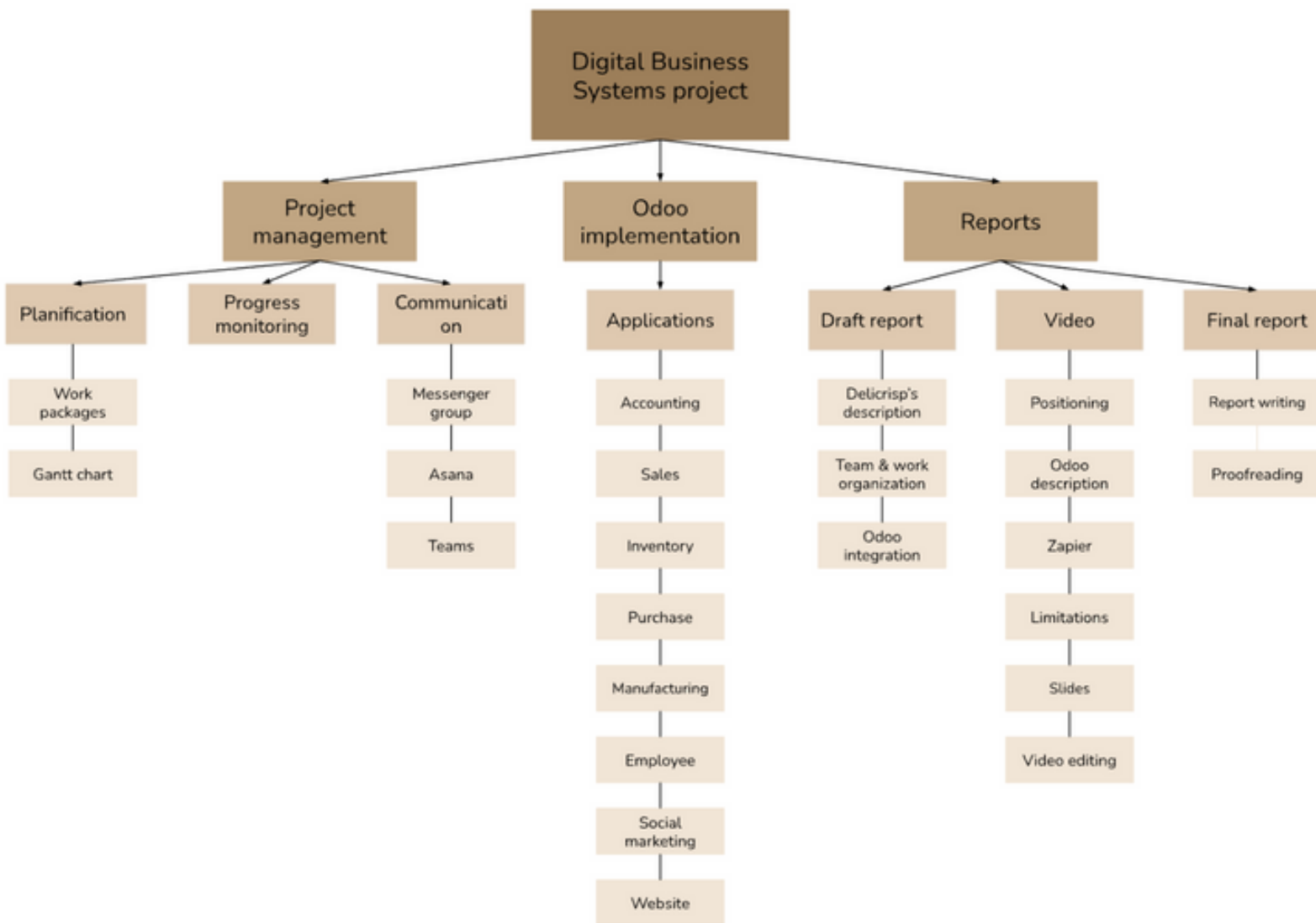
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9. APPENDICES

Appendix 1: Work Packages chart



Appendix 2: Odoo implementation

2.1 Accounting

Accounting

Dashboard

Customers

Vendors

Accounting

Reporting

Configuration

Search...

NEW UPLOAD

Filters Group By Favorites

1-4/4

Number	Vendor	Bill Date	Due Date	Reference	Activities	Tax Excluded	Total	Payment Status	Status
BILL/2023/10/0004	Pure Pack	10/22/2023				-11,250.00 €	-13,612.50 €	In Payment	Posted
BILL/2023/10/0003	Colzeo	10/22/2023				-3,000.00 €	-3,180.00 €	In Payment	Posted
BILL/2023/10/0002	Organic Spices	10/22/2023				-1,345.00 €	-1,425.70 €	In Payment	Posted
BILL/2023/10/0001	Ferre Brunin	10/22/2023				-2,880.00 €	-3,052.80 €	In Payment	Posted
						-18,475.00 €	-21,271.00 €		

Accounting

Dashboard

Customers

Vendors

Accounting

Reporting

Configuration

Search...

NEW UPLOAD

Filters Group By Favorites

1-4 / 4

Number	Customer	Invoice Date	Due Date	Activities	Tax Excluded	Total	Payment Status	Status
☐ INV/2023/00012	Delhaize	10/22/2023			6,900.00 €	7,314.00 €	In Payment	Posted
☐ INV/2023/00011	Colonyt Group	10/22/2023			9,300.00 €	9,858.00 €	In Payment	Posted
☐ INV/2023/00010	Bio Cap	10/22/2023			1,500.00 €	1,590.00 €	In Payment	Posted
☐ INV/2023/00009	Carrefour	10/22/2023			6,445.00 €	6,831.70 €	In Payment	Posted
					24,145.00 €	25,593.70 €		

Accounting

Dashboard

Customers

Vendors

Accounting

Reporting

Configuration

Accounting Dashboard

Search...

Filters Group By Favorites

1-5/5

Customer Invoices

NEW INVOICE

Due

S - 11 Nov

This Week

19 - 25 Nov

26 Nov - 2 Dec

Not Due

Vendor Bills

vendor-bills@edur-uclovaain00.odoo.com

UPLOAD

Create Manually

Due

S - 11 Nov

This Week

19 - 25 Nov

26 Nov - 2 Dec

Not Due

Miscellaneous Operations

NEW ENTRY

Tax return for October

11/07/2023

Upload

Bank

ONLINE SYNCHRONIZATION

Outstanding Payments/Receipts

4,322.70 €

Import Statement

2.2 Sales

Sales Orders

NEW

Search...

Filters Group By Favorites

1-4 / 4

Number	Order Date	Customer	Salesperson	Activities	Total	Invoice Status
500016	10/22/2023	Carrefour	eugenie.clarenne		6,831.70 €	fully invoiced
500015	10/22/2023	Bio Cap	eugenie.clarenne		1,590.00 €	fully invoiced
500014	10/22/2023	Colruyt Group	eugenie.clarenne		9,858.00 €	fully invoiced
500013	10/22/2023	Delhaize	eugenie.clarenne		7,314.00 €	fully invoiced
					25,593.70 €	

https://indurackware50.odoo.com/web/

Quotations / 500016

Print Action 1 / 4

New

500016

Customer Carrefour

93 Avenue de Paris

91300 Massy

France - FR14652014051

Order Date 10/22/2023 12:48:13

Payment Terms

Order Lines Other Info

Product	Description	Quantity	Delivered	Invoiced	Unit Price	Taxes	Subtotal
Chips Paprika (225g)	Chips Paprika (225g)	900.00	900.00	900.00	2.50	(6%)	2,250.00 €
Chips Pickels (225g)	Chips Pickels (225g)	700.00	700.00	700.00	2.50	(6%)	1,750.00 €
Chips Sel (225g)	Chips Sel (225g)	900.00	900.00	900.00	2.50	(6%)	2,250.00 €
Petit Chips Paprika (125g)	Petit Chips Paprika (125g)	50.00	50.00	50.00	1.50	(6%)	75.00 €
Petit Chips Pickels (125g)	Petit Chips Pickels (125g)	30.00	30.00	30.00	1.50	(6%)	45.00 €
Petit Chips Sel (125g)	Petit Chips Sel (125g)	50.00	50.00	50.00	1.50	(6%)	75.00 €

Add a product

Add a section

Add a note

Terms and conditions...

Untaxed Amount: 6,445.00 €

TVA: 6%

184.70 €

2.3 Inventory

Inventory Overview

Search...

Filters Group By Favorites

1-4 / 4

Receipts

0 TO PROCESS

Delivery Orders

0 TO PROCESS

Returns

0 TO PROCESS

Manufacturing

0 TO PROCESS

2.4 Purchase

PurchaseOrdersProductsReportingConfiguration

Requests for Quotation

Search...

NEW

FiltersGroup ByFavorites

1-4 / 4

All RFQs

0To Send0Waiting0Late

Avg Order Value5,317.75 €

Purchased Last 7 Days0.00 €

My RFQs

0

Lead Time to Purchase0 Days

RFQs Sent Last 7 Days0

Reference	Vendor	Buyer	Order Deadline	Activities	Source Document	Total	Status
☆ P00004	Pure Pack	Briolo Sophie				13,612.50 €	Purchase Order
☆ P00003	Colzeo	Briolo Sophie				3,180.00 €	Purchase Order
☆ P00002	Organic Spices	Briolo Sophie				1,425.70 €	Purchase Order
☆ P00001	Ferme Brunin	Briolo Sophie				3,052.80 €	Purchase Order
						21,271.00 €	

https://edu-ucouvain01.odoo.com/webot

PurchaseOrdersProductsReportingConfiguration

Requests for Quotation / P00002

PrintAction

3 / 4

Purchase Order

☆ P00002

VendorOrganic Spices

Confirmation Date10/13/2023 11:33:06

Vendor ReferenceExpected Arrival10/13/2023 11:17:44

Arrival10/22/2023 14:54:31

ProductsOther Information

Product	Description	Quantity	Received	Billed	Unit Price	Taxes	Subtotal
0 Salt	Salt in Kg	50.00	50.00	50.00	1.00	6% M	50.00 €
0 Paprika	Paprika in Kg	35.00	35.00	35.00	30.00	6% M	1,050.00 €
0 Pickles	Pickles in Kg	35.00	35.00	35.00	7.00	6% M	245.00 €

Add a productAdd a sectionAdd a note

Define your terms and conditions...

Untaxed Amount:1,345.00 €

TVA 6%:80.70 €

Total:1,425.70 €

https://edu-ucouvain01.odoo.com/webot

2.5 Manufacturing

ManufacturingOperationsProductsReporting

Manufacturing Orders

NEW

FiltersGroup ByFavorites

1-11 / 11

Reference	Scheduled Date	Product	Next Activity	Source	Component Status	Quantity	State
☆ WH/MO/00002	23 days ago	Chips Paprika (225g)				2,900.00	Done
☆ WH/MO/00006	22 days ago	Chips Sel (225g)				2,900.00	Done
☆ WH/MO/00007-001	22 days ago	Petit Chips Sel (125g)				200.00	Done
☆ WH/MO/00008	22 days ago	Chips Pickels (225g)				2,700.00	Done
☆ WH/MO/00009	22 days ago	Petit Chips Pickels (125g)				630.00	Done
☆ WH/MO/00010	22 days ago	Petit Chips Paprika (125g)				650.00	Done
☆ WH/MO/00011-001	21 days ago	Chips Sel (225g)				2,000.00	Done
☆ WH/MO/00012-001	21 days ago	Chips Paprika (225g)				2,000.00	Done
☆ WH/MO/00007-002	19 days ago	Petit Chips Sel (125g)				450.00	Done
☆ WH/MO/00011-002	19 days ago	Chips Sel (225g)				900.00	Done
☆ WH/MO/00012-002	19 days ago	Chips Paprika (225g)				900.00	Done
						16,230.00	

https://edu-ucouvain01.odoo.com/webot?id=1&menu_id=434&cid=1&action=671&model=mrp.bom&view_type=form

ManufacturingOperationsProductsReporting

Bills of Materials / Chips Paprika (225g)

PrintAction

1 / 6

Quantity1.00

BoM TypeManufacture this product

Kit

ComponentsMiscellaneous

Component	Quantity
0 Colza oil	56.25
0 Salt	1.58
0 Potatoes	900.00
0 Family pack paprika flavour	1.00
0 Paprika	2.25

Add a line

Send messageLog note

Following

October 17, 2023

Manufacturing Operations Products Reporting

Products

NEW

Filters Group By Favorites 1-18 / 18

Chips Paprika (225g) Price: 2.50 €	Chips Pickels (225g) Price: 2.50 €	Chips Sel (225g) Price: 2.50 €	Colza oil Price: 1.00 €
Family pack paprika flavour Price: 1.00 €	Family pack pickels flavour Price: 1.00 €	Family pack pickels flavour Price: 1.00 €	Family pack salt flavour Price: 1.00 €
Paprika Price: 0.00 €	Petit Chips Paprika (125g) Price: 1.50 €	Petit Chips Pickels (125g) Price: 1.50 €	Petit Chips Sel (125g) Price: 1.50 €
Pickels Price: 1.00 €	Potatoes Price: 1.00 €	Salt Price: 1.00 €	Small pack paprika flavour Price: 1.00 €
Small pack pickels flavour Price: 1.00 €	Small pack salt flavour Price: 1.00 €		

2.6 Employees

Employees Employees Departments Reporting Configuration

Employees

NEW

Filters Group By Favorites 1-10 / 10

DEPARTMENT	All	Catherine Leclerc	Hugo Verdoncken	Lucas Martinez
Administration	2	Catherine Leclerc Financial manager catherine.leclerc@delcrops.be	Hugo Verdoncken sales and distribution officer hugo.verdoncken@delcrops.be	Lucas Martinez Human resources and administration manager lucas.martinez@delcrops.be
Finance	1	Léna Massart Production officer lena.massart@delcrops.be	Marie Dubois Sales and distribution manager marie.dubois@delcrops.be	Martin Dupont CEO manager martin.dupont@delcrops.be
Marketing	1	Maya Vanneste Production officer maya.vanneste@delcrops.be	Medhi Bauloin Production officer alex.bauloin@delcrops.be	Olivia Anderson Marketing manager olivia.anderson@delcrops.be
Production	4	Remy Bouchat Head cook remy.bouchat@delcrops.be		
Sales / Distribution	2			

Employees Employees Departments Reporting Configuration

Employees / Catherine Leclerc / Schedule by Resource

NEW TODAY DAY WEEK MONTH YEAR COPY PREVIOUS WEEK

PUBLISH PLAN ORDERS

Filters Group By Favorites

12 November 2023 - 18 November 2023

Schedule	Sunday, 12th	Monday, 13th	Tuesday, 14th	Wednesday, 15th	Thursday, 16th	Friday, 17th	Saturday, 18th
Open Shifts							
Catherine Leclerc (Financial m...)		8:00 AM - 5:00 PM (3h...)	8:00 AM - 5:00 PM (3h...)	8:00 AM - 5:00 PM (3h...)	8:00 AM - 5:00 PM (3h...)	8:00 AM - 5:00 PM (3h...)	
Total		08:00	08:00	08:00	08:00	08:00	

Employees Employees Departments Reporting Configuration

Employees / Catherine Leclerc / Catherine Leclerc's Contracts History

1 / 1

CREATE SIGNATURE REQUEST

Catherine Leclerc's Contracts History

Catherine Leclerc

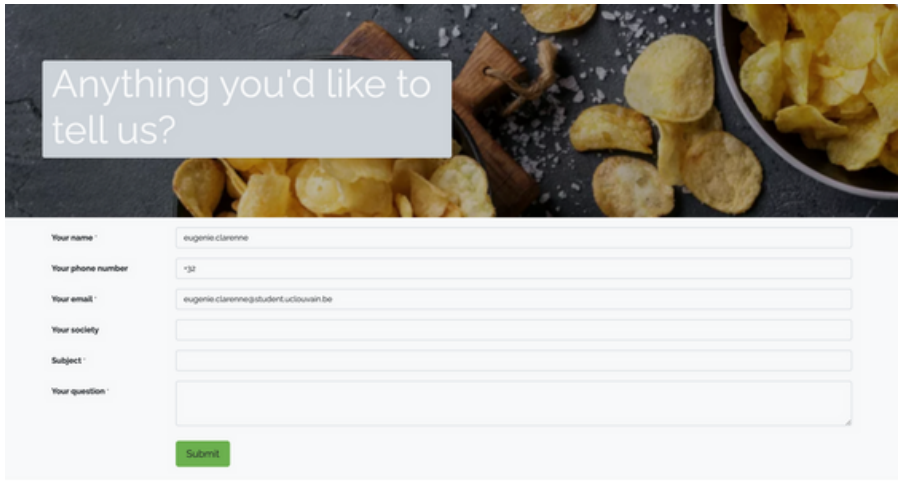
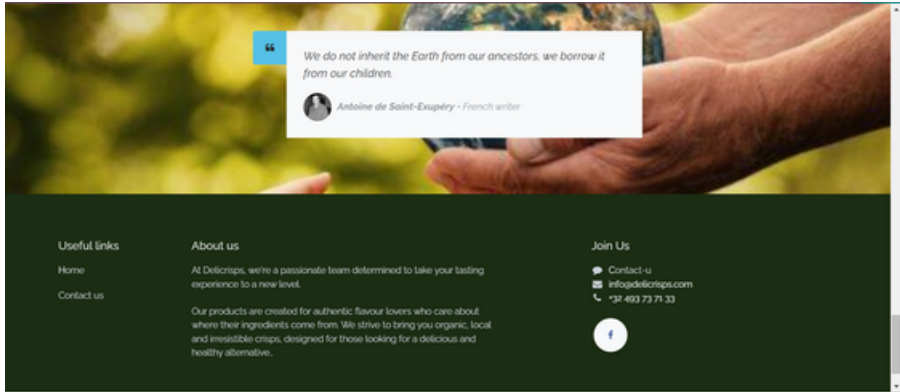
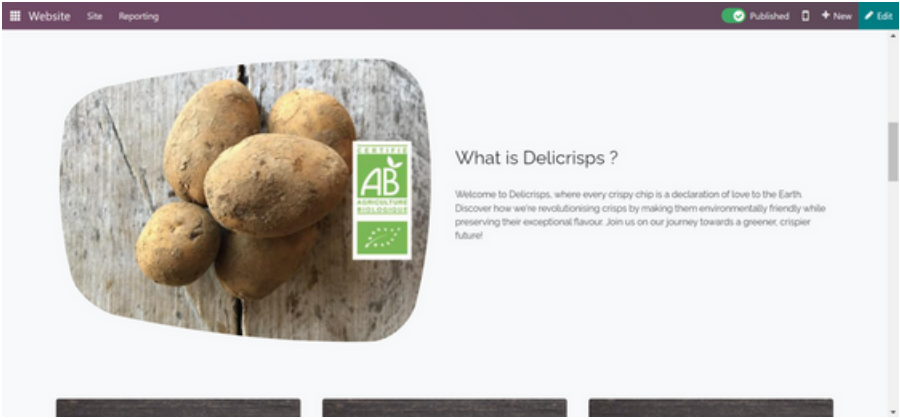
Salary Structure Type Employee Department Finance

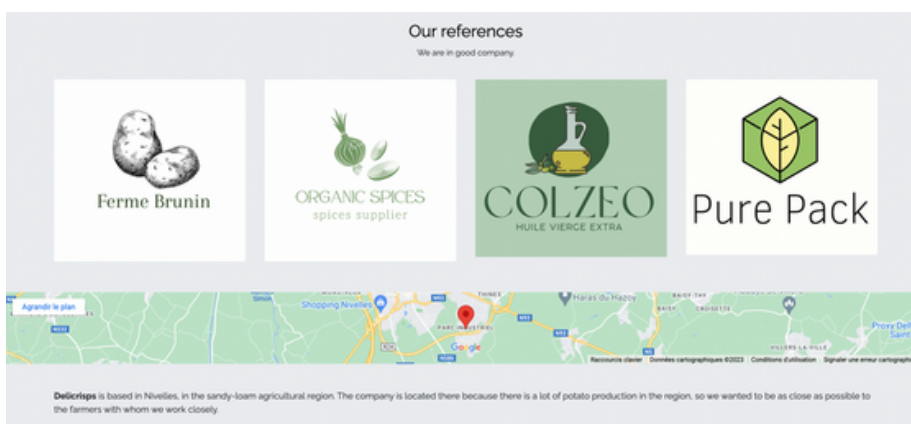
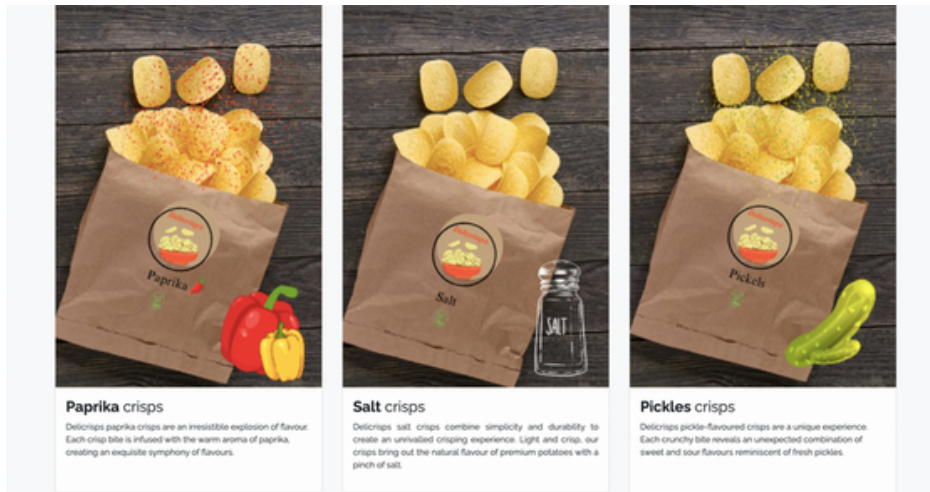
Working Schedule Standard 40 hours/week Job Position Financial manager

Contract History Employee Information

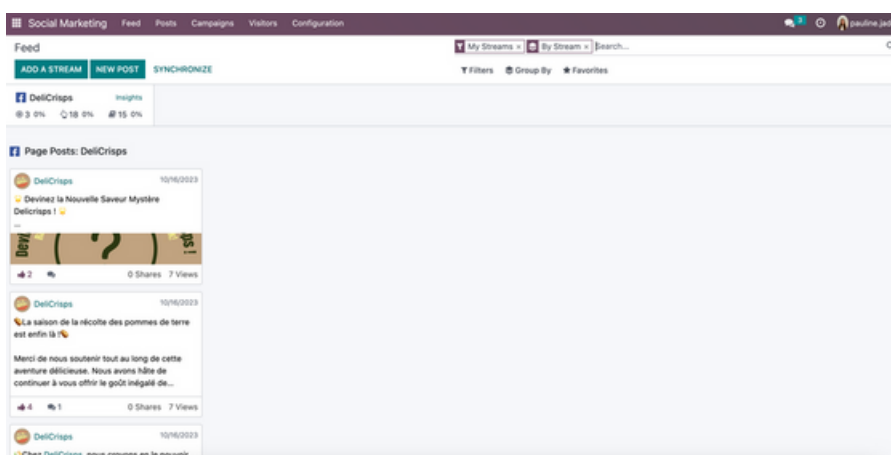
Contract Name	Start Date	End Date	Working Schedule	Monthly Wage	Status
Contract_02	10/21/2023	10/21/2024	Standard 40 hours/week	3,500.00 €	Running

2.7 Website

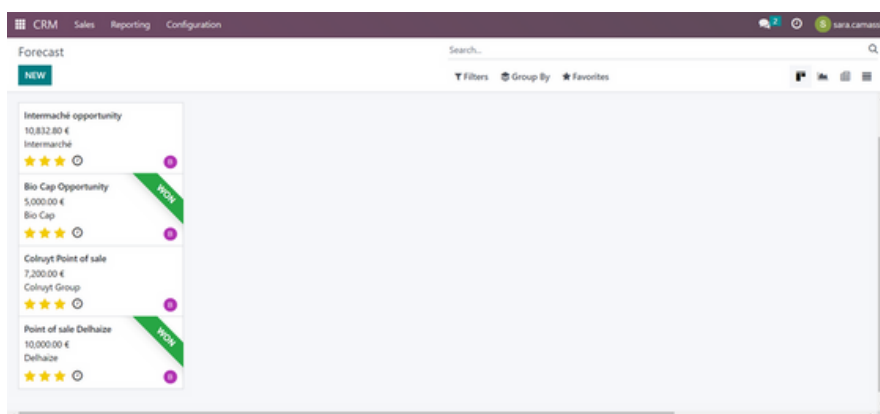
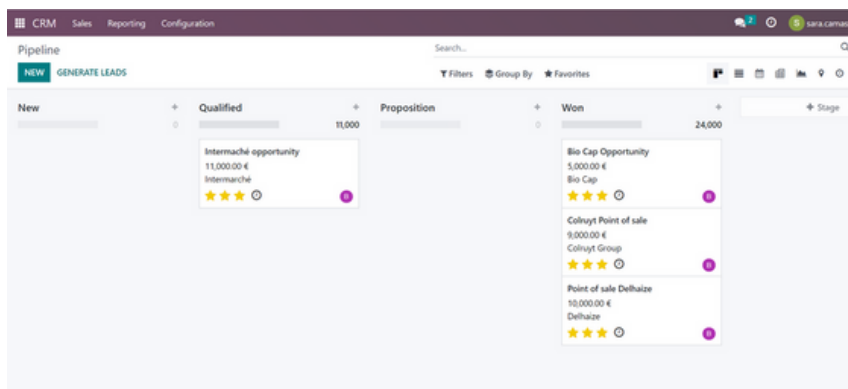




2.8 Social marketing



2.9 CRM



Appendix 3: Zapier

