



Whole Company Meeting – June 2014

Fabien Pinckaers, Founder

1

Open
Days
Feedback



It was hard...

Everyone involved : R&D, Marketing, PS, Sales, admin




But it was epic...



Thank you!

With Odoo Apps



The Open Days are at the image of all I like in this company: smart guys, fun environment, great achievements, huge responsibilities, impact the world...

Open Days – Key Figures:

<http://bit.ly/1rmxXKu>

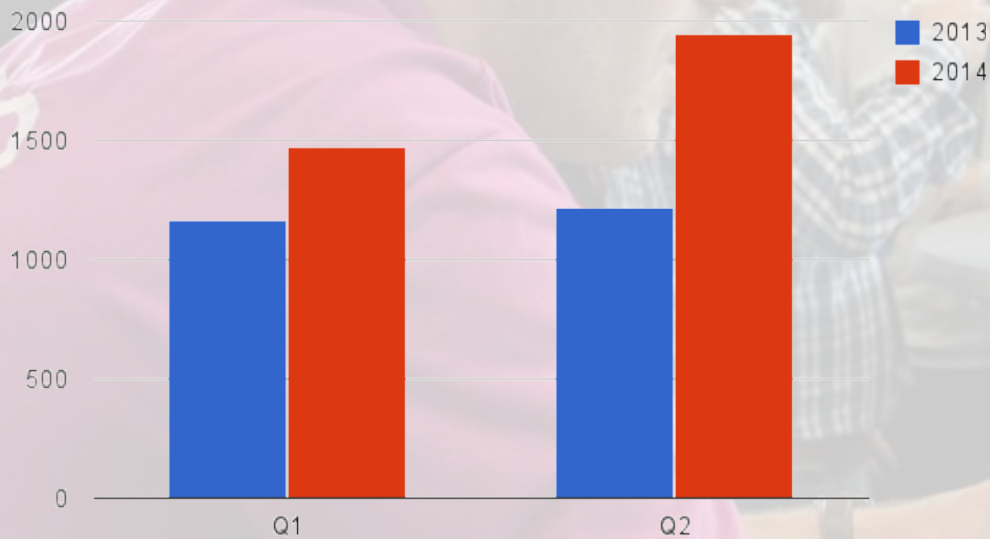
+Video.

2

Achievements Of The Past Month

Sales Achievements

EMEA Billing (€)



- 197 Meeting during Open Days
- **Billing : \$1.5m in June 2014!**

R&D Achievements



**Odoo 8 is astonishing!
SaaS is rock solid.**

Services Achievements

A woman with long dark hair and glasses, wearing a pink long-sleeved shirt, is talking on a black mobile phone. She is leaning over a man who is also wearing a pink long-sleeved shirt and glasses. They are both looking at a computer monitor. The background is blurred, showing other people in a room, some wearing pink shirts.

They do everything...

Trainings, Conferences, Quickstart, Upgrades, Support, Docs, ...



Complexity without pain...

And they are so good that we don't even notice how complex what they do is!



Lionel Sausin @ClonedAgain · Jun 27

Painful #Odoo migration to v7 despite endless preparation. At least it's ready for the inventory but still lots of details to sort out.

Details

Reply Retweet Favorite More



Stefan Rijnhart @therp_stefan · Jun 28

@ClonedAgain can you write a lessons learned blog to help others?

Details

Reply Retweet Favorite More



Lionel Sausin

@ClonedAgain



Following

@therp_stefan sure, just need the to nerves cool down. One thing to be fair: migration team at @Odoapps is not to blame, very supportive.

Reply Retweet Favorite More

The tweet just before...

Odoo Enterprise Migration

Here is the list of operations made on your database uploaded on 2014-06-23 09:57:59 :

#	Processed date	State after process	With uncertified modules removed ^(?)	Target version ^(?)	Server revision number ^(?)	Addons revision number ^(?)	Migration platform revision number ^(?)
10	2014-06-23 16:09:06	Automatic migration succeeded. ^(?)	NA	6.1	t26287c 2014-06-05	DEPRECATED	23639e3 2014-06-23
				7.0	67d127d 2014-06-11	DEPRECATED	23639e3 2014-06-23
9	2014-06-23 16:04:03	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
8	2014-06-23 15:42:07	Manual process: analysing your database. ^(?)	NA	6.1	t26287c 2014-06-05	DEPRECATED	23639e3 2014-06-23
7	2014-06-23 15:33:41	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
6	2014-06-23 15:28:58	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
5	2014-06-23 15:25:05	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
4	2014-06-23 15:18:09	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
3	2014-06-23 15:15:48	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
2	2014-06-23 15:13:14	Manual process: analysing your database. ^(?)	NA	NA	NA	NA	NA
1	2014-06-23 09:58:03	Automatic migration currently in progress. ^(?)	NA	6.1	4373	7305	2503
				7.0	5264	9925	2503



Lionel Sausin @ClonedAgain · Jun 24

Oh my. @Odoapps's migrating the migration platform. Our v7 is going live in 2 days, please please don't let us down pic.twitter.com/HvjAJhs9c8

And just after...

 Retweeted by Lionel Sausin



Stéphane Bldoul @SBidoul · Jul 1

Inventory night done. 2 warehouses, 20 scanners, 15k inv lines. Everything worked flawlessly! #odoo cc/ @ClonedAgain @BellierL @acsonelmi

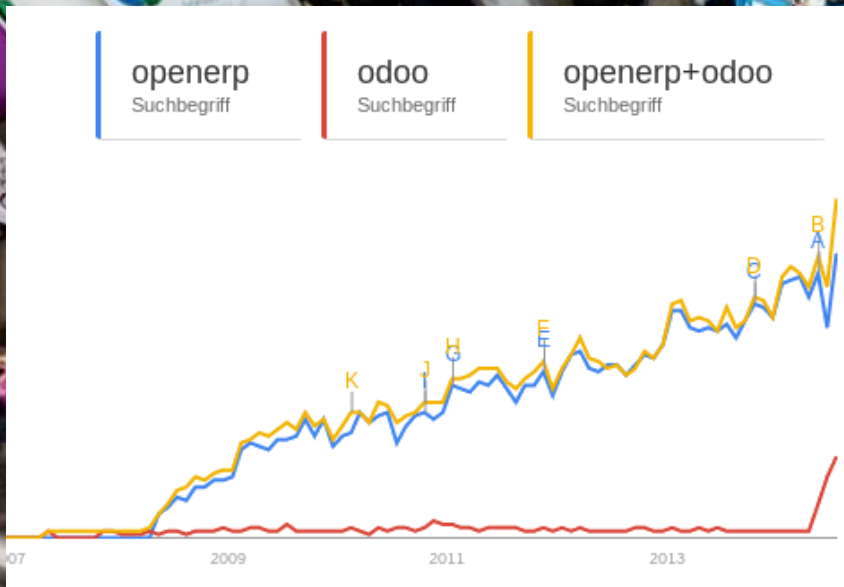


Lionel Sausin @ClonedAgain · Jun 29

#OpenERP v7 deployed. Laptop upgraded to #Ubuntu Trusty & eclipse luna. Hair and beard cut. All set for the new fiscal year.



Marketing Achievements

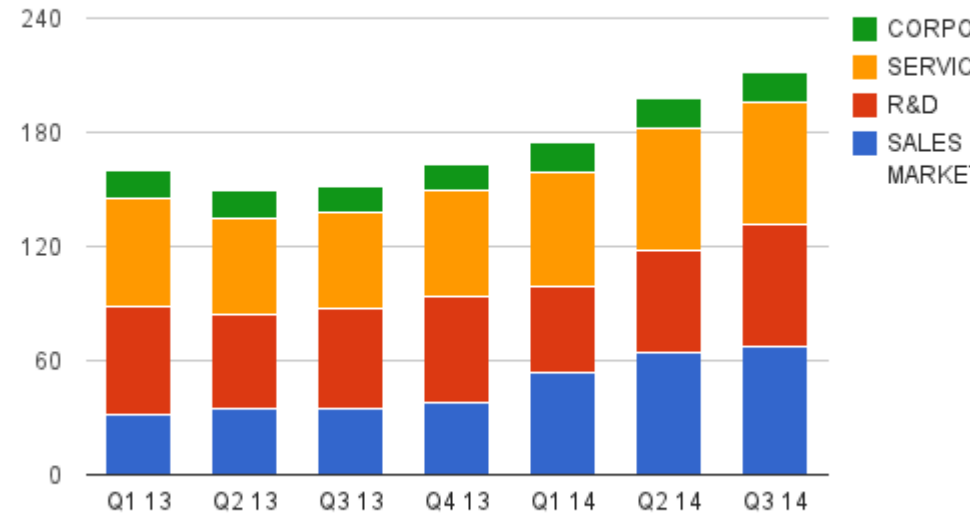


A new team and already:
New website launched, 2000 open days attendees, a huge tour, ...

Admin Teams Achievements



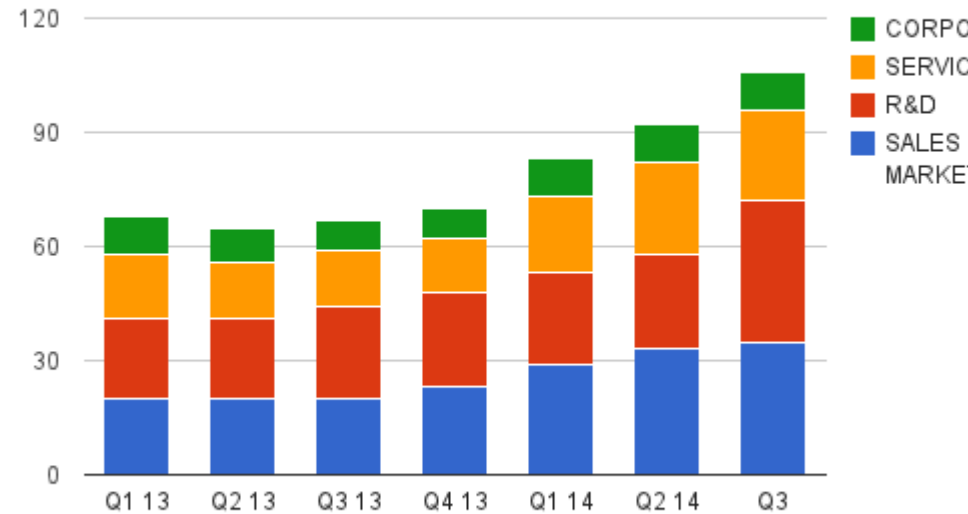
of Employees



Admin Teams Achievements



Employees Belgium



3

About
The
Future?
It's
All
About
Growth.



Why is grow so important?
Because success and evolution
brings happyness and fun...

Growing Companies

- New jobs every month
 - People evolve
 - Learn from the change
- A lot of changes
 - Every quarter is different
 - Lots of things to learn
- Real achievements
 - Everyone has a real impact
 - Challenges are growing every year

Non Growing Companies

- No new recruitments
 - Only opportunity to evolve is to replace someone's job
- Fewer changes
 - No budget for investments
 - Every year's challenge are the same. Same customer size, same volumes, ...
- Few new things to learn
 - Every ones responsibilities are not growing



Working at Odoo is incredible

We recruit the smartest guys. Everyone learn quickly. Every year is different. Every employee have a real impact. People have strong responsibilities. The environment is evolving. Challenges are huge...

It's fun, and it's partially due to growth.

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Our
Strategy
To
Continue
Growing
Quickly



Version 6.1, v7, v8 were WOW.

But we need an even bigger WOW
for the next step!

For the next step, we will promise
something incredible to our users,
and we will do it.

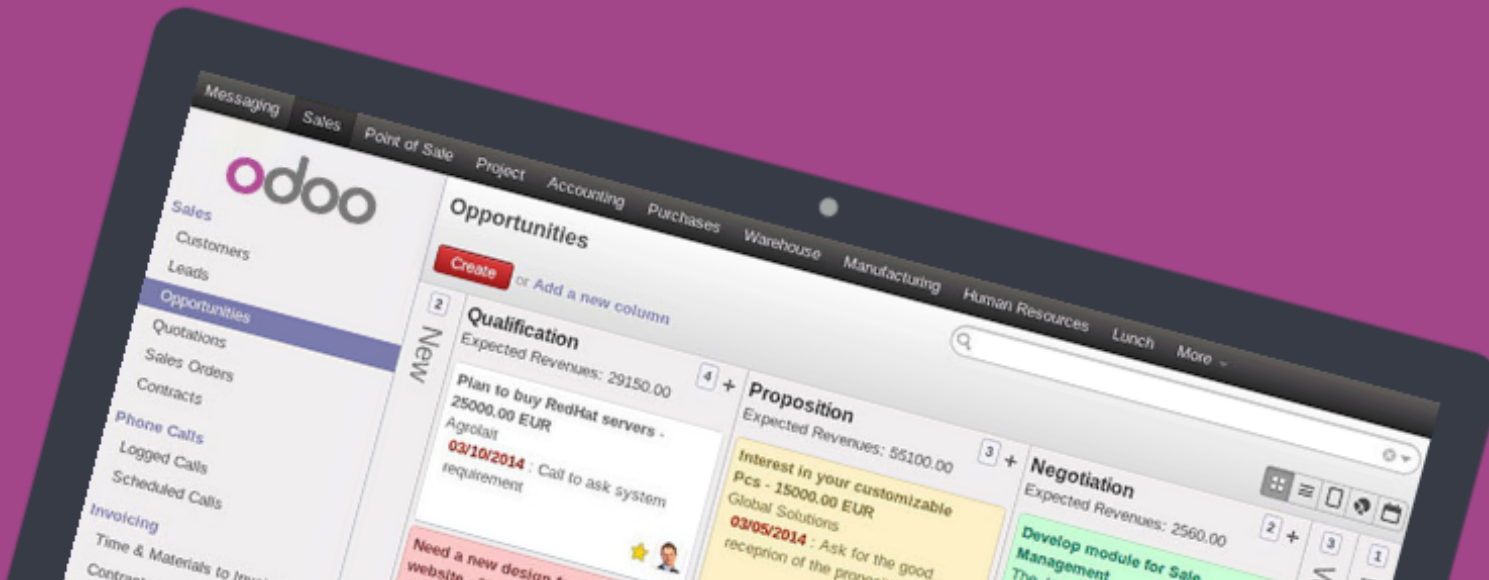


Our promise to our users:

Grow Your Business With Odoo Apps

One need, one app. Integration has never been so smooth.

↓ Discover The Magic





Our promise

We make you grow.

What a serious commitment. What a great value for users. This is huge!

It's not just about great features. To succeed, we will have to do much more than that...

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Challenge 1 :
Perfectly
Integrate
Services
And Marketing
In The
Product



The perfect tool is not enough

To grow companies, having the perfect tool is not enough.

We need to advice them on how to grow, to train them, to allow them to evolve quickly and to unlock their growth issues.

To grow companies, we will have to be with them at every step.

The phases of Odoo deployment:

- 1/ Discovery (10")
- 2/ Adoption (1 month)
- 3/ Deployment (4 months)
- 4/ Growth & Fine tuning (6 months)

Be with them during deployment:

http://qf6iua.axshare.com/sales_planner_v2.html

○ Merge services in the product:

- Support
 - Real-time support
 - In-products tutorials
 - Pro-active support: Chat popups, mails, ... (e.g. end of FY)
- Knowledge Base: (tutorials, videos, ...)
 - Available from the product
- Sales : Blue bar if
 - not supported
 - Upselling opportunities

○ → **Include support in every OE contract**

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Challenge 2:
No
Friction.
Move
Quickly.

- **The challenge is huge. We will have to evolve quickly and align everyone/every activity to a common goal**
- **We do too much:**
 - Trainings all around the world (CTP)
 - Certifications
 - Training of partners & customers
 - Technical, functional and SaaS support
 - SaaS / On premise
 - Direct / indirect
 - Quickstart and big project services
 - CMS, POS, Accounting, ...

Current

- Support
- Maintenance
- **Certifications: stop**
- Partner Trainings
- Technical Trainings

Future

- Support
- Maintenance
- Customer Trainings
 - More modular
 - Knowledge base
- Partner Training =
 - Customer Trainings +
 - Sales Training +
 - Technical Training (option)

Excellence in Support, First Level, 24/24, 5/7 (may be 7/7)

7

Challenge 3:
Simplify
Everything:
Software,
Organization,
Accessibility

○ **Simplify to make it accessible:**

- Contracts: Shorter, Easier to Read
- Activities : Merging SaaS and on-premise support
- Product: 4 Useability employees in R&D team, +15 developers will join
- Messages: new marketing team, + 2 designers in R&D
- Access to support

○ **Stop complex activities that do not allow to « grow companies »:**

- No more certifications
- No more CTP
- Reduced technical support
- Modular End-Users training instead of 5-days partners training



A lot of transformations are planned in July to align the whole company on a common objective: help end-users to grow.