

The Club
النادي
ERP Implementation
Proposal



Version 3.0

02 March 2025

Attention: *ENG. Mohamed Al Rashidi, DR. Ahmed Abdelfattah*

Reference: ERP Implementation request for proposal

Dear Gents,

Thank you for providing IMPACT with the opportunity to serve you as your partner for your ERP Implementation project. We are pleased to submit the attached proposal that describes the services to be performed by IMPACT. This letter, including the proposal, represents our response to your request.

At IMPACT We are confident that, with our experience, dedication, and level of professionalism, we will deliver quality resources that can leverage business value and ensure excellent quality of delivery. based on a proven package solution that will support and satisfy current and future business requirements, hoping it would meet them.

Best Regards,

IMPACT

IMPACT is eager to discuss any aspect of this document or other services that may be needed

Any issues or queries arising should be addressed to:

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1. Executive Summary

IMPACT is pleased to have the opportunity to present this response to THE CLUB for the ERP Implementation project. We understand that THE CLUB's primary goal is to utilize the resource effort and address business needs.

Our Approach

IMPACT developed an accelerated approach in order to leverage the key success and areas of improvement of this implementation. This approach depends on the following facts:

- **Minimize the customization** – vanilla approach – In order to make full use of the project timeline and minimize complications and risks, our recommendation is to use the predefined components in the ERP Odoo solutions rather than developing them from scratch.
- **Implementation of best practices** – Using best practices in the targeted business area minimizing the effort of business analysis.
- **Provide required support** – As we go through the project life cycle, IMPACT will be responsible for offering the technical and business consultation as needed.
- **Early stakeholder involvement** – Involving the stakeholders as early as possible in the project life cycle will speed up implementation and facilitate the knowledge transfer process.
- **Knowledge Transfer** – This phase consists of the transfer of knowledge to production support and project wrap-up activities.

Key success factor of our proposed approach include:

- Leveraging experience in enterprise solutions and IT knowledge gained from partnering with different clients to accelerate the detailed design activities and reduce time for project team on-boarding and start-up activities.
- Using an iterative design, implementation, testing, and migration approach based on the team's knowledge of the previous projects; this allows the delivery of solution functionality throughout the project timeframe as opposed to only one final release at the end, enabling faster return on investment.
- our business knowledge in mapping business needs with the provided feature by ERP Odoo Applications.

2. Confidentiality

The material contained in this proposal represents propriety, confidential information pertaining to IMPACT products and methods. By accepting this proposal, THE CLUB hereby agrees that the information in this proposal shall not be disclosed outside of THE CLUB and shall not be duplicated, used, or disclosed for any purpose other than to evaluate this proposal internally. Neither this document nor its content may be copied or distributed outside THE CLUB without the prior written consent of IMPACT.

3. IMPACT – the services

The services to propose are:

- *Implementation of ERP Odoo*
 - *Financial Management*
 - *Procurement Management*
 - *Inventory Management*
 - *Sales*
 - *CRM*
 - *HR*
 - *Helpdesk*
 - *Maintenance*
- *Development*
 - *Club Management*
 - *Portal*
 - *Mobile Application*
- *services*
 - *Data Cleansing*
 - *Data Migration*
 - *Workflow & Business process management*

ERP Odoo

The most agile ERP on the planet

What is Odoo?

Enterprise resource planning (ERP) is what Odoo is. Enterprise resource planning (ERP) is a category of software businesses employ to control routine business processes like accounting, purchasing, project management, sales, and supply chain management. ERP systems tie together a multitude of business processes and enable the flow of data between them. By collecting an organization's shared transactional data from multiple sources, ERP systems eliminate data duplication and provide data integrity with a single source of truth.

Why is Odoo?

- Complete: choose from 18,000 Community apps and more than 30 Enterprise apps.
- Budget-friendly - 10-15 times less expensive than comparable ERP solutions
- Scalable: As your business expands, just add users or modules.
- Open source and simple for partners to customize, customizable
- Both novice and expert users will find the interface to be friendly and intuitive.
- Enterprise Intelligence Odoo is more of a decision-making system than a traditional decision support system.

Financial Accounting

1. Asset Management

- Tracks club-owned assets such as properties, equipment, and vehicles.
- Depreciation schedules and automated journal entries.
- Asset disposal and revaluation support.
- Integration with the general ledger.

2. Budget Management

- Define and monitor club budgets for different activities.
- Compare actual vs. budgeted expenses in real-time.
- Approval workflows for budget allocation.
- Automated alerts for budget overages.

Chart of

3. Accounts

- Pre-configured chart of accounts following Egyptian accounting standards.
- Customizable account groups for various financial reporting needs.
- Multi-currency support for international transactions.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration Administrator (BMS) User

Chart of Accounts

SAVE DISCARD

Search...

Filters Group By Favorites

1-80 / 248

AB	Code	Account Name	Type	Allow Reconciliation	Account Currency	
1	10101001	Land	Fixed Assets		EGP	SETUP
2	10101002	Buildings	Fixed Assets		EGP	SETUP
3	10101003	Accu Dep Buildings	Assets		EGP	SETUP
4	10101004	Office furniture	Receivable		EGP	SETUP
5	10101005	Accu Dep Office Furniture	Bank and Cash		EGP	SETUP
	10101006	Restaurants furniture	Current Assets		EGP	SETUP
	10101007	Accu Dep Restaurants Furniture	Non-current Assets		EGP	SETUP
	10101008	Sports furniture	Prepayments		EGP	SETUP
	10101009	Accu Dep Sports furniture	Fixed Assets		EGP	SETUP
	10101010	Other furniture	Liabilities		EGP	SETUP
	10101011	Accu Dep Other furniture	Payable		EGP	SETUP
	10101012	Computers & It Equipment	Credit Card		EGP	SETUP
	10101013	Accu Dep Computers & It Equipment	Current Liabilities		EGP	SETUP
	10101014	Software	Non-current Liabilities		EGP	SETUP
	10101015	Accu Dep Software	Equity		EGP	SETUP
	10101016	Vehicles	Current Year Earnings		EGP	SETUP
	10101017	Accu Dep Vehicles	Profit & Loss		EGP	SETUP
	10101018	Electrical equipment	Income		EGP	SETUP
	10101019	Accu Dep Electrical equipment	Other Income		EGP	SETUP
	10101020	Mechanical equipment	Expense		EGP	SETUP
			Expense		EGP	SETUP
			Fixed Assets		EGP	SETUP
			Fixed Assets		EGP	SETUP

Taxation &

4. Egyptian Localization

- Compliance with Egyptian VAT regulations.
- Automatic tax calculation for invoices and vendor bills.
- Integration with e-invoicing per Egyptian tax authority requirements.

5. Customer Invoicing

- Generate and send invoices for membership fees and services.
- Automated payment reminders and late fee calculations.
- Recurring invoices for long-term memberships.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration Administrator (BMS) User

Invoices

NEW UPLOAD

Search...

Filters Group By Favorites

1-1 / 1

Invoice Layout

Create Invoice

Customize the look of your invoices.

Looks great!

First Invoice sent!

Number	Customer	Sequence	Membership Number	Invoice Date	Due Date	Activities	Tax Excluded	Total	Total in Currency	Payment Status	Status
C/NV/2025/00001	Abdel Sayed Abdel El Sayed	0		02/25/2025	5 days ago		500.00 LE	570.00 LE	570.00 LE	Not Paid	Posted

6. Vendor Billing

- Manage bills from suppliers and service providers.
- Automated due date tracking and payment scheduling.
- Expense allocation across multiple cost centers.

Bills / New

CONFIRM Membership Action

Vendors

Refunds

Payments

Products

Vendors

Print Action New

DRAFT POSTED

Vendor Bill

BILL/2025/03/0001

Vendor ?

Bill Reference ?

Auto-Complete ? Select a purchase order or an old bill

Bill Date ?

Accounting Date ? 03/02/2025

Payment Reference ?

Recipient Bank ?

Due Date ? 03/02/2025 or Terms

Journal ? Vendor Bills in EGP

Invoice Lines Journal Items Other Info Activity

Product	Label	Account	Analytic	Quantity	Price	Taxes	Subtotal
Add a line	Add a section	Add a note					

Terms and Conditions

Total: 0.00 LE

Invoice Action Amount ? : 0.00 LE

Payment

7. Methods

- Support for bank transfers, cash, credit/debit cards, and digital wallets.
- Reconciliation of payments with invoices.
- Secure payment gateway integration.

8. Bank & Cash Management

- Multi-bank account management with automatic reconciliation.
- Cash flow forecasting and liquidity analysis.
- Automated bank statement imports.

9. Expense Management

- Employee expense claims with approval workflows.
- Real-time reporting on operational expenses.

Real-time reporting on operational expenses.

Expenses

My Expenses

Expense Reports

Reporting

Configuration

24

مركز مصفوفة الأنظمة للمقاولات العامة - MATRIX SYSTEMS

New

Upload

Create Report

My Expenses

Search...

1-80 / 10000+

0.00 SR

to submit

0.00 SR

under validation

0.00 SR

to be reimbursed

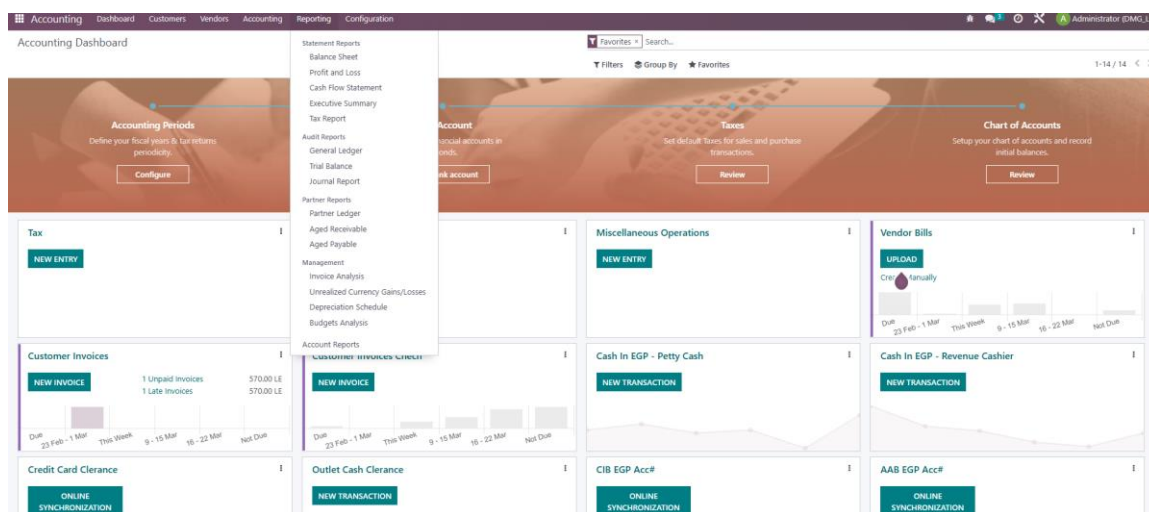
☐	Expense Date	Description	Employee	Paid By	Activities	Analytic Distribution	Company	Total	Status
☐	02/18/2025	إعانة عادية - تصوير أوراق	روميون ريمول	Company		[S01062] صيانة البوابات الأمنية	MATRIX SYSTEMS- العامة	18.00 SR	To Report
☐	02/18/2025	إعانة - بنزين (91 سيارة (رق 2453)	محمد خليفة بشير	Company		[S00724] روعة - المدينة المنورة	MATRIX SYSTEMS- العامة	66.00 SR	To Report
☐	02/18/2025	رخصة عمل - حسن محمد حسن	Administrator	Company		J0003- الوسيط - وزارة العدل	MATRIX SYSTEMS- العامة	2,425.00 SR	Done
☐	02/18/2025	بنكية - بنك الانعام تم ادخالها منفردة	Administrator	Company		Administration - MATRIX SYS...	MATRIX SYSTEMS- العامة	1.15 SR	Done

10. Multi-Company & Multi-Branch Support

- Centralized financial management across multiple branches.
- Consolidated financial reporting for different legal entities.
- Intercompany transactions and auto-balancing.

11. Accounting Reports

- Profit & Loss, Balance Sheet, and Cash Flow statements.
- Tax reports compliant with Egyptian tax laws.
- Drill-down functionality for detailed financial analysis.



12. Cost Center Management

- Ability to allocate expenses and revenues to different cost centers.
- Track financial performance for specific departments or projects.
- Generate cost center-based financial reports.

Procurement Management

1. Products

- Import vendor pricelist
- Configure reordering rules
- Temporary reordering rules
- Purchase units of measure

2. Manage deals

- Requests for quotation
- Blanket orders
- Call for tenders
- Purchase templates
- Bill control policies
- Manage vendor bills

3. Advanced

- Purchase Analysis report
- Vendor costs report
- Procurement expenses report

Purchase

Orders

Products

Reporting

Configuration

6

24

My Company (San Francisco)

Mitchell Admin

Requests for Quotation

Search...

CREATE

▼ Filters

≡ Group By

★ Favorites

1-17 / 17

<

>

All RFQs

7
To Send

My RFQs

7

0
Waiting

0

8
Late

8

Avg Order Value (\$)

3713.89

Purchased Last 7 Days (\$)

24454.5

Lead Time to Purchase

3.13 Days

RFQs Sent Last 7 Days

0

Reference

Vendor

Company

Purchase Representative

Order Deadline

Next Activity

Source Document

Total

Status

☆

P00017

Azure Interior

My Company (San Francisco)

Mitchell Admin

\$ 0.00

Purchase Order

☆

P00016

Bloem GmbH

My Company (San Francisco)

Mitchell Admin

\$ 2,870.00

Purchase Order

☆

P00015

Wood Corner

My Company (San Francisco)

Send shipping details

\$ 46.00

Purchase Order

☆

P00014

Wood Corner

My Company (San Francisco)

\$ 276.00

Purchase Order

☆

P00013

Ready Mat

My Company (San Francisco)

Mitchell Admin

\$ 5,736.00

Purchase Order

☆

P00012

Wood Corner

My Company (San Francisco)

Mitchell Admin

Today

APPR00002

\$ 178.00

RFQ

☆

P00011

Ready Mat

My Company (San Francisco)

Mitchell Admin

Today

\$ 300.00

RFQ

☆

P00010

Azure Interior

My Company (San Francisco)

Mitchell Admin

\$ 2,505.00

Purchase Order

☆

P00009

Gemini Furniture

My Company (San Francisco)

Mitchell Admin

\$ 12,500.00

Purchase Order

☆

P00008

Wood Corner

My Company (San Francisco)

Mitchell Admin

\$ 6,465.50

Purchase Order

☆

P00007

Ready Mat

My Company (San Francisco)

Mitchell Admin

Today

Check competitors

\$ 1,222.50

RFQ

☆

P00006

Wood Corner

My Company (San Francisco)

Mitchell Admin

Today

Check optional products

\$ 1,335.00

RFQ

Purchase Orders / New

[SAVE](#) [DISCARD](#)

[SEND BY EMAIL](#) [PRINT RFQ](#) [CONFIRM ORDER](#) [CANCEL](#)

[RFQ](#) [RFQ SENT](#) [PURCHASE ORDER](#)

Request for Quotation

☆ **New**

Vendor Order Deadline
 Vendor Reference Receipt Date
 Purchase Agreement ☐ Ask confirmation
 Currency

[Products](#) [Other Information](#)

Product	Description	Quantity	UoM	Unit Price	Taxes	Subtotal
Add a product	Add a section	Add a note				

Define your terms and conditions ...

Untaxed Amount: \$ 0.00
 Taxes: \$ 0.00
 Total: **\$ 0.00**

[Purchase](#) [Orders](#) [Products](#) [Reporting](#) [Configuration](#) 6 24 [My Company \(San Francisco\)](#) [Mitchell Admin](#)

Purchase Orders

Search...

[CREATE](#) [Download](#)

[Filters](#) [Group By](#) [Favorites](#) 1-9 / 9 [List](#) [Grid](#) [Print](#) [Refresh](#)

☐	Reference	Confirmation Date	Vendor	Company	Receipt Date	Purchase Representative	Next Activity	Source Document	Total	Billing Status
☐	☆ P00017	09/09/2021	Azure Interior	My Company (San Francisco)	09/09/2021 08:00:00	Mitchell Admin			\$ 0.00	Waiting Bills
☐	☆ P00016	09/09/2021	Bloem GmbH	My Company (San Francisco)	09/09/2021 08:00:00	Mitchell Admin			\$ 2,870.00	Nothing to Bill
☐	☆ P00015	09/09/2021	Wood Corner	My Company (San Francisco)	09/09/2021 11:21:38		Send shipping details		\$ 46.00	Waiting Bills
☐	☆ P00014	09/09/2021	Wood Corner	My Company (San Francisco)	09/09/2021 11:21:38				\$ 276.00	Waiting Bills
☐	☆ P00013	09/09/2021	Ready Mat	My Company (San Francisco)	09/11/2021 11:14:33	Mitchell Admin			\$ 5,736.00	Nothing to Bill
☐	☆ P00010	08/22/2021	Azure Interior	My Company (San Francisco)	09/09/2021 03:00:00	Mitchell Admin			\$ 2,505.00	Nothing to Bill
☐	☆ P00009	09/04/2021	Gemini Furniture	My Company (San Francisco)	09/09/2021 03:00:00	Mitchell Admin			\$ 12,500.00	Nothing to Bill
☐	☆ P00008	08/31/2021	Wood Corner	My Company (San Francisco)	09/09/2021 03:00:00	Mitchell Admin			\$ 6,465.50	Nothing to Bill
☐	☆ P00001	09/09/2021	Wood Corner	My Company (San Francisco)	09/12/2021 11:11:13	Mitchell Admin			\$ 3,026.50	Nothing to Bill
									33,425.00	

Purchase Agreements / New

[SAVE](#) [DISCARD](#)

[CONFIRM](#) [CANCEL](#)

[DRAFT](#) [CONFIRMED](#) [BID SELECTION](#) [CLOSED](#)

Reference
New

Purchase Representative Agreement Deadline
 Agreement Type Ordering Date
 Vendor Delivery Date
 Currency Source Document
 Operation Type
 Company

[Products](#)

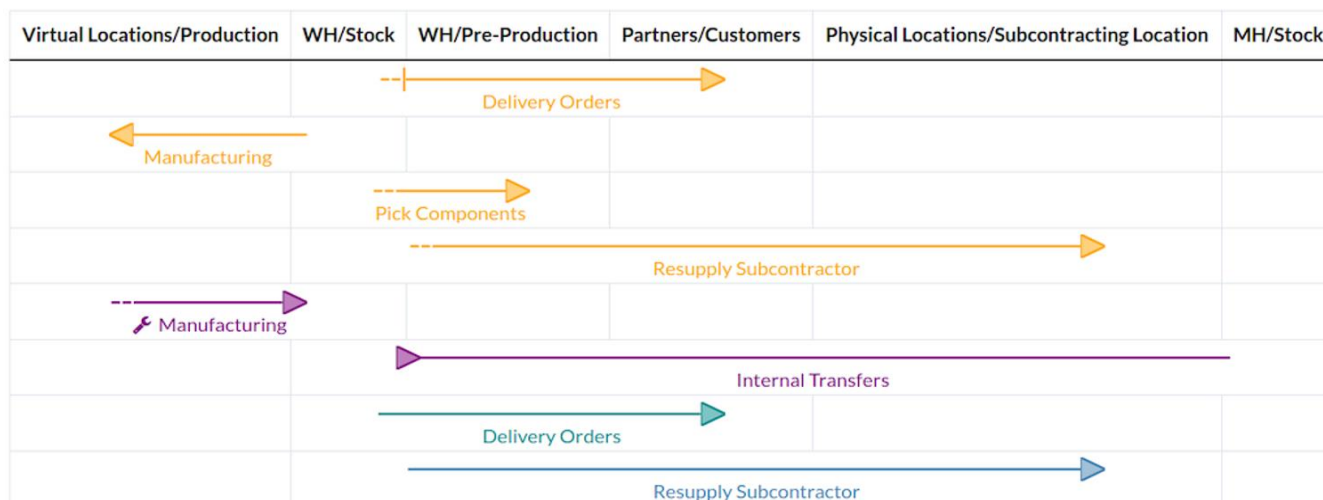
Product	Custom Description	Quantity	Ordered Qua...	UoM	Unit Price
Add a line					

Terms and Conditions

Inventory Management

- Warehouse Management
- Products
- Warehouses
- Inventory Adjustment
- Delivery Orders
- Miscellaneous Operations
- Planning
- Lots and Serial Numbers
- Valuation Methods
- Advanced Routes
- Concepts
- Put away & Removal Strategies
- Barcodes

Inventory Overview			Search...		1-17 / 17
Receipts Main Street WH 4 To Process 1 Late	Internal Transfers Main Street WH 2 To Process 1 Late	Delivery Orders Main Street WH 5 To Process 3 Waiting 8 Late			
Manufacturing Main Street WH 6 To Process Late 6	Receipts Central Avenue WH 3 To Process 3 Late	Internal Transfers Central Avenue WH 1 To Process 1 Late			
Delivery Orders Central Avenue WH 7 To Process 4 Waiting 11 Late	Repairs Central Avenue WH 0 To Process	Manufacturing Central Avenue WH 3 To Process Late 3			
Receipts Cedar Lane Warehouse 2 To Process 2 Late	Internal Transfers Cedar Lane Warehouse 1 To Process 1 Late	Pick Cedar Lane Warehouse 2 To Process 2 Late			
Pack	Delivery Orders	Repairs			



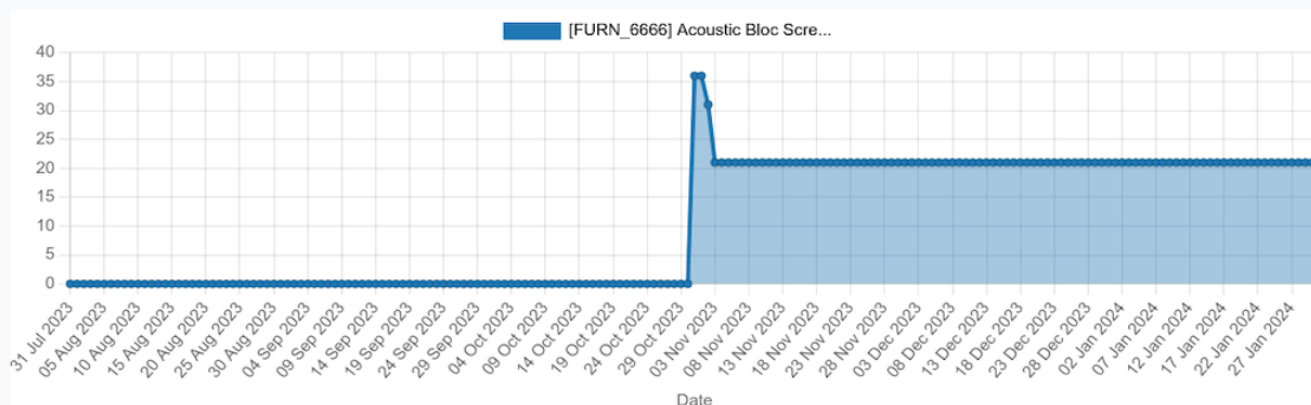
[FURN_6666] Acoustic Bloc Screens

Value On Hand: \$ 1340.00

16.00 + 20.00 - 15.00 = 21.00 Units
On Hand Incoming Outgoing Forecasted

Measures

Insert in Spreadsheet



Replenishment	Receipt	Units	Used by	Delivery
WH/OUT/00013 reserved <button>Unreserve</button>		5.00	☆ S00025 \$ 1,475.00 Gemini Furniture	11/01/2023
WH/OUT/00014 reserved <button>Unreserve</button>		10.00	☆ S00026 \$ 4,350.00 Gemini Furniture	11/02/2023
Free Stock		1.00		
P00015	10/30/2023	20.00		
Forecasted Inventory		21.00		

Sales

1. Send Quotations

- Create quotations
- Quotation templates
- Optional products
- Online signatures for order confirmations
- Online payment order confirmation
- Quotation deadlines
- Deliveries and invoices to different addresses
- Product variants on quotations and sales orders
- PDF quote builder

2. Invoicing Method

- Invoice based on delivered or ordered quantities
- Down payments
- Pro-forma invoices
- Invoicing based on time and materials
- Invoice project milestones
- Reinvoice expenses to customers

3. Products & Prices

- Manage your products
- Import products
- Product variants
- Product images with Google Images
- Manage your pricing
- Pricelists
- Foreign currencies
- Discounts
- Returns and refunds
- Use eWallets and gift cards
- Discount and loyalty programs

Quotations & Orders

☒
Default values ⓘ

Default values used when creating new quotations. Those can still be changed on each quotation.

Default values will be overwritten by values provided by the quotation template.

☒
Online Signature ⓘ

Request an online signature to confirm orders

☒
Online Payment ⓘ

Request an online prepayment from your customers to confirm orders. You can ask them to fully pay the order or partially with a downpayment

Prepayment amount 100 %

[→ Payment Providers](#)

Default Quotation Validity 30 days

☒
Sale Warnings

Get warnings in orders for products or customers

☒
Lock Confirmed Sales

No longer edit orders once confirmed

☒
Quotation Templates ⓘ

Create standardized offers with default products

Default Template

[→ Quotation Templates](#)

☒
PDF Quote builder ⓘ ⓘ

Make your quote attractive by adding header pages, product descriptions and footer pages to your quote.

Header pages Header Example ⓘ ⓘ ⓘ

Footer pages Footer Example ⓘ ⓘ ⓘ

[→ Download examples](#)

☒
Pro-Forma Invoice

Allows you to send Pro-Forma Invoice to your customers

New Quotations

My Quotations

1-80 / 109

Number	Creation Date	Customer	Website	Salesperson	Activities	Company	Total	Status
S00174	10/06/2024 09:55:18	YourCompany, Joel Willis		Mitchell Admin		My Company (San Francisco)	\$ 1.15	Sales Order
S00172	10/06/2024 09:34:04	YourCompany, Joel Willis		Mitchell Admin		My Company (San Francisco)	\$ 69.00	Sales Order
S00171	10/06/2024 09:34:04	YourCompany, Joel Willis		Mitchell Admin		My Company (San Francisco)	\$ 207.00	Sales Order
S00170	10/06/2024 09:34:04	YourCompany, Joel Willis		Mitchell Admin		My Company (San Francisco)	\$ 80.50	Sales Order
S00169	10/06/2024 09:33:36	Deco Addict		Mitchell Admin		My Company (San Francisco)	\$ 1.15	Quotation
S00168	10/06/2024 09:27:52	Deco Addict		Mitchell Admin		My Company (San Francisco)	\$ 287.50	Sales Order
S00167	10/06/2024 09:23:21	YourCompany, Joel Willis		Mitchell Admin		My Company (San Francisco)	\$ 1.15	Quotation
S00166	10/06/2024 09:22:10	Azure Interior		Mitchell Admin		My Company (San Francisco)	\$ 1.15	Sales Order

Send by Email

Send PRO-FORMA Invoice

Confirm

Preview

Quotation

Quotation Sent

Sales Order

New

Customer
Deco Addict
77 Santa Barbara Rd - 909
Pleasant Hill CA 94523
United States - 123456789

Expiration 11/07/2024

Recurring Plan

Pricelist Default USD pricelist (USD)

Payment Terms 30 Days

Referrer Ready Mat

Commission Plan 10%

Invoice Address Deco Addict

Delivery Address Deco Addict

Quotation Template

Order Lines Optional Products Other Info Notes

Product	Description	Quantity	Unit Price	Taxes	Tax excl.
Office Furniture					
Customizable Desk	[FURN_0096] Customizable Desk (Steel, White)	1.00	750.00000	15%	\$ 750.00
	This is the desk they were looking for!				

Add a product Add a section Add a note Catalog

Coupon Code

Promotions

Discount

Add shipping

Save

Discard

Settings

Search...

General Settings

CRM

Sales

Rental

Referrals

Website

eLearning

Purchase

Inventory

Accounting

Email Marketing

Employees

Appraisal

Documents

Quotations & Orders

Default values

Default values used when creating new quotations. Those can still be changed on each quotation.

Default values will be overwritten by values provided by the quotation template.

Online Signature

Request an online signature to confirm orders

Online Payment

Request an online payment to confirm orders

→ Payment Providers

Default Quotation Validity 30 days

Sale Warnings

Get warnings in orders for products or customers

Pro-Forma Invoice

Allows you to send Pro-Forma Invoice to your customers

Quotation Templates

Create standardized offers with default products

Default Template Default Template

→ Quotation Templates

Lock Confirmed Sales

No longer edit orders once confirmed

New

Quotation Templates

New



Design Template

Quotation Template

e.g. Standard Consultancy Package

Quotation expires 0 days after ?

Recurrence None

Online confirmation

☒ Signature

☒ Payment

Confirmation Mail ?

Company

Lines

Optional Products

Terms & Conditions

Product

Description

Quanti... Unit of Measure

Add a product Add a section Add a note

Send by Email

Confirm

Preview

Quotation

Quotation Sent

Sales Order

New

Customer Deco Addict
77 Santa Barbara Rd
Pleasant Hill CA 94523
United States - US12345673

Referrer

Invoice Address Deco Addict

Delivery Address Deco Addict

Quotation Template 4 Person Desk

Expiration 09/23/2023

Recurrence

Pricelist ?

Payment T

September 2023							
#	Sun	Mon	Tue	Wed	Thu	Fri	Sat
35	27	28	29	30	31	1	2
36	3	4	5	6	7	8	9
37	10	11	12	13	14	15	16
38	17	18	19	20	21	22	23
39	24	25	26	27	28	29	30
40	1	2	3	4	5	6	7

Order Lines

Optional Products

Other Info

Notes

Product

Description

[FURN_8220] Four Person Desk 4 Person Desk

Add a product Add a section Add a note Catalog

Save Discard Settings

Search...

General Settings

CRM

Sales

Rental

Referrals

Website

eLearning

Purchase

Inventory

Manufacturing

Accounting

Payroll

Invoicing

Invoicing Policy ?

Quantities to invoice from sales orders

☒ Invoice what is ordered

☐ Invoice what is delivered

Down Payments ?

Product used for down payments

Connectors

☒ Amazon Sync ?

Import Amazon orders and sync deliveries

→ Amazon Accounts

☐ Automatic Invoice

Generate the invoice automatically when the online payment is confirmed

New Products [FURN_6666] Acoustic Bloc Sc...

Extra Prices 0

Go to Website

On Hand 16.00 Units

Forecasted 13.00 Units

More

1 / 80

Update Quantity

Replenish

Print Labels

Product Name

★ Acoustic Bloc Screens

EN

☒ Can be Sold ☒ Can be Purchased ☐ Can be Expensed ? ☐ Recurring ? ☐ Can be Rented ?

General Information

Attributes & Variants

Sales

Purchase

Inventory

Accounting

eBay

Product Type ? Storable Product

Sales Price ? \$295.00 (= \$ 339.25 Incl. Taxes)

Invoicing Policy ?
Delivered quantities
Ordered quantities
Delivered quantities
inventory level

Customer Taxes ? 15% *

TaxCloud Category ?

Avatax Category ?

Unit of Measure ? Units

Cost ? \$287.00 per Units

Purchase UoM ? Units

Product Category All / Saleable / Office Furniture

Internal Reference FURN_6666

Version ? 1

Barcode 601647855653



Invoice after delivery, based on quantities delivered, not ordered.

Create Invoice

Send by Email

Preview

Cancel

Quotation

Quotation Sent

Sales Order

S00096

Customer

Deco Addict

77 Santa Barbara Rd

Pleasant Hill CA 94523

United States – US12345673

Order Date ?

08/17/2023 09:16:10

Referrer

Recurrence

Invoice Address

Deco Addict

Pricelist ?

Default USD pricelist (USD)

Delivery Address

Deco Addict

Payment Terms

30 Days

Order Lines

Other Info

Notes

Product	Description	Quantity	UoM	Unit Price	Taxes	Disc.%	Tax excl.
[E-COM11] Cabinet with Doors	[E-COM11] Cabinet with Doors	1.00	Units	140.00	15%	0.00	\$ 140.00

Add a product

Add a section

Add a note

Catalog

New

Pricelists

Brand New Pricelist (USD)

Print

Brand New Pricelist

Currency

USD

Country Groups

Company

My Company (San Francisco)

Price Rules

Recurring Prices

Rental rules

Ecommerce

Apply on	Price	Min. Quantity	Start Date	End Date
Category: FIFO	15 % discount on sales price - \$ 0.01 rebate	5.00	01/31/2025 10:00:00	03/31/2025 11:00:00

Add a line

CRM

1. Organize the pipeline

- Manage lost opportunities
- Merge similar leads and opportunities
- Manage sales teams

2. Acquire leads

- Convert leads into opportunities
- Create opportunities from web contact forms
- Create leads (from email or manually)
- Create and send quotations
- Lead mining

3. Assign and track leads

- Assign leads with predictive lead scoring
- Unattended leads report
- Quality leads report
- Resellers
- Marketing attribution reports
- Lead distribution report

Q

Lost X

Search...

Filters

My Pipeline

Unassigned

My Assigned Partners

Open Opportunities

Creation Date

Closed Date

Won

Ongoing

✓

Lost

Add Custom Filter

Group By

Salesperson

Sales Team

Stage

Assigned Partner

City

Country

Lost Reason

Company

Campaign

Medium

Source

Creation Date

Expected Closing

Closed Date

Favorites

Save current search

Add Custom Filter

Match any of the following rules:

☐ Include archived

Lost Reason

$$=$$

▼

Too expensive

+

New Rule

Add

Cancel

New

Pipeline

Global Solutio...

No Meeting

Quotations 0

Rentals 0

Similar Leads 3

3 / 10

New Quotation

New Rental

Won

Lost

Enrich

New

Qualified 2d

Proposition

Won

Global Solutions: Furnitures

Expected Revenue

\$ 3,800.00

Probability

66.11 %

at 90.00 %

Customer

Ready Mat – US12345675

Salesperson

Mitchell Admin

Email

Robin@deltapc.example.com

Expected Closing

04/01/2024

Phone

(803)-873-6126

Tags

Design

Pipeline / Devis pour 150 tapis Opportunities

2 selected

Email

SMS

Actions

Opportunity	Contact Name	Email
Quote for 600 Chairs	Erik N. French	ErikNFrench@armyspy.com
Devis pour 150 tapis	Erik N. French	ErikNFrench@armyspy.com

Export

Insert in spreadsheet

Archive

Unarchive

Duplicate

Delete

Mark Lost

Convert to opportunities

Merge

Send email

Send SMS Text Message

Forward to partner

Enrich

Add: Salespersons

1 selected

1-3 / 3

Name	Login	Language	Latest authentication	Company	Status
Laurie Poirer	lauriepoiret	English (US)		My Belgian Company	Never Connected
Maggie Davidson	davidson	English (US)		My Company (San Francisco)	Never Connected
Mitchell Admin	admin	English (US)	05/08/2024 09:58:08	My Company (San Francisco)	Confirmed

Select

New

Close

New Quotation

New Rental

Won

Lost

Enrich

New 1M

Achieved 1h

Proposition

Qualified 3h

Won

Quote for 150 carpets

Expected Revenue ?

Probability ? 99.61 %

\$40,000.00 + \$0.00

e.g. "Monthly" at 10.00 %

Customer ? Wood Corner - US12345672

Salesperson ? Mitchell Admin

Email ? bhu.a100@ic.example.com

Expected Closing ? 12/27/2023

Phone ? +1 623-853-7197

Tags ? Product

Send by Email

Send PRO-FORMA Invoice

Confirm

Preview

Quotation

Quotation Sent

Sales Order

New

Customer

Wood Corner

1839 Arbor Way

Turlock CA 95380

United States - US12345672

Expiration

12/27/2023

Recurring Plan

Pricelist ? Default USD pricelist (USD)

Payment Terms

30 Days

Referrer

Invoice Address

Wood Corner

Delivery Address

Wood Corner

Quotation Template

Default Template

Mitchell Admin - 1 hour ago

Opportunity created by Odoo Lead Generation

Deco Addict

Deco Addict: Your go-to destination for sleek and functional office furniture that blends style with productivity."

Company type

public

Founded

1998

Sectors

Consumer Discretionary

Employees

702

Estimated revenue

\$500M-\$1B per year

Phone

+1 555-555-5555

Timezone

America/Los Angeles

Technologies Used

Bing Advertiser

Microsoft Office 365

Nginx

Hotjar

Google Analytics

Facebook Advertiser

Google Tag Manager

Page | 21

NEW QUOTATION
NEW RENTAL
WON
LOST
ENRICH
NEW
QUALIFIED
PROPOSITION
WON

0 Meeting

0 Quotations

0 Rentals

Modern Open Space

Expected Revenue

\$4,500.00

at

Probability

93.89 %

Customer ?

Email

henry@elight.com

Phone

Salesperson

Mitchell Admin

Expected Closing ?

★ ★ ☆

Tags ?

Information ✕

Pipeline Analysis ⚙

Q

Created on: 2023 ✕

Search...

▼

Measures ▼

Insert in Spreadsheet

📊

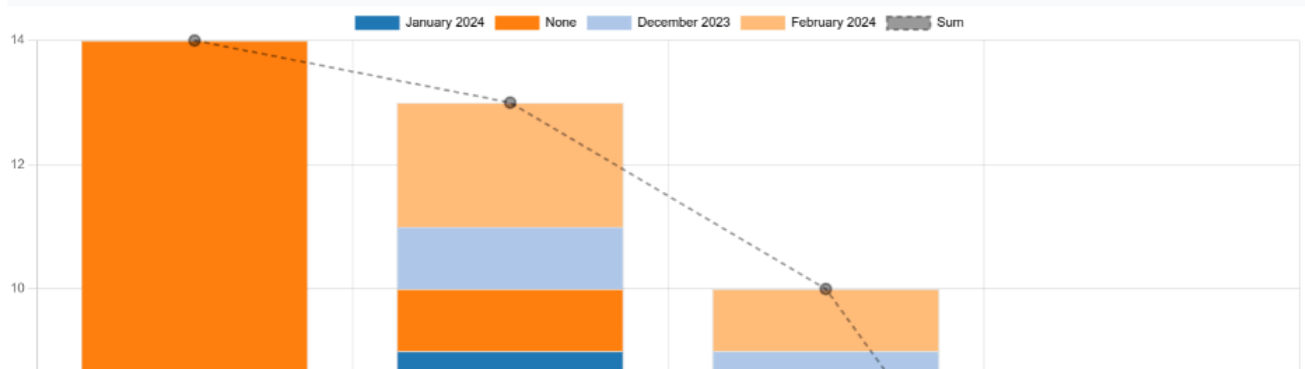
📈

📉

📋

🔍

📄



New

Generate Leads

Le... ⚙

City > Country X

Created on: Q2 2024 X

Active X

Search...

☐ Lead

Birmingham (1)

Boafeo (1)

Bordeaux (1)

Brussels (2)

Buenos Aires (1)

Canguaretama (1)

Caracas (1)

Chicago (1)

Dahu Satu (1)

Edinburgh (1)

Florenville (1)

Fremont (1)

Gvardeysk (1)

Lima (1)

Liverpool (1)

London (3)

Madrid (1)

Manchester (1)

Melbourne (1)

Milan (1)

Filters

My Pipeline

Active

Inactive

Won

Lost

Created on

May

April

March

Q4

Q3

Q2

Q1

2024

2023

2022

Expected Closing

Date Closed

Archived

Add Custom Filter

Group By

Salesperson

Sales Team

City

Country

Company

Stage

Campaign

Medium

Source

Creation Date

Expected Closing

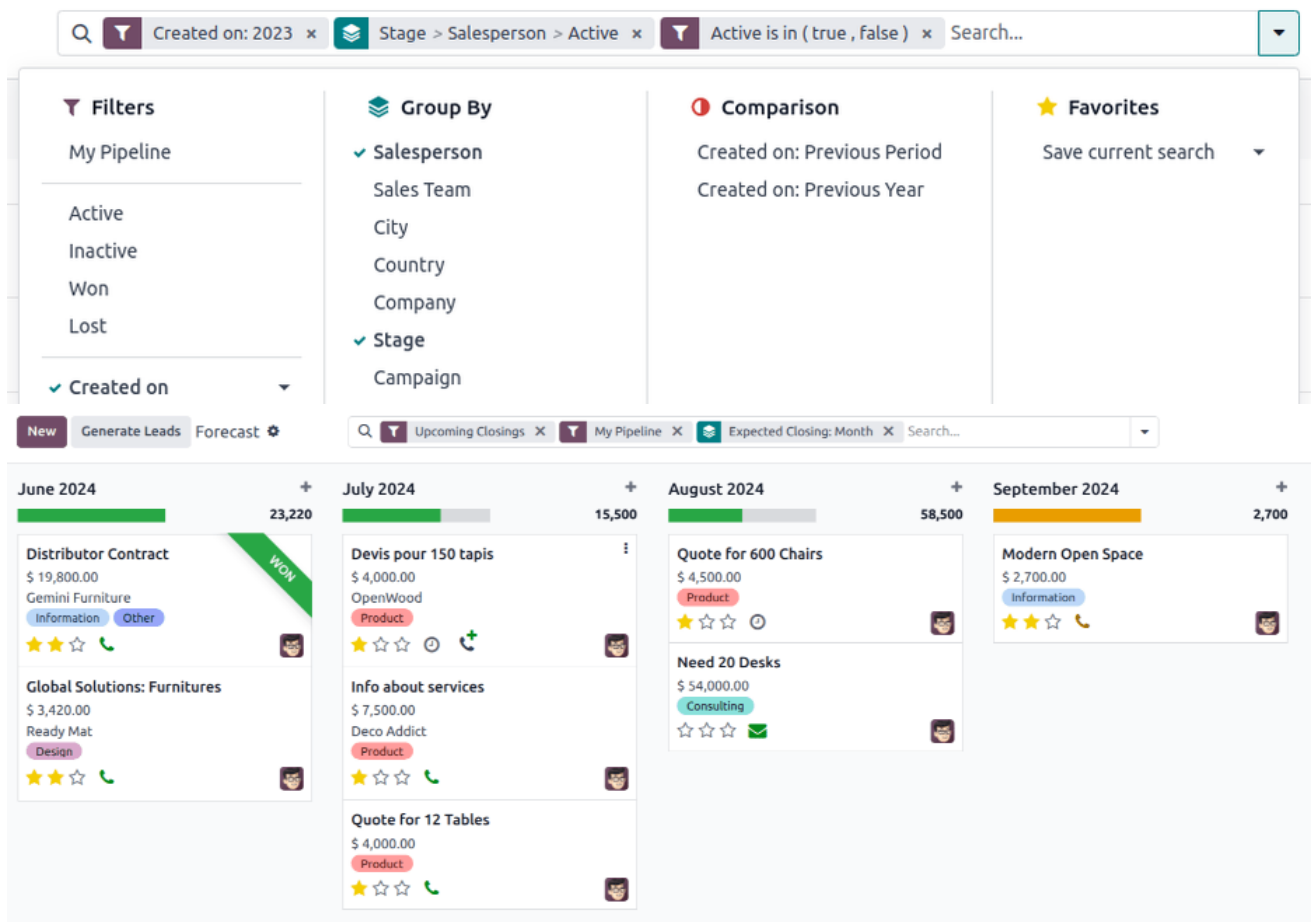
Closed Date

Lost Reason

Add Custom Group

Favorites

Save current search



HR

1. Attendances

- Check in and out

2. Employees

Odoo Employees organizes a company's employee records, contracts, and departments.

- New employees
- Departments
- Certifications
- Offboarding
- Employee retention report

3. Appraisals

- New appraisals
- Goals
- Appraisal analysis
- Skills evolution

4. Payroll

- Contracts
- Work entries
- Salary attachments
- Payslips
- Reporting
- Work entry analysis
- Salary attachment report

New Attendances

Q Search...

Today

Week

03 December 2023 - 09 December 2023

Days	Sunday, 3	Monday, 4	Tuesday, 5	Wednesday, 6	Thursday, 7	Friday, 8	Saturday, 9
John Smith	8 h / 40 h	17:49 : (09:00-17:48)	00:00 : (12:00-12:11)				
Kathy O'Conner		08:01 : (08:00-17:00)	07:31 : (09:00-17:30)				
Laura Fern		08:31 : (05:00-14:30)					
Michael J Socks	03:01 : (12:00-15:00)		07:08 : (10:00-14:07)				

Open

Employee

😊 John Doe

Worked Hours

00:20

Check In

03/07/2024 11:34:14

Extra Hours

00:00

Check Out

03/07/2024 11:54:02

CHECK IN

Mode

Systray

Localisation ?

United States Troy

IP Address

150.221.50.138

GPS Coordinates

42.8895949 , -78.8738501

Browser

chrome

→ View on Maps

CHECK OUT

Mode

Systray

Localisation ?

United States Troy

IP Address

150.221.50.138

GPS Coordinates

42.8895995 , -78.8738520

Browser

chrome

→ View on Maps

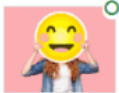
Save & Close

Discard

Remove

Jane Doe

Marketing Manager



Employee X

Work Mobile +1 (555) 555-0123

Work Phone +1 (555) 555-1234

Work Email janedoe@example.com

Company My Company (San Francisco)

Department Management

Job Position Marketing Manager

Manager  Beth Evans

Coach  Doris Cole

Next Appraisal Date [?] 07/16/2024

Resume	Work Information	Private Information	HR Settings
--------	------------------	---------------------	-------------

RESUME

Experience

ADD

01/16/2024 - Current

My Company (San Francisco)

Marketing Manager

01/29/2020 - 07/13/2023

The Marketing Corp.

Managed a team of twelve people for national brands.

SKILLS

 TIMELINE

Languages

ADD

French B2  75 % 

German A2  40 % 

Marketing

ADD

Analytics L4  100 % 

Digital advertisi... L4  100 % 

New

Employees

Jane Doe



 Documents
0

 Contracts
0

 Equipment Count
0

Launch Plan

Signature Request

Request Appraisal

Jane Doe

Job Position

Tags

Work Mobile

Work Phone

Work Email

Company My Company (San Francisco)

Department

Job Position

Manager

Coach [?]

Next Appraisal Date [?]

New

Evaluation Scale ⚙️

🔍 Search...

☐	Name	Company
☐	Needs improvement	My Company (San Francisco)
☐	Meets expectations	My Company (San Francisco)
☐	Exceeds expectations	My Company (San Francisco)
☐	Strongly Exceed Expectations	My Company (San Francisco)

New

Appraisals ⚙️

🔍 Search...

COMPANY

All

My Company (San Francisco)

DEPARTMENT

All

▶ Management

STATUS

All

To Confirm

Confirmed

Done

Cancelled



Jennie Fletcher

Management / Research & Development

07/22/2024



Audrey Peterson

Management / Professional Services

09/22/2024



Sharlene Rhodes

Management

05/22/2024



Mitchell Admin

Management

01/22/2024



DONE



Marc Demo

Management / Research & Development

01/22/2024



DONE



Marc Demo

Management / Research & Development

12/22/2023



CANCELED

Spanish

Marc Demo



09/12/2024

DONE



Javascript

Marc Demo



31 days ago

0%



Typing

Ronnie Hart



01/12/2025

50%



Trascripts

Ronnie Hart



In 91 days

75%



Trascripts

Ronnie Hart



31 days ago

DONE



Deadlines

Marc Demo



31 days ago

50%



Literacy

Marc Demo



08/12/2024

25%



Confidentiality

Marc Demo



In 31 days

75%



Python

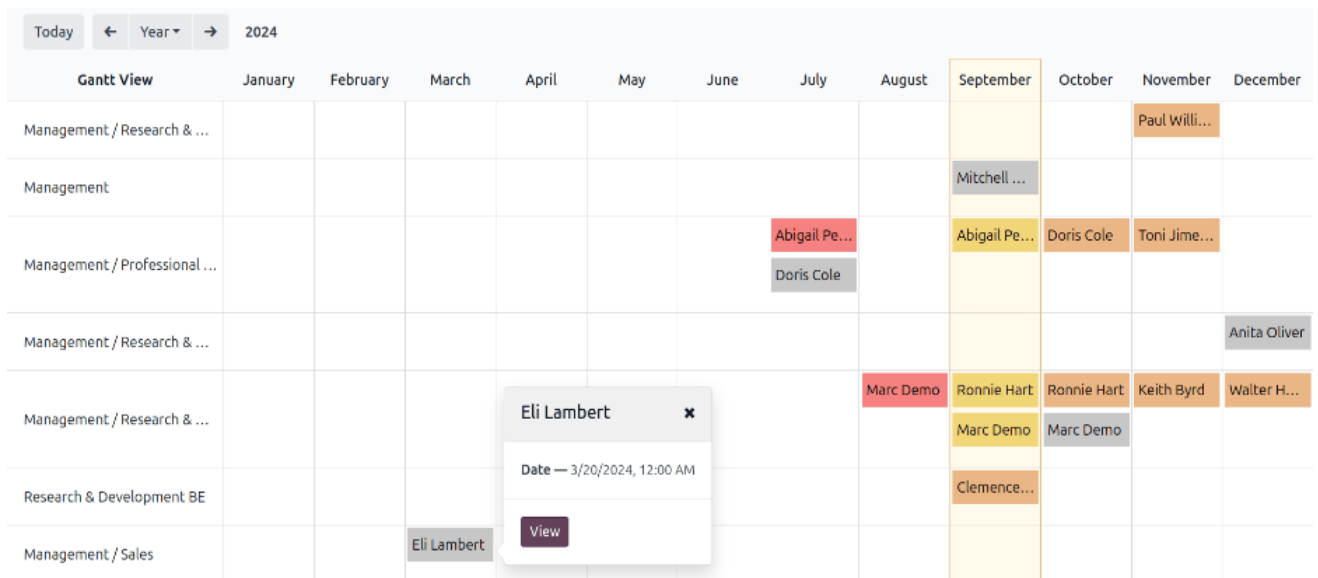
Anita Oliver



In 19 days

25%





Appraisal Skills Report ⚙

🔍 Create Date: Month > Employee > Skill Type ✕ Search... ▾

☐ Employee	Skill Type	Skill	Current Level	Previous Pr...	Current Pr...	Justification
▼ September 2024 (54)				45.83%	53.52%	
▼ Betty Phillips (9)				44.44%	55%	
▼ Languages (2)				30%	65%	
☐ Betty Phillips	Languages	French	Fluent	30%	100%	
☐ Betty Phillips	Languages	Spanish	Conversational	30%	30%	
▼ Marketing (3)				58.33%	75%	
☐ Betty Phillips	Marketing	Analytics	L4	75%	100%	
☐ Betty Phillips	Marketing	Email Marketing	L3	50%	75%	
☐ Betty Phillips	Marketing	Digital Advertising	L2	50%	50%	
▼ Programming Languages (4)				41.25%	35%	
☐ Betty Phillips	Programming Languages	Javascript	Elementary	50%	25%	
☐ Betty Phillips	Programming Languages	HTML	Advanced	75%	75%	

Experienced Developer

Working Schedule ? Standard 40 hours/week

Work Entry Source ? ☒ Working Schedule
☐ Attendances
☐ Planning

Salary Structure Type Employee

Department Management / Research & Development

Job Position Experienced Developer

Wage on Payroll ? \$2,650.00 / month

Contract Type

HR Responsible ?  Mitchell Admin

New Contract Document Template ? employee_contract.pdf

Contract Update Document Template ? employee_contract.pdf

Salary Information

Wage Type Fixed Wage

Schedule Pay Monthly

Wage ? \$2,650.00 / month

Yearly Cost (Real) ? \$31,800.00 / year

Monthly Cost (Real) ? \$ 2,650.00 / month

New

Contracts

Search

Status

Search...

1-4 / 4

<

>

☐ Employee	Contract Reference	Departme...	Job Position	Start Date	End ...	Contract... ^	Yearly Cost...	Working Sche...	Stat...
▼ New (4)							58,050.00		
☐  Sharlene Rho...	Sharlene Rhodes Co...	Management	Human Resources ...	12/02/2024		Permanent	60,000.00	Standard 40 hour...	New
☐  Randall Lewis	Randall Lewis Contract	Engineering	Experienced Devel...	12/02/2024		Permanent	66,000.00	Standard 40 hour...	New
☐  Keith Byrd	Keith Byrd Contract	Engineering	Experienced Devel...	01/24/2024		Permanent	43,800.00	Standard 40 hour...	New
☐  Toni Jimenez	Toni Jimenez	Sales	Consultant	12/02/2024		Part-Time	62,400.00	Standard 40 hour...	New
▶ Running (20)							53,340.00		
▶ Expired (5)							53,736.00		
▶ Cancelled (2)							46,200.00		

New Payslips To Pay ⚙️

Q Search...

☐	Reference	Employee	Batch Name	Company	Basic Wage	Gross Wage	Net Wage	Status
☐	SLIP601	 Mitchell Admin	June 2024	My Company...	\$ 0.00	\$ 0.00	\$ 0.00	Draft
☐	SLIP602	 Marc Demo	June 2024	My Company...	\$ 0.00	\$ 0.00	\$ 0.00	Draft
☐	SLIP501	 Mitchell Admin	May 2024	My Company...	\$ 0.00	\$ 0.00	\$ 0.00	Draft
☐	SLIP502	 Marc Demo	May 2024	My Company...	\$ 0.00	\$ 0.00	\$ 0.00	Draft
☐	SLIP1007	 Mitchell Admin	Late batch salary Ja...	My Company...	\$ 0.00	\$ 3,600.00	\$ 2,712.50	Waiting
☐	SLIP1008	 Marc Demo	January 2022 batch	My Company...	\$ 0.00	\$ 3,600.00	\$ 2,712.50	Waiting

Payroll Dashboard Contracts Work Entries Payslips Reporting Configuration

Warnings

- 48 Conflicts
- 7 Congés sans documents joints
- 1 Employees With Invalid Configured Gender
- 25 Employees With Invalid Configured

Batches

Confirmed

Confirmed

New

Payroll

Work Entry Analysis

Salary Attachment Report

Belgium

Meal Vouchers

Group Insurance Export

Eco-Vouchers

Export Work Entries to SDWorx

DMFA

+ Total

	# Payslip	Net Wage	Gross Wage	Days of Paid Time Off	Days of Unpaid Time Off
Total	60	381,889.75	451,619.75	9	0
Management	25	171,403.50	190,583.50	5	0
+ Management / Administration	6	38,597.50	42,860.00	0	0
+ Management	10	73,622.25	82,183.50	4	0
+ Management / Sales	9	59,183.75	65,540.00	1	0
Professional Services	12	80,976.25	90,970.00	0	0
+ Professional Services	12	80,976.25	90,970.00	0	0
R&D USA	2	14,305.00	15,830.00	0	0
+ R&D USA	2	14,305.00	15,830.00	0	0
Research & Development	21	115,205.00	154,236.25	4	0
+ Research & Development	21	115,205.00	154,236.25	4	0

Helpdesk

- Stages
- Receiving tickets
- Help Center
- Service level agreements (SLA)
- Reporting
- Customer ratings

New Stages ⚙️

🔍 Search...

☐	Name	Helpdesk Teams
☐	 New	Customer Care VIP Support
☐	 In Progress	Customer Care VIP Support
☐	 On Hold	Customer Care
☐	 Solved	Customer Care VIP Support
☐	 Cancelled	Customer Care VIP Support

Channel Name

Customer Care

Operators

Options

Channel Rules

Widget

LIVECHAT BUTTON

Notification text ?

Have a Question? Chat with us.

Livechat Button Color ?



LIVECHAT WINDOW

Welcome Message ?

How may I help you?

Chat Input Placeholder ?

Ask a question...

Channel Header Color ?



Create Rules



Live Chat Button ?

- ☐ Show
☒ Show with notification
☐ Open automatically
☐ Hide

Chatbot

Helpdesk Bot

Enabled only if no operator ?

☐

URL Regex ?

/contactus

Country ?

Save & Close

Save & New

Discard

Help Center



Website Form

Get tickets through an online form

Website Testing Help



Community Forum ?

Allow customers to help each other on a forum. Share answers from your tickets directly.

Forums ? Help X



Knowledge ?

Centralize, manage, share and grow your knowledge library. Allow customers to search your articles in the help center for answers to their questions.

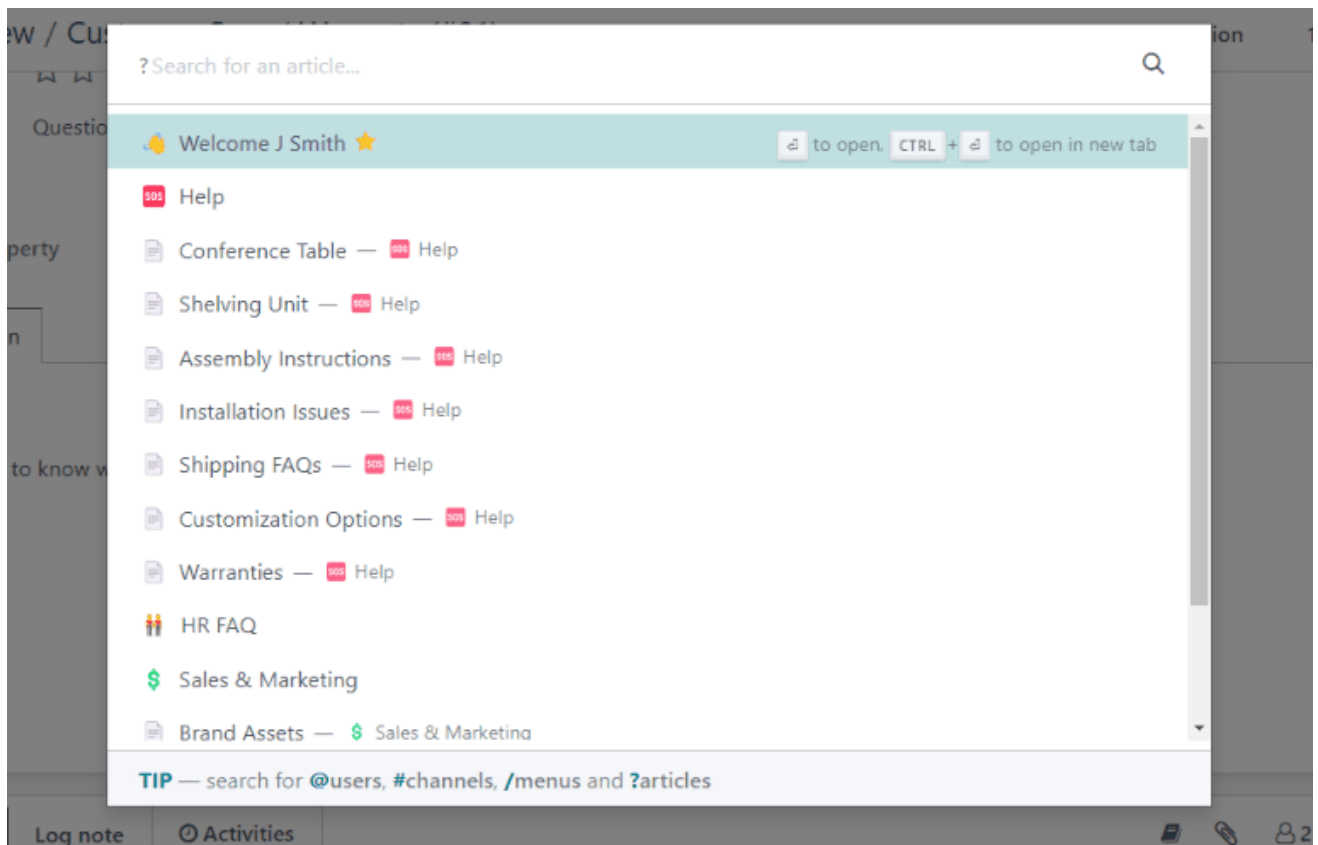
Article ? Help



eLearning ?

Share presentations and videos, and organize them into courses. Allow customers to search your eLearning courses in the help center for answers to their questions.

Courses ? Basics of Furniture Creation X
DIY Furniture X



8 hours to finish

Targets urgent tickets for VIP customers.

CRITERIA

This SLA Policy will apply to tickets matching ALL of the following criteria:

Helpdesk Team ?	VIP Support
Priority ?	★ ★ ★
Tags ?	(any of these tags)
Customers ?	Deco Addict ✕ The Jackson Group ✕ OR
Services ?	Senior Architect (Invoice on Times... ✕ Virtual Interior Design ✕

TARGET

Reach Stage ?	Solved
Within ?	08:00 Working Hours
Excluding Stages ?	

SLA Status Analysis

Measures ▾

Insert in Spreadsheet



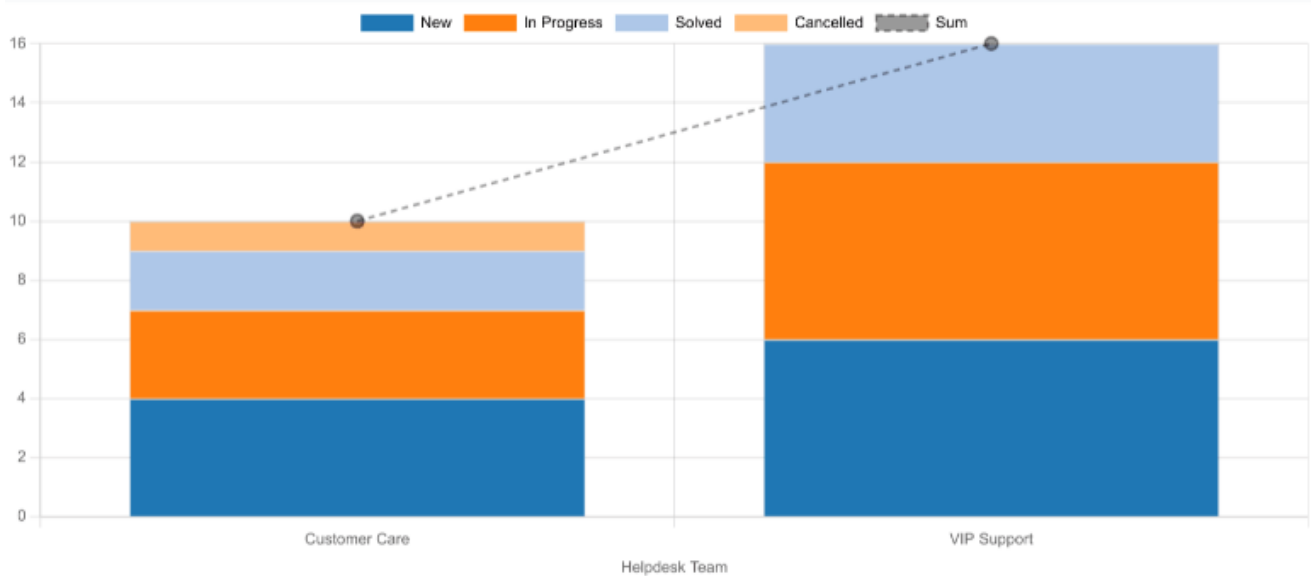
	Total			
	Count	Count	Count	Count
☐ Total	2	8	6	16
☐ Customer Care	1	7	4	12
⊕ 2 days to start	1	3	1	5
⊕ 7 days to finish		4	3	7
☐ VIP Support	1	1	2	4
⊕ 8 hours to finish	1		2	3
⊕ Standard SLA policy		1		1

Tickets Analysis



Measures ▾

Insert in Spreadsheet



🔍 Search...



Marc Demo

by Ready Mat

for Wood Treatment (#04)

on 05/06/2024 12:42:38

Too late. dissatisfied answer.



Mitchell Admin

by Deco Addict

for Ugly Chair (#10)

on 05/06/2024 12:42:38

Quick replacement. Love that yo...



Mitchell Admin

by Azure Interior

for Chair dimensions (#05)

on 05/06/2024 12:42:38

Quick response with detailed inf...



Mitchell Admin

by Wood Corner

for Delivered wood panel is not ...

on 05/06/2024 12:42:38

Awesome Service. Love to use yo...



[Home](#) [Forum](#) [Help](#) [Appointment](#) [Contact us](#)

Our Customer Satisfaction

Last 7 days

Last 30 days

Last 3 months

50%

25%

25%

50%

25%

25%

Latest Ratings



Maintenance

- Add new equipment
- Maintenance calendar
- Maintenance requests
- Maintenance setup

Equipment Name

Drill

EN

Equipment Category

Furniture Tools

▼

Maintenance Team

Internal Maintenance

▼

Company

My Company (San Francisco)

▼

Technician

Laurie Poirer

▼

Used By

☐ Department

☐ Employee

☒ Other

Used in location

Assembly line

▼

Work Center

Drill Station 1

▼

Employee

Abigail Peterson

▼

Department

Manufacturing

▼

Description

Product Information

Maintenance

Vendor

Drill Company

▼

Effective Date

02/07/2023

▼

Vendor Reference

000238

▼

Cost

350.00

▼

Model

X2

▼

Warranty Expiration

06/15/2025

▼

Serial Number

097239047007

▼

Description

Product Information

Maintenance

Expected Mean Time Between Failure ?

120

days

Mean Time Between Failure ?

100

days

Estimated Next Failure ?

09/20/2024

Latest Failure

06/12/2024

Mean Time To Repair ?

1

days

Request

New Request

Created By



Mitchell Admin

For

Equipment

Equipment

Samsung Monitor 15"/MT/122/11112222

Worksheet Template [?]

Default Worksheet

Category

Monitors

Request Date [?]

04/01/2024

Maintenance Type

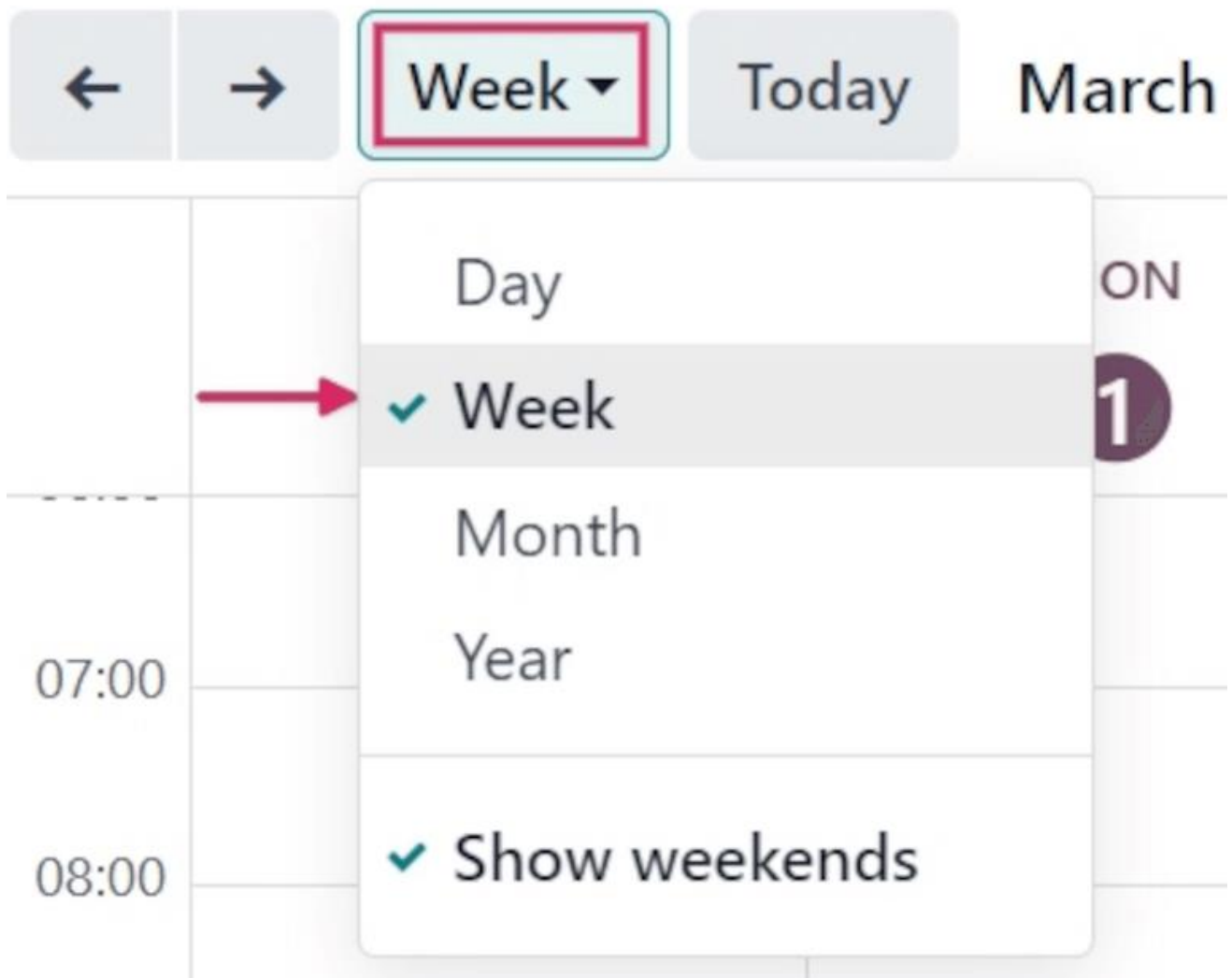


Corrective



Preventive

Manufacturing Order



Request

Drill station collapsed

Created By A Ariel

For Work Center

Work Center Drill Station 1

Worksheet Template [?] Drill station worksheet

Request Date [?] 03/12/2024

Maintenance Type ☒ Corrective
☐ Preventive

Manufacturing Order WH/MO/00008

Work Order WH/MO/00008 - Drill

Team Internal Maintenance

Responsible Marc Demo

Scheduled Date [?] 03/13/2024 11:45:00

Duration [?] 01:00 hours

Block Workcenter [?] ☒

Priority ★★☆☆

Email cc

Notes

Instructions

The drill station collapsed while working on a work order.

☐ Team Name

Team Members

Company

☐ Internal Maintenance

Mitchell Admin Marc Demo

My Company (San Francisco)

☐ Metrology

Laurie Poiret Maggie Davidson

My Company (San Francisco)

☐ Subcontractor

My Company (San Francisco)

Search: Team Members

×

⚙

Q Search...

▼

1-4 / 4 < >

☐ Name

Login

Language

Latest authentication

Company

Status

☐ Laurie Poiret

lauriepoiret

English (US)

My Belgian Company

Never Connected

☐ Maggie Davidson

davidson

English (US)

My US Company

Never Connected

☐ Marc Demo

demo

English (US)

My Company (San Francisco)

Never Connected

☐ Mitchell Admin

admin

English (US)

04/03/2024 09:32:05

My Company (San Francisco)

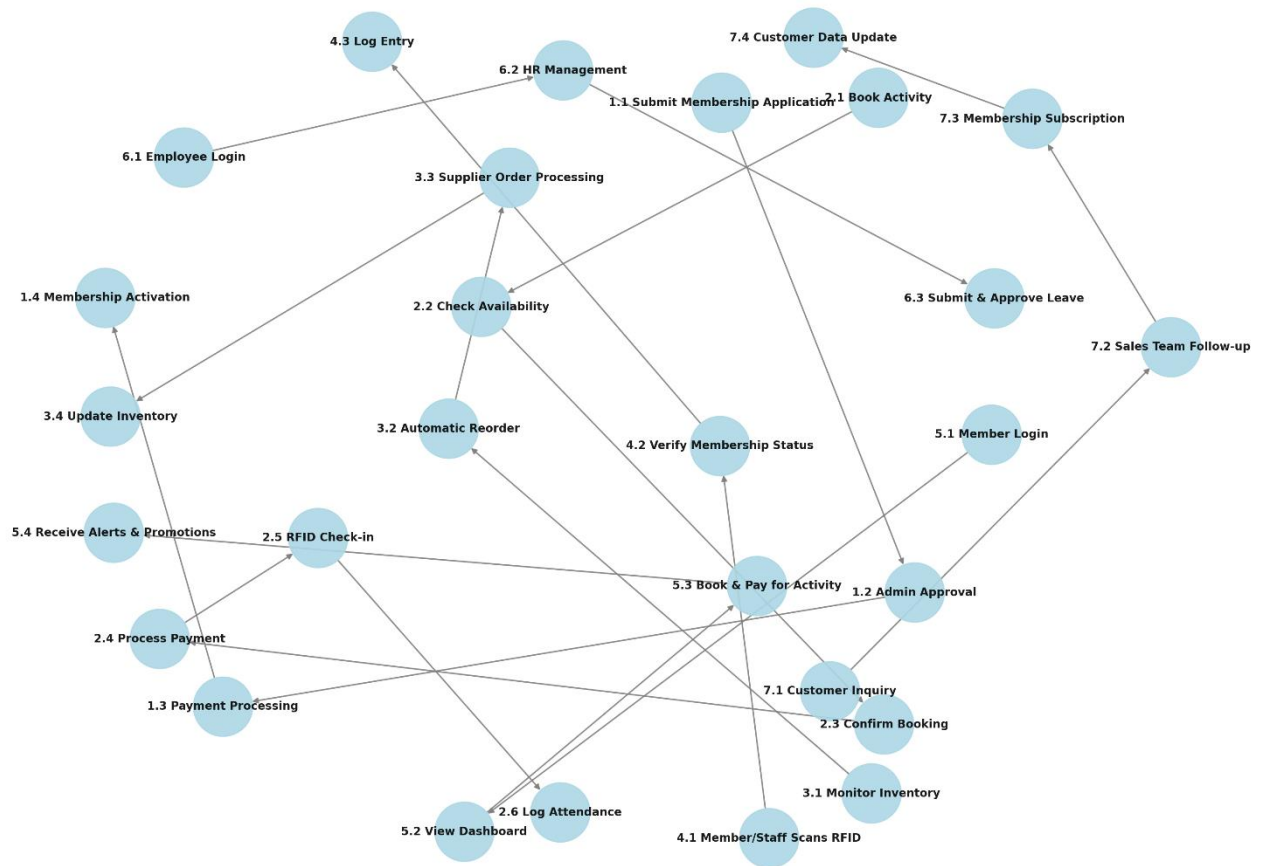
Confirmed

Select

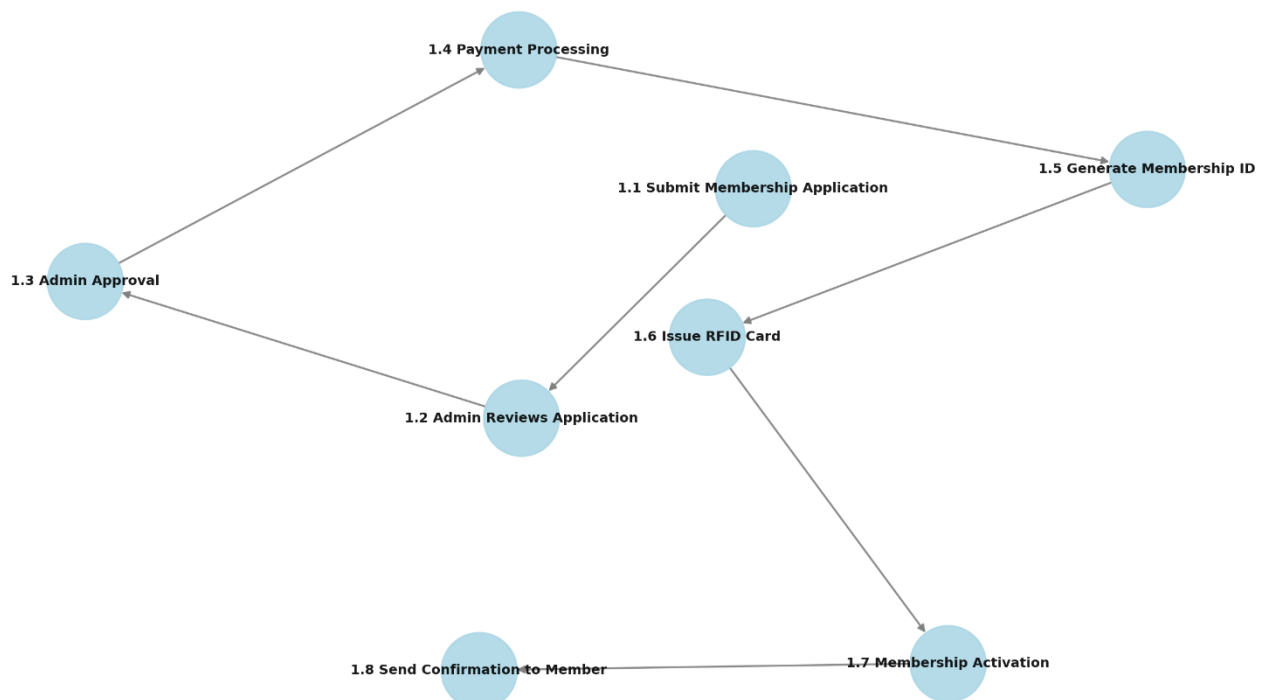
Close

Workflow

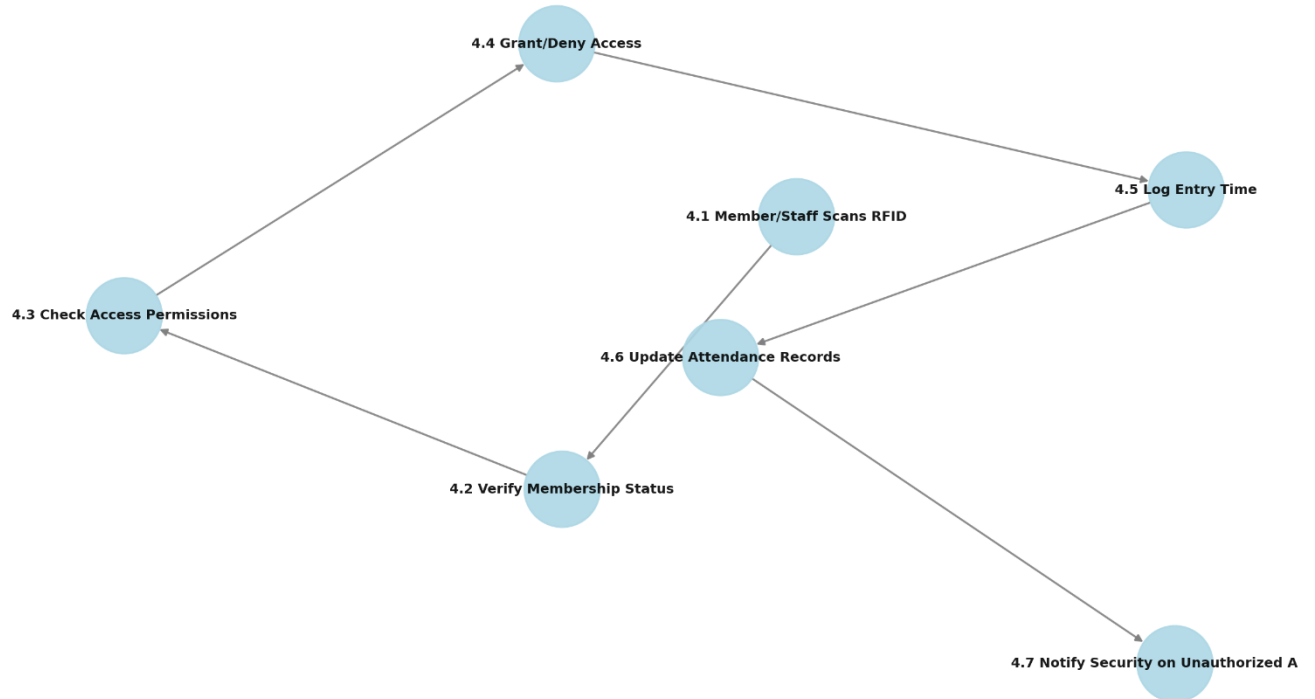
Wide-Spaced Detailed Workflow Diagram for TheClubs ERP System



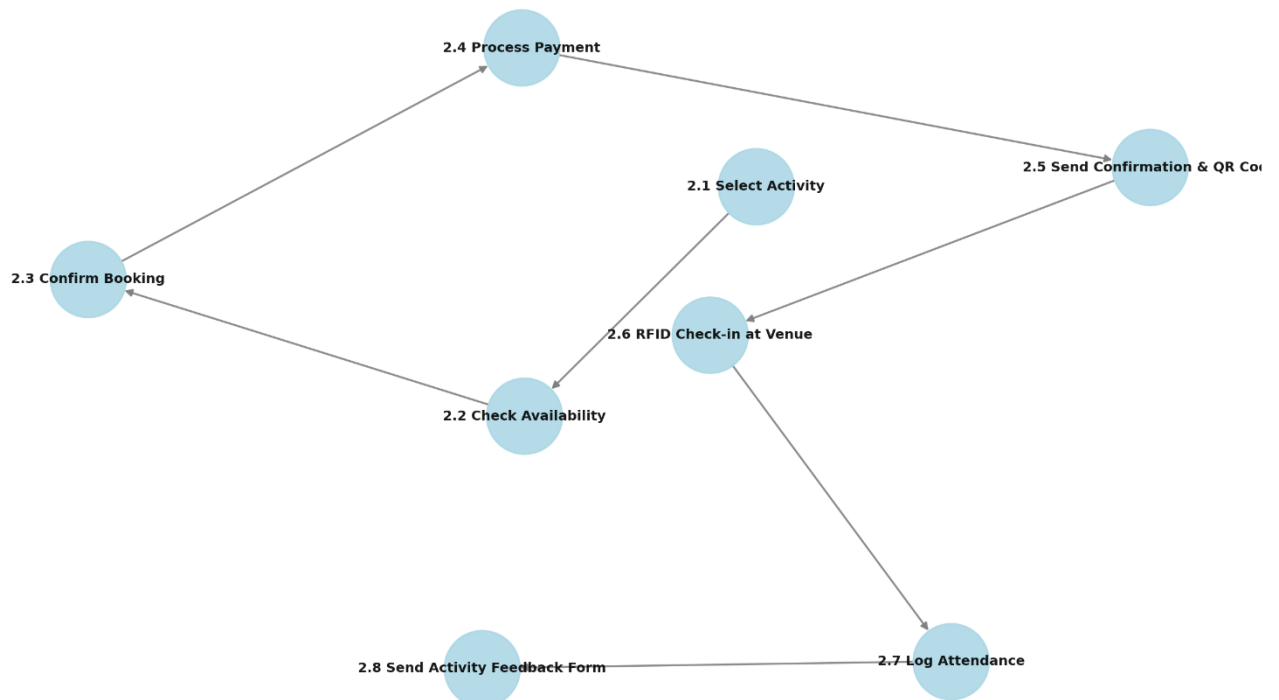
Detailed Membership Workflow



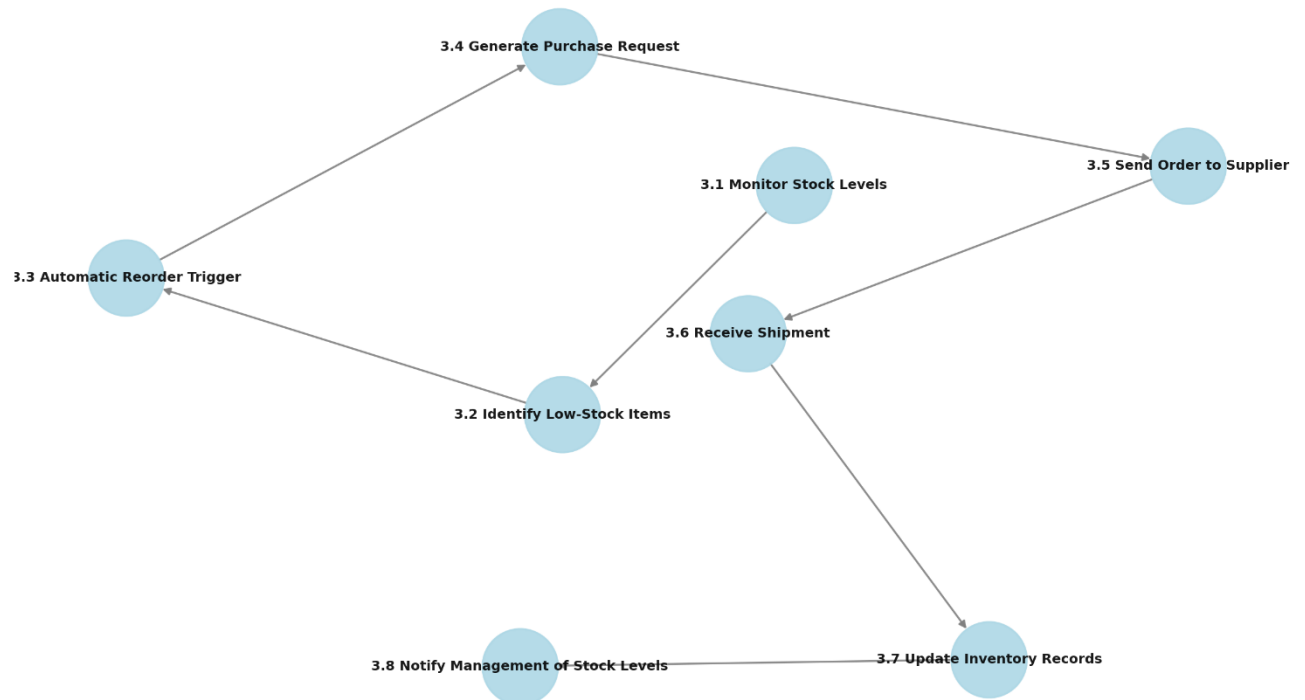
Detailed RFID Access Workflow



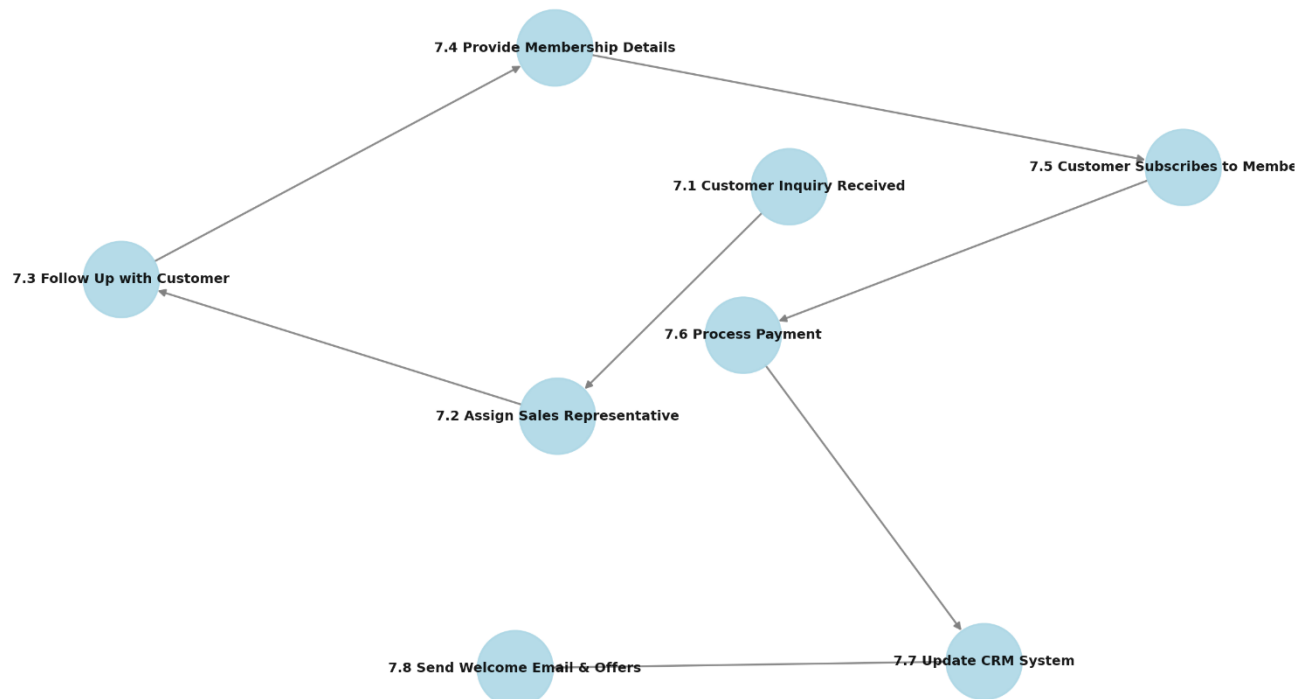
Detailed Activity Booking Workflow



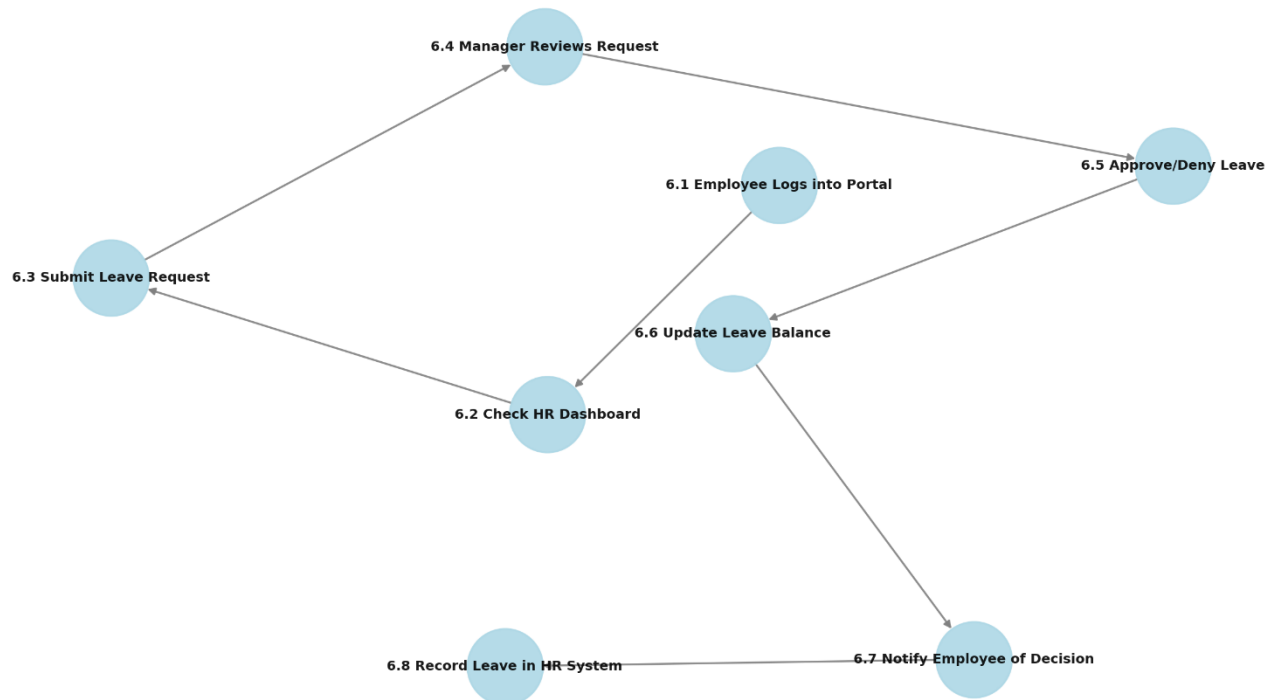
Detailed Inventory Workflow



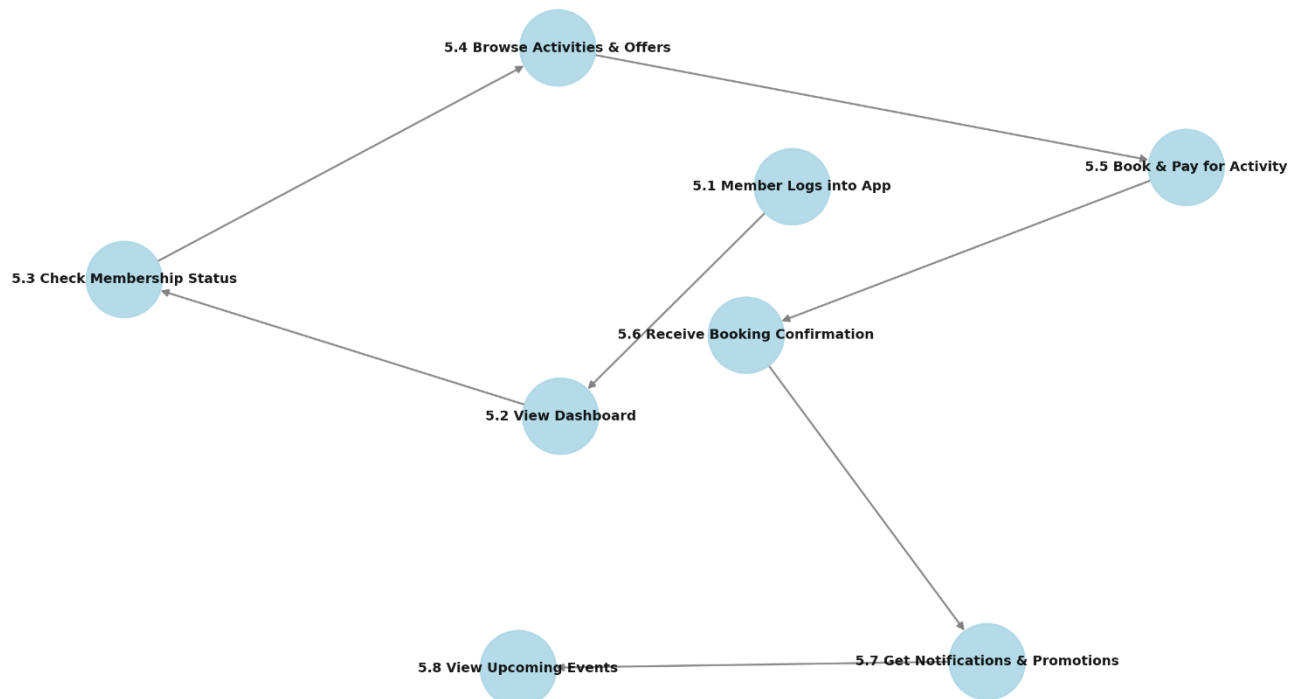
Detailed Sales & CRM Workflow



Detailed Employee HR Workflow



Detailed Mobile App Workflow



- Membership subscription plans & renewals.

Members / Ahmed Kamal

Action 1 / 43

PRINT CLUB ID ACTIVITY SCHEDULE

Renew Me... Create Me... Add Sub-... 0.00 Invoiced 0 Vouchers Activity Att...

Expired

Ahmed Kamal



Club Branches? 5th st ✕

Main Member - Parent Member ..

Membership Number? MC6230

Membership Barcode?

Card RFID?

Personal Data Sub-Members Club image_1920

Name? Ahmed Kamal
احمد كمال
احمد كمال
احمد
Id Number? 29001101700971
Passport Number? e.g. 4321
Phone?
Mobile? 201011670871
Mobile 2?
Qualification?
Specialization?
Profession? مدير انتاج
Member Employer?

Address? Address...
- Sheikh Zayed
Giza Sheikh Zayed (EG) ZIP
Egypt

Nationality? Egyptian

Birthday? 08/10/1986

- Sheikh Zayed
Giza Sheikh Zayed (EG) ZIP
Egypt

Nationality? Egyptian

Birthday? 08/10/1986

Age? 38 Year/s 6 Month/s 19 Day/s

Gender? ☒ Male ☐ Female

Religion? ☒ Muslim ☐ Christian ☐ Other

Marital Status? ☐ Single ☒ Married ☐ Widower ☐ Divorced

Married Date?

Qualification?
Specialization?
Profession? مدير انتاج

Member Employer?

Email?

Email 2?

Title?

Website Link? e.g. www.odoo.com

Language? English (US)

Tags? 400.000 EGP ✕ 2658 استمارة ✕

Home Owner? ☒

- Membership subscription plans & renewals.

Membership Management									
Renew Membership / New		Memberships				Action		New	
DRAFT						DRAFT		CONFIRMED	
Renew Membership Draft Member ? Ahmed Membership Type ? test Strategy ? Renew Lines Payments D		- Create New Membership - Renew Membership - Add Membership - Remove Membership - Freeze MemberShip - Cancel Membership - Change Membership Owner - Invoicing - All Club Invoices - New Membership Invoices - Renew Membership Invoices - Add Membership Invoices		Journal ? Date ? 01/14/2025 Confirm Date ?					
Product	Description	Amount	Dis. %	Taxes	Un-Taxed	Taxes Amount	Subtotal		
						Renew Amount ? :	0.00		
						Total Taxed ? :	0.00		
						Total Amount ? :	0.00		

Memberships Type / The Club Shraton

Action

2 / 4

< >

New

The Club Shraton

Parent?

Apply Diff Sequence?

☐

Card Line?

☒ Yellow

☐ Blue Black

☐ White

☐ Maroon

Card Style?

UPLOAD YOUR FILE

RENT CONSTRAINS

Duration	Max Hours
Yearly	0
Add a line	

- Automated reminders & notifications.
- Voucher and coupon

Membership

Members

Club Management

Lockers

Reports

Vouchers

Configuration

Club Voucher / Voucher

Voucher

Member ?

Ahmed Kamal

Created on ?

02/09/2025 18:52:29

Product ?

[Football Rental] Football Court 1 (East)

Type ?

All

Voucher Expiry Date ?

02/26/2025

Created by ?

Administrator

- Locker Management
- Payment Strategy

Club Strategy		Club Strategy Search...			
NEW		Filters Group By Favorites		1-3 / 3	
Name	Type	Membership Type	Date Fro...	Date To	State
Add Membership (29)					
Create Membership (23)					
Renew Membership (1)					
Add Membership (29)					
☐ Divorced separation Home (Over 3 Yrs) ---25% From Main Member Rate		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ DEPENDANT SISTER (Not Marry Or Divorced) - Cash---25 % From Main Member		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ SPECIAL NEEDS SIBLING		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ Adding Daughter Over 25 Years Not Marry ---25 % From Main Member -Home Owner & 25 % To Purchase Main Member		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ CHILDREN SEPERATION AT 25 YEARS Home Owner 10 % From Main Member		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ STEP CHILD (21-25YRS)& He has not finished his studies yet		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ STEP CHILD (15-21YRS)		Add Membership	07/12/2023	07/12/2023	Un-Pu
☐ FOURTH WIFE		Add Membership	07/12/2023	12/31/2023	Appro
☐ THIRD WIFE		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ SECOND WIFE & Another Husband (Don't Allow To Take active membership until after 5 Years & Paid 25 % From Main Member		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ SPOUSEWIFE/HUSBAND		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ Mother's husband or stepmother		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ GRAND PARENT		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ STEP PARENT & Mother & Father		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ Divorced separation Home (Over 3 Yrs) ---25% From Main Member Rate (MV West)		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ DEPENDANT SISTER (Not Marry Or Divorced) - Cash---25 % From Main Member (MV West)		Add Membership	07/12/2023	12/31/2023	Un-Pu
☐ SPECIAL NEEDS SIBLING(MV West)		Add Membership	07/13/2023	12/31/2023	Un-Pu

Club Strategy / FOURTH WIFE

CONFIRM

UN-PUBLISHED APPROVED CONFIRMED

FOURTH WIFE

Product? FOURTH WIFE (MV East)

Membership Type?

Type?

- ☐ Create Membership
- ☐ Renew Membership
- ☒ Add Membership
- ☐ Remove Membership
- ☐ Cancel Membership

PRICING

Journal? Customer Invoices

Currency? EGP

Discount Policy?

Invoice State Action? ☒ Fully Paid

☐ Percentage Of Invoice

Temporary Membership? ☐

DURATION

Date From? 07/12/2023

Date To? 12/31/2023

Pricing Other Services Notes

Relation	Fixed Amount	From Age	To Age	Taxes	Total Cost
----------	--------------	----------	--------	-------	------------

- Club Management configuration and master data

Discount Policy / Discount Age

SET TO DRAFT

Discount Age

DISCOUNT ITEMS

Apply On	Compute Price	Value
Age	Percentage	50.00
Add a line		

Management

- Payment Strategies
- Discount Policies

Data

- Memberships Type
- Relations
- Remove Membership Reasons
- Freeze Membership Reasons
- District
- District Units
- Qualifications
- Club Branch

Action 1 / 1

UN-PUBLISHED CONFIRMED

New

• Memberships Relation

Memberships Relation

Search...

NEW		Filters	Group By	Favorites
☐	Name	Note		
☐	◊ Main Member	عضوية عامة		
☐	◊ Son	عضوية تابعة		
☐	◊ Mother	عضوية تابعة		
☐	◊ Husband's Mother	عضوية تابعة		
☐	◊ Husband's Father	عضوية تابعة		
☐	◊ Wife's Father	عضوية تابعة		
☐	◊ Husband's Son	عضوية تابعة		
☐	◊ Wife's Son	عضوية تابعة		
☐	◊ Wife's Sister	عضوية تابعة		
☐	◊ Sister	عضوية تابعة		
☐	◊ Husband's Sister	عضوية تابعة		
☐	◊ Wife's Mother	عضوية تابعة		
☐	◊ Husband's Daughter	عضوية تابعة		
☐	◊ Wife's Daughter	عضوية تابعة		
☐	◊ Mother's husband or stepmother	عضوية تابعة		
☐	◊ Nanry	عضوية تابعة		
☐	◊ Caretaker/Nurse	عضوية تابعة		
☐	◊ Daughter	عضوية تابعة		

• Club Branch

Membership Members Club Management Lockers Reports Vouchers Configuration

Club Branch

NEW	
☐	Name
☐	◊ Cairo
☐	◊ 5th st
☐	◊ Zayed

- Reports

Membership		Members	Club Management	Lockers	Reports	Vouchers	Configuration
Club Branch				Members Balance Report Estimate Renewal Report Penalty Report Account Reports Board Members			
NEW 📄							
☐	Name						
☐	Cairo						

2. Activity & Event Management

Schedule & manage club activities (sports, Courts, workshops, etc.).

- Activity Registration

Activity Management											Members	Request	Schedule	Invoices	Rent	Attendance	Medical	Evaluations	Reports	Configuration
Activity Registration											Search...									
NEW											Filters Group By Favorites									
☐	Number	Member	Activity	Coach	Level	Schedule	Currency	Amount	Discount	Subtotal Amount	State									
☐	Draft	0	Swimming		test [Swimming]			0.00	0.00	0.00	Draft									
☐	RA1	Abdalla Juma Rashid Almughanni Alhmoudi	Swimming		test [Swimming]			0.00	0.00	0.00	Confirmed									

Activity Registration / New

Action

New

CONFIRM

CANCEL

DRAFT

CONFIRMED

SCHEDULE SELECTED

PAID

Draft

Member? Ahmed Kamal

Type?

☐ Assessment
 ☒ Select Level
 ☐ Renew

REGISTRATION DETAILS

PRICING DETAILS

Registration Date? 03/02/2025

Activity? FootBall

Level?

Other fee

Product	Unit Price	Quantity	Taxes	Amount...	Amount...
[Football rental] Football Court 1 (West)	500.00	2.00		1,000.00	1,000.00
Add a line					

- Member booking for activities.

Club Activity Schedule / New  

 Action New

Activity Schedule

Draft

SCHEDULE INFORMATION

Activity? Football

Ref? Ref.

Level?

Coach? Administrator

Max-Capacity? 10

Remaining Capacity? 10

Practive Per Week? 5

Count Line? 0

PRICING INFORMATION

Currency? EGP

Amount? LE1,000.00

Taxes?

Subtotal Amount? 1,000.00 LE

Schedule Lines Pricing Coaches

 AUTO GENERATE LINES

 CLEAR ALL LINES

Day Name	Date From	Duration	Location	State
Sunday	03/02/2025 00:23:20	01:00		Draft

[Add a line](#)

 Attendance Calendar ×

Report Title?

DURATION

Date From? 03/02/2025 Date To? 03/02/2025

FILTERS

Show Data? ☒ All ☐ Rent ☐ Registration Activities

Member Attendance? ☐

Coach Attendance? ☐

Activity? Swimming

Member? Ahmed Kamal

Employee? Administrator

Location? ▼

Football Court 1 (West)

Football Court 1 (East)

Football Court 2 (West)

Football Court 2 (East)

Tennis Court 1 (West)

Tennis Court 2 (West)

Tennis Court 3 (West)

Tennis Court 4 (West)

[Search More...](#)

CONFIRM Cancel

 AUTO 

- Rent.

Rent / New
🔗
↺
Action
New

CREATE INVOICE
DRAFT
DONE

Invoices

Reference ?

Member ?
Ahmed Kamal

Date From ?
03/03/2025 00:26:06

Location ?

Duration ?
120

(0 min)

Date To ?
03/04/2025 00:26:28

Taxes ?

Amount Untaxed ?
1,000.00

Amount Taxed ?
1,000.00

Total Amount ?
1,000.00

Other fee

- Activity attendance

Members	Request	Schedule	Invoices	Rent	Attendance	Medical	Evaluations
					Activity Attendance Member Attendance Coach Attendance Walk-in Trainee		
Member Code							Ac

- Activity evaluation

Activity Management Members Request Schedule Invoices Rent Attendance Medical Evaluations Reports Configuration

Evaluation / New Action New

☒ Coach ☐ Member

Name

Activity ? Football

QUESTIONS

Question

Add a line

- Configuration and master Data

Activity Management Members Request Schedule Invoices Rent Attendance Medical Evaluations Reports Configuration

Activities NEW

Activities Levels Assets Activity Tags Activity Reference

☆Football Price: 1,000.00

☆Padel Court Price: 100.00

☆Swimming Price: 1.00

Activities / Football Action 1 / 3 New

Product Name ? EN

☆ Football

☒ Can be Sold ? ☒ Can be Purchased ?

☒ Club Activity ?

☒ Show On Dashboard ?

Able To Rent Before ? 3 Days

General Information Sales Purchase Accounting

Product Type ? Service

Sales Price ? LE1,000.00 (= 1,140.00 LE Incl. Taxes)

Customer Taxes ? VAT Payable14% ✖

Cost ? LE0.00

Internal Reference ?

Barcode ?

Product Category ? All

Product Tags ?

Additional Product Tag ? Tag Name Color

Add a line

- Activity asset

Assets

NEW

Search...

Filters

Group By

Favorites

1-9/9 < >

☐	Asset Name	Acquisition Date	Original Value	Method	Book Value	Depreciable Value	Status
☐	⚡ Football Court 1 (West)	12/21/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Football Court 2 (West)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Football Court 1 (East)	12/21/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Football Court 2 (East)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Tennis Court 3 (West)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Tennis Court 1 (East)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Tennis Court 4 (West)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Tennis Court 2 (West)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running
☐	⚡ Tennis Court 1 (West)	12/27/2023	0.00 LE	Straight Line	0.00 LE	0.00 LE	Running

Assets / Tennis Court 1 (West)

Action

9 / 9 < >

New

ACTIVITY SCHEDULE

SET TO DRAFT

MODIFY DEPRECIATION

SAVE AS MODEL

CANCEL ASSET

DRAFT

RUNNING

0

Posted Ent...

Asset Name ?

Tennis Court 1 (West)

Asset

Bills

Activity Conf.

Rent Cost

ASSET VALUES

Original Value ? 0.00 LE

Acquisition Date ? 12/27/2023

Asset Model ?

CURRENT VALUES

Not Depreciable Value ? 0.00 LE

Book Value ? 0.00 LE

DEPRECIATION METHOD

Method ? Straight Line

Duration ? 5 Years

Computation ? Constant Periods

Prorate Date ? 12/27/2023

ACCOUNTING

Fixed Asset Account ? 10101003 Accu Dep Buildings

Depreciation Account ? 10101003 Accu Dep Buildings

Expense Account ? 50108001 Depreciation cost - Buildings

Journal ? Miscellaneous Operations

Analytic ?

VALUE AT IMPORT

Unamortized Amount ? 0.00 LE

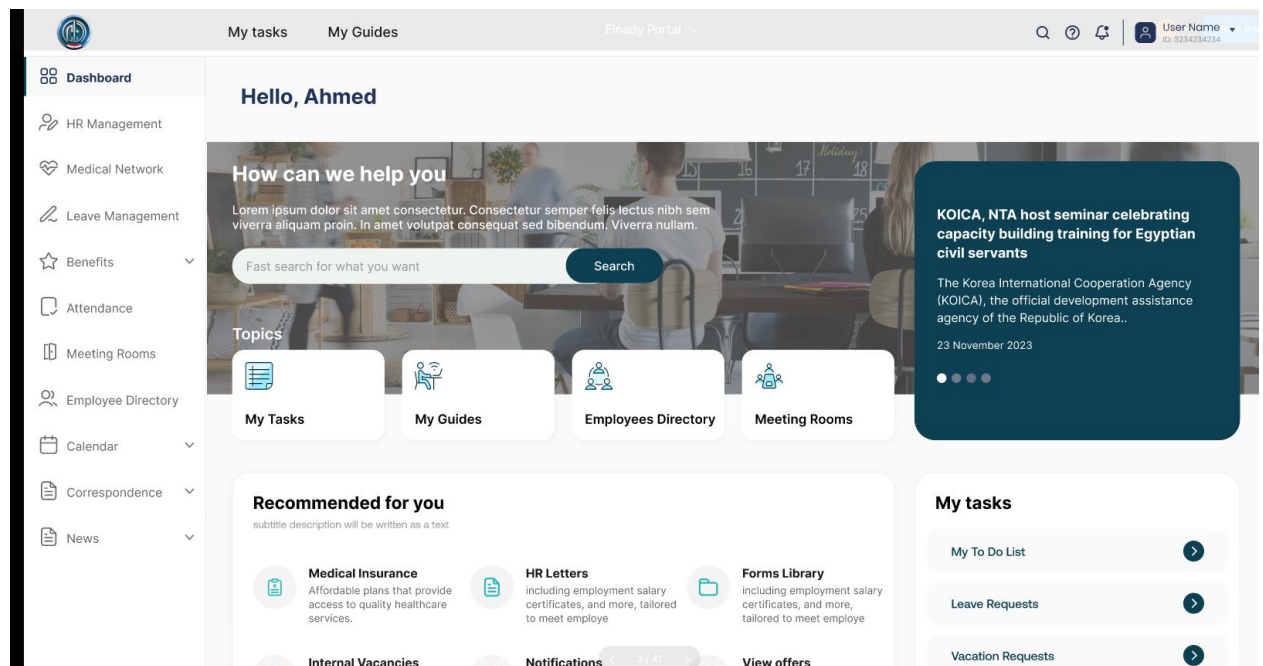
3. RFID Access & Attendance Integration

- Integrate RFID system for access control.
- Log and track member attendance for activities.

Portal

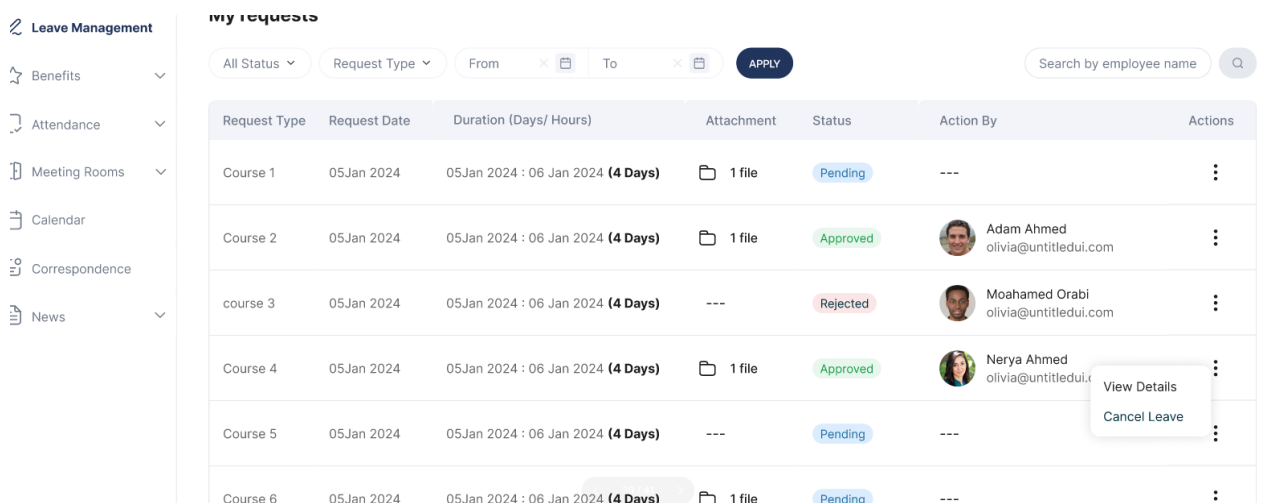
1. Dashboard

- Overview of employee activities and announcements
- Quick access to key features
- Personalized notifications



2. HR Management

- **Leave Management:** Submit, track, and approve leave applications



- **Benefits:** View and manage employee benefits and perks

- **Attendance:** Track attendance records and work hours

Request By	Department	Purpose	Request Date	Status	Actions
Thiago Garza olivia@untitledui.com	IT	Employment Verification Letter	05Jan 2024	Pending	⋮
Adam Ahmed olivia@untitledui.com	Marketing	Salary Certificate	05Jan 2024	Refunded	⋮
Moahamed Orabi olivia@untitledui.com	Technical Team	Appointment Letter	05Jan 2024	Rejected	⋮
Nerya Ahmed olivia@untitledui.com	HR	Experience Letter	05Jan 2024	Refunded	⋮
Esraa Saleh olivia@untitledui.com	Risk Management	Appreciation Letter	05Jan 2024	Pending	⋮

3. Internal Opportunities

- **Internal Vacancy:** Browse and apply for internal job postings

The screenshot shows the 'New vacancy' form in the HR Management system. The left sidebar contains a navigation menu with options: Dashboard, HR Management (selected), Forms Library, Medical Claims, HR Letters, Internal Vacancies (selected), Medical Network, Leave Management, Benefits, Attendance, Meeting Rooms, Employee Directory, Calendar, Correspondence, and a search icon. The main content area is titled 'New vacancy' and includes a 'Back to Vacancies' link. Below this, the 'Vacancy Details' section contains four input fields: 'About the new job', 'Key Responsibilities', 'Qualifications', and 'Benefits'. To the right of these fields is a box titled 'Instruction to add new Job' which lists the required fields and provides a 'Set Application Details' section with instructions on how to define the application process, add a deadline, and include contact details.

- **Internal News:** Stay updated with company announcements and news

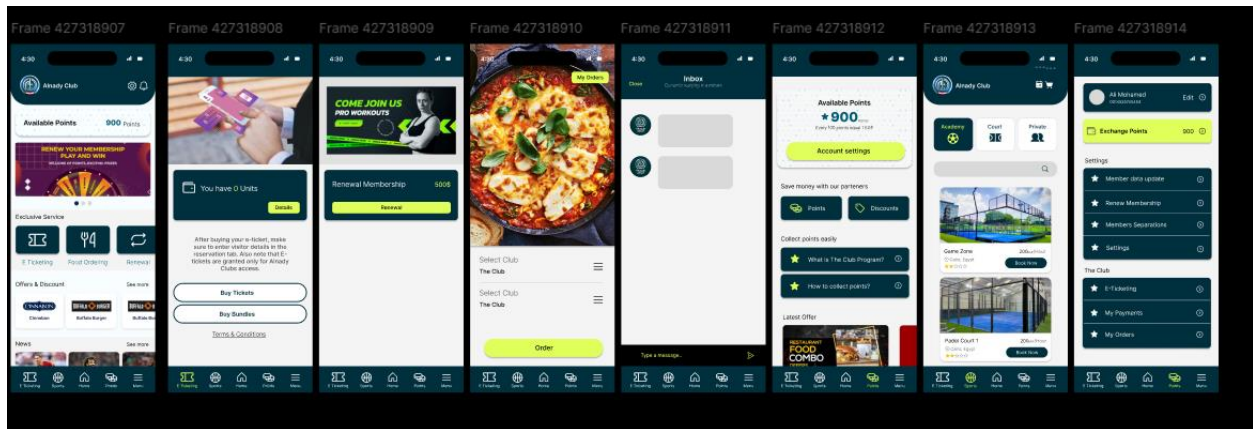
The screenshot shows the 'News' section in the HR Management system. The left sidebar is identical to the previous screenshot, with 'News' selected in the navigation menu. The main content area is titled 'News' and includes a brief description: 'Issuing a letter of employee verification for certain purposes as it's needed for personal needs and to complete external processes related to the employee.' Below this, there are three tabs: 'NTA News', 'General News', and 'Videos'. The 'NTA News' tab is active, displaying a list of news items. The first item is '4 available managers Man Utd should consider to replace Erik ten Hag' by Jack Gallagher, dated 12:00 AM GMT+1. The second item is 'Best right wingers in EA FC 25' by James Cormack, dated 12:00 AM GMT+1. The third item is 'Is Bruno Fernandes banned for Man Utd's next Europa League game?' by James Cormack, dated 12:00 AM GMT+1. At the bottom of the news list, there is a 'Latest News' section with a pagination indicator showing '38 / 41'.

4. Task Management

- Assign, track, and complete tasks efficiently
- Collaborate with teams and manage deadlines

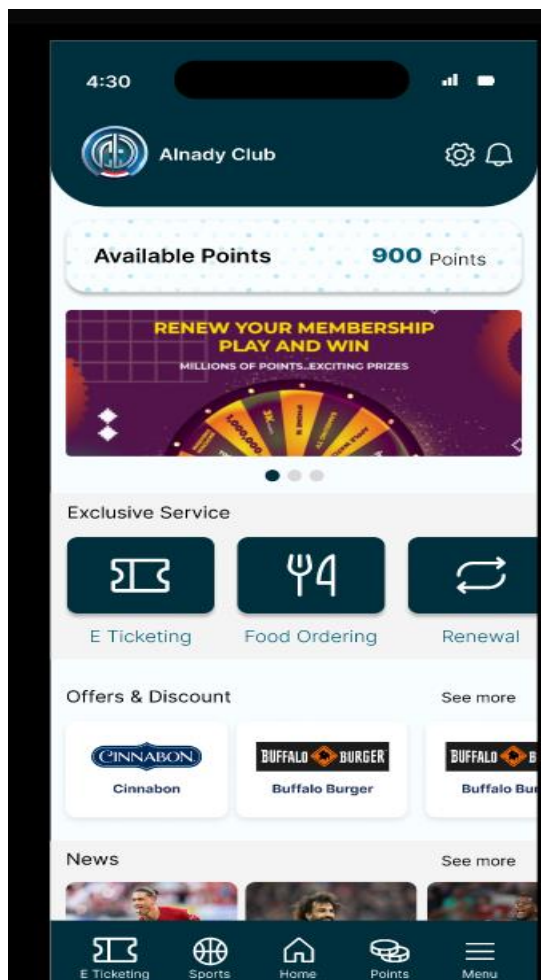
Mobile App for Club Members (iOS & Android)

A dedicated **mobile application** will be developed for club members with the following features:

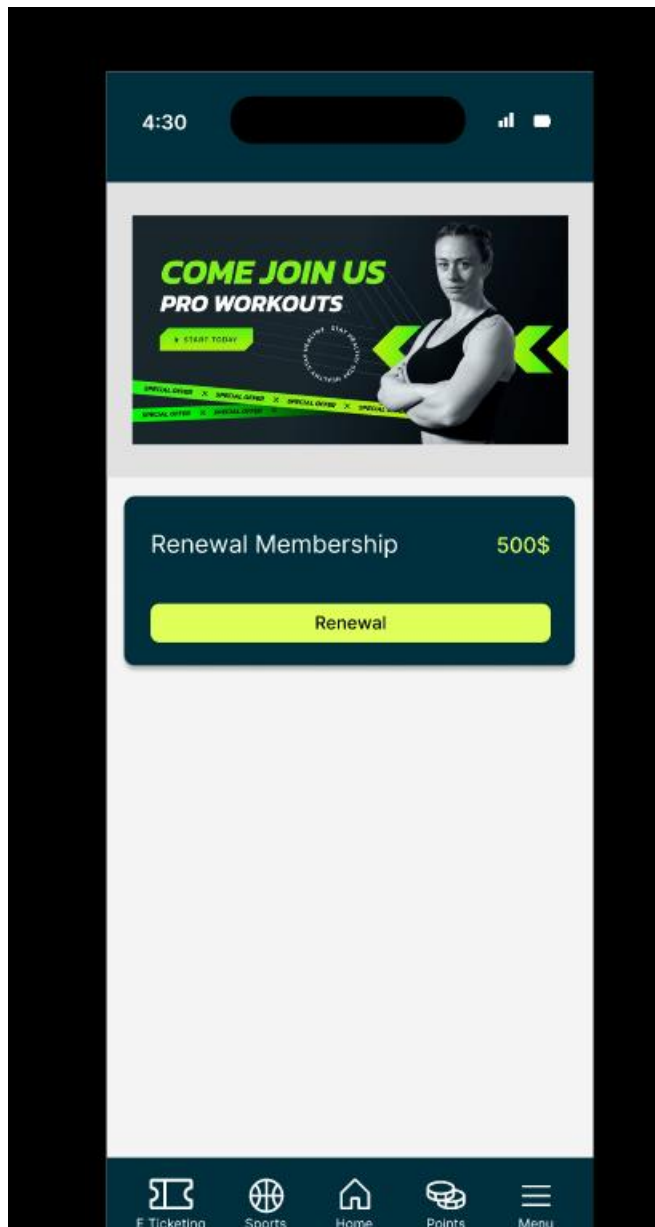


1. Membership Management

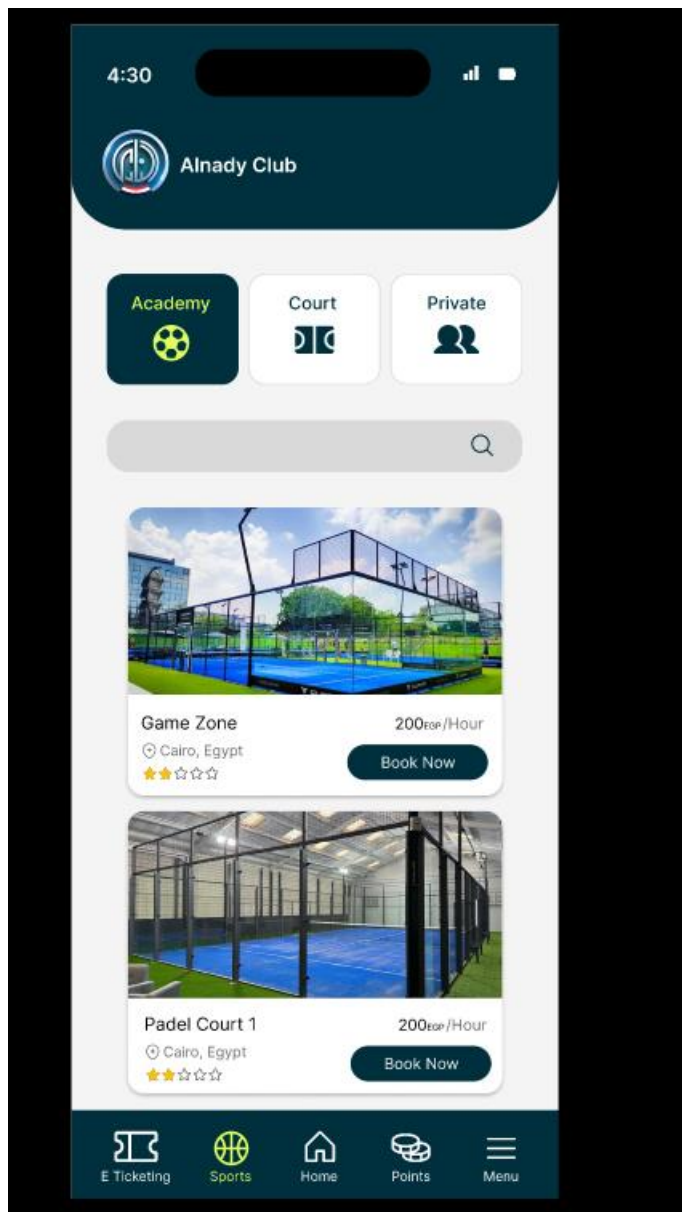
- Home screen



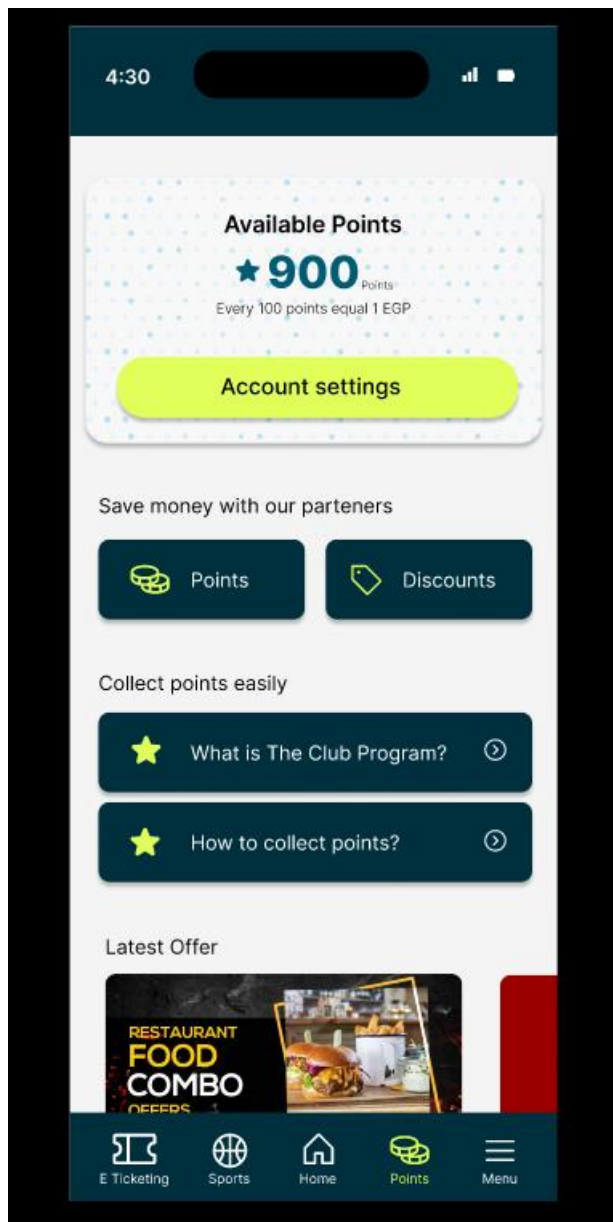
- View & manage membership details.



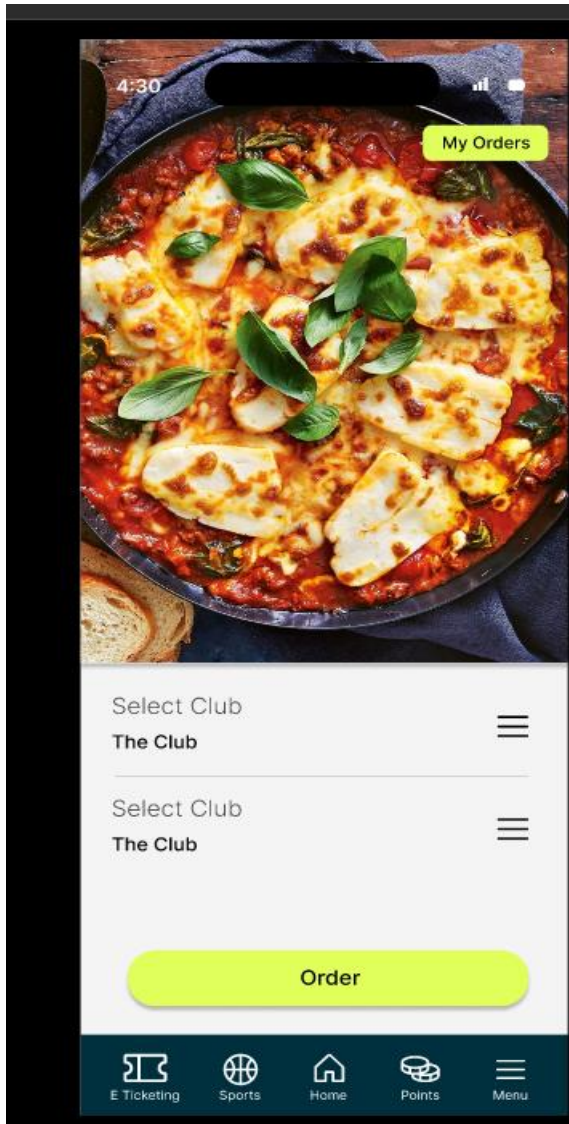
- Renew or upgrade membership.
- Reservation activity and academy subscribe



- Offer and discount & loyalty program



- Order From restaurant



- Order food from club restaurants & cafes.
- Integration with POS for seamless billing.
- View upcoming club events & activities.
- Book & pay for activities.
- Push notifications for latest news, offers, and promotions.
- Special discounts for members.

2. E-Tickets & Bookings

- Purchase & manage e-tickets for club events.
- QR-based check-in for events.

3. Academy Management

- Register for club academies & training programs.
- Monitor progress & achievements.

Data Cleansing

Each branch will have a **designated team** responsible for **data cleanup** to ensure accurate records in the system. The key responsibilities include:

- **Identifying duplicate or incorrect data** in memberships, payments, inventory, HR records, etc.
- **Standardizing data formats** (e.g., phone numbers, names, addresses).
- **Cross-checking financial transactions** and clearing inconsistencies.
- **Generating data quality reports** for management review.

Manpower Structure Per Branch:

- **Data Quality Supervisor** (1 per branch) → Oversees the data cleanup process and validation.
- **Data Cleanup Specialists** (2-3 per branch) → Focus on correcting, verifying, and updating data.

System Features:

- **Automated Duplicate Detection Tool** within Odoo.
- **Approval Workflow** where cleaned data is reviewed before finalization.
- **Data Cleanup Reports & Dashboards** to monitor progress and accuracy.

Data Migration

- Develop a **Data Migration Module** within Odoo to facilitate transferring legacy data to the new system.
- Include **automated scripts** for migrating:
 - Membership details
 - Financial transactions
 - Inventory records
 - HR and Payroll data
 - Activity & event history
- Support for **CSV/Excel Uploads** with mapping functionality.
- **Data validation checks** to ensure accuracy before final import.

Data Entry - Manpower Allocation for Each Branch

Each branch will also have a dedicated team for **manual data entry**, responsible for:

- Entering new memberships, renewals, and cancellations.
- Updating customer and employee records.
- Managing event and activity registrations.
- Recording financial transactions and inventory updates.

Manpower Structure Per Branch:

- **Data Entry Supervisor** (1 per branch) → Manages and validates all data entries.
- **Data Entry Clerks** (1-3 per branch) → Responsible for inputting data into the system.

4. Scope of work

IMPACT is pleased to propose all the following Professional Implementation Services to THE CLUB.

- Functional Consulting Services
- Technical services
- Training Services
- Project & Success Management Services
- Post Implementation Support

4.1 Functional consulting services

This consulting service scope covers business automation for the different business requirements of THE CLUB; starting from Solution design, to Conducting the configurations, setting the solution design based on the best practices, conduct training and UAT, till the systems are live. The following are the Services offered:

SERVICE NAME	SERVICE DETAILS
FINANCIAL MANAGEMENT	General Ledger – Accounts Payables – Accounts Receivables – Fixed Assets – Cash Management- Taxes
PROCUREMENT	Purchasing – Suppliers management
INVENTORY	Material management
SALES	Sales – Order Management
CRM	Organize the pipeline - Acquire leads - Assign and track leads
HR	Attendances - Employees - Appraisals - Payroll
MAINTENANCE	Add new equipment - Maintenance calendar - Maintenance requests - Maintenance setup
HELPDESK	Stages - Receiving tickets - Help Center - Service level agreements (SLA) Reporting - Customer ratings
CLUB MANGMENT PORTAL	Club Membership Management - Activity & Event Management - RFID Access & Attendance Integration Dashboard - HR Management - Internal Opportunities - Task Management
MOBILE APP	Membership Management - E-Tickets & Bookings - Academy Management

Functional consulting services assumptions:

LOCATION SCOPE	CAIRO
IMPLEMENTATION LANGUAGES	• The implementation of all standard application modules will support English and Arabic languages. • The GUI user interface will be enabled to allow selecting an English, or Arabic interface based on user selected preference. • The configuration of master data and lookup codes will support bi-lingual data English /Arabic based on the currently used user interface. • For custom reports depending on the requirements of the reports / documents the printing could be in Arabic or English

depending on the nature of the report and used for which purpose as identified by key users.

- All Arabic/English reports will be configured to be aligned and formatted correctly.
- **Documentation Language:** All project deliverables for the different phases of the project will be in English **or** Arabic Language.
- user manuals will be in English **or** Arabic

4.2 Technical services

SERVICE NAME

SERVICE DETAILS

MODIFICATION OF STANDARD REPORTS AND CUSTOM REPORTS	Up to 15
MODIFICATION OF STANDARD WORKFLOW/ALERTS	Up to 15
CUSTOM INTEGRATION	5
CUSTOM FORMS	Up to 15

HOSTING:

IMPACT is at this moment proposing to provide the hosting services as following:

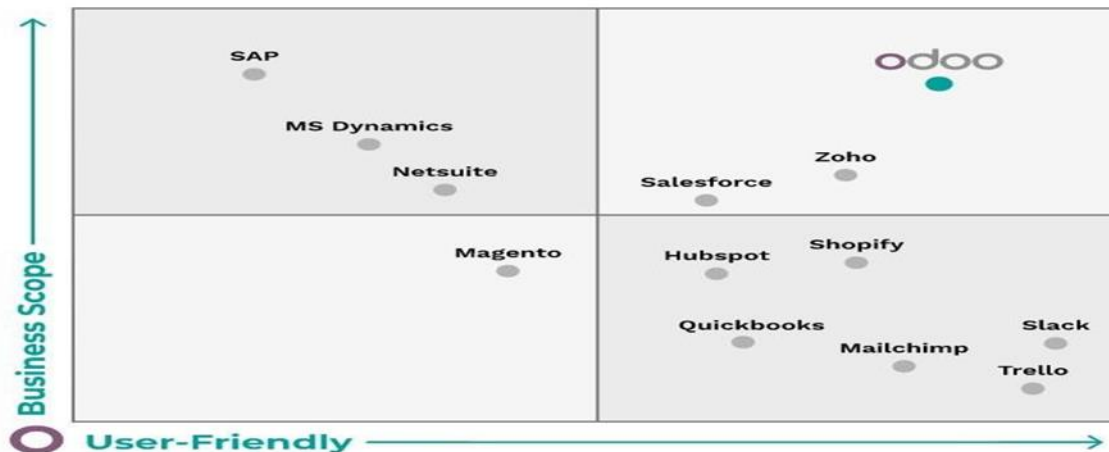
- All of our enterprise-grade servers come equipped with flash drives, ensuring lightning-fast performance and speed for your servers and applications.
- Highly Available Cloud Hosting Infrastructure to guarantee 100% uptime.
- Fully reserved memory.
- Dedicated Bandwidth.
- Load balancers.
- Fasten network up to 100 GB.
- Offline Backup.
- Applications backup.
- Snapshot backup.
- Daily backup and retention policy for a week.
- DR Site.
- Security monitoring.
- Analyzing security incidents.
- Cloud performance monitoring.
- On prim servers and sync solutions.

TECHNICAL SERVICES ASSUMPTIONS:

REPORTS CUSTOMIZATION	IMPACT IS PROPOSING AN OPTIONAL NUMBER OF CUSTOM REPORTS & DOCUMENTS TO FULFILL ANY SPECIFIC REQUIREMENTS FOR THE CLUB. DURING THE DEVELOPMENT OF THESE CUSTOM REPORTS AND DOCUMENTS, THE CLUB DEVELOPERS SHOULD GET A HANDOVER FROM IMPACT STAFF TO BE ABLE TO DEVELOP ANY FURTHER REPORTING REQUIREMENTS.
INTERFACES	For any integration with third party application/device, THE CLUB must coordinate with the 3rd party supplier or IT Department to provide the information required and integration effort to complete this interface.
APPLICATION CUSTOMIZATION	Implementation of ERP Odoo applications is provided as is without any modifications or customizations except for the

proposal/contract named extensions or interfaces and customization.

If any other customization, extensions, or enhancements are required it must be quoted in a separate change order that is not part of the deliverables of this project.



4.3 Training Services

IMPACT will provide the following Professional Training services to THE CLUB;

SERVICE NAME

SERVICE DETAILS

ERP	22 Days
-----	---------

Training service assumptions:

TRAINING ENVIRONMENT & FACILITIES	TRAINING FACILITIES SHOULD BE PREPARED BY THE CLUB BEFORE THE START OF THE TRAINING
ATTENDEES	Key Users/Support Team Should attend the training
EXTRA TRAINING	Specific training sessions scoped in this proposal is part of the project, if any extra trainings are required it must be quoted in a separate change order that is not part of the deliverables of this project.
NO OF ATTENDEES	As per THE CLUB requirements
NO OF ROUNDS	One round for each course

4.4 Project & Success Management Services

IMPACT Success manager with a Project manager, they will have the following responsibilities:

- Focal contact point from IMPACT side.
- Ensures a satisfactory relationship between all project contributors.
- Works closely with THE CLUB Project Manager to:
 - Manage the Project within stipulated timeframes and Budget.
 - Plan different project activities.
 - Ensure successful execution of different project tasks.
 - Monitor project progress and take the appropriate corrective actions to ensure proper project completion.
- Reports progress to the Project Control and Steering Groups.
- Ensures adequate and timely resources allocation from IMPACT side.
- Assesses and monitors risks throughout the project according to the Project Risk Management and Quality Plan.
- Promptly raises key issues with Senior Management and the Project Owners.
- Ensure timely decision upon raised project issues and risks.

Project success management service assumptions:

**PLANNING
TOOLS**

- **THE PROJECT PLANNING TOOL WILL BE MS-PROJECTS OR ANY OPEN-SOURCE TOOLS THAT SUPPORT MS-PROJECT FORMAT AS IT IS THE TOOL USED FOR COMMUNICATION BETWEEN THE IMPLEMENTATION TEAM AND THE PROJECT MANAGEMENT.**

**APPROVALS
& SIGNOFF**

- *Singing off any deliverable should be done by THE CLUB Project manager within duration of 3 working days maximum.*
- *IMPACT shall assume that the deliverable is accepted if it was not delivered signed off within this 3 days' duration.*

**CHANGE
CONTROL
PROCEDURE**

- *When the THE CLUB or IMPACT, during the implementation of the project, see the need for change to the Functional Specification, Standard Package Software, Development Software, time scales or functionality, THE CLUB may at any time request, and IMPACT as well may at any time recommend, such change and propose an amendment to the Project or the Functional Specification in accordance with a Change Control Procedure (CCP)*

VACATIONS

- *The project plan milestone schedule not taking into consideration any vacation or public holidays' plans for THE CLUB or IMPACT resources involved in the project. During the project initiation phase vacation plan must be communicated to project managers to reflect it on the detailed project plan based on the resource's involvement.*

WORKING HOURS	One calendar month is 22 working days, a working week is 5 days, and a working day is 8 hours.
BUSINESS OWNERS & KEY USERS	- One Business owner per each business flow must be identified at the start of the project and s/he will have the ownership and decision making for all aspects related to his business track in case a dispute or different solution options are present. - The key users must be selected at the project start by the business owner, they represent the project team who will share across the project phases all project activities, first by collecting the key requirements with them, share in design decisions, taking solution training and conducting solution testing during test phase, training end users, and finally be the first line support to the end users during the life operation of the system.

4.5 Post Implementation Support

IMPACT is proposing providing support services for duration of one month after the GO Live to provide assistance for the users and resolve daily business and technical issues that should arise during normal business.

Post implementation support service assumptions:

SUPPORT SCOPE	SCOPE COVERS SUPPORTING FUNCTIONAL ASPECTS OF THE MODULES IMPLEMENTED BY IMPACT ONLY, SUCH AS TROUBLESHOOTING FOR UNEXPECTED APPLICATION BEHAVIOR. NEW MODULES OR FUNCTIONALITY IMPLEMENTATION, NEW MODULES INTERFACES, NEW DATA UPLOAD AND NEW REPORTS& WORKFLOW DESIGN IS OUT OF SUPPORT SCOPE.
WORKING HOURS	One calendar month is 22 working days, a working week is 5 days, and a working day is 8 hours.

5. Deliverables

- Project Plan
- Future Process Model
- technical Design Documents
- Security Fit Analysis & Security matrix
- Reporting Fit Analysis & Reporting requirements
- User Manuals
- Testing Scenario Document
- Setup Documents

6. Project management

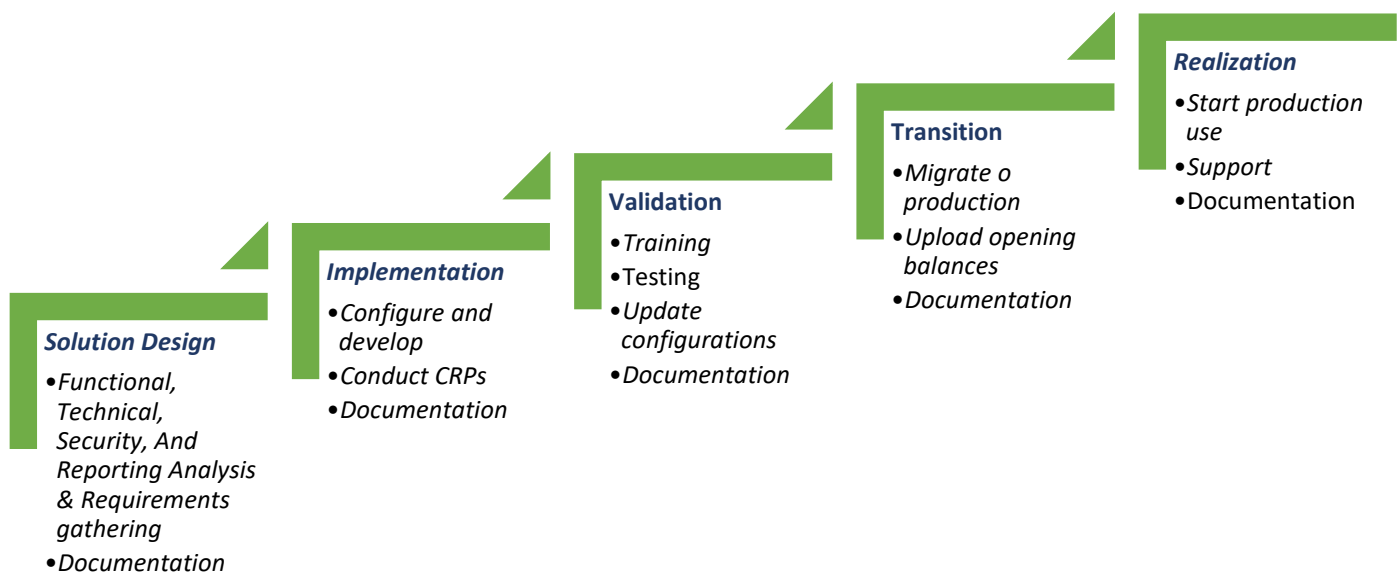
This section is intended to identify high level project management aspects that will be used by project team either from IMPACT or THE CLUB as guidelines during solution implementation to ensure that project activities are derived to achieve THE CLUB business objectives.

This section is covering the following topics:

- *Methodology*
- *Quality Management*
- *Communication Management*

6.1 Implementation Methodology

Using an iterative design, implementation, testing, and migration approach based on the team's knowledge of the previous projects; this allows the delivery of solution functionality throughout the project timeframe as opposed to only one final release at the end, enabling faster return on investment.



OBJECTIVES

- Rapid design, configuration, and deployment of an initial release of the software solution consisting of standard functionality embodied in the products selected for implementation.
- Emphasis on getting clients up and using the new system in less time and at a lower cost following a standard approach.
- Maximize use of best practices inherent in the product.
- Implementation of standard business rules, standard integrations and standard data loads.
- To the extent possible, implementation of additional functionality and custom integrations, etc.

6.2 QUALITY MANAGEMENT

The purpose of the project quality management is to develop total quality plan to establish, monitor, and ensure quality objectives for the project deliverables. This process describes the quality strategy, process, standards and procedures that will be used during the project implementation and also should facilitate the stakeholders involved in the product acceptance to verify its conformance to stipulated requirements.

QUALITY PLANNING

The purpose of this process is defining the quality strategy, roles and responsibilities and identifying which quality standards are relevant to a project and determining how to satisfy them and how the project's management team will implement project quality. The planned quality activities will be based upon achieving the above stated project objectives. Quality planning process is used to plan the activities that will be done to perform Quality Assurance (QA) and Quality Control (QC).

To ensure the project achieving its related quality objective, acceptance criteria should be specified for each key milestone identified within the project lifecycle.

By applying the acceptance criteria for each milestone, the project team can easily insure the level of conformance to the quality objectives.

The project quality objectives are totally concerned about satisfying and conformance to the stated business requirements, which reveals the importance and criticality of gathering stable, unified, and rational business requirements, to be able to baseline the solution design and set the basis of the acceptance and measure the level of quality achieved.

QUALITY ASSURANCE

The purpose of quality assurance process is applying the planned, systematic quality activities to ensure that the project employs all delivery process needed to meet requirements. It is a management activity that should be applied to assure that the quality management processes are performed in conformance to the specified standard.

PREVENTIVE QUALITY ASSURANCE ACTIVITIES

Usage of the standard project delivery method adopted by IMPACT is counted as a preventive quality assurance activity, usage of a standard method will insure:

- Streamline the project execution process.
- Ensure effective project execution by focusing upon important activities.
- Ensure efficient project execution by mitigating the risk of forgetting important activities.
- Facilitate better communication and reporting by developing common terminology.
- Insure well-defined project plan.
- Insure higher productivity results.
- Ensure delivery of higher quality deliverables.

- Insure reduced risks and increased confidence.

QUALITY AUDIT ACTIVITIES

IMPACT will perform a quality audit after each milestone completion to review project status, progress, and conformance to the base-lined project management plan.

CONTROL

The purpose of quality control process is to monitor product of the project conformance to business requirements.

During different project lifecycle, different quality control activities will be conducted.

TEST STRATEGY

IMPACT will describe the testing strategy to be followed in the Testing Strategy document TE.040 that will be delivered in the Conceptual Design Milestone

TEST TYPES

The below types will take place by IMPACT & THE CLUB teams.

- Unit Test (Internal)
- System Test
- Test Acceptance

6.3 COMMUNICATION MANAGEMENT

The following describes the communications activities and products that the project will follow: *The Project management team will follow the following steps to ensure proper project monitoring and tracking.*

Both THE CLUB and IMPACT project managers will prepare separate project status reports, the report should highlight.

- Completed tasks.
- Tasks in progress.
- Delayed tasks and planned tasks for the Odoo period.
- Any issues, comments or actions raised/ agreed during the project weekly review. meeting will also be documented in the progress report.
- Status of the change control during that week.
- Status of the Risks.

Then a weekly review meeting will be conducted between THE CLUB & IMPACT project managers to review prepared two project status and generate a consolidate status report for the project

- Both Project Managers may invite representatives from their teams to the weekly review meeting.
- The project sponsor will attend the meeting at his discretion and will inform THE CLUB Project Manager if he will be attending.

The status report should be sent before the meeting to discuss it in the meeting.

Both THE CLUB and IMPACT project managers can circulate the consolidated report to the concerned parties within THE CLUB or IMPACT.

MONTHLY PROJECT STEERING COMMITTEE MEETINGS/ MONTHLY UPDATES TO PROJECT SPONSOR

The project steering committee will meet monthly. THE CLUB Project manager will prepare a project progress report summarizing activities in the project for the past period and deliver it to the steering committee two days prior to the monthly steering committee meeting.

The report includes summary information about achievements in the past month and plans for the Odoo month and includes summary of the pending tasks and the causes of delays.

A separate section summarizes the status of change requests, risks and incidents throughout that month.

AD HOC MEETINGS BETWEEN THE CLUB PROJECT SPONSOR & IMPACT MANAGEMENT

THE CLUB project executive sponsor will meet with IMPACT management on ad hoc basis in order to maintain efficient communication between THE CLUB and IMPACT at senior management level.

ISSUE-DRIVEN MEETINGS

In case of major issues identified by the project management team and needs quick resolution, the project management committee then should call for an ad-hoc meeting with some higher-level project stakeholders. The project management committee will identify the meeting attendees based on urgency of the issue and relevance of the issue. Attendees could

include project Steering committee members, project executive sponsor and primary project sponsor.

After this meeting, THE CLUB project manager documents the minutes and distributes it to the meeting attendees.

PREPARATION

- *Distribute the agenda for each meeting, at least 24 hours in advance. Chose as an initial topic a subject that is relatively easy and short and likely to build consensus; organize the rest of meeting topics by order of importance. Allocate duration for each topic.*
- *Distribute preparation materials in advance along with the agenda and preparation instructions.*
- *Communicate meeting logistics in advance, such as location, time, and conference phone number.*
- *It is the responsibility of all project team members to ensure that project meetings are attended, and the preparation work completed to participate fully in the meeting.*
- *For meetings of five participants or more, the meeting chairperson names a facilitator to ensure that the objectives of the meeting are being met and that the meeting is kept on track and managed effectively.*
- *The meeting chairperson names a recorder to take the minutes/action items and distribute as planned.*
- *Invitees who cannot attend a meeting should inform the meeting coordinator or chairperson and assign an attendee to speak to their specific issues.*
- *Project meetings should address at a minimum the following:*
 - *accomplishments and upcoming activities*
 - *progress against plan (including resourcing and budget expenditures, as applicable)*
 - *project dependent deliverables*
 - *issues and resolution*
 - *change control review*
 - *action items*

WORKSHOPS STRUCTURE

The beginning and the end of the workshop/meeting is critical times. A strong Open and Close will provide the structure needed to keep participants focused, clear on key issues, and ready to act after the workshop.

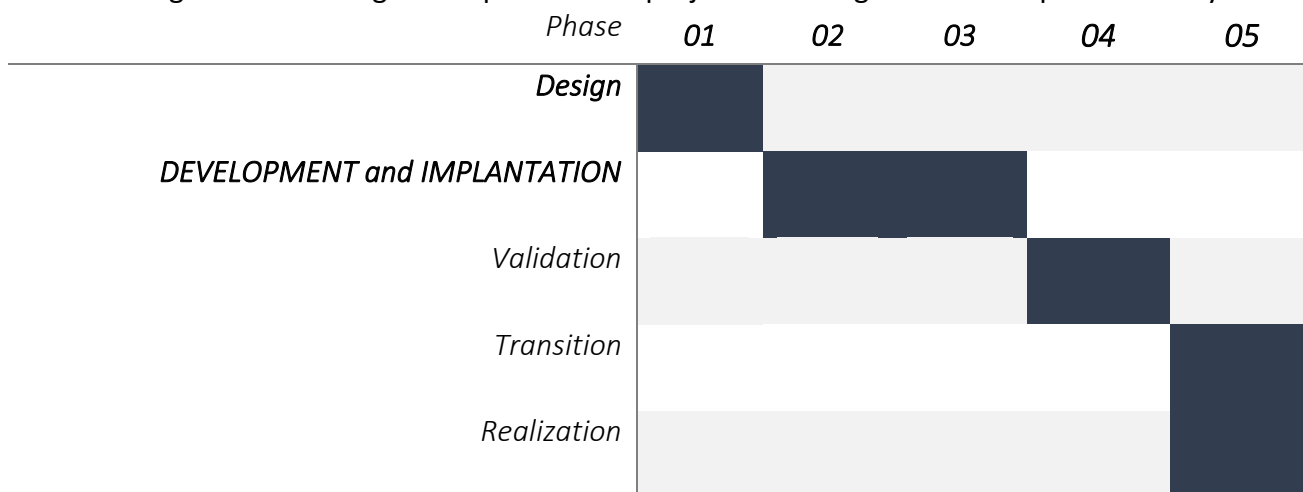
Considering the agenda, preparatory materials and instructions, participants should have a clear understanding of the purpose of the workshop and the expectations for participating and follow up.

7. High level time frame

Agreement Duration

Project duration is **4** months shown in our tentative project plan will be finalized & approved in early project phase (project define phase) between IMPACT & THE CLUB.

The following is the initial high-level plan for this project excluding Vacations & public holidays:



8. Critical Success Factors

The critical success factors to achieve the goals are identified as follows:

- Excellent Solution implementation track record across different industries.
- Strong executive sponsorship and management support of the project mission and project team.
- A comprehensive project work-plan and quality plan.
- A defined and maintained project infrastructure throughout the project duration.
- Ongoing progress monitoring.
- Clear roles and responsibilities defined for the project in order to assure accountability, ownership, and quality.
- Adequate project staffing for the expected goals and timeline to be met.
- A thorough understanding of known project risks and assumptions throughout the executive committee and project team.
- A comprehensive project work-plan and quality plan.

9. Assignments

THE CLUB may not assign this Agreement or any transactions associated with this Agreement without the written consent of IMPACT unless it is through an entity to which Customer assigns, transfers, and conveys substantially all of its assets and into which it is merged or with which it is consolidated.

10. Force Majeure

- Neither party shall be liable for any delay in meeting or for failure to meet any of its obligations under this Contract due to any cause outside its reasonable control, including, without limitation, strikes, lock-outs, Acts of God, war, riot, malicious acts of damage, fire, acts of any government authority, failure of the public electricity supply, failure or delay on the part of any sub-contractor beyond the sub-contractor's reasonable control or the lack of availability of materials.
- If either party is prevented from meeting any of its obligations due to any cause outside its reasonable control, it shall promptly notify the other party in writing of the circumstances and the other party shall grant a reasonable extension for the performance of this Contract, provided however that if either party shall have been so prevented from meeting its obligations for more than thirty days following receipt of such notice, then either party may terminate this Contract forthwith upon written notice. In the event of termination by Still: GROUP for this reason, THE CLUB shall pay IMPACT a reasonable sum for the Supply.

11. Waiver

No delay or failure of either party in enforcing against the other party any term or condition of this Contract, and no partial exercise by either party of any right hereunder, shall be deemed to be a waiver of any right of that party under this Contract.

12. Project cost – financial proposal

The following tables list the mandatory services prices including:

- *Success Management*
 - *Functional consulting*
 - *Technical Services*
 - *Training*
 - *After Go Live Support*
- **For three branches** including the implementation of the ERP system, Development of mobile APP and portal, Hosting, Business process management and dedicated support and service desk teams.
- **Our proposal includes** a full handover of the source code and documentation.

SERVICE ITEM	PRICE IN EGP
ODOO APPLICATIONS IMPLEMENTATION	2,100,000
WEB PORTAL DEVELOPMENT	550,000
MOBILE APP DEVELOPMENT	750,000
HOSTING	500,000
MANAGED SERVICES AND DEDICATED SUPPORT	1,070,000
TOTAL	4,970,000

The payment terms are equal installments quarterly based.

- ** Upon completion of every milestone, an invoice will be issued to settle its correspondent amount.
- ** All prices are in EGP, Invoices and collections will be in EGP.
- ** All prices are exclusive of any taxes.
- ** The cost of annual support is 25%.

13. Notes:

HOSTING:

IMPACT is at this moment proposing to provide the hosting services as following:

- All of our enterprise-grade servers come equipped with flash drives, ensuring lightning-fast performance and speed for your servers and applications.
- Highly Available Cloud Hosting Infrastructure to guarantee 100% uptime.
- Fully reserved memory.
- Dedicated Bandwidth.
- Load balancers.
- Fasten network up to 100 GB.
- Offline Backup.
- Applications backup.
- Snapshot backup.
- Daily backup and retention policy for a week.
- DR Site.
- Security monitoring.
- Analyzing security incidents.
- Cloud performance monitoring.
- On prim servers and sync solutions.
- Hosting fees for the first year is 500,000 EGP
- Hosting annual fees is (414,000) which is a part of the annual proposed support fees (1,242,500)
- A separate study for the physical datacenter will be shared as an alternative.

BRANCHES IN SCOPE:

- Three

DELIVERABLES:

- Solution design documents
- Business process documentation
- Test scripts and user guides
- Source code and documentation

MANAGED SERVICES AND DEDICATED SUPPORT:

- Impact is committed to provide a dedicated implementation and support team with no additional cost:
 - o Project manager
 - o SPOC of ERP
 - o SPOC of Technology stack
 - o L2 & L3 support engineers
- Our proposal includes additional optional managed services employees to operate the different service desks like courts booking, help desk and so on, at 1,070,000 EGP
 - o # 6 agents
 - o Onsite
- Our training plan includes a full end user, key users training and handover.

FINANCIAL

- The implementation duration is 4 months, while the payment terms are quarterly installments over one year.
- *All the mentioned prices are in EGP and will always stay in EGP.*