

One suite of business apps on one database. What it is, how it fits together, and one order followed from lead to cash.



the problem it solves

Five tools and a spreadsheet, or one order typed once.

Today Five tools, joined by people



Standalone CRM
no stock view

typed



Spreadsheets
re-keyed every week

typed



Stock app
manual counts

typed



Accounting software
month-end lag

typed



Email and chat
orders get lost

typed

Times one order is typed

5

With Odoo One database, every team



Sales
quotation becomes the order



Warehouse
stock reserved, delivery ready



Invoicing
invoice from the order



Accounting
entries post, payment matches

one customer · one product list · one set of books

Times one order is typed

1

✓ Illustrative sample order

what it is

Business apps that share one database.



A suite of business apps

CRM, Sales, Inventory, Accounting, Manufacturing, HR, Website and more. Each is an app you switch on when you need it.



On one database

Every app reads and writes the same customers, products and accounts, so nothing is typed twice.



Open source at the core

Odoo Community is open source. Odoo Enterprise adds apps, hosting options, upgrades and Odoo's support.



A new version every year

Odoo ships one major version a year and presents it at Odoo Experience in Brussels.



 Built by Odoo S.A., a software company from Belgium. Implemented in Singapore, the Philippines and Vietnam by partners such as TechNext.

new in odoo 20

Odoo 20, in six changes.

All six

New

Check before upgrading

NEW

AI agents

Agents create and update records, answer questions about a file and run from automated or scheduled actions. Every AI feature uses Odoo credits.

NEW

An MCP connector

Outside AI tools connect to your Odoo database through MCP, the Model Context Protocol.

NEW

Offline mode

Create, edit, archive and delete records without a connection, and rerun earlier searches.

MOVED

Field Service is now in Planning

The Field Service app is discontinued. Its live map, routing, travel fees, website form and worksheets live in Planning.

CHANGED

Accounting

Parent accounts replace account groups, account codes become optional, and bill lines are suggested from past bills.

CHANGED

Payroll

A dashboard built around warnings, test print of pay runs and net-to-gross simulation. Work entries are removed.

 **Where we work** **Singapore**
GST taxes refined to prepare for InvoiceNow, IRAS GST reports, SFRS statements

Philippines
BIR-compliant invoices and ledgers, 2306 and 2307 certificates, a basic payroll package

Vietnam
Circular 99 chart of accounts, the 01/GTGT declaration, SInvoice e-invoices from POS

 From Odoo's Odoo 20 release notes. We test what you use on a copy of your database before an upgrade.

the apps

Start with three, add the rest later.

50 apps shown, in 8 areas

 Finance 6

 Sales 6

 Websites 6

 Supply Chain 6

 Human Resources 7

 Marketing 6

 Services 6

 Productivity 7

**Accounting**
Journals, bank sync, tax reports and closing.
[Start here](#)

**Spreadsheet (BI)**
Live pivots and dashboards on Odoo data.

**Invoicing**
Send invoices and collect payments online.

**Documents**
File storage with workflows and OCR.

**Expenses**
Capture receipts and approve claims.

**Sign**
Legally binding e-signatures.

 **Where most of our clients start:** Accounting, Sales and Inventory. Every other app joins the same database when a team is ready.

one database

One change, every app sees it.

Click an app to see what it records and which apps react. Nobody exports, imports or re-types.



Quotations and confirmed sales orders

THEN

Inventory reserves the stock, Accounting can invoice it, and CRM marks the deal won.



the walkthrough

Follow one order from lead to cash.



THE ORDER

Lumen Trading Pte Ltd wants 20 ergonomic office chairs

AT S\$312.00 EACH, PLUS 9% GST

S\$6,801.60

1



CRM

The lead comes in and moves through the pipeline

2



Sales

A quotation is sent and confirmed

3



Inventory

The warehouse ships the chairs

4



Invoicing

The invoice is created from the order

5



Accounting

The payment lands and reconciles

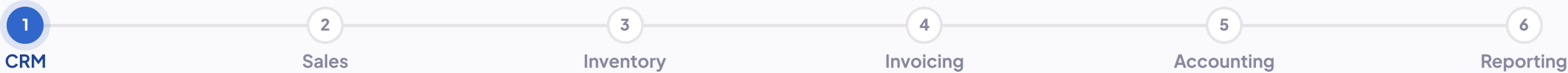
6



Reporting

Every number is already up to date

Press  to run each step; click the highlighted button in each screen to do it yourself.



STEP 1 OF 6



The lead comes in and moves to proposal.

A request from the website form becomes a lead, assigned to a salesperson by rule, with the next call already planned.

WHAT ODOO DID

- ✓ Created the lead from the website form
- ✓ Assigned it to a salesperson by rule
- ✓ Opened a quotation with the customer filled in

CRM

Sales

Leads

Reporting

Configuration

MR

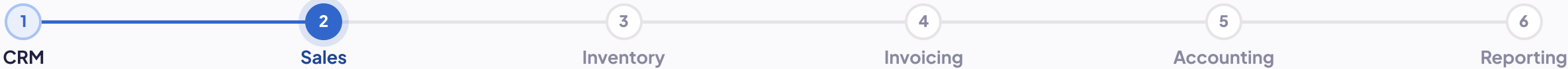
New

Pipeline

My pipeline

New	1 · S\$18,400	Qualified	1 · S\$24,800	Proposition	2 · S\$19,140	Won	1 · S\$7,600
Harbourlight Bistro POS for three outlets ★★★ S\$18,400 MR	Sunbird Clinics Inventory and billing ★★★ S\$24,800 AK	Lumen Trading Pte Ltd 20 ergonomic office chairs Website form · today ★★★ S\$6,240 JT Call · today New Quotation	Maple & Moss Crafts Online store ★★★ S\$7,600 JT	Riverton Logistics Fleet and maintenance ★★★ S\$12,900 JT			

✓ Quotation **S00042** created for Lumen Trading Pte Ltd



STEP 2 OF 6



A quotation is sent, then confirmed.

Prices come from the pricelist and GST from the tax settings. The customer accepts online, and one click confirms the order.

WHAT ODOO DID

- ✓ Priced it from the pricelist, with 9% GST
- ✓ Reserved 20 chairs in the warehouse
- ✓ Created the delivery order, WH/OUT/00017

Sales

Orders

To Invoice

Products

Reporting

JT

Quotations / S00042

QuotationQuotation SentSales Order

Send by EmailCreate InvoicePreview

1 Delivery

S00042

CustomerLumen Trading Pte Ltd

Quotation date28/09/2026

PricelistStandard (SGD)

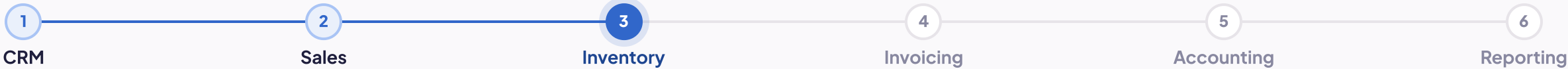
Payment terms30 days

Order Lines

Other Info

Product	Quantity	Unit Price	Taxes	Amount
[CHR - ERG] Ergonomic office chair	20.00	312.00	9% GST	S\$6,240.00
Untaxed Amount				S\$6,240.00
GST 9%				S\$561.60
Total				S\$6,801.60

✓ Order confirmed · delivery WH/OUT/00017 created



STEP 3 OF 6

Inventory

The warehouse picks, packs and ships.

The delivery was waiting before anyone asked. The picker scans the chairs, validates, and stock updates on the spot.

WHAT ODOO DID

- ✓ Took 20 chairs off stock the moment they shipped
- ✓ Updated the order's delivery status
- ✓ Made the order ready to invoice

Inventory

OverviewOperationsProductsReporting

Deliveries / WH/OUT/00017

Draft

Waiting

Ready

Done

Validate

Print

WH/OUT/00017

Delivery address

Lumen Trading Pte Ltd

Scheduled date

29/09/2026

Source document

S00042

Operation type

Delivery orders

Operations

Additional Info

Product	Demand	Quantity	Unit
[CHR-ERG] Ergonomic office chair	20.00	20.00	Units

All 20 scanned

✓ Delivery done · 20 chairs shipped to Lumen Trading

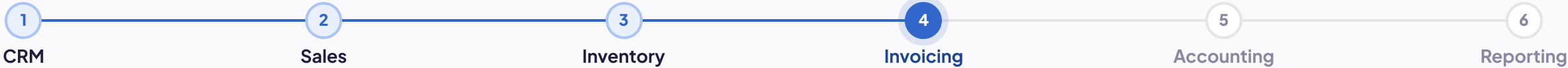
Ergonomic office chair

On hand

100 units

Reorder rule

min 40 · max 160



STEP 4 OF 6

 Invoicing

The invoice writes itself from the order.

Every line, price and tax comes from the sales order. Confirming it posts the accounting entries at the same moment.

WHAT ODOO DID

- ✓ Copied every line from S00042
- ✓ Posted receivable, sales and GST entries
- ✓ Sent it to the customer's portal and email

 **Invoicing**

Customers Vendors Reporting Configuration

FN

Invoices / INV/2026/00042

Draft

Posted

Confirm

Send & Print

Preview

INV/2026/00042

CustomerLumen Trading Pte Ltd

Invoice date29/09/2026

SourceS00042

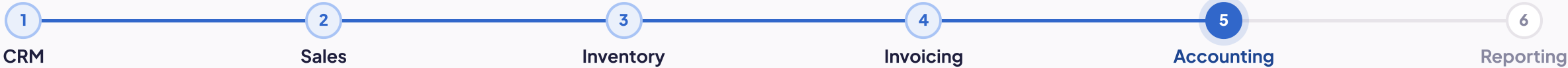
Due date29/10/2026 · 30 days

Invoice Lines

Journal Items

Account	Label	Debit	Credit
Accounts receivable	INV/2026/00042	6,801.60	
Sales	Ergonomic office chair		6,240.00
GST output tax	9% GST		561.60

✓ Invoice INV/2026/00042 posted and sent



STEP 5 OF 6

Accounting

The payment lands and matches itself.

The bank line comes in with the statement. Odoo suggests the invoice it pays, by amount and reference, and one click reconciles it.

WHAT ODOO DID

- ✓ Matched the bank line to INV/2026/00042
- ✓ Marked the invoice paid
- ✓ Closed the receivable, no spreadsheet needed

Accounting

DashboardCustomersVendorsAccounting

FN

Bank / Reconcile

Not reconciled

Bank statement · SGD current account

LUMEN TRADING PTE LTD

06/10/2026 · INV/2026/00042

+S\$6,801.60

✓

SUNBIRD CLINICS

06/10/2026 · INV/2026/00039

+S\$4,280.00

OFFICE RENT OCT

05/10/2026 · standing order

−S\$3,200.00

TAXI FARE

04/10/2026 · card 4412

−S\$38.40

✓ Reconciled · INV/2026/00042 is paid

Suggested match

INV/2026/00042

PAID

Customer

Lumen Trading Pte Ltd

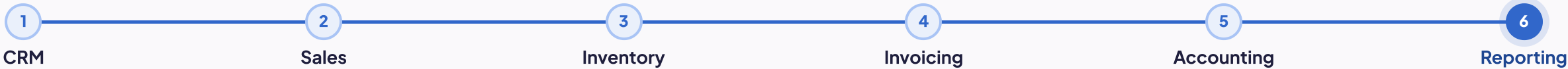
Amount due

S\$0.00

Match

Amount and reference · 100%

✓ Validate



STEP 6 OF 6

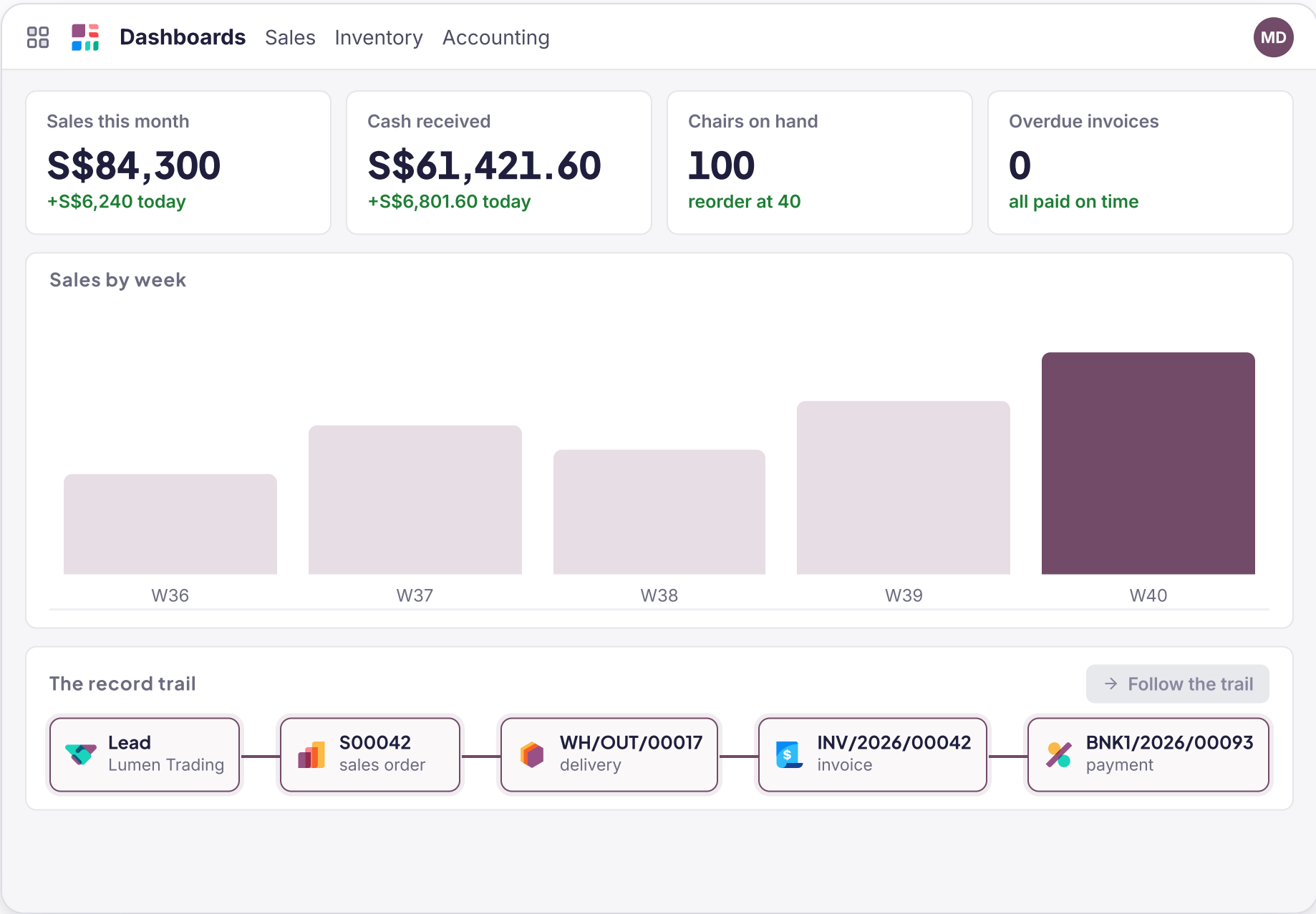
Reporting

Every number,
already up to date.

Sales, stock and cash moved as the order did. The dashboard reads the same records, so there is nothing to export or rebuild.

WHAT ODOO DID

- ✓ One order, typed once
- ✓ Five linked documents, one record trail
- ✓ Reports without exports or re-typing



editions

Community and Enterprise, side by side.

Both

Only the differences

Odoo Community

<> Open source

- 
Core business apps
 CRM, Sales, Inventory, Invoicing, Purchase, Manufacturing, Website, eCommerce, Point of Sale, Project
- 
Free to use
 under the LGPLv3 licence
- 
You host it
 on your own servers or cloud account
- 
Upgrades are yours to run
 with your partner or your IT team
- 
Community modules
 from the Odoo Apps Store

Odoo Enterprise

☆ Subscription

- 
Everything in Community
 the same core apps, on the same database
- 
Plus Enterprise apps
 such as Accounting, Studio, Helpdesk and Sign
- 
Hosting options
 Odoo Online, Odoo.sh or your own servers
- 
Odoo's upgrade service and support
 included in the subscription
- 
Priced per user per month
 One App Free, Standard and Custom plans

🌐 Plan names and prices change from time to time and differ by country: check odoo.com/pricing for current terms.

where it runs

Odoo Online, Odoo.sh or your own servers.

TWO QUESTIONS

Do you need custom Python modules?

No

Yes

Must it run on your own servers, for IT policy or data rules?

No

Yes

OUR RULE OF THUMB

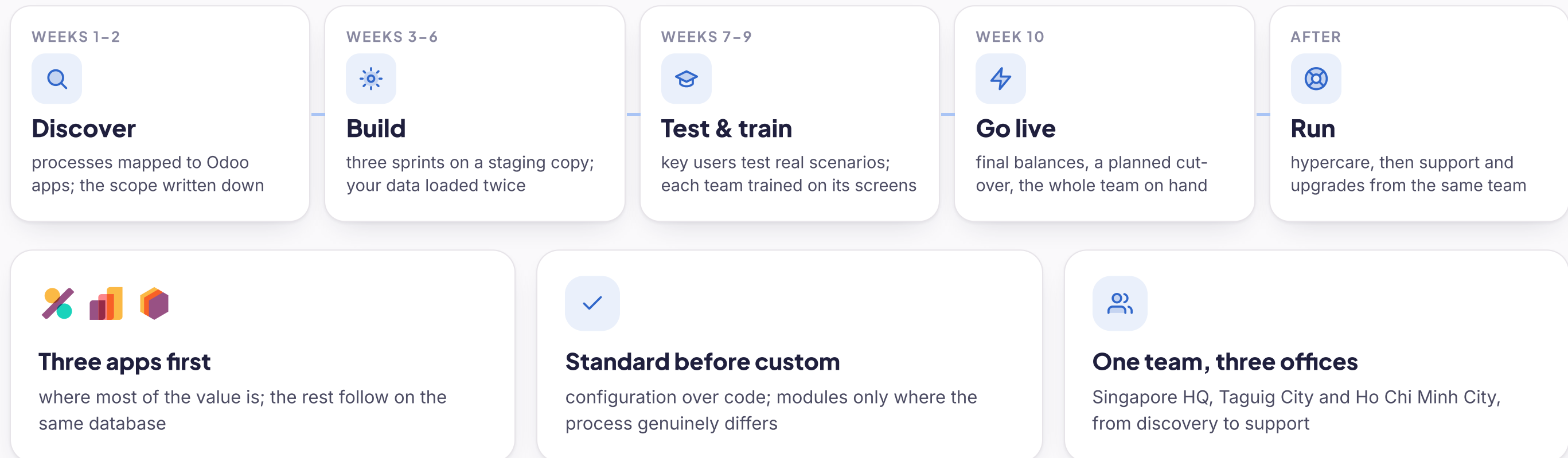
Start on Odoo Online

Standard apps and configuration cover most first phases, and it is the simplest and cheapest to run.

	 Odoo Online	 Odoo.sh	 On-premise
Who runs the servers	Odoo	Odoo	You
Custom Python modules	No	Yes	Yes
Studio, no-code changes	Custom plan	Yes	Yes
Staging copies for testing	Database duplicates	Built in, as branches	You set them up
Version upgrades	Odoo's upgrade service	Planned, with your code	Planned, fully yours
Best for	Most first phases	Custom modules, integrations	Strict IT or data rules

with technext

Accounting, Sales and Inventory first, then the rest.



✓ Illustrative plan · your dates are set in discovery



next step

See your own process in Odoo.

Book a 30-minute online discovery call. We'll walk through how your orders, stock and money move, and show you the same flow in Odoo.

 **Book a discovery call**

 **+65 8839 6998**

 sales@technext.asia  technext.asia/solutions/odoo-erp



Scan to book a call

Discovery Call with TechNext · 30 min
online