



odoo

Jornadas Odoo

2023

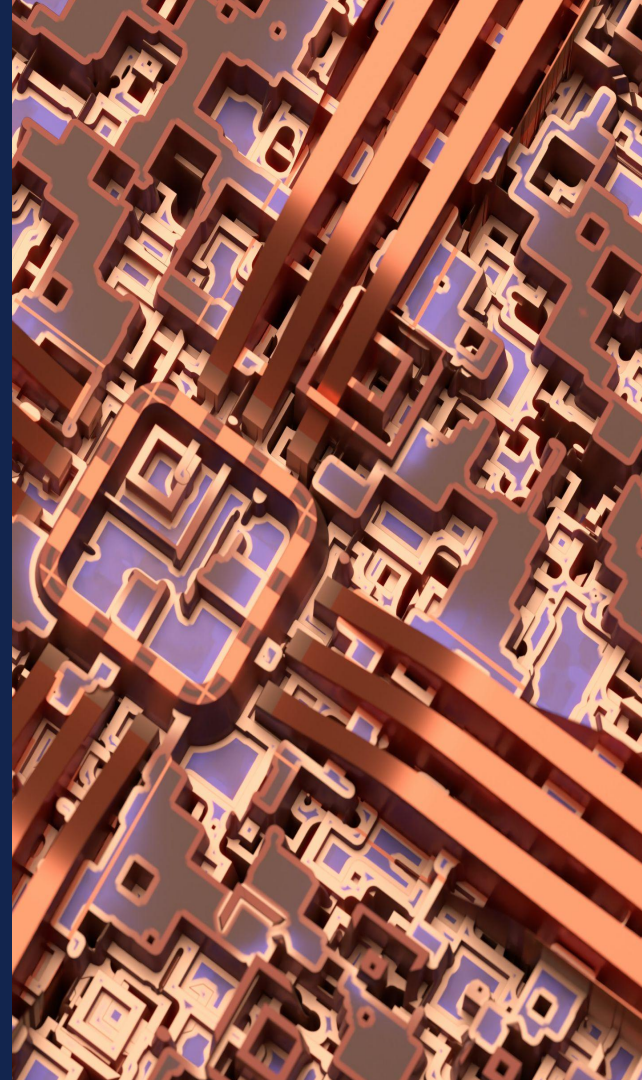
Pepe Carreira; Gabriel Morais
Odoo SA

Agenda

 Evolución de Odoo

 Odoo en España

 Novedades de la nueva versión 17



Hoy Odoo...

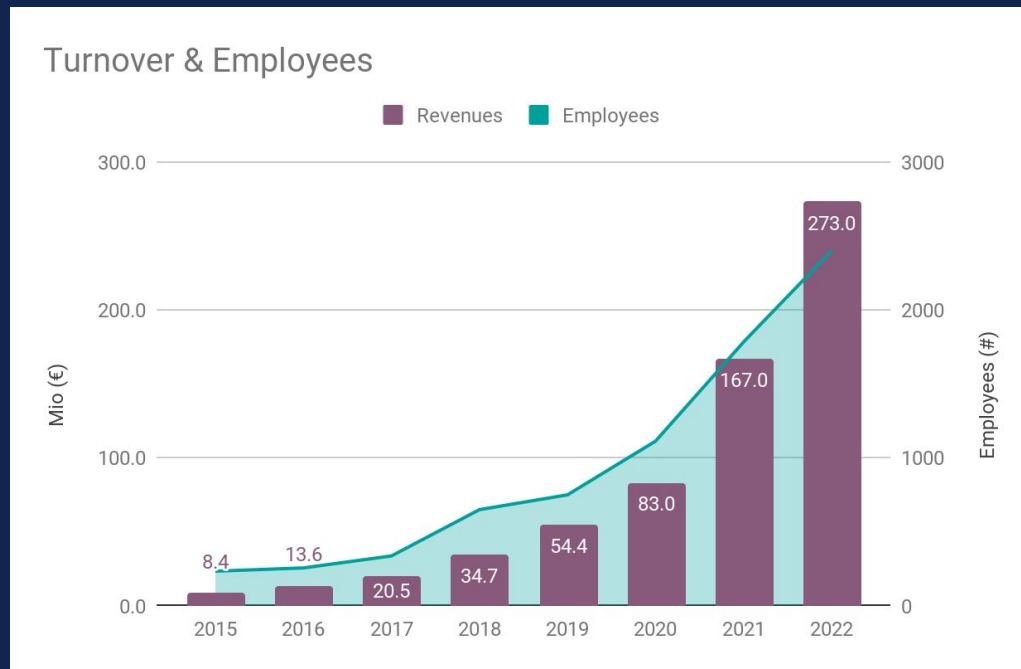
+3.000
Empleados

5.120
Partners

10 Mio
"Happy Users"

783k
Usuarios
Enterprise

450K
One app users



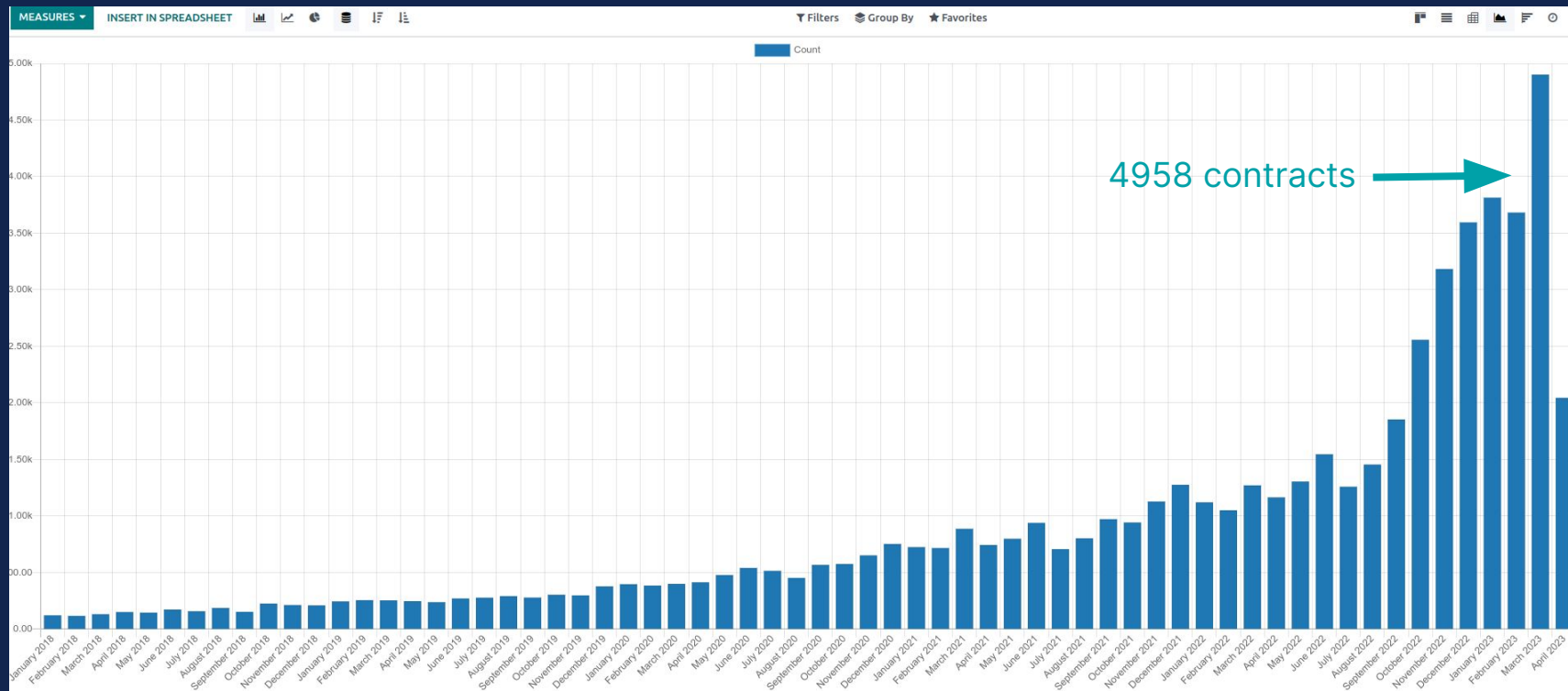
Oficinas Odoo 2023



14 Paises
19 Oficinas

**6 meses con el
nuevo sistema de
licenciamiento**

Nuevas suscripciones Odoo Enterprise



Crecimiento Odoo

Año 2022

57%

Q1 2023

46%

¿Y España?

Impacto del nuevo pricing en España en cuanto a clientes



Distribución Partners Odoo 2023



213

Total de partners **Odoo en España**

13

Gold

12

Silver

63

Ready

125

Partners **Learning**

+40%

Crecimiento promedio anual

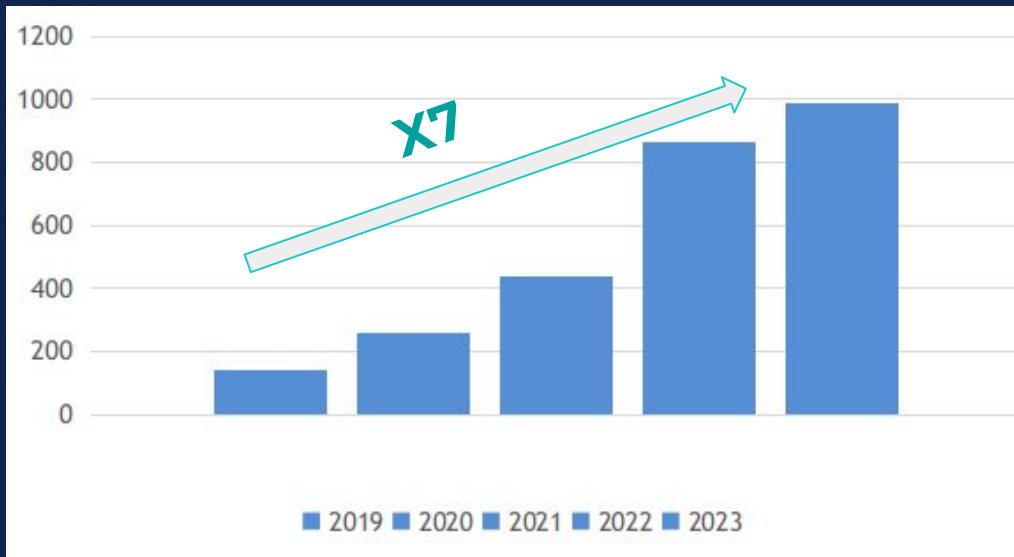
Cientes Enterprise



Comunidades más representadas:




- Comunidad de Madrid
- Cataluña
- Comunitat Valenciana
- Andalucía
- País Vasco

Crecimiento de suscripciones Enterprise

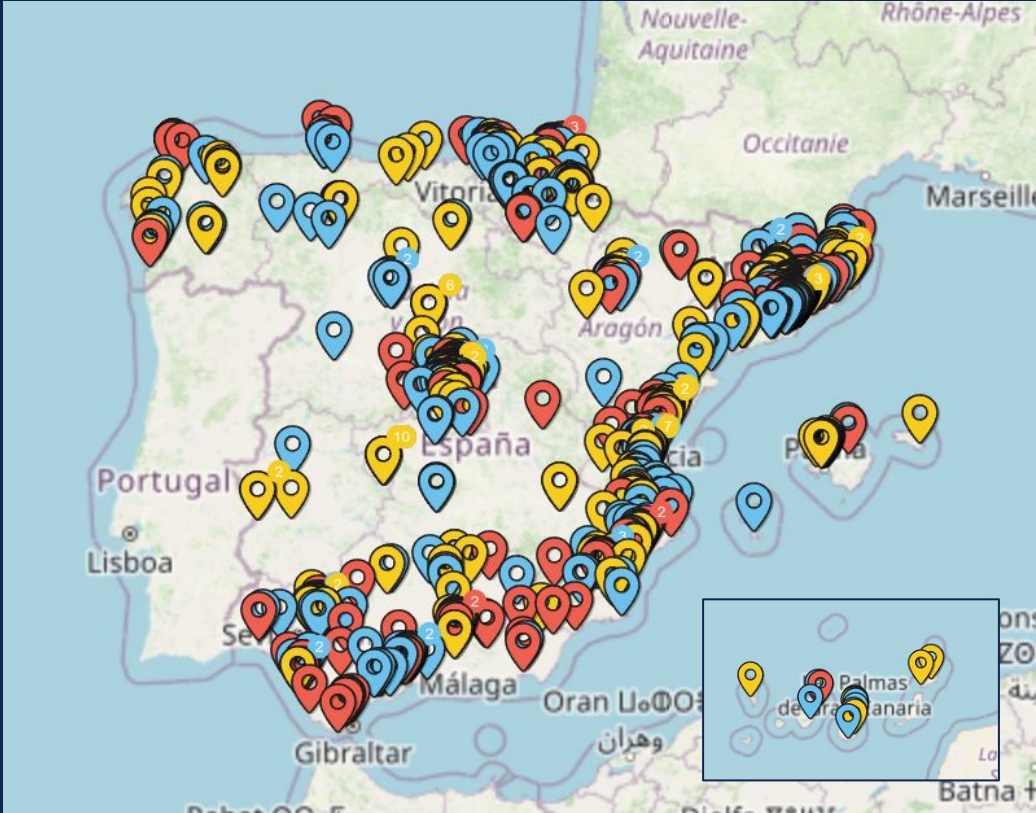


+50%
Crecimiento
promedio anual

Leads actualmente negociando con partners

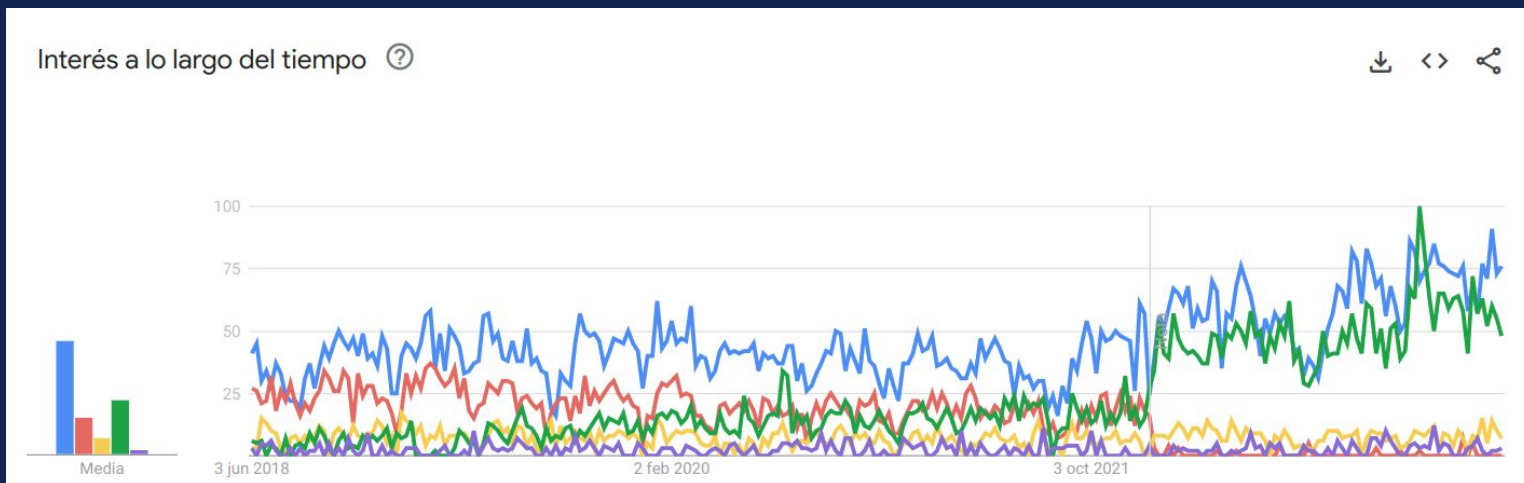
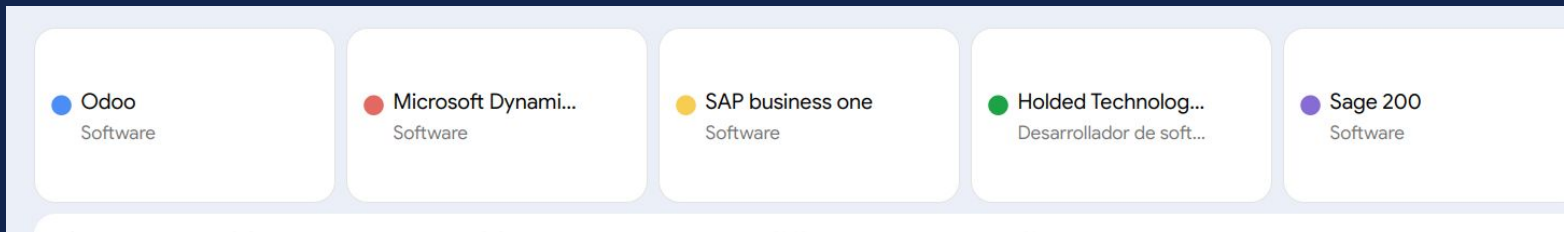
▶  2021	343
▶  2022	519
▶  2023	760* *previsión

x2,2



Líder del mercado

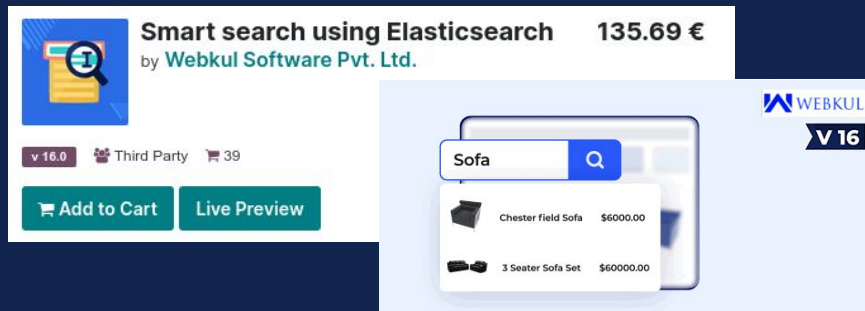
Odoo está **sobrepasando** a otros sistemas según Google Trends (últimos 5 años)



Source : <https://trends.google.com/>

Oportunidades de desarrollo

Aplicación tercera más cargada en España:
Búsqueda inteligentes en tiendas en línea



Mientras el sector más representado es **Retail**



**Roadmap:
Novedades de la
nueva versión
Odoo 17**

Prioridades R & D



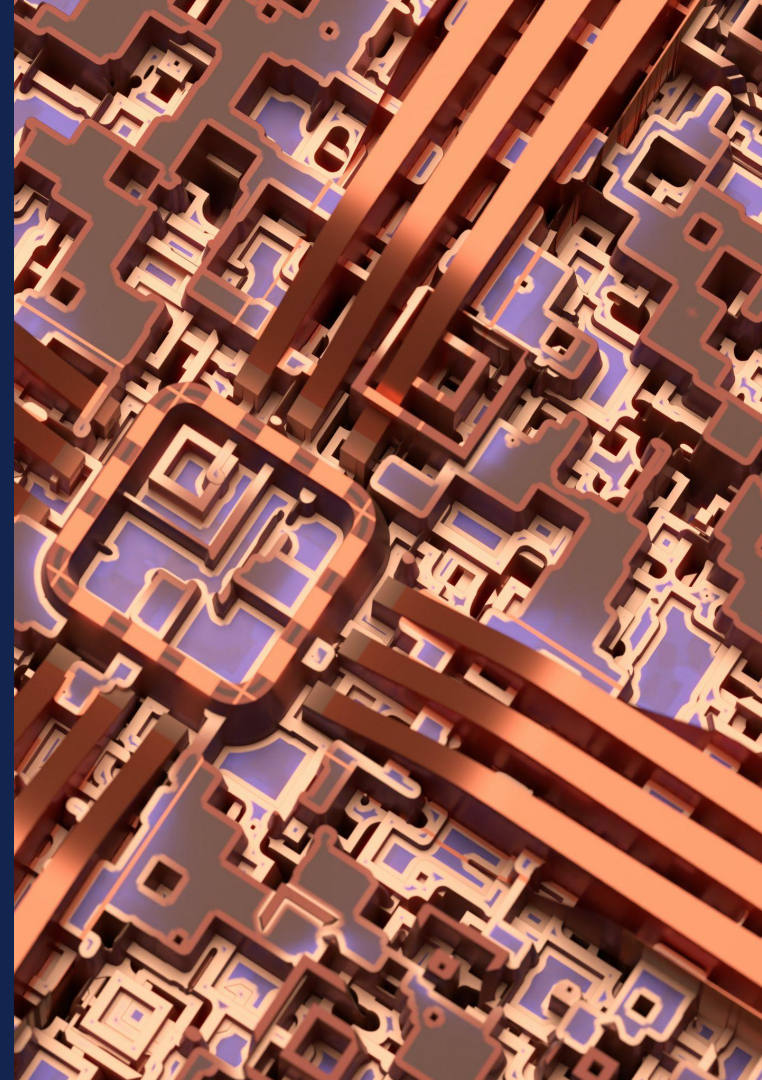
USABILIDAD



RENDIMIENTO



SEGURIDAD



Exploding Searches

Unified Date Widgets

Auto-growing Title Fields

New Back-End Theme

Property List

Improved PWA

Movable Dialogs

Property Search

Groupby Property

Kanban Quick Assign



Interfaz de usuario



Discuss



Calendar



Notes



Members



Knowledge



Contacts



CRM



Sales



Dashboards



Subscriptions



Rental



Point of Sale



Accounting



Documents



Project



Timesheets



Field Service



Planning



Helpdesk



Website



eLearning



Social Marketing



Marketing Automation



Email Marketing



SMS Marketing



Events



Surveys



Purchase



Inventory



Manufacturing



Quality



Barcode



Maintenance



Repairs



PLM



Consolidation



Sign



Employees



Payroll



Appraisals



Attendances



Recruitment



CRM Sales Reporting Configuration

My Company (San Francisco)

New Pipeline Global Solutions: Furnitures

Meeting 0 Quotations 0 Rentals 2 Similar Leads

New Quotation New Rental Won Lost Enrich

New Qualified Proposition Won

Send message Log note Activities

Planned Activities

Due in 2 days: "Convert to quote" for Mitchell Admin (803)-873-6126

Mark Done Edit Cancel

Today

OdooBot - 4 hours ago Lead/Opportunity created

Global Solutions: Furnitures

Expected Revenue **\$3,800.00** at **90.00%** Probability **2.40%**

Customer Ready Mat Salesperson Mitchell Admin

Email info@deltapc.example.com Expected Closing 05/11/2023

Phone (803)-873-6126 Tags Design

Internal Notes Extra Information Assigned Partner

Add a description...

CRM Sales Leads Reporting Configuration

My Company (San Francisco)

New Generate Leads Pipeline

My Pipeline Search...

New	Qualified	Proposition	Won
89,000	47,500	70,100	19,800

Office Design and Architecture

\$ 9,000.00
Ready Mat
Product Software Design Consulting

Stars: 3/5

Quote for 150 carpets

\$ 40,000.00
Product

Stars: 2/5

Quote for 12 Tables

\$ 40,000.00
Product

Stars: 3/5

Quote for 600 Chairs

\$ 22,500.00
Product

Stars: 3/5

Info about services

\$ 25,000.00
Deco Addict
Product

Stars: 3/5

Modern Open Space

\$ 4,500.00
Information

Stars: 4/5

5 VP Chairs

\$ 5,600.00
Azure Interior
Services

Stars: 2/5

Need 20 Desks

\$ 60,000.00
Consulting

Stars: 4/5

Distributor Contract

\$ 19,800.00
Gemini Furniture
Information Other

Stars: 4/5

Credit Limits

Self Service Kiosk

Send Preparations to Back-Office

Cross Section Access to Order

Better Offline Notifications

QR Code Menu



Order at Menu

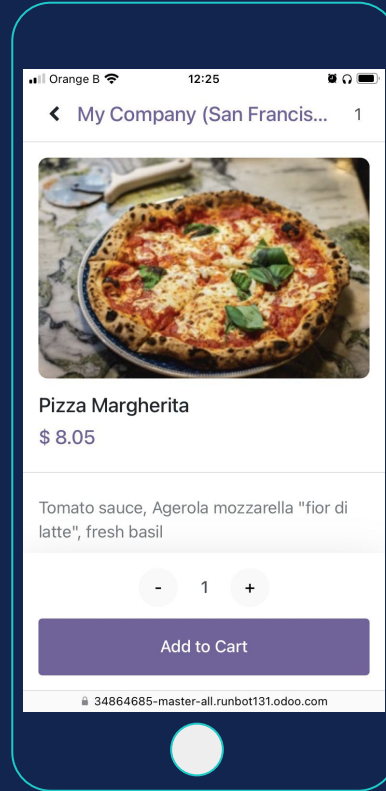
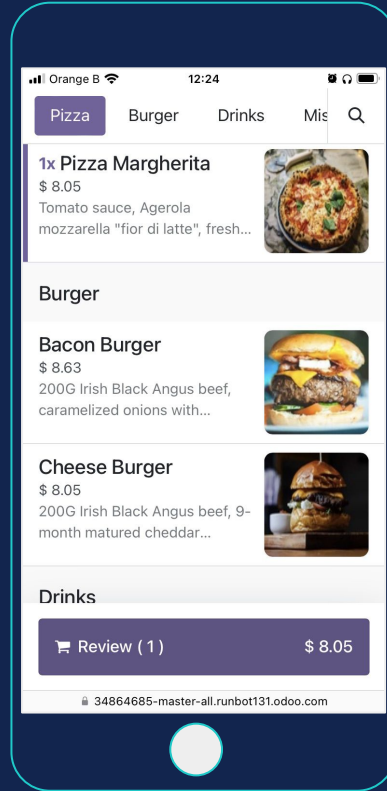
eWallets

Punto de Ventas

Auto pedido y preparación



Self-Service
Kiosks & Tablets



Order at Table

Auto pedido y preparación

The screenshot displays the Odoo POS interface. On the left is a menu with categories and items. The main area shows a grid of order tickets, each representing a customer's order with a list of items and a 'Cooking' button with a timer.

Menu:

- Drinks (14):** Coca-Cola (9), Water (4), Minute Maid (1)
- Food (16):** Bacon Burger (4), Cheese Burger (4), Salmon and Avocado (3), Margherita (2), Vegetarian (1), Pasta Bolognese (1), Pasta 4 formaggi (1)

Order Tickets:

- 7 (Cooking 7:17):** 1x Coca-Cola
- 7 (Cooking 12):** 1x Bacon Burger, 1x Cheese Burger
- 6 (Cooking 10):** 1x Cheese Burger, 1x Salmon and Avocado, 1x Pasta Bolognese, 2x Coca-Cola, 1x Water
- 3 (Cooking 7):** 2x Water, 2x Cheese Burger, 2x Bacon Burger
- 3 (Cooking 7):** 2x Coca-Cola
- 5 (Cooking 7):** 1x Coca-Cola, 1x Minute Maid
- 9 (Cooking 7):** 2x Salmon and Avocado, 1x Margherita, 1x Vegetarian
- 5 (Cooking 5):** 1x Margherita

Add in Section

Sales Catalog

Digital Files

Mass Cancel Quotations

Ebay & Amazon Connectors

Down Payments



Mobile Product Configurator

Ventas

Catalogos de ventas

Sales Orders To Invoice Products Reporting Configuration

Quotations / S00074

CREATE INVOICE SEND BY EMAIL PREVIEW CANCEL

S00074

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

Referrer

Invoice Address Deco Addict

Delivery Address Deco Addict

Order Lines Other Info Notes

Product Description

Renovation Architect (Workspace Template) Renovation Architect (Workspace Template)

Add a product Add a section Add a note Catalog

Terms & Conditions: <http://localhost:8069/terms>

Sales Orders To Invoice Products Reporting Configuration

Products

NEW

PRODUCT CATEGORY

All 158

ATTRIBUTES

- Brand: Apple 1
- Legs: Steel 2
- Legs: Aluminium 1
- Legs: Custom 2
- Legs: Steel 1
- Legs: Aluminium 1
- Color: White 3
- Color: Black 2
- Color: Blue 10
- Color: Pink 10
- Color: Yellow 10
- Color: Rainbow 10
- Color: Dark Blue 1
- Color: Green 1
- Color: Grey 1
- Weight: 308 g 1
- Dimensions: 134.7 x 2... 1
- Duration: 1 year 1
- Duration: 2 year 1
- Size: XS 8
- Size: S 8
- Size: M 8
- Size: L 8
- Size: XL 8
- Gender: Men 20
- Gender: Women 20

 ☆ Whiteboard Pen [CONS_0001]
Unit price: \$ 1.20
On Hand: 0.00

ADD

 ☆ Simple Pen [CONS_0002]
Unit price: \$ 1.20
On Hand: 0.00

ADD

 ☆ Screw [CONS_25639]
Unit price: \$ 0.20
On Hand: 0.00

ADD

 ☆ Bolt [CONS_89957]
Unit price: \$ 0.50
On Hand: 0.00

ADD

 ☆ Customizable Desk [DESK0005]
Unit price: \$ 750.00
On Hand: 65.00
● Legs: Custom ● Color: White

ADD

 ☆ Customizable Desk [DESK0006]
Unit price: \$ 750.00
On Hand: 70.00
● Legs: Custom ● Color: Black

ADD

 ☆ Discount [DISC]
Unit price: \$ 0.00
On Hand: 0.00

ADD

 ☆ Stool [D_0045_B]
Unit price: \$ 500.00
On Hand: 0.00
● Color: Dark Blue

ADD

 ☆ Stool [D_0045_G]
Unit price: \$ 500.00
On Hand: 0.00
● Color: Green

ADD

 ☆ Stool [D_0045_GR]
Unit price: \$ 500.00
On Hand: 0.00
● Color: Grey

ADD

 ☆ Corner Desk Right Sit [E-COM09]
Unit price: \$ 147.00
On Hand: 0.00

ADD

 ☆ Large Cabinet [E-COM07]
Unit price: \$ 320.00
On Hand: 349.00
● Brand: Apple ● Weight: 308 g
● Dimensions: 134.7 x 200 x 7.2 mm


ADD

 ☆ Storage Box [E-COM08]
Unit price: \$ 15.80
On Hand: 18.00

ADD

 ☆ Large Desk [E-COM09]
Unit price: \$ 1,799.00
On Hand: 0.00

ADD

 ☆ Pedal Bin [E-COM10]
Unit price: \$ 47.00
On Hand: 22.00

ADD

 ☆ Cabinet with Doors [E-COM11]
Unit price: \$ 140.00
On Hand: 33.00

ADD

 ☆ Conference Chair [E-COM12]
Unit price: \$ 33.00
On Hand: 26.00
● Legs: Steel


ADD

 ☆ Conference Chair [E-COM13]
Unit price: \$ 39.40
On Hand: 30.00
● Legs: Aluminium

ADD

 ☆ Customized Cabinet (Metric) [E-COM98]
Unit price: \$ 210.00
On Hand: 0.00

ADD

 ☆ Customized Cabinet (USA) [E-COM99]
Unit price: \$ 200.00
On Hand: 0.00

ADD

 ☆ Others [EXP_GEN]

 ☆ Desk Organizer [FURN_0001]

 ☆ Desk Pad [FURN_0002]

 ☆ LED Lamp [FURN_0003]

 ☆ Letter Tray [FURN_0004]

My Company (San Francisco) Mitchell Admin

Search...

Filters Group By Favorites

1-40 / 158

Reconciliation Flows

Performance

Payment Terms

Confirm with down payments

Payment Providers

TAX UX

Bank Syncs



Facturación

\$ Depósito y Pago anticipado

Online payment ?
Request an online payment to confirm orders

Full amount Downpayment 15 %

YourLogo Home Shop Events For Mitchell Admin Contact Us

Quotations / Quotation S00124

\$ 2,350.00

Pay Now

Quotation S00124
Pricing
Options
Terms & Conditions
History

This offer expires on 01/07/2023

Salesperson
Mitchell Admin
+1 555-555-5555
Send message

Powered by odoo

Thank You

Quotation S00124

Invoice

858 Lynn Bayou United

Pricing

Product

Taxes

Total

Validate Order

Down payment \$500.00 Full amount \$2,350.00

down payment
By paying this proposal, I agree to the following terms:

- Accepted on the behalf of: **YourCompany, Joel Willis**
- For an amount of: **\$ 2,350.00**

Pay with

Demo Test Model

COD Unpublished

Pay in store when picking the product Unpublished

Once the payment is done, the customer should be able to download the invoice.

Sales Orders / Sales Order S00054

\$ 14,087.50

View Timesheets

Sales Order S00054

Invoices

Pricing

Terms & Conditions

History

Salesperson

Marc Demo
+0032 81 00 10
Send message

Powered by odoo

Sales Order S00054

Order Date: 12/07/2022

Invoicing and Shipping Address:
Gemini Furniture, Oscar Morgan
317 Fairchild Dr
Fairfield CA 94535
United States

Invoices
INV/2022/00053 Date: 12/07/2022

Pricing

Products	Quantity	Unit Price	Taxes	Amount
IT Technical Maintenance (Plan services)	30.00 Hours	275.00	Tax 15%	\$ 8,250.00
Developer (Plan services)	10.00 Hours	400.00	Tax 15%	\$ 4,000.00
Down Payments				
Down payment	0.00 Units	7,043.75		

Split text to column

Border styles improvement

Insert functions from top menu

Share

Comments in Cells

Version history

Multi-line text in cell

Autofill improvement



Figure snap

Shortcut management

Edge scrolling

Spreadsheet



Compartir hojas de cálculo

Documents / MRR/NRR Pipeline Revenue Report (Monthly) ☆ Saved

File Edit View Insert Format Data

="Monthly Revenue by Team - "&ODOO.FILTER.VALUE("Year")

Spreadsheet published
Frozen version - Anyone can view
<https://33833077-master-all.runbot115.o...>

Monthly Revenue by Team - 2023

Actuals Target Performance Forecasted

	MRR	NRR	MRR	NRR	MRR	NRR	MRR	NRR
January 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		
February 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		
March 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		
April 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		
May 2023	0.00	23,800.00	200,000.00	100,000.00	0.00%	23.80%	0.00	41,045.00
Sales		19,800.00	100,000.00	50,000.00	0.00%	39.60%		27,220.00
Pre-Sales		4,000.00	100,000.00	50,000.00	0.00%	8.00%		13,825.00
June 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	14,250.00
Sales			100,000.00	50,000.00	0.00%	0.00%		11,500.00
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		2,750.00
July 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	67,250.00
Sales			100,000.00	50,000.00	0.00%	0.00%		58,500.00
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		8,750.00
August 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		
Pre-Sales			100,000.00	50,000.00	0.00%	0.00%		
September 2023	0.00	0.00	200,000.00	100,000.00	0.00%	0.00%	0.00	0.00
Sales			100,000.00	50,000.00	0.00%	0.00%		

Revenue by Team | Revenue by Salesperson | Targets | Sum: _

Comments in Text

Kanban Stages

/emoji

Embed Views Improvements

Portal Edition

Revision History

/calendar

/alert

Property Groupby

Template Library



Conocimiento

Search in Chatter

Better Bounce Detection

Stripe Reconciliation

Add videos on your website

Task Config Shortcuts

eCommerce Product Search

Unfollow from Email

Subscription Closing Reasons

eCommerce independent tax settings

Better e-invoicing flow

New Website Shapes

Event Form Customization

Better Payment Terms

Employee Shift Exchanges

Y también...

GIF Support

Product & Checkout Design

Mark Project Tasks as Done

Website Font Full Control

Project Subtasks Display

Facebook Marketplace Integration

eLearning Prerequisite Courses

Multi-company Mailing Support

Open Shift Auto-planning

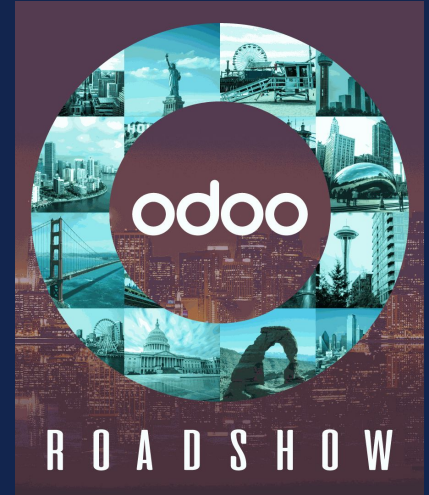
Subscription Self-Service

MRP Employee Assignment

Constante evolución del ecosistema Odoo

Próximos Odoo roadshows

- **Martes, 13 de junio - Barcelona**
- **Jueves, 15 de junio - Bilbao**
- **Jueves, 13 de julio - Madrid**
- **Martes, 17 de octubre - Valencia**
- **Jueves, 19 de octubre - Vigo**



**Todos partners oficiales están
invitados**

CALL FOR SPEAKER

EXHIBITORS ▾

SMARTCLASS

PRACTICAL INFORMATION ▾

odoo

EXPERIENCE

REGISTER NOW →

WATCH TEASER ▶

WHEN

8TH - 10TH

NOVEMBER 2023

WHERE

BELGIUM

BRUSSELS EXPO

¡¡Gracias!!

Jornadas 2023



Gabriel Morais
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Pepe Carreira
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jci@odoo.com



Lucas Lanzotti
Partnership Manager
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