



## **Kalpa's Transformation after Odoo Implementation**

Kalpa is a Netherlands based company that offers a wide range of high quality leather products, including fancy organizers, writing folders, event calendars and other office supplies.

The implementation of Odoo has completely streamlined Kapla's business processes and provided an integrated Enterprise level management solution for Kalpa, across Sales, Inventory, Stock Ordering and Fulfillment, CRM, Accounting and Financial Management.



## The Challenge - Room for Improvement

Kalpa was facing some of key challenges that were affecting the business:

- Lack of CRM and Sales management tools. Hence the management team had a difficult time taking informed decisions around their Sales Strategy.
- Kalpa uses multiples sales channels for selling and coordinating across these channels was very difficult.
- Kalpa has more than 100 suppliers, hence understanding stock levels and the inventory situation is critical for better inventory management.
- Buying and selling using multiple suppliers as well as distributors needed high level of organization and coordination.



## The Solution - Odoo has the Answers

Bista Solutions assisted Kalpa with the challenges they were facing by implementing Odoo, which provided the company with:

- Integrated Sales Management, CRM, Purchase management, Warehouse management and Accounting.
- Capability of handling multiple partners and distributors.
- Sales through consignment and normal sales management.
- Two way email integration for invoices to streamline the invoice management process.
- Complete Accounting features including depreciation implementation.

The project was one of the smoothest implementations done by Bista solutions. There was great communication between the two companies, and Kalpa understood well Bista Solution's methodology.

The project required some customizations in Odoo, as requested by Kalpa. This process was both easy and clean in Odoo, due to its open source architecture that allowed for easy customizations to fit Kalpa's business processes”

## The Impact - Implementation Success

The Odoo implementation helped Kalpa replace all the traditional methods of managing their business processes, with an all-in-one complete enterprise resource management software. Odoo helped Kalpa to streamline all their business processes and integrate them inside a single enterprise class software tool.

With Odoo Kalpa has better visibility into their sales process and customer behavior. They also now have a better view of their inventory and stock levels, which in turn reduces errors and mistakes in the inventory management. Instead of using manual and inefficient processes (using spreadsheets in Excel), everything has been migrated to a self-contained ERP system. This has created better control of the management of the business, and with business intelligence and reporting capabilities, both efficiency and profitability have greatly improved.