

Mariposario

## Quotation # S00045

**Your Reference:**  
Second Proposal

**Quotation Date:**  
03/12/2024

**Expiration:**  
04/11/2024

**Salesperson:**  
ROBBIE STEVENSON

DESCRIPTION	QUANTITY	UNIT PRICE	TAXES	AMOUNT
<b>DEVELOPMENT</b>				
DEVELOPMENT PROJECT ► We develop a project for the client.	1.00 Units	21,551.72	16%	\$ 21,551.72
EVENT APPLICATION MODIFICATIONS.				
Subtotal				\$ 21,551.72
<b>IMPLEMENTATION</b>				
IMPLEMENTATION SERVICES - ODOO ► We provide initial setup and configuration of the Odoo ERP.	1.00 Units	8,620.69	16%	\$ 8,620.69
Subtotal				\$ 8,620.69
<b>TRAINING - STAGE 1: UPPER MANAGEMENT</b>				
SETTINGS (1/3) - ODOO TRAINING ► This one-hour course equips senior staff and IT personnel with the fundamentals of Odoo configuration. It covers the importance of the configuration application, explores general settings (time zone, language, currency), and guides participants through editing company information, creating users (with different types and permissions), and enabling developer mode (including its benefits, limitations, advanced features, and user permission customization).	1.00 Hours	1,293.10	16%	\$ 1,293.10



<p>SETTINGS (2/3) - ODOO TRAINING</p> <p>► This one-hour course dives deeper into Odoo configuration for technical staff and IT professionals, assuming developer mode is enabled. It explores technical configuration options (database structure, email, automation), delves into managing the database schema and data models, and sets up email servers and email functionalities. Additionally, the course introduces automation concepts like server actions, scheduled actions, and scripting with Python. Participants will learn to create and manage automated tasks using these functionalities.</p>	1.00 Hours	1,293.10	16%	\$ 1,293.10
<p>SETTINGS (3/3) - ODOO TRAINING</p> <p>► This advanced Odoo configuration course (1 hour) targets technical staff and system administrators. Building on the previous sessions, it covers backups, security (including two-factor authentication), user interface customization with developer tools, workflow management with customization examples, advanced features in developer mode (interactive console, performance tools), and integration basics (API and external systems). It also briefly touches upon installing and managing modules, version migrations, and best practices.</p>	1.00 Hours	1,293.10	16%	\$ 1,293.10
<p>DIRECTORY - ODOO TRAINING</p> <p>► In this one-hour lesson, "Mastering the Contacts Application in Odoo," designed for general users, participants will delve into the fundamentals of the Contacts module. They will learn how to create and manage contacts effectively, including assigning contacts and linking them to specific sales representatives. Additionally, attendees will explore advanced features such as filters, groups, and favorites, enabling them to optimize their contact management process. The session concludes with a dedicated Q&amp;A segment for addressing inquiries and sharing practical insights.</p>	1.00 Hours	1,293.10	16%	\$ 1,293.10
<p><i>This is an essential application in the Odoo system and it is recommended that we include all necessary parties that will use the system in this training.</i></p>				
<p>PRODUCTS (1/2) - ODOO TRAINING</p> <p>► This one-hour class teaches purchasing managers and warehouse personnel how to create and manage products in Odoo. It covers the applications used for product creation, basic and advanced product features, and configuration best practices.</p>	1.00 Hours	1,293.10	16%	\$ 1,293.10
<p>PRODUCTS (2/2) - ODOO TRAINING</p> <p>► This one-hour session builds upon basic product management in Odoo. It delves into advanced product creation and handling strategies, explores product integration with inventory categories, the website, and the point-of-sale system, aiming to optimize warehouse organization, product presentation, and customer experience.</p>	1.00 Hours	1,293.10	16%	\$ 1,293.10



WEBSITE (1/3) - ODOO TRAINING ► This 1-hour course introduces Odoo's website application, targeting beginners. It delves into the app's history, purpose, and benefits of integration within the Odoo ecosystem. Participants are then guided through basic navigation, exploring the dashboard and fundamental settings like languages, SEO, and domain management. A dedicated Q&A session concludes the course to address any lingering questions.	1.00 Hours	1,293.10	16%	\$ 1,293.10
WEBSITE (2/3) - ODOO TRAINING ► This 1-hour lesson guides beginners through designing and customizing websites using Odoo's drag-and-drop editor. Participants learn to select and personalize pre-built blocks, incorporate various content types (text, images, videos), and preview their creations before publishing. The course then delves into advanced customization, exploring theme and design modifications, working with CSS and HTML within the editor, and utilizing snippets and custom blocks for further personalization.	1.00 Hours	1,293.10	16%	\$ 1,293.10
WEBSITE (3/3) - ODOO TRAINING ► This 1-hour Odoo course equips beginners with website design and customization skills. It guides them through using the drag-and-drop editor to select and personalize pre-built blocks, incorporate text, images, and videos, and preview their work before publishing. The course then progresses to advanced customization, exploring theme and design modifications, working with CSS and HTML within the editor, and utilizing snippets and custom blocks for further personalization.	1.00 Hours	1,293.10	16%	\$ 1,293.10
EVENTS (1/3) - ODOO TRAINING ► Master event management with Odoo in just one hour. This lesson is designed for users with basic knowledge of Odoo and covers everything from setting up basic events to advanced marketing and promotion strategies. You'll learn how to create and customize events, manage participants, and use marketing tools to maximize visibility. Includes an interactive hands-on session to immediately apply what you've learned.	1.00 Hours	1,293.10	16%	\$ 1,293.10
EVENTS (2/3) - ODOO TRAINING ► Take your event management to the next level with Odoo in this intensive one-hour session aimed at advanced users. Learn how to automate notifications, integrate key applications for a seamless event experience, and analyze performance to make informed decisions. Dive into advanced features and customize every detail to make your event stand out. Includes a guided practice to solidify your skills in event automation and analysis.	1.00 Hours	1,293.10	16%	\$ 1,293.10



EVENTS (3/3) - ODOO TRAINING ► Discover how to transform event management with Odoo in this one-hour session for advanced users. Learn to analyze data for valuable insights, customize events with advanced options, and maximize engagement and ROI. Explore integration with marketing and social media for effective promotion. Includes a guided practice to apply data analysis in a real case.	1.00 Hours	1,293.10	16%	\$ 1,293.10
SALES (1/3) - ODOO TRAINING ► This 1-hour course covers Odoo's Point of Sale (POS), including its purpose, benefits, and basic setup (navigation, dashboard, analysis). It also dives into initial configuration (terminals, devices, product/category management).	1.00 Hours	1,293.10	16%	\$ 1,293.10
<i>We can include sales staff in this training.</i>				
SALES (2/3) - ODOO TRAINING ► This one-hour course dives into advanced Odoo features for managing customer interactions and transactions. It covers creating and managing quotations with deadlines, terms, and payment recording. It also explores advanced customer address configuration, including differentiating delivery and billing addresses, and managing addresses from both quotations and contact forms.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<i>We can include sales staff in this training.</i>				
SALES (3/3) - ODOO TRAINING ► This advanced Odoo course (1 hour) covers integration with other modules like accounting and inventory, customization of terms and conditions for quotations, and a hands-on exercise where participants design a complete quotation. It concludes with a course wrap-up and additional resources.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<i>We can include sales staff in this training.</i>				
ACCOUNTING (1/3) - ODOO TRAINING ► Discover the fundamental features of Odoo 16 Accounting application and learn how to configure it for your business in this one-hour lesson. Ideal for accountants, financial managers, and business owners, this course will guide you through the initial setup process.	1.00 Hours	1,293.10	16%	\$ 1,293.10
ACCOUNTING (2/3) - ODOO TRAINING ► Equip yourself with the skills to streamline invoicing, manage accounts, and handle payments effectively using Odoo Accounting. This lesson covers creating and sending invoices, recording supplier invoices, managing payments, reconciling transactions, and handling bank statements.	1.00 Hours	1,293.10	16%	\$ 1,293.10



ACCOUNTING (3/3) - ODOO TRAINING ► This lesson will provide you with the skills to generate financial reports, analyze performance, and address advanced accounting topics using the Odoo 16 Accounting application. You'll learn how to generate key financial reports such as the profit and loss statement and balance sheet, as well as analyze financial performance and trends. You'll also explore advanced topics such as managing transactions in multiple currencies, handling taxes and fiscal positions, and customizing accounting workflows. Includes an interactive question and answer session to address your concerns and collect feedback on the lesson content.	1.00 Hours	1,293.10	16%	\$ 1,293.10
HUMAN RESOURCES (1/2) - ODOO TRAINING ► Discover how to effectively manage human resources with Odoo, covering everything from employee information to personal time and attendance. Learn about setup, customization, and data management to optimize HR processes in your company.	1.00 Hours	1,293.10	16%	\$ 1,293.10
HUMAN RESOURCES (2/2) - ODOO TRAINING ► Delve into Human Resources management with Odoo, exploring employee attendance tracking, detailed reporting, advanced configurations, and process optimization. Discover best practices and use cases to maximize your HR team's efficiency.	1.00 Hours	1,293.10	16%	\$ 1,293.10
Subtotal				\$ 25,862.00
STAGE 2 - SALES STAFF				
CRM (1/2) - ODOO TRAINING ► This one-hour lesson "Getting Started with Odoo CRM" is designed for managers and sales personnel looking to make the most out of this tool. You'll learn about the importance of CRM in businesses, how to set up the application in Odoo, and how to navigate and effectively use its dashboard. By the end, you'll be equipped with the skills needed to manage customer relationships, optimize sales processes, and improve overall business efficiency.	1.00 Hours	1,293.10	16%	\$ 1,293.10
CRM (2/2) - ODOO TRAINING ► This one-hour lesson, "Sales Optimization and Analysis with Odoo," is designed for managers and sales staff interested in enhancing their skills with this tool. You will learn how to manage activities and plan effective strategies in Odoo's CRM. You will also explore how to generate detailed sales reports and use analytical tools to improve business performance. Additionally, you'll discover how to integrate the CRM with other Odoo applications and explore add-ons and extensions to maximize its functionality.	1.00 Hours	1,293.10	16%	\$ 1,293.10



<b>SUBSCRIPTIONS (1/2) - ODOO TRAINING</b> ▶ This 1-hour course covers subscription management in Odoo (for sales teams and cashiers). It starts with an introduction (instructor, Odoo overview, importance of subscriptions). Then, it dives into setup (interface, app usage, product creation) and alerts (product-specific, activation types, actions like emails/texts, case study: post-purchase survey).	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>SUBSCRIPTIONS (2/2) - ODOO TRAINING</b> ▶ This 1-hour course equips sales teams with advanced skills: customizing alerts, analyzing data (MRR, churn, etc.) with reports (retention, revenue), and applying best practices (retention strategies, communication with alerts, data-driven decisions). A Q&A session concludes the course.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>POINT OF SALE (1/3) - ODOO TRAINING</b> ▶ This one-hour introductory lesson covers setting up and using Odoo's Point of Sale (POS) module integrated with the broader Odoo platform. It includes an overview of the POS and its benefits, initial setup and general navigation, configuring terminals and devices, managing product categories and items in the POS, analysis of sales dashboards, and integrating the POS with the larger Odoo ecosystem for seamless omnichannel retail management.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<i>In order to teach the Point of Sale, we require that all the products be loaded.</i>				
<b>POINT OF SALE (2/3) - ODOO TRAINING</b> ▶ This one-hour class covers setting up a point-of-sale system, including taxes and pricing. It then dives into processing transactions, managing customers and loyalty programs, and applying promotions. Finally, it briefly explains how to synchronize the system with Odoo's inventory.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>POINT OF SALE (3/3) - ODOO TRAINING</b> ▶ This one-hour class delves into managing inventory, analyzing sales data, and integrating the point-of-sale system with other Odoo applications like accounting, loyalty programs, and e-commerce. It concludes with a dedicated Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>Subtotal</b>				<b>\$ 9,051.70</b>
<b>STAGE 3: MANAGEMENT</b>				
<b>PURCHASING - ODOO TRAINING</b> ▶ This one-hour course equips participants to manage procurement using Odoo Purchase. It covers features, benefits, setup (including installing, managing suppliers/products, and configuring settings), purchase order management (creation, receiving, invoices, returns), and reporting/analysis. It concludes with a Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10



INVENTORY (1/3) - ODOO TRAINING ► Learn the basics of Odoo's inventory application in this one-hour session, tailored specifically for Purchase Managers and Warehouse Staff. You will learn about key features, basic navigation, and how to set up warehouses, locations, and products to optimize your inventory operations.	1.00 Hours	1,293.10	16%	\$ 1,293.10
INVENTORY (2/3) - ODOO TRAINING ► Master inventory management and valuation in Odoo in this session aimed at purchasing managers and warehouse staff. Learn about product reception and delivery, internal transfers, inventory adjustments, and valuation methods such as standard price, average cost, and actual cost, along with valuation reports and accounting integration.	1.00 Hours	1,293.10	16%	\$ 1,293.10
INVENTORY (3/3) - ODOO TRAINING ► Explore advanced features and reports of Odoo's inventory in this one-hour session, perfect for Purchase Managers and warehouse staff. Discover how barcode scanning and the mobile app can revolutionize your inventory management, plus learn about route configuration, dropshipping, cross-docking, and how to use Odoo's purchasing and sales applications. Dive into inventory reports and analysis for effective management and planning.	1.00 Hours	1,293.10	16%	\$ 1,293.10
APPROVALS - ODOO TRAINING ► This lesson offers a thorough exploration of the Odoo Approvals module, equipping participants with the knowledge and skills needed to implement and manage approval processes effectively within their organizations.	1.00 Hours	1,293.10	16%	\$ 1,293.10
PAYROLL (1/2) - ODOO TRAINING ► This one-hour lesson covers setting up and using Odoo's payroll application to manage employee payments and compensation. Topics include: initial configuration, payroll policies and options, employee registration, payroll calculation, integration with accounting, report generation, data analysis, and best practices for payroll processing. The course also includes a Q&A session to address participants' questions.	1.00 Hours	1,293.10	16%	\$ 1,293.10
PAYROLL (2/2) - ODOO TRAINING ► This one-hour advanced payroll management lesson covers configuring salary structures, managing employee time-off, integrated accounting, automating workflows, ensuring legal compliance, and addressing participant questions.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>Subtotal</b>				<b>\$ 9,051.70</b>
<b>STAGE 4: MARKETING</b>				



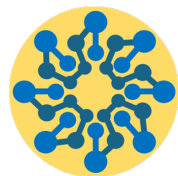


<b>MASS MAILING (1/2) - ODOO TRAINING</b> ▶ This one-hour lesson covers the fundamentals of creating effective email campaigns with Odoo's Email Marketing app, including setting up mailing lists and contacts, segmenting recipients, designing attractive and personalized campaign emails with the drag-and-drop editor, and best practices for email marketing.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>MASS MAILING (2/2) - ODOO TRAINING</b> ▶ This one-hour class covers setting up automated email workflows, effectively scheduling and sending emails, analyzing campaign metrics, optimizing campaigns based on results, an interactive session to design and discuss email campaigns, and Q&A.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>AUTOMATIC MARKETING (1/2) - ODOO TRAINING</b> ▶ In this one-hour class, we explore the Automated Marketing application in Odoo, starting with an introduction to its benefits and features. You will learn how to set up your first automated campaign, define objectives, and personalize messages based on customer behavior and demographic data. Additionally, we will address audience segmentation and answer questions to ensure a comprehensive understanding of the topic.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>AUTOMATIC MARKETING (2/2) - ODOO TRAINING</b> ▶ This one-hour class focuses on Campaign Analysis and Optimization in Odoo. Learn about workflow automation, campaign analysis using Odoo's analytical tools, and strategies for optimizing marketing campaigns based on data-driven insights and best practices. Engage in a Q&A session to clarify doubts and share practical experiences and tips.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>LIVECHAT - ODOO TRAINING</b> ▶ Learn to enhance customer engagement with Odoo's Live Chat in a 1-hour lesson covering setup, customization, conversation management, and analysis for Customer Service, Sales, and Technical Support teams.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>CHATBOT (1/2) - ODOO TRAINING</b> ▶ In this lesson, we'll dive into the basics and setup of the Odoo Chatbot, focusing on its integration with e-commerce platforms. Learn how to enhance customer service and automate interactions on your online store by setting up a basic chatbot. We'll cover the importance of chatbots, the architecture of Odoo's chatbot, and provide a hands-on guide to creating and configuring your first chatbot instance.	1.00 Hours	1,293.10	16%	\$ 1,293.10





<b>SURVEYS - ODOO TRAINING</b> ▶ This 1-hour course dives into Odoo's survey application, empowering HR, marketing, and market research professionals. It covers the app's introduction and importance of surveys, then guides participants through creating and designing surveys (defining objectives, structuring, crafting questions), distributing and collecting responses (strategies, participant management), analyzing results (tools, interpretation), and finally applying insights for continuous improvement. A Q&A session wraps up the course.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>CHATBOT (2/2) - ODOO TRAINING</b> ▶ Elevate your e-commerce experience with our advanced Odoo Chatbot lesson. Dive into customizing and extending your chatbot to meet unique business needs, exploring NLP, integrations, and automation. Perfect for enhancing customer interaction and streamlining operations.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>Subtotal</b>				<b>\$ 10,344.80</b>
<b>STAGE 5: PRODUCTION</b>				
<b>PRODUCTION (1/3) - ODOO TRAINING</b> ▶ This one-hour class targets production managers, personnel, and business owners, equipping them with the skills to manage and optimize production using Odoo Manufacturing. It covers an introduction to the application, configuration (including product, BOM, and work order setup), production planning and scheduling with Manufacturing Orders, and concludes with a Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>PRODUCTION (2/3) - ODOO TRAINING</b> ▶ This one-hour workshop equips production managers, personnel, and business owners with the skills to manage workshop operations and quality control using Odoo Manufacturing. It covers managing work orders, tracking progress, time tracking, material consumption, implementing quality control processes, and setting up inspections. It concludes with a Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>PRODUCTION (3/3) - ODOO TRAINING</b> ▶ This one-hour session equips production personnel with skills to analyze manufacturing data, improve efficiency, and integrate Odoo Manufacturing with other applications, including inventory, quality, and third-party add-ons. It concludes with a Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>QUALITY CONTROL - ODOO TRAINING</b> ▶ This one-hour course on Odoo's Quality application equips participants with quality control tools. It covers introduction, setup (including defining standards), incident recording/tracking, managing audits/reviews, data analysis for improvement, and concludes with Q&A.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>Subtotal</b>				<b>\$ 5,172.40</b>



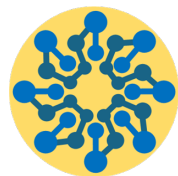
**STAGE 6: HUMAN RESOURCES EXTRAS**

<b>eLEARNING - ODOO TRAINING</b> ► This 1-hour course equips educators, trainers, and HR professionals with the skills to implement and manage e-learning using Odoo. It covers the platform's introduction and benefits, then guides participants through setting up the platform, creating courses (objectives, descriptions, categories), developing engaging content (videos, presentations, quizzes), managing participants (enrollment, access), and tracking progress (assessments). Finally, a Q&A session allows for clarification and experience sharing.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>RECRUITMENT - ODOO TRAINING</b> ► This one-hour course equips HR professionals with Odoo Recruitment tools. It covers introduction, setup (including navigation and customization), job posting, candidate management (from application to selection), and analysis/reporting, ending with a Q&A session.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>VACATION - ODOO TRAINING</b> ► Learn to manage employee vacations and holidays efficiently with Odoo's Vacation/Holiday Application. This one-hour lesson covers setup, leave requests, approvals, and reporting to streamline your HR processes.	1.00 Hours	1,293.10	16%	\$ 1,293.10
<b>Subtotal</b>				<b>\$ 3,879.30</b>

<b>Untaxed Amount</b>	\$ 93,534.31
VAT 16%	\$ 14,965.69
<b>Total</b>	<b>\$ 108,500.00</b>

## Options

Description	Unit Price
<b>WEBSITE - CREATION</b> ► Our service builds your website using Odoo's CMS tool, including essential pages like "About Us," Contact, and Helpdesk. Terms & Conditions and Privacy Policy templates are provided (lawyer review recommended). We can set up a store page (product upload extra), blog page (content upload extra), and link review. Additional services like forums, courses, and image editing are available. You'll need an Odoo subscription and our work is limited to the Odoo platform.	<b>\$ 12,931.03</b>
<b>WEBSITE - ADDITIONAL PAGES</b> ► We provide services for adding extra pages to your website. For this, we require a detailed description of the page's purpose and any related materials such as images, text content, and photographs you wish to include.	<b>\$ 862.07</b>



Description	Unit Price
<b>EVENT CREATION - ODOO IMPLEMENTATION</b> ► We will create an event in your Odoo instance, handling the initial setup including dates, locations, sponsors, speakers, agenda, email notifications, and website information for the event.	\$ 2,155.17
<b>ACCOUNT &amp; JOURNAL CONFIGURATION - ODOO IMPLEMENTATION</b> ► We set up your bank accounts in Odoo, along with any other ledgers that your company might consider essential for its accounting practices in Mexico.	\$ 4,310.34
<b>AUTOMATIC MARKETING CAMPAIGN SET UP - ODOO IMPLEMENTATION</b> ► We implement an automated workflow for a marketing campaign by first investigating needs, documenting processes, and then configuring the workflow within your Odoo instance.	\$ 4,310.34
<b>SALES FUNNEL DEVELOPMENT - ODOO IMPLEMENTATION</b> ► We develop the sales flow for each team in Odoo, programming automations within the system.	\$ 4,310.34
<b>ACCOUNTING FOR ACCOUNTANTS - ODOO</b> ► This 12-hour course provides accountants with in-depth knowledge of Odoo, covering Billing, Purchasing, Accounting, Payment Solutions, Electronic Accounting, Taxation, Fixed Assets, Currencies, Dashboards, and Reporting. It aims to improve efficiency and decision-making in financial management.	\$ 15,000.00

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