

The Odoo ERP Buyer's Guide

A practical checklist for evaluating Odoo ERP and choosing the right implementation partner — for businesses in India, the USA, Canada, and Belgium.

1. Is Odoo the Right ERP for You?

Odoo tends to be a strong fit if your business needs more than one connected function — sales, inventory, accounting, manufacturing, or HR — and you want a system that can grow module by module rather than forcing a full platform migration later. It's less of a fit if your needs are very simple and a lighter tool would do.

- You currently rely on 2 or more disconnected tools (spreadsheets, separate invoicing/inventory apps) that don't talk to each other.
- You expect to add departments or locations over the next 1-2 years.
- You need visibility into inventory, orders, or finances in real time, not end-of-week reports.
- You want a system you can customize without being locked into one vendor's roadmap.

2. Questions to Ask Any Odoo Implementation Partner

Have you implemented Odoo for businesses my size and industry before?

Ask for specifics, not just a generic yes — implementation for a 5-person retailer looks very different from a 200-person manufacturer.

What exactly is included in your quoted price?

A transparent quote separates licensing, implementation, customization, data migration, training, and post-launch support as distinct line items.

Who will actually work on my project day-to-day?

You want a named contact, not just a sales rep who disappears after the contract is signed.

What does your post-launch support look like?

The first 60-90 days after go-live are usually where most support requests happen — ask how that period is priced and staffed.

Can I start with a smaller, focused scope before expanding?

A partner willing to prove value on one module first, rather than pushing a huge Day-1 rollout, is usually the safer choice.

3. Community vs Enterprise — At a Glance

	Odoo Community	Odoo Enterprise
Licensing cost	Free, open-source	Per-user monthly subscription
Core apps	Sales, Inventory, basic Accounting, CRM	All Community apps + advanced modules
Advanced Manufacturing (MRP)	Limited	Full support
Official Odoo support	Not included	Included
Studio (no-code customization)	Not available	Available
Best fit	Simple, single-department setups on a tight budget	Multi-department businesses that want official support

4. Red Flags to Watch For

- A price quoted before anyone asks detailed questions about your actual processes.
- No named point of contact — just a rotating cast of account managers.
- Vague answers about what happens if the project runs over scope or over time.
- Pressure to sign a large, multi-module contract on Day 1 instead of starting focused.
- No willingness to share references from businesses similar to yours.

5. Typical Implementation Timeline

Phase	Typical Duration
Discovery & process mapping	1-2 weeks
Configuration & core setup	2-4 weeks
Data migration & integrations	1-3 weeks
Training & go-live support	1-2 weeks
Total (single-department)	4-6 weeks
Total (multi-department / manufacturing)	8-12+ weeks

Timelines vary based on scope, data complexity, and how many integrations are involved. Treat these as planning ranges, not guarantees.

Ready to talk through your Odoo ERP project?

Bharat Intelligent is an Odoo implementation partner working with businesses across India, the United States, Canada, and Belgium. We scope every project individually and offer a free, no-obligation consultation.

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