

COMMERCIAL PROPOSAL

Odoo ERP Implementation Proposal

A single integrated ERP platform for **Kuwait Steel Industries Co.** — covering production orders, bills of material and true unit cost in one system, one database and one source of truth.

SCOPE OF THIS PROPOSAL

9 modules

Implementation, configuration, data migration, training, go-live and 12 months of support — delivered by Dexor Integrated Computer Solutions Co. W.L.L., Commercial Register 551952, State of Kuwait.

PREPARED FOR

Kuwait Steel Industries Co.

DATE

3 August 2026

NAMED USERS

30

QUOTATION REFERENCE

QT-2026-0803-001

COUNTRY

Kuwait

Dexor Integrated Computer Solutions Co. W.L.L.

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EXECUTIVE SUMMARY

Why this proposal looks the way it does

Kuwait Steel Industries Co. operates in manufacturing. This proposal is built around production orders, bills of material and true unit cost — not a generic feature list.

One system, one database

Sales, purchasing, stock, operations, finance and people write into the same ledger in real time. No re-keying between departments and no reconciliation between spreadsheets.

Delivered in phases

Approximately 12–16 weeks from kick-off to go-live, each phase closing with a written acceptance note so progress is measurable.

Payment tied to delivery

Every instalment is invoiced against a delivered and accepted milestone — you pay for what you have received.

Support after go-live

12 months of support included from the go-live date, with a documented response target for every severity level.

What is not included: hosting fees, Odoo Enterprise licences and third-party subscriptions are paid by the client directly to the relevant provider, separately from this quotation. We procure them on your behalf at cost if you prefer.

9

Modules in scope

30

Named users

12–16

Weeks to go-live

12

Months of support

SCOPE

Modules included in this proposal

Each module below is detailed on its own pages later in this document, with the capabilities delivered, the workflow it runs and what you receive at the end of the project.

Module	Coverage
01 · CRM & Marketing	Leads, opportunities, quotations & follow-up in one pipeline
02 · Sales	Quotations, sales orders, price lists & customer portal
03 · Purchase & Procurement	RFQs, vendor pricing, imports & automated reordering
04 · Inventory & Warehousing	Multi-warehouse, lots/serials, barcode & real-time valuation
05 · Accounting & Finance	Full ledger, AR/AP, assets, budgets & statutory reporting
06 · Human Resources	Employees, contracts, attendance, leaves & payroll
07 · Analytics & Dashboards	Management cockpit — live KPIs and drill-down reports
08 · Data Migration	Master data + opening balances from the legacy system
09 · Manufacturing / Assembly	Bills of materials, work orders and costing

Hosting option assumed: **Cloud (Odoo.sh recommended)**. Additional named users beyond 30 can be added at any time.

MODULE 01

CRM & Marketing

Never lose an enquiry again. A single pipeline from first enquiry to signed order.

Every lead carries its own history — calls, emails, site visits, quotations and the reason it was won or lost — so the commercial picture is the same for the salesperson and for management.

What it delivers

Multi-source lead capture

Website forms, email aliases, WhatsApp, phone and walk-ins all land in one inbox with the source recorded.

Visual pipeline

Drag-and-drop stages with a weighted forecast, so the expected revenue per month is always visible.

Quotation builder

Branded quotations generated from price lists and product templates, sent and tracked by email.

Activity discipline

Every opportunity must carry a next action with an owner and a date — overdue work is surfaced, not buried.

Win / loss analysis

Structured lost reasons make the pattern behind lost deals measurable instead of anecdotal.

Customer 360

One screen showing a customer's opportunities, orders, invoices, balance and open issues.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 01 · CRM & MARKETING

How it runs day to day

- 1 Enquiry captured and auto-assigned by team, territory or product line
- 2 Qualification call logged; budget, decision maker and timeline recorded
- 3 Quotation built from the price list and sent for electronic approval
- 4 Follow-up activities scheduled automatically until the customer answers
- 5 Won deal converts to a sales order without a single field being retyped

What you receive

Deliverable	Detail
Sales pipeline dashboard	Live value by stage, owner and expected close month
Quotation templates	Your letterhead, terms and product catalogue
Follow-up rules	Automated reminders and escalation on ageing deals
Win/loss report	Conversion rate by source, salesperson and reason

100%

Enquiries traceable to a source

1 click

Quotation to sales order

Live

Weighted revenue forecast

0

Deals without a next action

MODULE 02

Sales

From order to invoice without re-entry. The order is entered once and drives everything downstream — delivery, invoice and revenue — with margin visible on the order line before it is confirmed.

What it delivers

Price lists & discounts

Customer-specific, quantity-based and time-limited pricing applied automatically.

Margin visibility

Cost and margin shown per line at the moment of quoting, not after the month closes.

Delivery scheduling

Committed dates checked against available stock and lead times.

Partial & back orders

Split deliveries handled cleanly with the balance tracked to completion.

Customer portal

Customers see their own orders, delivery status, invoices and statements.

Approval thresholds

Discounts beyond a set limit route to a manager before the order can be confirmed.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 02 · SALES

How it runs day to day

- 1 Sales order confirmed from an accepted quotation
- 2 Stock reserved and a delivery order raised for the warehouse
- 3 Goods picked, packed and delivered against a signed delivery note
- 4 Invoice generated from what was actually delivered
- 5 Payment recorded and the customer balance updated in real time

What you receive

Deliverable	Detail
Order-to-cash flow	Configured end to end for your document set
Price list structure	Per customer tier, currency and validity
Delivery documents	Branded delivery notes and packing lists
Sales analysis	Revenue and margin by product, customer and salesperson

Real time

Margin per order line

1

Entry point per order

24/7

Customer self-service
portal

Full

Order-to-invoice
traceability

MODULE 03

Purchase & Procurement

Buy on evidence, not on memory. Requests become RFQs, RFQs become comparable vendor offers, and the purchase order carries the approval trail that finance needs before a single invoice is paid.

What it delivers

Purchase requests

Departments raise requests that route for approval before any commitment is made.

RFQ comparison

Vendor offers compared side by side on price, lead time and terms.

Vendor price lists

Agreed prices and minimum quantities enforced at order time.

Automated reordering

Reordering rules trigger replenishment on min/max levels and lead time.

Landed cost

Freight, customs and clearing distributed across received items for true unit cost.

Three-way match

PO, receipt and vendor bill reconciled before payment is released.

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MODULE 03 · PURCHASE & PROCUREMENT

How it runs day to day

- 1 Requirement raised as a purchase request with a budget line
- 2 RFQ issued to shortlisted vendors and offers logged
- 3 Purchase order approved within the delegation of authority
- 4 Goods received and inspected against the order
- 5 Vendor bill matched three ways and scheduled for payment

What you receive

Deliverable	Detail
Procurement workflow	Request → RFQ → PO → receipt → bill
Approval matrix	Limits by amount, category and role
Vendor master	Terms, contacts, price lists and performance
Landed cost model	Import charges allocated to unit cost

3-way

Match before payment

Auto

Reorder on min/max

True

Landed unit cost

Full

Approval audit trail

MODULE 04

Inventory & Warehousing

One number for stock — and it is right. Every movement is a transaction. Stock on hand, stock committed and stock value are the same figure in the warehouse and in the ledger, at every moment.

What it delivers

Multi-warehouse & locations

Unlimited sites with internal location structure down to shelf level.

Lot / serial traceability

Full forward and backward trace for recalls, warranty and expiry.

Barcode operations

Receiving, picking and counting performed on a scanner or phone.

Real-time valuation

Perpetual inventory posting to the ledger on every move — FIFO or average.

Cycle counting

Scheduled counts by location or category instead of one annual shutdown.

Transfers & reservations

Inter-warehouse movements with in-transit visibility and hard reservations.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 04 · INVENTORY & WAREHOUSING

How it runs day to day

- 1 Goods received against the purchase order and put away by location
- 2 Stock valued and posted to the inventory account automatically
- 3 Picking lists generated per delivery, wave or route
- 4 Movements confirmed by barcode with the operator recorded
- 5 Cycle counts reconcile system and physical stock continuously

What you receive

Deliverable	Detail
Warehouse structure	Sites, zones and locations mapped to your layout
Barcode workflows	Receive, transfer, pick and count on a device
Valuation policy	Costing method configured and reconciled
Stock reporting	Ageing, slow movers, coverage and forecast

Real time

Stock value in the ledger

Lot/serial

Full traceability

Scanner

Paperless operations

Continuous

Cycle counting

MODULE 05

Accounting & Finance

The ledger writes itself. Because operations post as they happen, the trial balance is current every day. Finance moves from data entry to review and analysis.

What it delivers

Automated posting

Sales, purchases, stock moves and payroll post to the ledger without journals being typed.

Receivables & payables

Ageing, statements, dunning and payment scheduling.

Bank reconciliation

Statement import with matching rules that clear the routine lines automatically.

Fixed assets

Asset register with automatic depreciation entries.

Budgets & analytics

Budget by cost centre, project or department with variance reporting.

Statutory reporting

Trial balance, P&L, balance sheet and tax reporting to local requirement.

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MODULE 05 · ACCOUNTING & FINANCE

How it runs day to day

- 1 Operational documents post to the ledger in real time
- 2 Bank statements imported and matched against open items
- 3 Receivables aged and statements issued on schedule
- 4 Accruals, depreciation and allocations run as period entries
- 5 Period closed with reconciled, reviewable financial statements

What you receive

Deliverable	Detail
Chart of accounts	Designed to your reporting structure
Opening balances	Migrated and reconciled to your last closed period
Financial reports	P&L, balance sheet, cash flow and ageing
Close checklist	A repeatable month-end procedure

Daily

Current trial balance

Automated

Ledger postings

Rule-based

Bank matching

Per cost centre

Budget control

MODULE 06

Human Resources

One employee record, end to end. Recruitment, contracts, documents, attendance, leave and payroll on one record — with expiry alerts for residencies, licences and contracts before they lapse.

What it delivers

Employee master

Personal data, documents, dependants, contracts and history in one file.

Document expiry alerts

Residency, passport, licence and contract renewals flagged in advance.

Attendance

Biometric, kiosk or mobile check-in with shift and overtime rules.

Leave management

Balances accrued automatically and requests approved on mobile.

Payroll

Salary structures, allowances, deductions, indemnity and payslip distribution.

Appraisals & training

Review cycles, objectives and training records per employee.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 06 · HUMAN RESOURCES

How it runs day to day

- 1 Candidate hired and converted to an employee record
- 2 Contract, salary structure and documents attached with expiry dates
- 3 Attendance captured daily and exceptions escalated
- 4 Leave requested, approved and deducted from the accrued balance
- 5 Payroll computed, approved, posted to the ledger and payslips issued

What you receive

Deliverable	Detail
Employee database	Structured, searchable and document-complete
Attendance rules	Shifts, overtime and absence policy configured
Payroll structures	Allowances, deductions and end-of-service
HR dashboards	Headcount, cost, turnover and expiries

Advance

Document expiry alerts

Mobile

Leave and attendance

Automated

Payroll to ledger

One

Employee record

MODULE 07

Analytics & Dashboards

One screen, the whole business. Role-based dashboards built on live transactions — every figure clickable down to the document behind it, so numbers get challenged and verified in the same minute.

What it delivers

Role dashboards

A different cockpit for the owner, finance, sales and operations.

Drill-down

Click a KPI and land on the transactions that produced it.

Scheduled reports

Daily and monthly packs emailed automatically to the right people.

Comparatives

Period on period, budget versus actual and trend lines.

Custom reports

Reports built to your own management format, not just the standard set.

Mobile view

The key numbers readable on a phone.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 07 · ANALYTICS & DASHBOARDS

How it runs day to day

- 1 Key management questions defined with the leadership team
- 2 KPIs mapped to the transactions that supply them
- 3 Dashboards built per role and access assigned
- 4 Report pack scheduled for automatic distribution
- 5 Reviewed after go-live and tuned to how the team actually works

What you receive

Deliverable	Detail
Management cockpit	The leadership dashboard
Departmental dashboards	Sales, finance, operations, HR
Report pack	Scheduled daily and monthly distribution
KPI definitions	Documented so a number means one thing

Live

No manual refresh

Clickable

Down to the document

Scheduled

Automatic distribution

Role-based

Right data, right person

MODULE 08

Data Migration

Start with your real history. Customers, suppliers, products, stock and opening balances moved across, cleaned and reconciled to your last closed period before go-live.

What it delivers

Data assessment

Legacy extract reviewed for completeness and quality before any load.

Cleansing

Duplicates merged, codes standardised and gaps listed for your decision.

Staged loading

Masters first, then balances, then open transactions.

Reconciliation

Loaded balances tied back to your signed trial balance.

Dry run

A full rehearsal load before the live cut-over.

Sign-off

Written acceptance of migrated data before go-live.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 08 · DATA MIGRATION

How it runs day to day

- 1 Legacy data extracted in an agreed format
- 2 Templates completed and validated against business rules
- 3 Rehearsal load performed into a test database
- 4 Differences investigated and corrected with your team
- 5 Final load executed at cut-over and signed off

What you receive

Deliverable	Detail
Migration templates	One per data object
Cleansing report	Issues and resolutions
Reconciliation pack	System versus legacy
Sign-off record	Accepted opening position

Reconciled

To your trial balance

Rehearsed

Before cut-over

Documented

Every transformation

Signed

Accepted opening data

MODULE 09

Manufacturing / Assembly

Know what it costs to make. Bills of material, routing and work orders that consume real components and produce a real cost per finished unit.

What it delivers

Bills of material

Multi-level BOMs with variants and by-products.

Routing & work centres

Operations, capacity and time standards.

Work orders

Shop-floor execution with consumption and output recorded.

Quality checks

Inspection points during and after production.

Production costing

Material, labour and overhead rolled into unit cost.

Planning

Requirements driven by orders and forecast.

Configured for **Kuwait Steel Industries Co.** during Phase 2, demonstrated in user acceptance testing, and covered by the training and support included in this proposal.

MODULE 09 · MANUFACTURING / ASSEMBLY

How it runs day to day

- 1 Manufacturing order raised from demand or forecast
- 2 Components reserved and issued to the shop floor
- 3 Operations executed and time recorded per work centre
- 4 Quality checks passed and output received to stock
- 5 Actual cost compared with standard and variances reported

What you receive

Deliverable	Detail
BOM structure	Loaded and validated
Work centre model	Capacity and rates
Shop-floor process	Issue, execute, receive
Cost reporting	Standard versus actual

Per unit

True production cost

Multi-level

BOM support

Recorded

Actual consumption

Measured

Cost variance

DELIVERY

Implementation methodology

Approximately 12–16 weeks from kick-off to go-live. Each phase closes with a written acceptance note; if no written objection is raised within five working days of a deliverable being submitted, it is deemed accepted.

Phase	Key deliverables	Timing
Phase 1 · Discovery	Process mapping, gap analysis and a written solution design document	Week 1–3
Phase 2 · Configuration	System setup, chart of accounts, master data and security roles	Week 3–6
Phase 3 · Development	Customisations, tailored reports and integrations	Week 6–10
Phase 4 · Migration & UAT	Data migration, user acceptance testing and corrections	Week 10–13
Phase 5 · Training	Role-based training sessions and user manuals	Week 13–14
Phase 6 · Go-live & hyper-care	Cut-over, go-live and 30 days of intensive support	Week 14–16

What we need from you

- 1 A single project owner empowered to take decisions
- 2 Key users available for workshops, testing and training
- 3 Legacy data in a readable electronic format
- 4 Chart of accounts and opening balances signed by your accountant
- 5 Phase acceptance notes reviewed and signed within five working days

INVESTMENT

Commercial proposal

NET INVESTMENT

12,500.000 KWD

Covers the 9 modules listed in this proposal for up to 30 named users, including implementation, configuration, migration, training, go-live and 12 months of support. Excludes hosting and third-party licences.

Payment plan

Milestone	Share	Amount (KWD)
1 · On signing	30%	3,750.000
2 · Configuration	30%	3,750.000
3 · UAT	20%	2,500.000
4 · Go-live	20%	2,500.000
Total (net)	100%	12,500.000

Item	Detail	Rate (KWD)
Annual support & maintenance	Optional, after the included support period — 20% of the contract value	2,500.000 / year
Additional named user	Beyond the 30 users included (one-off setup)	45.000
Out-of-scope development	Quoted in advance, charged per hour	25.000 / hour

TERMS

Commercial terms & conditions

Term	Detail
Validity	This quotation is valid for thirty (30) days from its date.
Invoicing	Each instalment is invoiced against a delivered and accepted milestone and is payable within 15 days of issue.
Hosting & licences	Hosting, Odoo Enterprise and third-party subscriptions are paid by the client directly to the provider, separately from this quotation.
Data ownership	All data entered into the system is and remains the exclusive property of the client, and is released as a standard restorable backup on request.
Change control	Any addition to the scope is documented in a written change request stating its effect on cost and timeline, and proceeds once both parties sign it.
Confidentiality	Commercial, technical and financial information exchanged between the parties is kept confidential during the project and for three years afterwards.

Why Dexor

Licensed Kuwaiti entity

Dexor Integrated Computer Solutions Co. W.L.L. — Commercial Register 551952, trade licence 2026/14049, State of Kuwait. You contract with a registered company.

Implementation, not installation

We map your processes first and configure against them. The software is the easy part.

Bilingual delivery

Documents, training and support in Arabic and English, by a team based in the region.

Accountable milestones

Written acceptance at every phase, so you always know what has been delivered and what is next.

NEXT STEP

Acceptance

To proceed, sign below and return one copy. We will issue the implementation agreement referencing this quotation (QT-2026-0803-001) and schedule the kick-off workshop.

Summary	Detail
Client	Kuwait Steel Industries Co.
Quotation reference	QT-2026-0803-001
Modules in scope	9 modules as listed in this document
Named users	30
Implementation period	Approximately 12–16 weeks from kick-off
Net investment	12,500.000 KWD
Support included	12 months from go-live

For Dexor Integrated Computer Solutions Co. W.L.L.



SIGNATURE & DATE

For Kuwait Steel Industries Co.

NAME, POSITION, SIGNATURE & COMPANY STAMP

Questions on any part of this proposal are welcome before signature — info@dexor.ae · +20 15 501 42 885.