

DEXOR

SYSTEMS WITH SOULS

QUOTATION

Digital Transformation Solution

Odoo ERP Implementation for Construction & Contracting Project Operations

— PREPARED FOR —

Al kod El Amreky

Kuwait

MODULE IMPLEMENTATION

CRM OVERVIEW & LEAD SOURCES

A CRM built for a Kuwait construction & contracting company — every enquiry, tender and bid tracked from first contact through award, so a won opportunity flows straight into a contract, a project structure and its cost control.



CRM Module Overview

CONTRACTING-SHAPED, NOT GENERIC B2B

Enquiries, tenders and negotiated works are managed as one live pipeline. Each opportunity carries its scope of work, submission deadline, bid documents and priced BOQ — visible to management at any moment.

- One record per enquiry / tender, from first contact to award
- Scope tagging: structural, finishing, façades & cladding, other works
- Estimated value in KWD carried through to the contract
- Linked to Sales, Projects, Purchase, Inventory & Accounting
- Mobile-ready for engineers doing site visits and surveys



Lead & Enquiry Sources

MULTI-CHANNEL CAPTURE

Work reaches a contractor from very different directions. Each enquiry is stamped with its source so conversion can be measured channel by channel.

- Main contractors inviting subcontract packages
- Consulting & engineering offices recommending the company
- Government / ministry tender announcements
- Private developers and villa owners approaching directly
- Referrals from completed sites & repeat clients



Segmentation by Scope

WORK TYPE & CLIENT TYPE

Every opportunity is classified twice — by the work being executed and by who is buying it. The two tags drive pricing approach, follow-up rhythm and reporting.

- Scope: structural works — concrete, blockwork, skeleton
- Scope: finishing works — internal & external finishes
- Scope: façades & cladding packages
- Scope: other engineering & construction activities
- Client type: government entity / main contractor / consultant / private owner



Enquiry-to-Award Lifecycle

END-TO-END VISIBILITY

Several projects run concurrently while new bids are being priced. The lifecycle keeps both streams visible and stops a submission deadline from slipping.

- Enquiry → Site Visit & Survey → BOQ Study / Tender Pricing
- Technical + Commercial Submission → Clarifications
- Award (LOA / Contract Signed) or Lost with a recorded reason
- Award hands over directly to Sales, Projects & cost control



Where the Work Comes From — Source to Registered Opportunity

Every channel lands in the same pipeline with its source recorded for conversion analysis



Main Contractors
Subcontract packages



Consultants
Engineering offices



Government Tenders
Ministry announcements



Developers
Private & villa owners



Referrals
From completed sites



Opportunity
Registered in pipeline

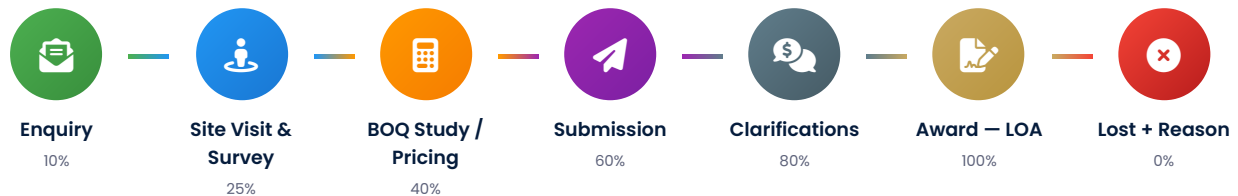


IMPLEMENTATION NOTE

Opportunity fields are configured for contracting — scope of work, client type, tender reference, submission deadline, bid-bond requirement and estimated value in KWD are captured the moment an enquiry is registered.

OPPORTUNITY PIPELINE & TENDER WORKFLOW

A pipeline shaped around how contracting work is actually won — survey, priced BOQ, a technical and commercial submission, clarifications, then award or a recorded loss.



Tender Discipline — Nothing Submitted Late, Nothing Submitted Incomplete

Deadline countdown, document checklist and bid-bond status on every tender record



Submission Deadline

Countdown & escalating reminders



Document Checklist

Tender pack completeness



Bid Bond

Value, issue & expiry tracked



Prequalification

Dossier reused per client



Custom Opportunity Fields

CONTRACTING DATA CAPTURE

Scope of Work	Structural / Finishing / Façades / Other
Client Type	Government / Main contractor / Consultant / Owner
Tender Reference	Announcement or enquiry number
Submission Deadline	Date & time, with reminder chain
Bid Bond Required	Yes / No, value in KWD, expiry
Priced BOQ Revision	Rev. history of every submitted price
Estimated Value (KWD)	Rolled up from BOQ lines



Win / Loss Reason Analysis

BID INTELLIGENCE

A reason is mandatory before an opportunity can be closed as lost. Over a few tender cycles this becomes the company's own pricing intelligence.

- **Price** — undercut by a competing contractor
- **Technical** — method statement or specification gap
- **Prequalification** — not on the approved list for that client
- **Timing** — programme clashed with committed projects
- **Client decision** — tender cancelled or postponed
- Reason analysed by scope, client type and value band

PIPELINE NOTE



Win probability is preset per stage. Management is alerted when a tender approaches its submission deadline with the pricing incomplete, or when a high-value KWD opportunity has had no activity for a defined number of days.

MARKETING & CLIENT COMMUNICATION

Reference portfolio, company profile distribution, structured follow-up and bilingual client records — the tools that keep the company in front of consultants and main contractors between tenders.



Project Reference Portfolio

PROOF OF CAPABILITY

Completed works are kept as a structured reference library — the same records that prequalification dossiers and company profiles are assembled from, instead of being rebuilt for every submission.

- Reference records by scope — structural, finishing, façades, other works
- Completion photos and site documentation attached
- Contract value band and duration recorded per reference
- Filter references to match the scope of an active tender
- Export a reference sheet straight into a submission pack



Profile & Campaign Distribution

TARGETED OUTREACH

Company profile and capability statements are sent to segmented lists — consultants, main contractors, developers — with every send logged against the contact.

- Mailing lists built from CRM segments, not spreadsheets
- Email campaigns with open and click tracking
- WhatsApp click-to-chat follow-up from the contact record
- Scheduled re-introduction campaigns to dormant clients
- Campaign response converted directly into an enquiry



Client Organisations & Contact Roles

BILINGUAL RECORDS

A main contractor or ministry is one organisation with many people. Each contact carries a role, so the right person receives the technical query and the right person receives the commercial one.

- Parent company with unlimited child contacts
- Roles: project manager, procurement, consultant engineer, accounts
- Client name and address stored in English and Arabic
- Correspondence issued in the client's preferred language
- Full history of enquiries and awards per organisation



Follow-Up & Activity Tracking

NOTHING LEFT UNANSWERED

Every call, site meeting, submitted document and clarification sits in the opportunity's own timeline — with the next action always scheduled and owned.

- Scheduled follow-up after a submission with no response
- Escalation to management on stalled high-value bids
- All emails, calls and notes centralised on the record
- Internal notes kept separate from client-facing correspondence
- Post-award courtesy follow-up feeding repeat work



Marketing Cycle — Staying on the Invitation List

Structured outreach that keeps the company in front of consultants and contractors between tenders

1

Segment

By client type & scope

2

Send Profile

Company profile & references

3

Follow Up

Email & WhatsApp, logged

4

Prequalify

Dossier submitted & tracked

5

Invited to Tender

New opportunity created



BILINGUAL OPERATION

Customer records, correspondence templates and submission cover letters are maintained in English and Arabic, so the same opportunity can be presented in whichever language the client works in.

REPORTING & ANALYTICS

Bid performance measured the way a contractor needs it — hit rate by scope, by client type and by value band, with the forward workload the pipeline implies.



Bid Hit Rate

BY SCOPE & CLIENT TYPE

How many submitted tenders convert to an award — cut by the dimensions that actually change the answer, so bidding effort goes where it wins.

- Hit rate for structural vs finishing vs façades vs other works
- Hit rate with government entities vs main contractors vs private owners
- Hit rate by contract value band in KWD
- Submitted vs awarded vs lost count per period
- Trend over time — is the win rate improving



Pipeline Value & Forecast

WEIGHTED KWD PROJECTION

Probability-weighted pipeline value tells management what workload and cash flow to expect if current bids land, and where the gaps are.

- Weighted value by stage — enquiry through award
- Committed backlog vs bids awaiting decision
- Expected award dates plotted against site capacity
- Manpower and resource demand implied by the pipeline
- Target vs actual awarded value per period



Tender & Estimation Performance

TURNAROUND & ACCURACY

Measures the estimation function itself — how quickly a priced BOQ is produced, how many revisions a bid takes, and how submitted prices compare to awards.

- Enquiry-to-submission turnaround in days
- Number of price revisions per tender before submission
- Tenders submitted on time vs missed deadlines
- Awarded price against the originally estimated cost
- Open bids per estimator and current workload



Loss & Source Analysis

WHERE WORK IS WON AND LOST

The lost reasons captured on every closed bid become a report that shows whether losses are a pricing problem, a technical one, or a prequalification gap.

- Losses split by reason: price, technical, prequalification, timing
- Value of work lost per reason in KWD
- Conversion by lead source — which channel actually pays
- Repeat-client share of awarded value
- Client organisations with the strongest award history



Key Performance Indicators — CRM Management Dashboard

Live metrics presented to management on login, refreshed from the pipeline



Pipeline Value (KWD)

Weighted across open bids



Bid Hit Rate

Submissions converted to awards



Tenders Due

Closing within the next period



Avg. Bid Turnaround

Enquiry to submission, in days



Awarded Value (KWD)

Contracts signed this period



REPORTING NOTE

Dashboards are role-based — an estimator sees their own open bids, management sees the full pipeline across all concurrent projects. Every report exports to Excel or PDF for board review.

ADDED VALUE & INTEGRATION

The CRM is the front door of the system. An awarded opportunity becomes a contract, a project structure and a cost baseline without a single figure being re-typed.



Module Integrations

AWARD TRIGGERS THE CHAIN

Marking an opportunity as awarded starts everything downstream — no separate handover meeting, no re-keying the BOQ into another system.

- **Sales:** priced BOQ becomes the contract with its payment terms
- **Projects:** project structure opened with work packages by scope
- **Purchase:** material and subcontract requirements raised from the BOQ
- **Inventory:** site material demand planned against the award
- **Accounting:** budget baseline set for project cost control



Estimate-to-Cost Continuity

ONE SET OF NUMBERS

The price submitted at tender becomes the budget the site is measured against, so cost control compares actual spend to what was actually bid.

- Submitted BOQ carried into the project as the cost baseline
- Actual material, labour and subcontract cost measured against it
- Variation orders linked back to the originating opportunity
- Margin at award compared to margin at completion
- Results feed the pricing of the next similar tender



Tender Document Management

ONE FILE PER OPPORTUNITY

Every document belonging to a bid lives on its opportunity record and stays with it after award — retrievable years later without searching shared folders.

- Tender drawings, specifications and addenda
- Priced BOQ revisions with full submission history
- Technical submission and method statements
- Bid bond, prequalification dossier and company documents
- Letter of award and the signed contract



Contracting Customisation

CONFIGURED, NOT GENERIC

DEXOR configures the CRM around how the company actually wins work in Kuwait, rather than delivering a generic sales tool that has to be worked around.

- Approval workflow before a price is submitted to a client
- Multiple scope packages priced within one tender
- Subcontractor and supplier quotes attached during pricing
- Bilingual English / Arabic correspondence and records
- Access rights separating estimation, management and site teams



CRM as the Hub — What Happens the Moment a Bid Is Awarded

One action in CRM opens the contract, the project and its cost control — no re-keying



Opportunity Awarded

LOA received, marked won in pipeline



Contract Created

Priced BOQ becomes the sales contract



Project Opened

Work packages created by scope of work



Procurement Planned

Material & subcontract needs raised



Cost Control Live

Budget baseline set, actuals tracked

DEXOR — SYSTEMS WITH SOULS



This module is configured for Al kod El Amreky's construction and contracting operation — structural works, finishing works, façades and cladding, and other engineering and construction activities. Workflows, fields and integrations are adjusted on request.

MODULE IMPLEMENTATION

SALES OVERVIEW & BOQ QUOTATIONS

A Sales module shaped around the contracting selling motion — BOQ-based quotations, awarded construction contracts, variation orders, and progress invoicing against phases and milestones in KWD.



Sales Module Overview

CONSTRUCTION & CONTRACTING SELLING MOTION

Built for a contractor that sells scope, not stock — every offer starts as a bill of quantities and ends as an awarded contract with a defined value, duration and payment mechanism.

- BOQ-structured quotations for structural, finishing & façade works
- Confirmed offer becomes a construction contract / sales order
- Variation orders priced and approved before execution
- Interim invoicing with retention and advance recovery



BOQ Quotation Structure

ITEM · UNIT · QUANTITY · RATE · AMOUNT

Quotations are built line by line from the BOQ — each item carries its own code, description, unit of measure, quantity and rate, and rolls up into a section subtotal.

- Units supported: m², m³, ton, l.m. and number (no.)
- Grouping by work section — structural, finishing, façade
- Section subtotals, preliminaries and provisional sums
- Full revision history so re-priced offers stay traceable



Customer Types

WHO AL KOD EL AMREKY SELLS TO

Each customer category has a different submission format, approval chain and payment behaviour — the module keeps those differences on the customer record itself.

- Main contractors — subcontract packages & back-to-back terms
- Consulting offices — technical submissions & certification
- Government entities — tender-driven, formal documentation
- Private owners — direct contracts and finishing packages



Contract Commercial Terms

CARRIED FROM AWARD ONWARDS

The awarded contract stores the commercial mechanics once, and Purchase, Inventory and Accounting all read from that same record — no re-keying of terms.

- Contract value (KWD) & contract duration
- Advance payment % and its recovery rule
- Retention % withheld per interim certificate
- Phase & milestone breakdown driving invoicing



Enquiry to Collection — The Contracting Sales Journey

One connected chain from received BOQ to certified and collected progress invoices



Enquiry

BOQ received



BOQ Setup

Items & sections



Rate Build-up

Cost & margin



Submission

Offer issued



Revision

Re-priced offer



Award

Contract signed



Progress

% work done



Collection

Certified & paid

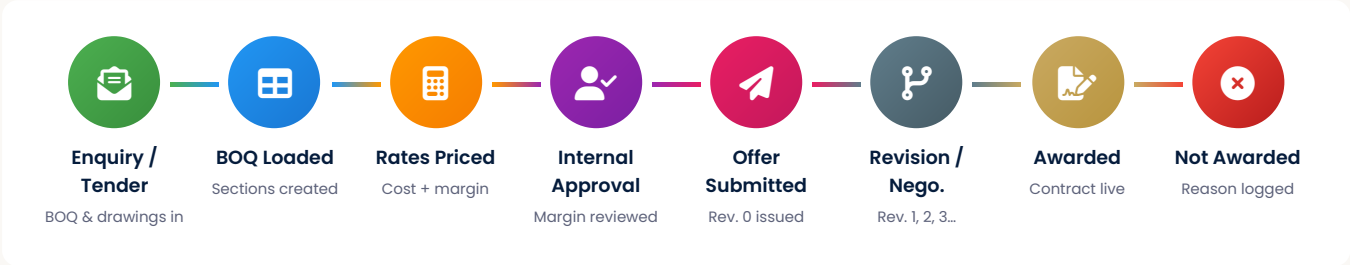
IMPLEMENTATION NOTE



Quotation and contract fields are configured for construction and contracting work — BOQ item code, work section, unit of measure, contract duration, advance payment %, retention % and milestone breakdown are all captured on the document itself, in KWD.

QUOTATION TO CONTRACT WORKFLOW

A controlled pipeline from received BOQ to awarded construction contract — every re-pricing is a numbered revision, and every award carries its commercial terms downstream.





BOQ Line Structure

EVERY QUOTATION LINE

Item Code	BOQ reference per work section
Description	Scope wording, English & Arabic
Unit	m² / m³ / ton / l.m. / no.
Quantity	As per BOQ or re-measured
Rate (KWD)	From cost build-up + margin
Amount (KWD)	Quantity × rate, auto-calculated
Work Section	Structural / Finishing / Façade



Contract Created on Award

TERMS SHARED ACROSS MODULES

Confirming the quotation converts it into a construction contract / sales order. The commercial header below is written once and referenced by Purchase, Inventory and Accounting.

Contract Value	Sum of awarded BOQ sections (KWD)
Contract Duration	Start, finish & extension of time
Advance Payment %	Recovered against progress
Retention %	Withheld on each interim invoice
Phases & Milestones	Invoicing & certification basis

VARIATIONS, INVOICING & CUSTOMERS

The four capabilities that keep a contracting sales file under control — variation orders, progress invoicing, retention and advance handling, and a properly structured customer record.



Variation Orders & Change Requests

PRICED & APPROVED BEFORE EXECUTION

A VO is never an informal instruction. It is raised as a controlled addition to the contract, priced against agreed rates, approved, and only then released for execution.

- VO number, description, originating instruction & date
- Added / omitted quantities priced at contract or new rates
- Approval step before the VO affects the contract value
- Running approved contract value = original + approved VOs
- Pending VOs shown separately so exposure stays visible



Interim / Progress Invoicing

BY PERCENTAGE OR MILESTONE

Invoices are raised against work actually executed — either as a percentage of completion per BOQ item, or against a completed phase or milestone certificate.

- Percentage-of-completion invoicing per BOQ line or section
- Phase / milestone certificate as the invoicing trigger
- Cumulative-to-date vs. this-period presentation
- Invoiced-to-date against contract value always visible
- Prevents over-invoicing beyond approved contract value



Retention & Advance Recovery

AUTOMATIC ON EVERY INTERIM

Retention and advance recovery are calculated by the system on each interim invoice from the contract terms — not re-computed by hand on a spreadsheet each month.

- Retention % withheld automatically per certificate
- Advance payment recovered pro-rata against progress
- Gross · retention · advance recovery · net payable shown
- Retention held balance tracked per project and per customer
- Retention release invoices at completion / defects liability end



Customer Management

ROLES · TERMS · LIMITS · BILINGUAL

One customer record holds the whole commercial relationship — the people to deal with, the terms agreed, the exposure allowed, and the document language expected.

- Contact roles — project manager, QS, accounts, site engineer
- Payment terms & certification cycle per customer
- Credit limit with warning before further exposure
- Bilingual English / Arabic quotation & invoice layouts
- Full history — quotations, contracts, VOs and invoices in one place



Interim Invoice Workflow — From Executed Work to Net Payable

The same five steps every month, applied consistently across every project



Measure Work

Quantities executed this period



Set % Complete

Per BOQ item, phase or milestone



Certification

Consultant / client approval logged



Deductions

Retention held, advance recovered



Invoice Issued

Net payable posted to Accounting



CONTROL NOTE

Cumulative invoiced value is checked against the approved contract value on every interim invoice, so a project cannot be over-invoiced and unapproved variation work cannot be billed by mistake.

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REPORTING & ANALYTICS

Reporting written in the language of a contractor — backlog, certification position, retention held, variation impact and award conversion, all in KWD and all drillable to source documents.



Contract Backlog

CONTRACT VALUE MINUS INVOICED

The single most important number for a contractor — how much awarded work is still to be executed and billed, by project and in total.

- Backlog by project, by customer and company-wide
- Backlog split by work section — structural, finishing, façade
- Expected release of backlog across the contract duration
- Backlog including vs. excluding pending variation orders



Invoiced · Certified · Collected

WHERE EVERY KWD IS STUCK

Three separate figures that are usually confused. Seeing them side by side exposes exactly where cash is delayed — in certification or in collection.

- Submitted but not yet certified, per project
- Certified but not yet collected — true receivable position
- Ageing of uncertified and unpaid interim invoices
- Collection performance by customer type



Retention Held by Project

CASH SITTING WITH THE CLIENT

Retention accumulates quietly and is easily forgotten. The report keeps the held balance, its release conditions and its expected release date in view.

- Retention withheld to date per project and per customer
- Advance payment balance still to be recovered
- Retention due for release at completion / defects liability end
- Retention as a percentage of total receivables



VO Impact & Award Conversion

GROWTH & WIN ANALYSIS

Two views on commercial performance — how much each project grew through variations, and how effective the estimating effort is at converting offers into awards.

- VO value as a percentage of original contract value
- Approved vs. pending variation orders per project
- Quotation-to-award conversion by customer type & work section
- Not-awarded reason analysis to sharpen future pricing



Key Performance Indicators — Sales Dashboard

Live figures management sees on login, drillable to the underlying documents



KWD

Contract Backlog

Awarded work still to be billed



KWD

Invoiced to Date

Cumulative interim invoicing



KWD

Retention Held

Withheld across all projects



%

VO Uplift

Approved VOs over contract value



%

Award Conversion

Quotations converted to contracts



REPORTING NOTE

Dashboards are role-based — estimators see their own offers, project and commercial managers see the full contract portfolio. Every report exports to Excel and PDF for submission to consultants, clients and management.

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ADDED VALUE & INTEGRATION

Sales is the contractual backbone of the system — the awarded contract it creates is the reference that Purchase, Inventory, Projects and Accounting all work against.



Module Integrations

ONE CONTRACT, ONE SOURCE OF TRUTH

Awarding a quotation opens the whole operational chain — no separate spreadsheet of contract values, phases or payment terms anywhere in the company.

- **Purchase:** Material & subcontract needs raised against contract sections
- **Inventory:** Site issues consumed against the project's BOQ items
- **Projects:** Phases & milestones opened from the contract breakdown
- **Accounting:** Interim invoices, retention & advance posted automatically
- **CRM:** Won opportunity carried straight into the priced BOQ offer



Pricing & Approval Control

NOTHING LEAVES UNREVIEWED

Rates, discounts and variation pricing sit behind defined approval rules, so commercial exposure is a decision rather than an accident.

- Approval required above configured contract value thresholds
- Margin visibility on the offer before it is submitted
- Variation orders blocked from execution until approved
- Credit-limit check before confirming a new contract
- User rights separating estimating, commercial and accounts



Document Control & Traceability

THE COMPLETE COMMERCIAL FILE

Every project keeps its full commercial history attached to the contract record — essential when a claim, a certificate or a final account is disputed months later.

- All quotation revisions retained with dates and values
- Signed contract, BOQ and agreed rate schedule stored
- Variation instructions and approvals attached per VO
- Interim certificates and progress invoices in sequence
- Audit trail of who changed a rate, quantity or term, and when



Industry Customisation

CONFIGURED FOR CONTRACTING

DEXOR configures the Sales module around how a contractor actually sells — BOQ, contract, variation and certificate — rather than a generic product-selling flow.

- Bilingual English / Arabic quotation, contract & invoice layouts
- Construction units of measure as standard — m², m³, ton, l.m., no.
- Work-section templates for structural, finishing & façade scopes
- Retention, advance and milestone rules configurable per contract
- Further workflow adjustments available on request



Sales as the Backbone — What Happens at Contract Award

A single confirmation drives procurement, site, project control and accounting



Contract Awarded

Value, duration, advance & retention fixed



Purchase Planned

Material & subcontract needs per section



Inventory Linked

Site issues booked to the project



Phases Opened

Milestones ready for certification



Progress Invoiced

Retention held, advance recovered



DEXOR — SYSTEMS WITH SOULS

This Sales module scope is prepared for Al kod El Amreky. BOQ structure, contract terms, variation handling and progress-invoicing rules are configured to the company's construction and contracting workflow, and can be adjusted on request.

MODULE IMPLEMENTATION

PROCUREMENT OVERVIEW

Procurement built for construction & contracting — every material request, RFQ, purchase order, site receipt and vendor bill is raised against a specific project and phase, so committed cost is known long before the bill arrives.



Purchase Module Overview

SITE-DRIVEN PROCUREMENT

A single controlled channel for everything the company buys — structural materials, finishing materials, façade and cladding items, consumables, plant hire and subcontract packages — all traceable back to the project that consumed them.

- Purchase request → RFQ → PO → receipt → vendor bill in one chain
- Every document carries project and phase analytic tags
- Approval matrix that escalates automatically by KWD value
- Live committed cost per project, updated at PO confirmation



Purchase Requests from Site

PER PROJECT & PHASE

Site engineers and storekeepers raise material requests against the project and the phase being executed, stating the quantity needed and the date it must be on site — no more informal WhatsApp requests.

- Request source: site engineer or central / site store
- Mandatory project, phase and required-on-site date
- Store checks free stock before buying anything new
- Requester notified at every approval step



Procurement Categories

STRUCTURED SPEND

Spend is grouped into categories that mirror the way construction work is actually executed, so cost analysis and vendor evaluation are meaningful rather than generic.

- Structural materials — steel, concrete, formwork, blockwork
- Finishing materials — tiling, gypsum, paint, joinery, MEP fixtures
- Façade & cladding items — panels, glazing, fixing systems
- Consumables, safety items, plant & equipment hire
- Subcontract packages priced as work orders



Project-Based Purchasing

COMMITTED COST VISIBILITY

Because the project and phase travel with the document from request to bill, management sees what a project has already committed — not only what it has already been invoiced for.

- Committed cost = confirmed POs not yet billed
- Actual cost = received and billed quantities
- Both feed budget-versus-actual in Accounting
- Cost per phase compared against the estimate / BOQ



Procure-to-Pay at a Glance — Site Need to Vendor Payment

Eight controlled steps, each one stamped with the project and phase



Site Need
Phase material



Request
PR raised



Approval
By value



RFQ
Multi-vendor



Compare
Award logged



PO Issued
Schedule set



Receipt
GRN at site



Bill
3-way matched



IMPLEMENTATION NOTE

Purchase documents are configured with the fields a contractor actually needs — project, phase, required-on-site date, delivery location (site or central store), and KWD value — so nothing can be bought without an owner and a cost centre.

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PROCUREMENT WORKFLOW & APPROVALS

One request can be sent to several vendors, compared side by side, awarded with the decision recorded, and turned into a purchase order with a delivery schedule the site can rely on.





Approval Matrix by Value

ESCALATION RULES IN KWD

Thresholds are configured to the company's own delegation of authority – the request routes itself, and nobody can approve above their limit.

Request Value Band	Approver Level
Low value / routine consumables	Project Engineer
Standard project material	Project Manager
Above departmental limit	Procurement Manager
Major package / subcontract	General Management
Outside project budget	Blocked – budget review first



Vendor Comparison Grid

SIDE-BY-SIDE AWARD DECISION

All quotations against one request are shown on a single screen, so the award is made on total landed cost and delivery – not on unit price alone.

Unit Price (KWD)	Per vendor, per item line
Total Quotation	Lowest total highlighted
Lead Time	Days to site vs required date
Payment Terms	Cash / credit days offered
Delivery to Site	Included / charged / collect
Award Decision	Winner, reason & approver logged

ORDERS, RECEIPTS & SUBCONTRACTORS

From issuing the order to receiving material on site, matching the vendor bill, and running subcontract packages with retention — the operational core of the module.



Purchase Orders & Delivery

SCHEDULED TO SITE OR STORE

Each order states where and when the material must arrive — the project site or the central store — so deliveries follow the construction programme instead of arriving too early and cluttering the site.

- Scheduled delivery dates per PO line, phased over the works
- Delivery address = project site or central store
- Partial deliveries tracked line by line until complete
- Returns and rejected material recorded against the vendor
- PO amendments controlled — revision history and re-approval



Goods Receipt & 3-Way Match

PO VS RECEIPT VS BILL

The storekeeper or site receiver records what actually arrived. When the vendor bill is entered, the system compares it against the order and the receipt and flags any difference before payment is released.

- GRN raised at the site or store that received the goods
- Quantity variance — billed more than received is blocked
- Price variance — billed above the agreed PO rate is flagged
- Short deliveries stay open on the PO until settled
- Delivery note and invoice copy attached to the record



Subcontractor Procurement

WORK ORDERS & RETENTION

Subcontract packages are procured the same disciplined way as material — quoted, compared, awarded and issued as a work order, then paid against certified progress with retention held.

- Work orders for structural, finishing and façade packages
- Scope, rates and package value fixed on award
- Progress-based certification — bill only what is certified
- Retention percentage withheld on every subcontractor bill
- Retention release tracked to the agreed milestone



Vendor Management

APPROVED LIST & EVALUATION

Suppliers and subcontractors are held on an approved vendor list with their full trading history, so the next award is based on evidence rather than on who answered the phone first.

- Approved vendor list per material category and trade
- Price history per item — see how a rate moved over time
- Delivery reliability — promised date vs actual date on site
- Quality and rejection rate recorded from GRN inspections
- Commercial data: payment terms, credit limit, documents on file

THE THREE-WAY MATCH — NO BILL IS PAID WITHOUT THESE THREE AGREEING



Purchase Order

What was agreed — quantity, rate and terms approved before ordering



Goods Receipt

What actually arrived — counted and inspected at site or store



Vendor Bill

What is being claimed — matched and released only when it agrees



SITE NOTE

Receipts can be confirmed from a phone or tablet at the gate, with a photo of the delivery note attached — the store record and the project cost update the moment the truck is unloaded.

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REPORTING & ANALYTICS

Procurement reporting written for a contractor — committed cost per project and phase, vendor price movement, delivery performance against the programme, and every match exception waiting to be cleared.



Committed Cost per Project

BEFORE THE BILL ARRIVES

The single most valuable procurement report for a contractor: what each project has already committed through confirmed orders, alongside what has been received and what has been billed.

- Committed vs received vs billed, in KWD per project
- Drill down from project to phase to individual PO line
- Open commitments — ordered but not yet delivered
- Feeds budget-versus-actual directly in Accounting
- Early warning when a phase is trending over its estimate



Vendor Spend & Price Trends

NEGOTIATE FROM EVIDENCE

Know exactly how much is spent with each vendor and how the rate for each material has moved — the basis for annual rate agreements and for challenging an unjustified increase.

- Total spend by vendor, by category and by period
- Price history per item across orders and projects
- Purchase concentration — dependence on a single supplier
- Savings achieved: lowest quotation vs awarded value
- Subcontract package spend by trade



Delivery & Lead-Time Report

MATERIAL VS PROGRAMME

Late material is late work. This report shows which vendors keep their promised dates and which requests are at risk of missing the required-on-site date.

- On-time delivery rate per vendor
- Average lead time by material category
- Overdue POs against the required-on-site date
- Requests still unconverted to an order — ageing list
- Rejection and return rate per vendor at receipt



Exceptions & Control Report

WHAT NEEDS ATTENTION TODAY

A working list rather than a statistic — everything blocked, pending or out of tolerance, so procurement and finance clear issues before they delay a payment or a pour.

- Bills held on quantity or price mismatch
- Goods received but not yet billed (accrual list)
- Requests waiting for approval, by approver
- PO amendments made after issue — with reasons
- Subcontractor retention held and due for release



Key Procurement Indicators — Management Dashboard

Live figures visible to management and to each project team on login



KWD

Committed Cost

Open orders per project



Days

Request to PO

Average cycle time



%

On-Time Delivery

Promised vs actual on site



%

Clean Match Rate

Bills passing three-way match



KWD

Retention Held

On subcontractor bills



REPORTING NOTE

All procurement reports are role-based — a project manager sees the commitments of their own projects, while management sees the consolidated position across every project. Every report exports to Excel and PDF.

ADDED VALUE & INTEGRATION

Procurement is not a standalone department — it sits between the project that needs the material, the store that holds it and the accounts that pay for it, and the module connects all three.



Module Integrations

CONNECTED ERP ECOSYSTEM

A confirmed purchase order does not stop at procurement — it updates the project cost, the expected stock and the payables position at the same moment, with no re-entry anywhere.

- **Projects:** Committed cost posted to the project and phase
- **Inventory:** Incoming stock expected at site or central store
- **Accounting:** Vendor bill, payables ageing and budget-vs-actual
- **Sales / Estimation:** Awarded rates feed the next BOQ pricing
- **HR:** Approvers and requesters tied to their real positions



Procurement from the Site

MOBILE & STORE READY

The people who actually need the material are the ones who raise and receive it — from the site office, the store or a phone, without paper requisition books travelling to head office.

- Raise a material request from the site in a few taps
- Approve or reject from a phone — no waiting for the office
- Confirm receipts at the gate with a delivery-note photo
- Check what is already in store before requesting a purchase
- Track where an order stands without calling procurement



Procurement Document File

AUDIT-READY PER ORDER

Every purchase carries its own complete file, so a cost audit, a client query or a dispute with a vendor is answered from one screen instead of from a filing cabinet.

- Vendor quotations received against the request
- Comparison sheet and the recorded award decision
- Signed purchase order and any approved amendment
- Delivery notes, GRNs and inspection / rejection records
- Vendor invoice, match result and payment reference



Contracting Customisation

BUILT AROUND SITE REALITY

DEXOR configures procurement around how construction and contracting work is actually executed — phases, subcontract packages, retention and site deliveries — not around a generic buying process.

- Project and phase analytic structure defined with your team
- Approval thresholds set to your delegation of authority
- Subcontract work orders with retention and certification rules
- Arabic and English printed purchase orders and RFQs
- Vendor evaluation criteria weighted the way you buy



One Confirmed Order — What Happens Across the System

A single procurement action updates project cost, stock and finance at the same instant



PO Confirmed

Vendor awarded, order issued



Project Cost

Committed value posted to the phase



Stock Expected

Incoming quantity at site or store



GRN Recorded

Actual cost replaces the commitment



Bill Matched

Payables and budget-vs-actual updated



DEXOR — SYSTEMS WITH SOULS

This module is configured for Al kod El Amreky's construction and contracting operations. Approval thresholds, procurement categories, subcontract packages and vendor evaluation criteria are all adjusted to your way of working during implementation.

MODULE IMPLEMENTATION

INVENTORY OVERVIEW & STORE STRUCTURE

A construction-grade inventory system for a central store and every active site store — where each receipt, transfer and site issue is recorded so material consumption is charged to the right project and the right phase.



Inventory Module Overview

BUILT FOR CONTRACTING OPERATIONS

Material control designed for a contractor executing structural, finishing, façade and cladding works — where stock lives in more than one place and moves every day between the central store and the sites.

- Every receipt, transfer and issue recorded on a document
- Real stock balance per location, at any date
- Material cost charged to the project the moment it is issued
- Linked to Purchase, Projects and Accounting modules



Multi-Location Structure

CENTRAL STORE + SITE STORES

The central store and each active site store are independent stock locations, each with its own balance — so nobody has to guess what is actually sitting on a site.

- One stock location per active site, opened and closed with the site
- Sub-locations inside a store (yard, covered store, scrap area)
- Controlled internal transfers on a transfer document
- Issue confirmation at source, receipt confirmation at destination



Construction Material Master

CODED, CATEGORISED, MEASURABLE

A material catalogue structured around the trades actually executed — with unit-of-measure conversion so the same item can be purchased, stored and issued in different units.

- Reinforcement steel, cement, blocks and ready-mix concrete
- Finishing materials, façade and cladding items
- Consumables, formwork accessories and small tools
- UoM conversion — ton/kg, m³, m², l.m., bag, no.



Consumption by Project & Phase

COST AT THE MOMENT OF ISSUE

A site issue slip consumes stock against a specific project and phase — so material cost lands on the project when the material is issued, not weeks later when the vendor invoice arrives.

- Project and phase are mandatory on every issue slip
- Issue valued automatically at stock cost in KWD
- Site engineer signs the slip — full accountability
- Unused material returned to store reverses the project cost



Material Journey — From Purchase Order to Project Cost

Every step is a document, and every document leaves a stock movement behind it



1. PO Issued

Approved purchase



2. Receipt

Store or site



3. Inspection

Accept or reject



4. Central Store

Stock on hand



5. Transfer

Issue + receipt



6. Site Store

Own balance



7. Site Issue

Project + phase



8. Project Cost

Posted in KWD

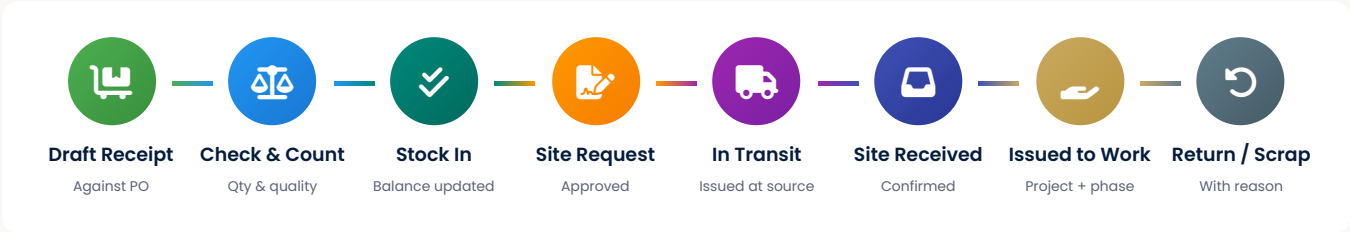


IMPLEMENTATION NOTE

Store structure is configured with Al kod El Amreky's storekeepers — the central store, a location for every active site, and the transfer rules between them are all defined before go-live.

MATERIAL MOVEMENT WORKFLOW

Inbound, internal and outbound movements each follow a controlled document flow – with confirmation at both ends of every transfer so stock can never disappear between the store and the site.





Inbound — Goods Receipt

AGAINST PURCHASE ORDER

Material is received against the purchase order — at the central store or delivered straight to the site — and what is written on the receipt is what enters the balance.

Receipt Point	Central store or direct to site store
Partial Receipt	PO stays open for the balance quantity
Rejection	Quantity short or quality not accepted
Return to Vendor	Return document raised, stock reversed
Attachments	Delivery note, weighbridge slip, test result



Controlled Internal Transfers

TWO-STEP CONFIRMATION

Store-to-site and site-to-site movements run on a transfer document with confirmation at both ends — the material sits in transit until the receiving store confirms it.

- Transfer request raised by the site, approved before issue
- Issue confirmation at the source store — stock leaves the balance
- Receipt confirmation at the destination — stock enters the balance
- Difference between issued and received is flagged, not hidden
- In-transit quantity visible to management at all times
- Driver, vehicle and transfer date recorded on the document

STORE OPERATIONS & STOCK CONTROL

Deliveries, returns and scrap on one side — reorder levels, valuation and physical counting on the other.
Together they keep the recorded balance equal to the balance on the ground.



Deliveries, Returns & Scrap

EVERYTHING LEAVING THE STORE

Every outbound movement is documented — a delivery note when material goes out, a return note when it comes back, and a scrap record when it is lost or damaged.

- Delivery notes printed and signed at handover
- Material returns from site back to the central store
- Return reverses the project cost automatically
- Scrap and wastage recorded with a mandatory reason
- Damaged, expired, over-cut, site loss — each reason separated



Units of Measure & Lot Tracking

MEASURED THE WAY SITE MEASURES

Materials are bought in one unit and consumed in another — the system converts between them, so nobody has to do the arithmetic by hand on a delivery note.

Reinforcement Steel	ton ↔ kg, by diameter
Cement & Blocks	bag, no., pallet
Concrete & Aggregate	m³ (cubic metre)
Cladding & Finishing	m², sheet, l.m.
Lot / Batch Tracking	Where it matters — steel heat no., mix batch



Reorder Rules & Valuation

NEVER STOP THE WORK

Minimum and maximum levels per material per location trigger a replenishment request before the site runs out — and every movement is valued so stock is a real number in KWD.

- Min / max levels set per item and per store
- Automatic purchase request when the level is breached
- Lead-time aware — orders raised early enough to arrive
- Stock valuation kept current on every receipt and issue
- Stock value in KWD reconciled with the general ledger



Physical Count & Adjustment

APPROVAL BEFORE ANY CORRECTION

Counting sheets are generated per location, counted quantities entered, and differences shown against the system balance — no adjustment is posted without approval.

- Count sheets per store, per category or per full location
- Variance report — counted vs system, quantity and KWD value
- Adjustment requires approval before it hits the balance
- Full audit trail — who counted, who approved, when
- Stock on hand by location retrievable at any past date



Site Issue Slip — How Material Becomes Project Cost

Five controlled steps between the site store and the project cost sheet



1. Requested

Foreman states quantity & work item



2. Approved

Site engineer authorises the issue



3. Coded

Project and phase selected on the slip



4. Stock Out

Site store balance reduced instantly



5. Cost Posted

Value in KWD lands on the project



STORE FLOOR NOTE

Storekeepers can confirm receipts, transfers and issues from a phone or tablet in the store itself — the record is created where the material actually moves, not afterwards from memory.

REPORTING & ANALYTICS

Reports written for a contractor's questions — what is the stock worth, where is it, which project consumed it, and how much of it was wasted.



Stock Value by Location

CENTRAL STORE VS EACH SITE

One screen showing how much stock value in KWD is sitting in the central store and how much is parked on each active site.

- Value and quantity per location, per category
- Stock on hand at any chosen past date
- Comparison between site stores side by side
- Drill-down from a total straight to the movement lines
- Export to Excel for the monthly closing file



Consumption per Project & Phase

WHERE THE MATERIAL WENT

Consumption broken down by project, then by phase — structural, finishing, façade and cladding — so material cost can be compared against the budgeted quantity.

- Material consumed per project in quantity and KWD
- Split by phase and by material category
- Actual consumption vs planned quantity per work item
- Consumption trend per month across the project life
- Top consuming materials on each project



Material Movement History

FULL TRACEABILITY

The complete life of any material — every receipt, transfer, issue, return and adjustment, with the document, the user and the date behind each line.

- Item card — all movements of one material in one list
- Filter by location, project, phase, date or document type
- Trace a lot / batch from vendor receipt to the work item
- Who issued, who approved, who received — on every line
- Answers a site dispute in seconds, not in a search of files



Slow-Moving, Excess & Wastage

MONEY SITTING STILL

Material bought and never used is cash standing on a site. These reports surface it early enough to move it to another project instead of writing it off.

- Items with no movement over a chosen period, per location
- Excess material remaining after a phase is closed
- Wastage rate per project and per material category
- Scrap analysed by reason — damage, over-cut, site loss
- Ageing of stock by location, oldest balances first



Key Performance Indicators — Inventory Dashboard

Live figures on the management screen at login, refreshed with every movement



KWD

Total Stock Value

Central store plus all sites



KWD

Consumed This Month

Issued to projects and phases



%

Wastage Rate

Scrap against total consumption



Days

Stock Ageing

Average age of the balance held



%

Count Accuracy

Counted against system balance



REPORTING NOTE

Reports are role-based — a storekeeper sees his own location, a site engineer sees his project, management sees every store and every project. All reports export to Excel and PDF.

Inventory — Page

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ADDED VALUE & INTEGRATION

Inventory is not a separate ledger kept by the storekeeper — it is the point where purchasing, project cost and accounting meet, and every movement updates all three at once.



Module Integrations

ONE ENTRY, EVERY LEDGER UPDATED

A single confirmed movement feeds purchasing, project costing and the general ledger — no re-keying of the same delivery note into three registers.

- **Purchase:** Receipt matched to the purchase order and vendor bill
- **Projects:** Site issue posts material cost to project and phase
- **Accounting:** Stock value and consumption journals posted in KWD
- **Sales / Contracts:** Consumed quantity compared to the BOQ
- **Reorder:** Low stock raises a purchase request automatically



Store Floor & Mobile Use

RECORDED WHERE IT HAPPENS

Storekeepers on site work from a phone or tablet — receipts, transfers, issues and counts are all confirmed in the store, at the moment the material moves.

- Barcode or item-code lookup for fast picking
- Photo of the delivery note attached to the receipt
- Printed transfer and issue slips signed on the spot
- Counting sheets entered directly on the device
- Arabic and English interface for the store team



Control & Accountability

RIGHTS, APPROVALS, AUDIT TRAIL

Each storekeeper works inside his own location, approvals are required where value is at risk, and every posted document keeps its author permanently.

- User rights limited to the store the user is responsible for
- Approval required for adjustments, scrap and returns
- Value thresholds that escalate an issue to management
- Posted documents cannot be silently edited or deleted
- Complete audit log for internal and external audit



Contracting Customisation

CONFIGURED FOR THIS BUSINESS

DEXOR configures the module around the way Al kod El Amreky actually runs its stores and its sites — not around a generic retail warehouse model.

- Site store opened, transferred and closed with the project
- Issue slips carrying the phase and work-item structure
- Material categories aligned to structural, finishing and façade works
- Printed documents in Arabic and English
- Further reports and approval rules added on request



Inventory as the Link — What One Site Issue Triggers

A single confirmed slip updates stock, project cost, accounts and replenishment together



Site Issue

Slip confirmed at the site store



Stock Updated

Location balance reduced instantly



Project Costed

Value charged to project and phase



Journal Posted

Consumption entry booked in KWD



Replenishment

Reorder level checked, request raised



DEXOR — SYSTEMS WITH SOULS

This module is presented for Al kod El Amreky — Construction & Contracting. Store structure, transfer rules, issue documents and reports are configured to the company's own way of working.

Inventory — Page

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MODULE IMPLEMENTATION

ACCOUNTING & FINANCE OVERVIEW

A complete accounting cycle built for a Kuwait contracting business — receivables, payables, general ledger and financial reporting, all anchored to project-level cost control in KWD.



Accounting Module Overview

CONTRACTING-GRADE FINANCIAL CORE

One financial system covering the full cycle — from a purchase commitment on site to the audited profit of a completed contract — with KWD as the base currency.

- Chart of accounts structured for a contracting business
- Journals, journal entries and a live general ledger
- Trial balance, period closing and period locking
- Multi-currency handling with KWD as the base currency



Accounts Receivable

CUSTOMER BILLING & COLLECTIONS

Contracting revenue is billed in stages — the system handles progress billing, retention and advance recovery instead of forcing a single flat invoice.

- Interim / progress invoices against certified work
- Retention receivable held and released on certificate
- Advance payments recovered against progress billing
- Receipts, collections and receivable ageing per project



Accounts Payable

SUPPLIERS & SUBCONTRACTORS

Every supplier and subcontractor bill is matched before it is paid, so material and subcontract cost enters the books only once and against the right project.

- Three-way match: purchase order, receipt and vendor bill
- Subcontractor bills with retention payable withheld
- Payment runs, cheques and bank transfers in KWD
- Payable ageing, supplier statements and reconciliation



Project Cost Control

BUDGET VS COMMITTED VS ACTUAL

Each project and each phase is an analytic cost object. Every cost posted anywhere in the system lands on that cost object automatically.

- Material consumption captured from Inventory issues
- Purchase and subcontract cost captured from Purchase
- Labour cost allocated from HR timesheets
- Budget vs committed vs actual cost, live at any moment



The Six Pillars of the Finance Function

What the module delivers on day one of go-live



Chart of Accounts

Built for contracting



General Ledger

Journals & entries



Receivables

Progress & retention



Payables

Vendors & subcontracts



Cost Control

Analytic per project



Reporting

P&L, BS, cash flow

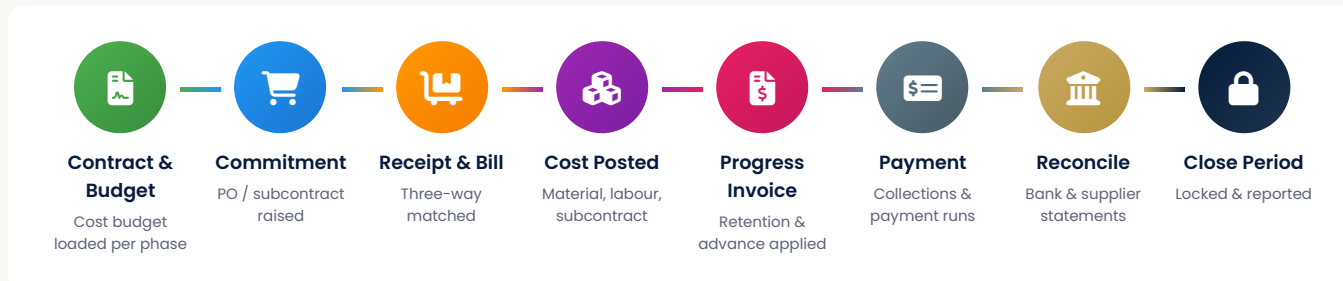
IMPLEMENTATION NOTE



The chart of accounts is designed around contracting activity — work-in-progress, retention receivable and payable, subcontract cost and project overhead are separate account groups, so project reporting works without manual re-mapping.

THE ACCOUNTING CYCLE

From contract award to closed period — each step is a system transaction, posted once, carrying its project reference all the way through to the financial statements.



Two Streams, One Ledger

The receivable stream and the payable stream meet in the same project cost object

↓ RECEIVABLE STREAM

Work certified → progress invoice raised → retention withheld → advance recovered → receipt collected → customer ageing updated

↑ PAYABLE STREAM

PO or subcontract issued → goods / work received → bill matched → retention payable withheld → payment run executed → supplier statement reconciled



Journals & General Ledger

STRUCTURED POSTING

Sales Journal	Progress & final customer invoices
Purchase Journal	Vendor & subcontractor bills
Bank & Cash Journals	Receipts, payments, petty cash
Inventory Journal	Material issued to site
Payroll Journal	Labour cost allocated to projects
Miscellaneous	Accruals, depreciation, adjustments



Controls & Period Closing

AUDIT-READY DISCIPLINE

Approval rules, sequencing and period locks keep the ledger clean — figures cannot be quietly changed after a period is reported.

- Approval workflow on bills and payments above a set value
- Sequential, gap-free numbering on all posted entries
- Monthly period lock — no backdated postings
- Accruals and prepayments handled at period end
- Full audit trail: who posted, changed or approved what
- Role-based access separating entry from approval



CYCLE NOTE

Every document in the cycle carries the project and phase reference. That single discipline is what makes project profitability reporting possible without any month-end spreadsheet work.

PROJECT COST CONTROL

The core capability of this module for a contractor — every project and phase is a cost object, collecting material, purchase, subcontract, labour and overhead cost as it is incurred.



Analytic Cost Objects

PROJECT & PHASE LEVEL

Analytic accounting sits beside the general ledger. Every project is a cost object, split into phases so a cost can be traced to the exact scope that consumed it.

- Project → phase → cost element hierarchy
- Cost element split: material, labour, subcontract, equipment, overhead
- Work type tagging — structural, finishing, façade / cladding
- Mandatory project reference on cost postings
- Allocated overhead distributed on a defined rule



Cost Capture from Operations

NO RE-ENTRY, NO SPREADSHEETS

Cost is not typed into accounting a second time — it flows automatically from the operational document that created it.

- **Inventory:** material issued to site valued and posted
- **Purchase:** direct-to-site purchases and subcontract cost
- **HR:** timesheet hours costed at employee rate
- **Equipment:** plant usage and depreciation charged to the project
- **Expenses:** site petty cash and staff claims per project



Budget vs Committed vs Actual

OVERRUN DETECTED EARLY

A committed cost is visible the moment a purchase order or subcontract is issued — long before the bill arrives. Overruns surface while they can still be managed.

- Cost budget loaded per phase and per cost element
- Committed cost from open POs and subcontract orders
- Actual cost from posted bills, issues and timesheets
- Remaining budget and forecast cost-to-complete
- Early warning alert when a phase exceeds its budget



Project Profitability

MARGIN PER PROJECT & WORK TYPE

Contract value plus approved variations, set against total incurred cost — the real margin of each contract, not an estimate prepared after handover.

- Contract value and approved variation orders tracked together
- Margin per project in KWD and as a percentage
- Margin by work type: structural, finishing, façade / cladding
- Work-in-progress and cost-to-complete visibility
- Comparison of estimated margin at tender vs realised margin



Where Project Cost Comes From

Five operational sources feeding one project cost object



Material

Consumption from Inventory



Subcontract

Certified subcontractor work



Labour

Costed HR timesheets



Equipment

Plant usage & depreciation



Overhead

Allocated on a defined rule



COST CONTROL NOTE

Because commitments are captured at order stage, management sees the cost of a decision before the invoice arrives — the difference between reacting to an overrun and preventing one.

FINANCIAL REPORTING & ANALYTICS

Statutory-ready statements at company level and management reporting at project level — produced from the same posted data, in KWD, with bilingual English / Arabic layouts.



Financial Statements

COMPANY LEVEL, ANY PERIOD

Core statements are generated on demand and drill down from a total to the originating document in a few clicks.

- Profit and loss, comparative across periods
- Balance sheet with drill-down to entry level
- Cash flow statement and cash position
- Trial balance and general ledger detail
- Kuwait statutory-ready presentation, bilingual EN / AR



Per-Project Profit & Loss

MANAGEMENT REPORTING

The report management actually runs weekly — revenue certified against cost incurred, project by project and phase by phase.

- Certified revenue vs incurred cost per project
- Margin by phase and by work type
- Budget vs committed vs actual variance report
- Work-in-progress and cost-to-complete schedule
- Portfolio view ranking projects by margin contribution



Cash, Banking & Ageing

LIQUIDITY VISIBILITY

Cash is the constraint in contracting. Ageing and forecast reports show what is due in and what is due out, week by week.

- Receivable ageing by customer and by project
- Payable ageing by supplier and subcontractor
- Retention schedule — held, due and released
- Bank reconciliation against statement lines
- Short-term cash forecast from open invoices and bills



Fixed Assets & Compliance

EQUIPMENT & STATUTORY FILES

Plant and equipment are tracked as registered assets, depreciated automatically and charged to the projects that used them.

- Fixed asset register with acquisition and disposal history
- Automated depreciation schedules and postings
- Equipment depreciation charged to project cost
- Bilingual English / Arabic statement layouts
- Audit-ready export packs for external auditors



Key Performance Indicators — Finance Dashboard

Live figures visible to management on login, all values in KWD



KWD

Outstanding Receivable

Invoiced and not yet collected



KWD

Retention Held

Receivable and payable retention



%

Gross Margin

Across active contracts



KWD

Committed Cost

Ordered but not yet billed



Days

Collection Cycle

Invoice date to cash received



REPORTING NOTE

Dashboards are role-based — a project engineer sees only their own project cost, finance sees the full ledger, and management sees the consolidated portfolio. Every report exports to Excel and PDF.

ADDED VALUE & INTEGRATION

Accounting is the settlement layer of the whole system — every operational module posts into it, and it returns the financial truth about each project back to the people running the work.



Module Integrations

CONNECTED ECOSYSTEM

No re-keying between departments — an operational action creates its accounting entry automatically, tagged with the project it belongs to.

- **Sales:** contract and variation values flow into billing
- **Purchase:** vendor bills matched to PO and receipt
- **Inventory:** material issues valued into project cost
- **Projects:** phases become analytic cost objects
- **HR:** payroll and timesheets costed to projects



Governance & Control

APPROVALS & AUDIT TRAIL

Financial authority is defined in the system rather than by habit, which protects cash and produces a clean file for the external auditor.

- Approval limits by role and by document value
- Segregation of duties between entry, approval and payment
- Complete audit trail on every posted document
- Attachment of supporting documents to each entry
- Locked periods preventing retroactive changes



Bilingual & Kuwait Localisation

ENGLISH / ARABIC, KWD BASE

Documents and statements print in English or Arabic from the same record, with KWD as the base currency and foreign-currency purchases revalued automatically.

- Bilingual invoice, statement and report layouts
- Arabic right-to-left presentation supported
- KWD base currency with three-decimal precision
- Foreign currency purchases with exchange difference handling
- Statutory-ready reporting formats for Kuwait filing



Business Impact

WHAT CHANGES AFTER GO-LIVE

The module replaces month-end reconstruction with continuous visibility — the financial position of every contract is known at any moment, not weeks later.

- Faster monthly close with far less manual reconciliation
- Cost overruns identified during execution, not after handover
- Collections improved by structured ageing follow-up
- Retention never forgotten — tracked until released
- Tender pricing informed by actual cost history per work type



Accounting as the Settlement Layer

Every operational module posts in — project profitability comes back out



Sales

Contract & variations



Purchase

Bills & subcontracts



Inventory

Material consumed



HR

Labour & payroll



Projects

Phases as cost objects



Profitability

Margin per project

DEXOR — SYSTEMS WITH SOULS



This module is configured for Al kod El Amreky's construction and contracting operations — structural, finishing and façade works. Account structure, approval limits and report layouts are adjusted to the company's own practice during implementation.

Accounting — Page

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MODULE IMPLEMENTATION

HR OVERVIEW & WORKFORCE STRUCTURE

A single HR system covering the whole workforce — office staff, engineers and supervisors alongside site labour spread across active projects — with residency and document control, site attendance, Kuwait-practice payroll, and labour cost pushed onto the right project.



HR Module Overview

OFFICE & SITE WORKFORCE IN ONE SYSTEM

HR built for a contracting company — where head-office staff work fixed hours and site teams work shifts, overtime and public-holiday cover across several live projects at once.

- One employee record for office, engineering and site labour
- Residency, permit & certificate expiry controlled centrally
- Attendance, leave, payroll and timesheets in one flow
- Labour cost allocated to the project that consumed it



Employee Master File

COMPLETE PERSONNEL RECORD

Every employee — from project manager to steel fixer — carries one master record holding personal data, job details, assignment and full document file.

- Department, job position and reporting manager
- Assigned project or site, and current work location
- Contract type, joining date, salary structure link
- Trade / skill classification for site allocation



Documents & Residency

EXPIRY ALERTS BEFORE RENEWAL FALLS DUE

The document file sits on the employee record with scanned copies and validity dates — the system raises the alert well before anything expires.

- Civil ID, passport, residency and work permit tracked
- Automatic reminder to HR ahead of each expiry date
- Renewal status followed until the new document is filed
- Expiry dashboard grouped by project and department



Workforce Structure

HEAD OFFICE TO SITE GANG

Departments and job positions reflect how the company actually works — engineering, execution, procurement, finance and administration, plus the site hierarchy.

- Office staff, engineers and technical office roles
- Site supervisors and foremen per project
- Skilled trades and general labour by gang
- Organisation chart generated from reporting lines



HR Scope — Everything the Module Covers

Eight connected areas, one workforce database, no parallel spreadsheets



Employees

Master file



Documents

Expiry alerts



Attendance

Site & office



Leave

Balances



Payroll

KWD payslips



Timesheets

Per project



Certificates

Safety & trade



Self-Service

Mobile portal



IMPLEMENTATION NOTE

Employee fields are configured for construction & contracting — trade classification, assigned project or site, shift pattern, site allowances and the full residency document file are all captured on one screen.

EMPLOYEE LIFECYCLE WORKFLOW

One controlled path from recruitment to final settlement — every stage recorded on the employee file, so history, approvals and entitlements are never reconstructed from memory.



Recruitment
Manpower request



Onboarding
Documents filed



Contract
Probation set



Site Posting
Project assigned



Transfer
Site to site



Promotion
Grade change



Discipline
Warnings logged



Settlement
End of service



Employee Record & Document File

WHAT IS CAPTURED PER PERSON

Category	Office / Engineer / Supervisor / Labour
Department	Engineering / Execution / Admin / Finance
Job Position	Position, grade and reporting manager
Assigned Site	Current project / site of deployment
Civil ID	Number, scan and expiry date
Passport	Number, scan and expiry date
Residency	Validity tracked with renewal alert
Work Permit	Validity tracked with renewal alert



Resignation & End of Service

SETTLEMENT UNDER KUWAIT LABOUR PRACTICE

Exit is a controlled workflow, not an email. Notice, clearance, entitlements and indemnity are calculated on the system and approved before payment.

- Resignation or termination recorded with reason and notice period
- Site clearance — tools, PPE, accommodation and site pass returned
- Leave balance settled or encashed as per company policy
- Indemnity computed from service period and last salary, per the configured Kuwait labour practice rules
- Outstanding advances and deductions netted off the settlement
- Final settlement approved, then posted to Accounting for payment



LIFECYCLE NOTE

Probation end dates, contract renewals and transfers between sites all raise a task to the responsible manager in advance — nothing depends on someone remembering the date.

HR — Page

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ATTENDANCE, PAYROLL & TIMESHEETS

The working core of the module — hours captured on site and in the office, converted into leave balances, KWD payslips, a bank transfer file and project labour cost, all from the same data.



Attendance & Shift Patterns

SITE AND OFFICE CAPTURE

Attendance is captured where the work happens — at the site gate for labour gangs and at the office for staff — then matched against the shift pattern assigned to each employee.

- Check-in / check-out per employee, per day, per site
- Shift patterns for site work and standard office hours
- Overtime rules applied automatically to site hours
- Public holidays and rest days handled by calendar
- Supervisor confirms the gang sheet before it is closed



Leave, Absence & Approvals

BALANCES UNDER CONTROL

Leave types are configured to company policy, each with its own accrual and approval route — so a request never bypasses the site manager or leaves the balance untouched.

- Annual, sick, emergency and unpaid leave types
- Request → manager approval → HR confirmation workflow
- Running balance and accrual shown on the employee file
- Absence recorded and reflected in payroll deductions
- Leave calendar per project so sites are never left short



Payroll & Payslips

MONTHLY RUN IN KWD

Salary structures carry the allowances the business actually pays, and the monthly run pulls attendance, overtime, leave and deductions straight into the payslip.

- Basic plus site, transport and housing allowances
- Overtime, deductions, advances and loan instalments
- Monthly payroll run with review before confirmation
- Payslip generated per employee, printable or emailed
- Bank transfer file produced for salary payment
- Payroll journal posted straight into Accounting



Timesheets by Project

LABOUR COST ON THE RIGHT JOB

Hours are booked against a project and a phase — structural, finishing, façade or cladding — so labour lands on the cost sheet of the job that consumed it, not in a general overhead pool.

- Hours booked per project and per work phase
- Labour cost allocated to the project cost sheet
- Appears in budget versus actual with material and subcontract
- Supervisor entry from site, weekly approval by the manager
- Split of one employee's week across several projects



Certificates, Training & Site Safety Compliance

Nobody works on site with a lapsed certificate — validity is checked by the system, not by the foreman's memory



Trade Skills

Skill level recorded per worker



Operator Licences

Equipment operators with validity



Safety Certificates

Required before site access



Training Records

Sessions attended and results



Expiry Alerts

Raised before the date passes



PAYROLL & TIMESHEET NOTE

Attendance, overtime and timesheets feed the same monthly run — the payroll journal reaches Accounting and the labour cost reaches the project cost sheet from one confirmed set of hours.

REPORTING & ANALYTICS

HR reporting written for a contractor — manpower by project, overtime by site, labour cost against budget, and a compliance view that shows which documents and certificates expire next.



Manpower Distribution

WHO IS WHERE, RIGHT NOW

Management sees how the workforce is spread across active projects and where a site is running short before the programme slips.

- Headcount by project, department and job position
- Split between office staff, engineers and site labour
- Trade mix per site — skilled versus general labour
- Joiners and leavers movement over the period
- Transfers between sites over the last months



Attendance & Overtime Analysis

HOURS BEHIND THE COST

Overtime is one of the easiest costs to lose control of on a site — these reports show where it is being consumed and whether it is being approved.

- Worked hours versus scheduled hours per site
- Overtime hours and KWD value by project
- Absence and late trends by department and gang
- Leave taken versus remaining balance per employee
- Public holiday and rest-day working summary



Payroll & Labour Cost

KWD BY PROJECT AND PERIOD

The payroll cost of each month is reported both as a company total and as labour charged to each project, so profitability per job is honest.

- Total payroll cost per month with allowance breakdown
- Labour cost allocated per project and per phase
- Budgeted versus actual labour on the project cost sheet
- Advances and deductions outstanding per employee
- End-of-service provision building up over time



Document & Certificate Compliance

WHAT EXPIRES NEXT

A single compliance screen lists every document and certificate approaching expiry, sorted by date and grouped by the site the employee works on.

- Residency and work permit expiring in the coming period
- Civil ID and passport renewals falling due
- Safety and operator certificates about to lapse
- Employees currently blocked from site access
- Renewal actions still open with the responsible officer



Key Performance Indicators — HR Dashboard

Live figures on the management screen at login, filtered by project and period



Headcount

Active Workforce

Split by project and category



%

Attendance Rate

Present against scheduled



Hours

Overtime

Approved hours this month



KWD

Labour Cost

Charged to projects this period



Alerts

Expiring Documents

Residency, permits, certificates



REPORTING NOTE

Dashboards are role-based — a site manager sees only the manpower and hours of the projects assigned to him, while management sees the full company view. Every report exports to Excel and PDF.

ADDED VALUE & INTEGRATION

HR is not a standalone personnel file — it is the source of labour cost for Projects and Accounting, and the mobile channel through which staff and site teams interact with the company.



Module Integrations

CONNECTED ERP ECOSYSTEM

Every HR transaction lands where it belongs — no re-keying of hours into a project sheet and no manual journal entry for salaries.

- **Projects:** Timesheet hours become project labour cost by phase
- **Accounting:** Payroll journal and end-of-service posted automatically
- **Project Costing:** Labour sits beside material and subcontract in budget versus actual
- **Inventory:** PPE and tool issue linked to the employee record
- **Management:** Manpower and cost KPIs on the executive dashboard



Employee Self-Service Portal

REQUESTS AND APPROVALS ON MOBILE

Staff and site teams raise their own requests from a phone, and the manager approves from the same device — the paper request form disappears.

- Leave requests submitted with the balance shown live
- Document requests — salary letter, employment certificate
- Manager approves or rejects directly on mobile
- Payslip and leave history viewable by the employee
- Attendance and personal document status visible any time



Digital Personnel File

ONE VAULT, CONTROLLED ACCESS

Every paper that used to live in a cabinet is attached to the employee record, with access limited to HR and the roles that genuinely need it.

- Scanned civil ID, passport, residency and work permit
- Signed contract, amendments and transfer letters
- Trade, operator and safety certificates with validity
- Warnings, appraisals and training records
- Final settlement and clearance documents on exit



Contracting Customisation

CONFIGURED AROUND SITE REALITY

DEXOR configures HR around how a construction and contracting company actually operates — structural, finishing, façade and cladding works running in parallel.

- Salary structures with site, transport and housing allowances
- Overtime rules written for site work and holiday cover
- Indemnity settlement configured to Kuwait labour practice
- Arabic and English interface for office and site users
- Approval routes per department, site and value threshold



From Site Hours to Project Cost — How HR Connects

One set of confirmed hours drives the payslip, the journal entry and the project cost sheet



Attendance

Hours captured on site and in office



Timesheet

Hours booked to project and phase



Payroll Run

Payslips and bank transfer file in KWD



Accounting

Payroll journal posted automatically



Project Cost

Labour in budget versus actual



DEXOR — SYSTEMS WITH SOULS

This module is configured for Al kod El Amreky's construction and contracting operation. Departments, shift patterns, allowances, approval routes and document alerts are adjusted to the company's own policy during implementation.

MODULE IMPLEMENTATION

ANALYTICS & DASHBOARDS OVERVIEW

One management screen that answers the questions a contractor actually asks — where each project stands against its budget, what has been certified and collected, how much retention is held, what is committed but not yet invoiced, and which projects are making money.



Analytics Module Overview

CONTRACTING DECISION COCKPIT

A single analytics layer built on top of live operational data — structural works, finishing works, façades and cladding all reported through the same project cost framework, in KWD.

- Portfolio-level view of contract value, backlog and margin
- Project-level budget vs committed vs actual cost
- Certification, collection and retention position
- No spreadsheets — every figure is read from the source document



Who Uses Each View

ROLE-BASED ACCESS

Each role opens the system on the dashboard that matters to them. Access is restricted by role, so cost and margin figures are visible only to those entitled to see them.

- **Management:** portfolio value, margin, cash position
- **Project managers:** cost against budget for their projects
- **Procurement:** open requests, orders and price variance
- **Finance:** certificates, receivables, retention and ageing



Drill-Down to Source

KPI TILE TO DOCUMENT

Every figure on every dashboard is clickable. One click moves from the summary tile to the list of records behind it, and a second click opens the individual document.

- Actual cost tile → cost entries → the supplier bill
- Committed tile → purchase orders → the order line
- Certified tile → certificates → the approved IPC
- Retention tile → the invoice lines holding retention



Filters & Scheduled Delivery

SAME DATA, ANY ANGLE

All dashboards share one filter bar. Change the filter once and every tile, chart and table on the screen recalculates against the same selection.

- Filter by project, period, work type and responsible engineer
- Work types: structural, finishing, façade / cladding, other
- Compare period against period or project against project
- Dashboards scheduled by email to management — daily or weekly



The Six Questions Management Asks — Answered on One Screen

Each question maps to a live tile that drills down to the documents behind it



Contract in Hand

Awarded value incl. variations



Backlog

Still to invoice



Certified

Invoiced to date



Collected

Cash actually received



Retention Held

Withheld by clients



Gross Margin

Across the portfolio



IMPLEMENTATION NOTE

Dashboards read directly from live operational records — no re-keying and no parallel spreadsheet. Any figures shown in this proposal are illustrative samples used to demonstrate layout only.

HOW THE NUMBERS ARE BUILT

Every dashboard figure is produced by the same chain — a document is posted in operations, it is tagged to a project and cost category, and the tile updates. Nothing is typed twice.



Contract & BOQ

Awarded value and budget loaded per project



Commitment

PO or subcontract raised against the project



Actual Cost

Material issued, bill posted, timesheet approved



Analytic Tag

Project, phase, work type and cost category



Certification

Progress certified, invoice and retention raised



Dashboard

Tile refreshes and drills back to the document



The Analytic Structure

HOW EVERY COST IS CLASSIFIED

Each transaction carries the tags below. Because the tags are mandatory on entry, the dashboards can never be partially populated.

Project	Each awarded contract
Phase	Substructure, superstructure, finishing, façade
Work Type	Structural / finishing / façade & cladding / other
Cost Category	Material / subcontract / labour / overhead
Responsible Engineer	Owner of the project or phase
Period	Document date drives all period filters



Refresh, Security & Delivery

LIVE, CONTROLLED, DELIVERED

Dashboards are live against the database — there is no overnight extract to wait for and no separate reporting copy to reconcile.

- Tiles recalculate the moment a document is confirmed or posted
- Access restricted by role — cost and margin hidden where not permitted
- Project managers see only the projects assigned to them
- Every tile drills through to the underlying record list
- Scheduled email delivery of any dashboard to management
- Export of any view to Excel or PDF for board packs
- Full audit trail — who changed what and when



One Source of Truth — Four Feeding Modules

Analytics consumes, it never re-enters



Projects

Budget, phases, percentage complete



Procurement

Requests, orders, commitments



Inventory

Stock value, issues to site



Accounting

Invoices, payments, retention



DATA NOTE

Analytic tagging is enforced at document entry, so a cost cannot be recorded without a project and cost category. This is what makes the project cost dashboard reliable from day one.

Analytics — Page

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THE DASHBOARD SET

Four core dashboards cover the whole contracting cycle, with a fifth for sales and tendering. All share the same filter bar — project, period, work type and responsible engineer.



Executive Dashboard

PORTFOLIO AT A GLANCE

The screen management opens first — the whole project portfolio expressed in KWD, from contract value down to gross margin.

- Total contract value in hand, including approved variations
- Backlog still to invoice
- Invoiced to date and collected to date
- Retention held across all clients
- Gross margin across the project portfolio

SAMPLE LAYOUT — ILLUSTRATIVE VALUES ONLY

0.00

Contract KWD

0.00

Backlog KWD

0.0%

Gross Margin



Project Cost Dashboard

BUDGET VS COMMITTED VS ACTUAL

The contractor's core control screen — comparing what was budgeted, what has been committed and what has actually been spent, per project and per phase.

- Budget vs committed vs actual cost per project and per phase
- Cost split by material, subcontract, labour and overhead
- Percentage complete measured against cost incurred
- Projected margin at completion for each project
- Overrun alert list — projects breaching their budget threshold

SAMPLE LAYOUT — ILLUSTRATIVE VALUES ONLY

Budget

Committed

Actual



Procurement & Inventory

BUYING & MATERIAL CONTROL

Shows whether the buying cycle is keeping up with site demand, and whether material already purchased is being consumed or sitting idle.

- Open purchase requests and open purchase orders
- Purchase cycle time — request raised to order issued
- Price variance against previous purchases of the same item
- Stock value by location, including site stores
- Consumption per project, and slow-moving / excess material

SAMPLE LAYOUT — ILLUSTRATIVE VALUES ONLY

00

Open PRs

0.0

Cycle Days

0.0%

Price Variance



Cash & Receivables

COLLECTION & LIQUIDITY

Answers the cash question directly — what is owed to the company, what the company owes, and when the money is expected to arrive.

- Receivable ageing by client and by project
- Payable ageing by supplier and subcontractor
- Collection forecast for the coming periods
- Retention due for release, with release dates
- Overdue certificates — approved but not yet paid

SAMPLE LAYOUT — ILLUSTRATIVE VALUES ONLY

0.00

0–30

0.00

31–60

0.00

61–90

0.00

90+



Sales & Tender Dashboard — Where the Next Contracts Come From

Tender performance analysed by work type: structural, finishing and façade



Pipeline Value

Total KWD of live tenders and quotations



Win Rate by Work Type

Structural vs finishing vs façade



Average Award Value

Mean KWD value per awarded contract



Quotation to Award

Conversion rate and lost-tender reasons

DASHBOARD NOTE



All numerals shown on this page are placeholder samples used to illustrate the layout — they are not Al kod El Amreky data. Live tiles populate from the company's own records after go-live.

KPI LIBRARY

The indicators are grouped into four families. Each one has a defined calculation, a defined source document, and a drill-down path — so the number can always be defended in a meeting.

**Defined formula**

Agreed and signed off

**Named source**

One document per KPI

**Drill-down path**

Tile to record to document

**Target & threshold**

Alert when breached

**Contract & Revenue KPIs**

WHAT THE PORTFOLIO IS WORTH

Contract Value in Hand	Awarded value plus approved variations
Backlog to Invoice	Contract value less certified to date
Certified to Date	Sum of approved progress certificates
Variation Value	Approved variations as a share of contract
Gross Margin	Revenue less direct cost, per project

**Cost & Productivity KPIs**

IS THE PROJECT ON BUDGET

Budget vs Actual	Variance per project and per phase
Committed Not Invoiced	Open POs and subcontracts not yet billed
Cost Mix	Material / subcontract / labour / overhead
% Complete vs Cost	Progress achieved against cost incurred
Margin at Completion	Projected final margin per project

**Procurement & Material KPIs**

BUYING EFFICIENCY

Open Requests & Orders	Count and KWD value still outstanding
Purchase Cycle Time	Days from request raised to order issued
Price Variance	Current price vs previous purchase price
Stock Value by Location	Main store and site stores
Slow-Moving / Excess	Material with no movement in the period

**Cash & Collection KPIs**

LIQUIDITY CONTROL

Collected to Date	Receipts against certified amounts
Receivable Ageing	0-30 / 31-60 / 61-90 / 90+ days
Payable Ageing	Suppliers and subcontractors due
Retention Held	Withheld amount and release due date
Overdue Certificates	Approved certificates past payment terms

**Headline KPI Tiles — Visible to Management on Login**

Units shown; live values populate from the company's own records — no sample data is carried into production

KWD**Contract in Hand**

Portfolio awarded value

KWD**Backlog**

Still to be invoiced

KWD**Retention Held**

Due for release by date

%**Gross Margin**

Across active projects

Days**Collection Days**

Certificate to cash received

**KPI NOTE**

Each KPI definition is agreed and signed off during implementation, so management, finance and site all read the same number the same way. Targets and alert thresholds are set per KPI.

ADDED VALUE & INTEGRATION

Analytics is not a separate system. It is the reporting face of the same database that runs projects, procurement, inventory and accounting — which is why the numbers reconcile automatically.



Module Integrations

WHERE EACH FIGURE COMES FROM

Every tile is sourced from an operational module. Nothing is re-keyed into the analytics layer, so the dashboards cannot drift from the accounts.

- **Projects:** budget, phases and percentage complete
- **Procurement:** requests, orders and committed cost
- **Inventory:** stock value, issues to site, consumption
- **Accounting:** certificates, invoices, receipts, retention
- **HR:** approved timesheets feeding labour cost



Decisions It Enables

FROM REPORTING TO ACTION

The value is not the chart — it is the decision taken earlier because the overrun, the idle stock or the unpaid certificate surfaced while it could still be fixed.

- Stop a cost overrun mid-project instead of at final account
- Chase an overdue certificate before it ages past 90 days
- Release retention on time rather than after a reminder
- Redeploy excess material to another site instead of re-buying
- Price the next tender using real achieved cost, not estimates



Alerts & Scheduled Reports

THE SYSTEM REPORTS TO YOU

Management does not have to log in to know where things stand — dashboards can be scheduled by email, and exceptions raise themselves.

- Daily or weekly dashboard email to management
- Alert when actual cost passes a set share of budget
- Alert on certificates overdue beyond payment terms
- Alert on retention reaching its release date
- Alert on stock items with no movement in the period



Customisation & Rollout

BUILT AROUND THE CONTRACTING MODEL

DEXOR configures the dashboards around how the company actually reports — by project, phase and work type — rather than delivering a generic reporting pack.

- Work-type reporting for structural, finishing and façade / cladding
- Phase structure agreed per project template
- Role-based access to cost and margin figures
- Arabic and English labels on dashboards and exports
- Additional dashboards and KPIs added on request



Analytics as the Mirror — One Transaction, Five Dashboards Updated

A single posted document flows through to every relevant management view



Document Posted

Bill, issue note or certificate confirmed



Project Cost

Actual vs budget and margin recalculated



Procurement

Commitment released, stock value updated



Cash Position

Ageing, forecast and retention refreshed



Executive View

Portfolio backlog and margin restated



DEXOR — SYSTEMS WITH SOULS

This module is proposed for Al kod El Amreky, Kuwait. Dashboard layouts, KPI definitions and access rules are finalised with management during implementation. All figures shown are illustrative samples.

Analytics — Page

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MODULE IMPLEMENTATION

MIGRATION OVERVIEW

Bringing Al kod El Amreky's existing accounting balances, business partners, material master, site stock and — most delicate of all — projects already in execution across into Odoo, accurately and with every figure reconciled before go-live.



What Migration Covers

OPENING POSITION, NOT HISTORY DUMP

Going live means the first day in Odoo opens with the same financial and operational position the business closed with the day before — no re-keying, no gaps.

- Chart of accounts and opening trial balance in KWD
- Customers, vendors and subcontractors with terms
- Material and item master with units of measure
- Opening stock at every store, including site stores
- Projects in execution with their live commercial position



Why Contracting Is Different

LIVE PROJECTS MID-EXECUTION

A trading company migrates balances. A contractor migrates balances *and* half-finished projects — structural, finishing, façade and cladding works already under way.

- Contract value and approved variations carried forward
- Work certified to date must match certified statements
- Cost incurred to date must tie back to project records
- Retention held on both receivable and payable sides
- Material issued to site stores stays visible per project



The DEXOR Approach

LOAD TWICE, GO LIVE ONCE

Nothing is loaded into production until it has already been loaded into a staging database, reconciled by the client and formally signed off.

- Structured templates issued before any extraction starts
- Cleansing and de-duplication before mapping, not after
- Trial load into staging — errors surface early and cheaply
- Client reconciliation and written sign-off gate the cutover
- Production load is a repeat of a rehearsal, not an experiment



What You Get on Day One

A TRUSTED OPENING POSITION

The measure of a good migration is that on the first working day nobody argues with the numbers on the screen — they simply carry on working.

- A balanced opening trial balance matching the source
- Customer and vendor ageing that reconciles name by name
- Stock quantities and values agreeing to the physical count
- Live projects showing correct value, certified and cost to date
- A reconciliation pack evidencing every check performed



The Six Data Layers Carried Into Odoo

Each layer is loaded in dependency order — masters first, balances next, live projects last



Accounts

Chart & opening TB



Partners

Customers & vendors



Item Master

Materials & UoM



Stock

By store & site



Open Items

AR, AP & open POs



Projects

In-execution position

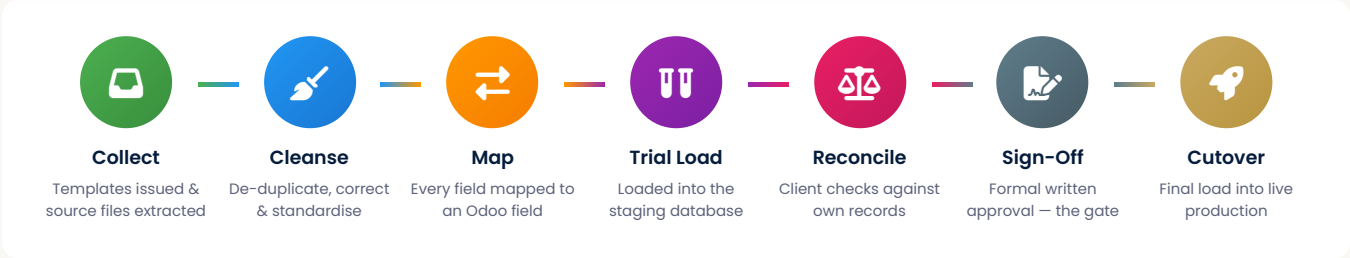


IMPLEMENTATION NOTE

Scope is the agreed opening position. Migrating detailed historical transactions from prior years is available as an optional extension and is quoted separately rather than assumed within this scope.

MIGRATION METHODOLOGY

A seven-stage sequence with a hard gate before production. Data moves forward only when the previous stage has been completed and evidenced — never in parallel, never on assumption.



What Happens at Each Stage — and Who Moves It Forward

Collect	DEXOR issues structured templates; data extracted from existing files and systems	Client supplies
Cleanse	Duplicate partners merged, blanks resolved, names and codes standardised	DEXOR performs
Map	Field-by-field mapping document agreed before any load is attempted	DEXOR, client confirms
Trial Load	Full load into a controlled staging database — production is untouched	DEXOR performs
Reconcile	Control totals compared to source; differences investigated and cleared	Joint
Sign-Off	Client signs the reconciliation pack — no sign-off, no production load	Client approves
Cutover	Freeze, final delta load, go-live confirmation, short parallel check	DEXOR executes



Templates & Extraction

STRUCTURE BEFORE DATA

Collection begins with templates, not with free-form files. A defined structure removes ambiguity and makes every later check possible.

- One template per data set, with mandatory fields marked
- Sample rows and field notes so the format is unambiguous
- Extraction from existing files and systems into the templates
- Cut-off date fixed and stated on every template
- Version-controlled — the latest file is always identifiable



Cleansing & Field Mapping

CLEAN DATA IN, CLEAN SYSTEM OUT

Years of accumulated duplication and inconsistency are resolved before loading — migrating a mess simply relocates it.

- Duplicate customers, vendors and items identified and merged
- Units of measure standardised across the item master
- Inactive and obsolete records flagged rather than carried blindly
- Mapping document lists source field to Odoo field, one by one
- Unmapped or unclear fields escalated, never silently dropped



METHODOLOGY NOTE

The trial load is a genuine rehearsal, not a sample. The staging database receives the complete data set so that the production cutover repeats a proven run rather than attempting a first one.

DATA SCOPE

The exact data sets migrated for Al kod El Amreky — stated plainly so both parties know what is in scope, what is expected from the source, and what is deliberately left out.



Accounting & Open Items

CHART, TRIAL BALANCE, AR & AP

The financial backbone. The chart of accounts is reviewed and structured for contracting before the opening balances are placed on it.

- Chart of accounts, restructured where required for projects
- Opening trial balance at the agreed cut-off date, in KWD
- Open receivables per customer with full ageing buckets
- Open payables per vendor and subcontractor with ageing
- Retention balances held on both receivable and payable sides
- Bank and cash opening balances per account



Customers & Vendors

PARTNERS, CONTACTS & TERMS

Partners are migrated with the classification the business actually uses, so reporting by client type works from the first day.

- Customers: main contractors, consultants, government entities, private owners
- Vendors: material suppliers and specialist subcontractors
- Contact persons, phone and email per partner
- Payment terms and credit arrangements per partner
- Partner classification and category for reporting
- Duplicates merged and inactive partners flagged



Item Master & Stock

MATERIALS, UOM & SITE STORES

Construction stock lives in more than one place. Opening quantities are loaded per location so main store and site stores are separately visible.

- Material and item master with codes and descriptions
- Units of measure standardised and applied consistently
- Item categories aligned to structural, finishing and façade works
- Opening stock quantity by location, including site stores
- Opening stock valuation matched to the costing method agreed
- Open purchase orders with balance quantities still to receive



Projects In Execution

THE MOST DELICATE DATA SET

Ongoing projects carry a commercial history that cannot be re-created later. Each one is migrated as a complete, self-consistent picture.

- Project record with client, scope and start date
- Contract value and approved variations to date
- Phase and section structure as the project is actually run
- Work certified to date, agreeing to certified statements
- Cost incurred to date — material, subcontract, labour, overhead
- Retention withheld and amounts invoiced but not yet collected



Scope Boundary — Stated Before Work Begins

Clear limits protect the timeline and remove any later disagreement about what was included

✓ In Scope

Opening balances at cut-off, all master data, open AR/AP with ageing and retention, open purchase orders, stock by location, and the live position of projects in execution.

⚙ Optional Extension

Detailed historical transaction lines beyond the agreed opening balances — prior-year journals, closed project detail and archived documents — quoted separately if required.

📄 Source Expectation

Data is supplied by the client in the agreed templates. Where a data set does not exist in a usable form, it is agreed in writing how the opening figure will be established.



SCOPE NOTE

Projects already in execution are loaded last, after partners, items and accounts exist — so every project line links to a real customer, a real cost account and a real material code rather than to a placeholder.

VALIDATION & RECONCILIATION

Migration is only complete when it is proven. Four control checks are run against the staging load, and every one of them is evidenced in a reconciliation pack the client signs.



Control 1 — Trial Balance

BALANCES AND MATCHES THE SOURCE

The migrated trial balance must balance in its own right and agree line by line to the source trial balance at the cut-off date.

- Total debits equal total credits in KWD
- Account-by-account comparison to the source balance
- Any difference explained and cleared, not netted off
- Control accounts agree to their subsidiary ledgers



Control 2 — AR & AP Ageing

RECONCILED PARTNER BY PARTNER

A correct total with wrong balances underneath is a failed migration. Ageing is checked customer by customer and vendor by vendor.

- Receivable ageing agrees per customer, not just in total
- Payable ageing agrees per vendor and subcontractor
- Ageing buckets reproduce the source ageing profile
- Retention balances shown separately and confirmed



Control 3 — Stock

QUANTITY AND VALUE VS PHYSICAL COUNT

Opening stock is validated against a physical count taken at the cut-off, location by location — main store and every site store.

- Quantity per item per location matches the count sheet
- Stock value agrees to the inventory account in the trial balance
- Units of measure verified so quantities are not misread
- Count differences resolved before load, not written off after



Control 4 — Project Position

CERTIFIED & COST TO DATE TIE BACK

For every project in execution, the migrated commercial position must reconcile to the records the project team already works from.

- Contract value plus approved variations agrees per project
- Work certified to date agrees to certified statements
- Cost incurred to date ties back to the client's records
- Sum of project balances reconciles to the general ledger



Control Totals — The Reconciliation Pack

Each total is compared source against Odoo, signed by the client, and retained as evidence



Trial Balance

Debits = credits, and equals source



Receivables

Ageing agrees per customer



Payables

Ageing agrees per vendor



Stock

Qty and value match the count



Projects

Certified & cost to date tie back



VALIDATION NOTE

Every check is documented in the reconciliation pack with the source figure, the Odoo figure and the difference. A signed pack is the formal gate to the production cutover — an unreconciled data set does not proceed.

CUTOVER & RESPONSIBILITIES

The final step from staging into production — with a defined freeze window, a rollback position, and a plain split of duties so nothing falls between the two parties.



Freeze & Delta Load

A CONTROLLED HANDOVER WINDOW

Between the cut-off and go-live the business keeps trading. That gap is handled deliberately rather than ignored.

- Data freeze window agreed in advance with the client
- Transactions posted during the freeze captured separately
- Final delta load applied on top of the signed-off balances
- Go-live confirmed in writing once the delta is verified



Rollback & Parallel Check

A SAFETY NET, DEFINED IN ADVANCE

Go-live is never a one-way door. A known-good restore point exists before the production load, and the first days are watched closely.

- Defined rollback position taken before the production load
- Rollback decision criteria agreed, not improvised on the day
- Short parallel checking period after go-live
- Any post-go-live query traced back to the reconciliation pack



Split of Responsibilities

CLIENT VS DEXOR — STATED PLAINLY

 Source data supply	Client, in agreed templates
 Cleansing & de-duplication	DEXOR
 Field mapping to Odoo	DEXOR
 Loading & validation	DEXOR
 Reconciliation sign-off	Client
 Cutover execution	DEXOR



Confidentiality & Added Value

CONTROLLED ACCESS, LASTING BENEFIT

Financial and project data is commercially sensitive. It is handled under confidentiality throughout, and the exercise leaves the business better organised than it found it.

- All client data handled under confidentiality obligations
- Staging environment access restricted to named individuals
- Staging data removed once go-live is confirmed
- A cleansed, de-duplicated master data set as a lasting asset
- Historical detail beyond opening balances remains optional



Go-Live Timeline — From Sign-Off to Steady State

The final sequence, with the rollback position taken before anything touches production

1 Sign-Off Reconciliation pack approved	2 Freeze Agreed window opens	3 Rollback Point Known-good state secured	4 Production Load Signed-off data loaded live	5 Delta & Confirm Freeze entries applied, go-live confirmed	6 Parallel Check Short watch period, then steady state
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DEXOR — SYSTEMS WITH SOULS

This migration approach is prepared for Al kod El Amreky's construction and contracting operations — structural, finishing and façade works. Templates, control totals and the cutover window are adjusted to the client's own project structure on request.

MODULE IMPLEMENTATION

REPORT CUSTOMISATION

Contracting runs on documents. This module rebuilds every printed document and every management report around Al kod El Amreky's own branding, layout and reporting language — bilingual English / Arabic, project-aware, and ready for site, procurement, finance and management.



Module Overview

DOCUMENTS THAT CARRY YOUR IDENTITY

Standard ERP print-outs are generic. Every document that leaves the company — to a client, a consultant, a supplier or a subcontractor — is redesigned to carry Al kod El Amreky's own logo, layout and wording.

- Company branding applied to the full document set
- Bilingual English / Arabic layouts on the same template
- Project, phase and contract references printed on every form
- Values presented in KWD with the company's own number format



Branded Document Set

COMMERCIAL · PROCUREMENT · SITE · FINANCE

The printed forms that a contracting business actually uses every day — from the BOQ quotation that wins the job to the payment voucher that closes it.

- BOQ quotation, contract summary, variation order
- Request for quotation, purchase order, goods receipt note
- Site material issue slip and delivery note
- Interim payment certificate, tax invoice, vouchers



Management & Finance Reports

READ THE WAY YOUR TEAM THINKS

Reports are shaped around the way the company's engineers and accountants already work — by project, by phase, by cost element — rather than around generic ERP screens.

- Project cost sheet — budget vs committed vs actual
- Profitability, work-in-progress and retention statement
- Subcontractor status and material consumption
- Trial balance, ledgers, ageing and cash flow



How It Is Built

QWEB LAYOUTS & DYNAMIC REPORT VIEWS

Printed forms are developed as Odoo QWeb layouts; management reports are developed as dynamic report views that stay live against the database — no manual re-keying into spreadsheets.

- Exportable to PDF and Excel from the same view
- Filtered by project, phase, period and cost element
- Groupable and drillable down to the source document
- Schedulable by email and controlled by user role



What the Report Customisation Module Delivers

Five outcomes, applied across the whole document and reporting layer



Own Branding

Company logo & layout on every printed form



Bilingual

English and Arabic on the same template



Project Aware

Every report filtered by project & phase



PDF & Excel

Same data, both output formats



Role Controlled

Each role sees only its own reports

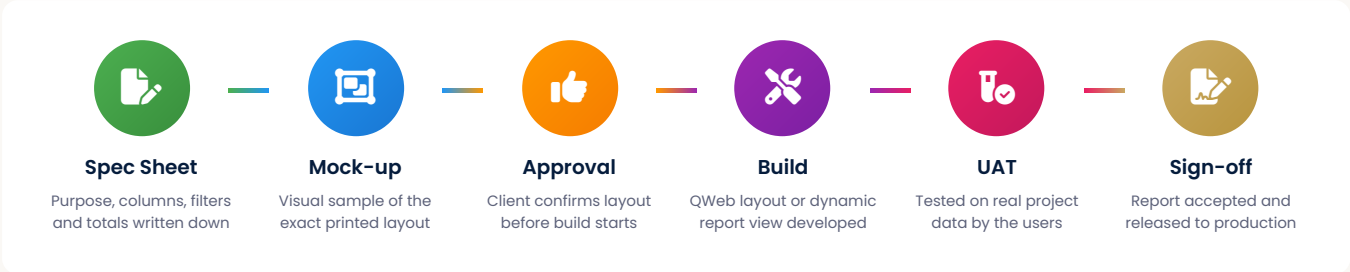


IMPLEMENTATION NOTE

Report customisation is treated as a deliverable in its own right — each document and report is specified, mocked up and approved in writing before any development time is spent on it.

HOW EACH REPORT IS DELIVERED

No report is built from a verbal request. Every document and report follows the same disciplined six-step cycle, so the client approves the layout on paper before development time is spent.



The Specification Sheet

AGREED IN WRITING BEFORE BUILD

Each report begins as a short written specification agreed with the client's own team, so there is no ambiguity about what the report must show.

Purpose	Who reads it and what decision it supports
Data Source	Which ERP documents feed the figures
Columns & Totals	Exact fields, subtotals and KWD formatting
Filters & Grouping	Project, phase, period, cost element
Language	English, Arabic or bilingual output
Access	Which roles may open and export it

Mock-up, UAT & Sign-off

APPROVE THE LAYOUT, THEN BUILD

The mock-up shows the printed page as it will actually look – header, columns, totals and signature blocks – so corrections are made on paper, not after development.

- Mock-up reviewed by the engineer or accountant who will use it
- Comments consolidated into one revision round
- Build starts only after written layout approval
- UAT run on the client's own project data, not demo data
- Formal sign-off closes the report and releases it live

Why it matters: approving the layout first is what keeps report delivery predictable – the development effort is spent once, on a design the client has already accepted.

Scope of the Report Set

The report set agreed during the analysis phase is included in this implementation. Further reports requested after sign-off are welcomed and handled through the standard change-request process at the agreed out-of-scope hourly rate – so both sides always know what is committed and what is additional.

DELIVERY NOTE

Reports are delivered in agreed batches so the operational documents needed at go-live are ready first, and analytical reports follow as real project data accumulates in the system.

Report Customisation – Page

2 of 5

BRANDED PRINTED DOCUMENTS

The full set of forms a contracting company issues and receives — redesigned in English and Arabic, on the company's own letterhead, with the project and contract references a construction document must carry.



Commercial & Contract

CLIENT-FACING DOCUMENTS

The documents that carry the company's name to clients, consultants and main contractors — priced, referenced and formatted the way a contracting submission is expected to look.

- **BOQ quotation** — items, quantities, rates and amounts by section
- **Construction contract summary** — scope, value, duration, payment terms
- **Variation order** — added or omitted works with revised contract value
- Bilingual English / Arabic presentation of the same document
- Company stamp and authorised signature blocks at the foot



Procurement Documents

SUPPLIER-FACING FORMS

Buying for a construction site has to be traceable to a project. Each procurement form prints the project and phase it belongs to, so cost lands where it was incurred.

- **Request for quotation** — issued to suppliers with required specification
- **Purchase order** — approved order with delivery terms and KWD values
- **Goods receipt note** — quantities received and accepted at store or site
- Project, phase and cost element printed on every line
- Approval trail shown on the face of the document



Site & Store Documents

MATERIAL MOVEMENT ON THE GROUND

Material leaving the store for a site is the point where project cost is really created — the printed slips make that movement documented, signed and attributable.

- **Site material issue slip** — items released to a specific project and phase
- **Delivery note** — goods delivered to site or to the client
- Receiver name and signature block for site acknowledgement
- Arabic layout for storekeepers and site staff
- Document number and date printed for filing and audit



Financial Documents

CERTIFICATES, INVOICES & VOUCHERS

Contracting money moves through certificates, not simple invoices. These layouts show the work executed, the previous certification, retention and the net amount now due in KWD.

- **Interim payment certificate** — work executed to date, previous, this period
- **Subcontractor payment certificate** — certified value and deductions
- **Tax invoice** — issued against certified work
- **Receipt voucher** and **payment voucher** for cash and bank movements
- Retention and advance recovery shown as separate lines



Anatomy of a Branded Document

The same structural blocks are applied consistently across the whole document set



Branded Header

Company logo, name and details in both languages



Reference Block

Document number, date, project and contract



Item Table

BOQ-style lines with quantity, rate and amount



Totals in KWD

Subtotals, deductions, retention and net due



Signature Block

Prepared, reviewed, approved and received



DOCUMENT NOTE

Every printed document is produced directly from the live ERP record — the same figures that sit in the project cost sheet appear on the certificate, with no re-typing between the system and the printed page.

MANAGEMENT & FINANCIAL REPORTS

Reports written in the language of contracting — cost element, phase, certified work, retention and backlog — so the engineers and accountants read them without translation.



Project Cost Sheet

BUDGET VS COMMITTED VS ACTUAL

The central control report of a contracting business — each project broken down by cost element, comparing what was budgeted, what has been committed by purchase orders and subcontracts, and what has actually been incurred.

Cost Elements	Material, labour, subcontract, equipment, overhead
Budget	From the awarded BOQ and cost estimate
Committed	Approved purchase orders and subcontracts
Actual	Issued material, certified works and posted costs
Variance	Over or under budget, by element and by phase



Profitability, WIP & Backlog

WHERE THE MARGIN REALLY IS

Management sees profitability per project rather than one company-wide figure, plus the value still uncertified and the work still to be executed.

- **Project profitability** — revenue certified against cost incurred
- **Work-in-progress** — executed but not yet certified or invoiced
- **Retention statement** — held, released and due by project
- **Contract backlog** — remaining contract value across active projects
- Comparison across projects, phases and periods



Subcontractor & Material

EXECUTION CONTROL BY PHASE

Structural, finishing and façade works are largely executed through subcontractors and issued material — these reports keep both under control at phase level.

- **Subcontractor status** — contract value, certified, paid and balance
- Retention and advance recovery held per subcontractor
- **Material consumption** by project and by phase
- Issued quantity compared against BOQ allowance
- Drill from a summary line down to the issue slip behind it



Finance & Accounting Reports

LEDGER TO STATEMENT

The accounting team works from the same live data as the project team — one set of figures, presented in the formats the finance department already uses.

- Trial balance and general ledger with drill to entry
- Receivable and payable ageing by period bucket
- Customer and vendor statements of account
- Cash flow position across bank and cash accounts
- Statutory-ready output for external reporting and audit



Every Report, Same Capabilities

Built as dynamic report views, not static print-outs



Filter

By project, phase, period and cost element



Group

Summarise at any level the manager needs



Drill

Open the source document behind any figure



Export

PDF for issue, Excel for further analysis



Schedule

Emailed automatically to the right recipients



REPORTING NOTE

Access is controlled by role — a project engineer sees the cost sheet for their own projects, while management and finance see the consolidated position across the full portfolio.

ADDED VALUE & INTEGRATION

Reports are not a separate system. They sit on top of the same transactions the company already records — which is exactly why the figures on a certificate and the figures on the cost sheet always agree.



Fed by Every Module

ONE SET OF FIGURES

Each report draws from live records across the implementation — nothing is re-entered, so there is no second version of the truth kept in spreadsheets.

- **Sales & Projects:** BOQ, contract value, phases and variations
- **Purchase:** requests, orders and committed cost
- **Inventory:** goods receipts and site material issues
- **Accounting:** certificates, invoices, vouchers and ledgers
- **HR & Timesheets:** labour cost charged to project and phase



Bilingual by Design

ENGLISH & ARABIC OUTPUT

Consultants and main contractors often require English; site teams, storekeepers and government-facing paperwork work in Arabic. The same document serves both.

- Arabic labels rendered with correct right-to-left layout
- English and Arabic issued from one source template
- Number and date formats consistent across both languages
- Amounts presented in KWD throughout
- Language selected at the moment of printing



Distribution & Access

RIGHT REPORT, RIGHT PERSON

Management should not have to ask for a report. Scheduled distribution puts the agreed reports in the right inbox on the agreed day, while access rules keep sensitive figures restricted.

- Scheduled email delivery — weekly, monthly or period-end
- Role-based access to each report and each export
- Project managers restricted to their own projects
- Finance and management see the consolidated view
- Reports opened on desktop or from a mobile device



The Business Value

WHY THIS MODULE PAYS BACK

Customised reporting is what turns an ERP from a data-entry system into a management tool — a contracting company that can see cost against budget while the project is still running can still act on it.

- Professional, consistent branding on every issued document
- Overruns visible by cost element before the project closes
- Certificates, retention and backlog tracked without spreadsheets
- Faster period close — finance reports produced from live data
- Audit-ready trail from summary figure to source document



From Site Transaction to Management Report

One entry on site travels all the way to the board-level cost sheet



Transaction

Material issued, order placed or work certified



Tagged

Project, phase and cost element captured once



Rendered

QWeb layout or dynamic report view



Output

Branded PDF or Excel, English or Arabic



Delivered

Scheduled to the roles entitled to see it



DEXOR — SYSTEMS WITH SOULS

This module is customised for Al kod El Amreky's construction and contracting operations — structural works, finishing works, façades and cladding. Document layouts and report formats are confirmed with the client's own team during the analysis phase.

MILESTONE PAYMENT PLAN

Odoo 18 ERP Implementation – four milestone-based instalments, each released against an accepted deliverable

TOTAL NET INVESTMENT

3,200 KWD

4 milestone-based instalments • 30% / 25% / 25% / 20% • you pay only for what you receive



IMPLEMENTATION TIMELINE – 8 TO 10 WEEKS

KICK-OFF & ANALYSIS	CONFIGURATION & DEVELOPMENT	DATA MIGRATION	UAT & TRAINING	GO-LIVE
Weeks 1–2	Weeks 2–6	Weeks 6–7	Weeks 7–9	Weeks 9–10
Kick-off & Analysis Project charter, process walkthrough of structural, finishing and façade operations, project/phase coding structure and chart of accounts design. UAT & Training Scenario-based user acceptance testing per department and role-based hands-on training for the 15 named users.	Configuration & Development All nine modules configured, approval flows, project cost-control structure and the agreed report customisations built and demonstrated. Go-Live Cut-over to production on the cloud deployment, opening balances locked and daily operations run live on the new system.	Data Migration Customers, suppliers, items, opening balances and open project data loaded, reconciled and signed off against source records. Post Go-Live Support 12 months of support included from go-live, beginning with intensive hyper-care through the first monthly close.		

Pay Only for What You Receive
Each instalment is released against a completed, accepted milestone.

Built for Contracting
Every cost document is tagged to a project and phase, across all concurrent projects.

12 Months Support Included
Counted from go-live, with 15 named users included in the fee.

INSTALMENT DETAIL

MILESTONE	DESCRIPTION	AMOUNT (KWD)	%	TRIGGER
1. On Signing Down payment	Mobilisation of the implementation team, project charter, environment provisioning and the discovery workshops covering structural works, finishing works and façades.	960	30%	Signature of the contract / acceptance of this quotation.
2. Configuration & Development Build completed	All nine modules configured, project and phase cost-control structure in place, approval flows set up and the agreed report customisations developed.	800	25%	Configuration and development completed and demonstrated on the test environment.
3. Migration, UAT & Training Readiness confirmed	Master data and opening balances migrated and reconciled, scenario-based user acceptance testing executed, and role-based training delivered to the named users.	800	25%	Data migration, UAT and training completed and accepted.
4. Post Go-Live Stabilised operation	Hyper-care through the first live monthly close, fine-tuning of reports and dashboards, and confirmation of stable day-to-day operation across all concurrent projects.	640	20%	Thirty (30) days after go-live.
TOTAL NET INVESTMENT		3,200	100%	Kuwaiti Dinar (KWD)

COMMERCIAL TERMS

Named users included: 15	Implementation duration: 8–10 weeks
Support included: 12 months from go-live	Annual maintenance after the included support period: 20% of the implementation value (640 KWD per year)
Additional named user: 45 KWD one-off per user	Out-of-scope work: 25 KWD per hour, under an approved change request
Payment terms: 15 days from invoice date	Currency: KWD throughout
Hosting: cloud deployment, Odoo.sh recommended; hosting/subscription fees are billed by the provider and are not part of this implementation fee	

NOTES

- The client pays only for what they receive — each instalment is released against a completed, accepted milestone.
- Anything that Dexor and the client agree is essential for the construction & contracting industry will be added, developed and implemented upon request.
- Prices are in Kuwaiti Dinar and exclude any government fees or third-party licence/hosting subscriptions.
- An optional AI module is available as a separate USD 100 per month subscription — it is **not** included in the 3,200 KWD total.



Optional AI Module — USD 100 / month (separate subscription)
Available on request and billed separately from this quotation. It is not included in the 3,200 KWD total investment and can be activated or paused at any time.

BANK DETAILS

Bank details to be provided on acceptance.