

### Example :

You have a 50 hours pack to implement : CRM, Sales, Invoicing, Inventory, MRP.

There are 200 contacts to import and 75 products.

You take the 50 hours and you split them among the apps. Don't forget to include some time allocation for the Kick Off, imports and Go Live Support.

### **Kick off**

Between 10 and 15% of the Pack. This is only an indication and will depend on the complexity of the project and the SPOC.

Time allocated for the Kick off : **7,5** hours

### **Imports**

Forecasting a budget for import is not easy because it will depend on the complexity of the data you receive and its cleanliness. Better to put too much budget than too few.

Time allocated for the Import : **3** hours

### **Phase 1 : Lead management to invoicing (CRM, Sales, Invoicing)**

Let's say you allocate : **15** hours

For each time you will meet the client it means :

-Meeting duration : **1h15** hours

-Meeting preparation : **15** minutes

-Meeting recap : **15** minutes

-To do's for the meeting : **1 hour**

Total : 2h45

→If you have 2 meetings a week, the project takes you approximately **5h30** hours/week

You have **5** meetings to see all features needed by the client.

### **Post go live phase 1**

Depending on how well prepared the client is, the time for this phase will vary. To have an idea, you can count between 10 and 20% of the time of the phase for the first go live.

Time allocated for the post go live : **3** hours

### **Phase 2 : Logistic flow (inventory and MRP)**

### **Post go live phase 2**

## **Recap**

<b>Phase</b>	<b>Details</b>	<b>Hours</b>
Kick off		7.5
MVP1	From Lead management to Invoicing	15
Go live MVP1	Support during go live	3
Imports	Import of contacts and products	3
MVP2	Logistic flow	15
Go live MVP2	Usually the second go live happens more softly because the client is already using Odoo	2
Buffer		4.5
Total		50