

# Ashtech Stoneworks

## ERP Implementation Proposal

Board Edition



**XAPPERT**  
INCORPORATED

Transforming with Human-Centric AI Solutions

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**Prepared for:** Ashtech Stoneworks

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## ERP Implementation Proposal

### 1. Executive Summary

Xappert Incorporated proposes a complete ERP implementation to digitally transform AshTech Stoneworks' operations—from lead generation and estimation to procurement, installation, and invoicing.

Two ERP options have been identified for consideration: **Odoo** and **Oditor**. Both can support AshTech's operational workflows, but differ significantly in cost, flexibility, and long-term scalability.

This proposal presents an implementation roadmap tailored for AshTech's needs, with a comparative overview to help the leadership team make an informed decision.

**Target go-live: early February 2026 (~10 weeks).**

### 2. Current State & Challenges

The business currently manages operations through manual systems—paper records, spreadsheets, and fragmented tools. This leads to inefficiencies, data inconsistencies, and reporting delays that hinder both operations and governance.

Key challenges include:

- Manual quotation/estimation in spreadsheets
- No CRM for opportunities and interactions
- Limited material traceability (supplier → factory → job site)
- Manual installation scheduling and milestone invoicing
- Dependency on individual knowledge instead of workflows

### 3. Transformation Objectives

The ERP implementation will achieve measurable improvements across three pillars:

- **Efficiency**: Digitize estimation, scheduling, and billing workflows
- **Transparency**: Real-time tracking of orders, inventory, and project progress
- **Scalability**: ERP foundation ready for automation and advanced reporting

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### 4. Odoo or Odidor ERP?

Both Odoo and Odidor present viable ERP paths for AshTech. Below is a balanced assessment based on current business priorities, cost sensitivity, and desired control over customization.

#### a. Platform Comparison: Odoo vs Odidor

Criteria	Odoo ERP (Option 1)	Odidor ERP (Option 2)
<b>Company Type</b>	Global ERP platform with 7M+ users	Local Vancouver-based ERP startup
<b>Implementation Cost</b>	Higher subscription & configuration cost	Lower upfront cost
<b>Customization</b>	Configurable via Odoo Studio & APIs	Fully customizable (in-house backend dev team)
<b>Module Availability</b>	40+ mature apps across industries	Limited modules (focused on manufacturing)
<b>Scalability</b>	Proven global ecosystem, cloud-hosted	Scalable within a flexible, open architecture
<b>Vendor Lock-in</b>	Moderate (Odoo ecosystem)	Low (self-hosted or modular architecture)
<b>Support &amp; Community</b>	Global support & extensive documentation	Local, direct developer support
<b>Best Fit For</b>	Businesses want stability and fast deployment	Manufacturing firms need deep customization

#### b. Pros of Odidor

- i. Lower-cost alternative to Odoo.

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- ii. Local Vancouver-based startup with flexible development support.
- iii. Tailored for manufacturing and fabrication workflows.
- iv. Open system—no vendor lock-in.

### c. Cons of Odidor

- i. Limited number of ready-to-use modules.
- ii. Smaller vendor ecosystem compared to Odoo's global scale.

### d. Recommendation

While **Odoo** offers stability and rapid deployment, **Odidor** may deliver better long-term value for AshTech Stoneworks—especially given its manufacturing alignment and local support structure.

Ultimately, the decision depends on whether AshTech prioritizes **speed and proven ecosystem (Odoo)** or **custom flexibility and cost efficiency (Odidor)**.

## 5. Implementation Approach (Applicable to Either ERP)

Xappert will execute the project in four structured phases, ensuring stability, adoption, and measurable outcomes. Each phase includes configuration, validation, staff training, and documentation.

## 6. Detailed Phase Plan & Costing (Odoo Baseline Reference)

Phase	Scope Summary	Est. Hours	Fixed Fee (CAD)	Delivery Window
<b>Phase 1 – CRM + Sales + Estimation</b>	CRM pipeline, quotation flow, estimation logic (material, labor, commission), approval workflow	80-85	<b>\$8,000</b>	Nov 24 – Dec 22

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<b>Phase 2 – Procurement + Inventory</b>	Vendor management, purchase orders, stock tracking, and factory delivery logistics	60-65	<b>\$6,000</b>	Dec 23 – Jan 12
<b>Phase 3 – Projects + Field Service</b>	Project templates, installation scheduling, timesheets, and field task tracking	50-55	<b>\$5,000</b>	Jan 13 – Jan 26
<b>Phase 4 – Invoicing + Accounting + Training</b>	Floor-based billing, milestone invoicing, accounting setup, training & go-live	40-45	<b>\$4,000</b>	Jan 27 – Feb 02

**Total Estimated Hours:** 230 to 250 hours

**Total Fixed Fee:** \$23,000 CAD + GST (for Odoo Online baseline)

## 7. Governance & Roles

Role	Organization	Responsibilities
<b>Project Sponsor</b>	AshTech (Owner)	Budget approval, decision-making, and coordination
<b>Project Manager / Consultant</b>	Xappert (Bhavesh Ratanpal)	End-to-end configuration, demos, and delivery
<b>Estimator / System Champion</b>	AshTech	UAT, process feedback
<b>Finance Lead</b>	AshTech	Validation of billing, reporting, and compliance

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### 8. Risk & Mitigation

Risk	Impact	Mitigation
Data accuracy on migration	High	Structured import templates, staged test loads
Staff adoption	Medium	Hands-on training, early involvement
Scope expansion	Medium	Clear phase boundaries, change-control
Vendor dependency	Medium	Local partner support for Odidor; cloud stability for Odoo

### 9. Value & Impact Metrics

Metric	Current	Target
Quotation turnaround	3–4 days	< 1 day
Manual estimation of dependency	100%	< 25%
Inventory tracking	Spreadsheet	Real-time via ERP
Job site scheduling	Manual	Automated
Invoicing	Per floor, manual	Milestone-based, automated

### 10. Training & Sustainability

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Comprehensive staff training, quick-reference guides, and two weeks of post-go-live support will ensure smooth adoption.

All configurations will be designed for maintainability and expansion.

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## 11. Terms & Assumptions

- a. Standard rate: **\$100/hr** (reflected in fixed-phase pricing)
- b. Fixed-fee per phase for Odoo; Odidor pricing TBD post technical validation
- c. Payment terms: **Phase-wise packages offered along with the proposal**
- d. Client provides timely feedback, approvals, and data access
- e. This cost excludes the platform fee (For both Odoo and Odidor)
- f. Taxes (GST) are additional

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## 12. Proposed Timeline

Phase	Duration	Start	End	Milestone
Phase 1	~5 weeks	Nov 24, 2025	Dec 22, 2025	CRM + Estimation Live
Phase 2	~3 weeks	Dec 23, 2025	Jan 12, 2026	Procurement Flow Active
Phase 3	~2 weeks	Jan 13, 2026	Jan 26, 2026	Projects + Field Service Ready
Phase 4	~1 week	Jan 27, 2026	Feb 02, 2026	Invoicing + Accounting Live

 **Final Go-Live:** Early February 2026

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### 13. Authorization & Signatures

By signing below, both parties agree to the terms outlined in this proposal.

<p><b><u>For: AshTech Stoneworks</u></b></p>  <p><b>Name:</b> _____</p> <p><b>Title:</b> _____</p>  <p><b>Signature:</b> _____</p> <p><b>Date:</b> _____</p>	<p><b><u>For: Xappert Incorporated</u></b></p>  <p><b>Name:</b> _____</p> <p><b>Title:</b> _____</p>  <p><b>Signature:</b> _____</p> <p><b>Date:</b> _____</p>
<p><b><u>Comments or Special Terms:</u></b></p>          	

### 14. Payment & Engagement Options

To keep the engagement flexible and transparent, AshTech Stoneworks can purchase **prepaid implementation hour packages** via Stripe. These hours are then applied against each phase (configuration, workshops, training, and support).