



ERP HRM CRM LMS

✓ Adaptable ✓ Affordable

## Maximizing ROI Through Digital Transformation

### Numla – Company Profile and Solutions

نملة ذكية للخدمات التجارية

CR 4030449121 | VAT: 3111 5054 5100 003

Dublin . Brussels . Toronto . San Francisco . Riyadh

# About numla

## We Deliver Fast, Cost-Effectively and High Quality Solutions

**Numla was Established** in 2000, headquartered in Ireland with offices in UK, USA, Canada, Saudi Arabia.

**Focus:** Specialises in customised ERP, HRM, CRM, mobile Apps, for medium to large enterprises. Offering ISO-certified, GDPR-compliant HRM and ERP for the complex holding companies.

**Client Base:** Diverse, international SMEs, including large enterprises and public companies.

**Innovation and Values:** Known for disruptive solutions; flexibility, agility, responsiveness, client focus.

**Certifications:** Multiple ISO certifications, for quality, security, and environmental management.

**Why Numla?** We ensure your success with affordable, customized digital solutions, trusted by global clients.

# About Odoo

Advanced  
Business Services

All your business on one platform – simple, efficient, yet affordable.

**Founded:** 2005, Belgium.

**Users:** Over 7 million; \$319.1 million funding.

**Apps:** Open Source, 30+ core business applications, including CRM and accounting.

**Market:** From SMEs to large enterprises, with a focus on SMEs.

**Global Presence** Thousands of partners and employees worldwide.

**USP:** Open Source, Scalable, customizable, affordable.



**We understand your Operational Challenges that are hindering Your Growth and Scalability.**

With our smart, client-tailored solutions, we aim to address the multitude of challenges for our clients, stemming from outdated, unsupported, and inefficient IT or manual systems.

**1. Manual Processes:** Often our prospective clients manage various aspects of their operations manually, leading to time-consuming tasks and potential errors.

**2. Data Discrepancies:** Using multiple spreadsheets for different functions can result in data discrepancies, duplication, and difficulties in maintaining accuracy.

**3. Limited Automation:** Despite some tools in place, achieving full automation across different business functions, including finance, customer management, and HR, remains an objective.



## Operational Challenges:

### Hindering Your Growth and Scalability

**4. Lack of Customer/Supplier/Employee Self-Service:** Absence of self-service options in various business tasks.

**5. Complex Compliance:** Navigating regulatory rules, including GDPR and other legislation, poses complexity in manual management.

**6. Security Vulnerabilities:** Handling sensitive business data and documents requires secure storage and communication, raising security concerns in the current manual system. Evolving cybersecurity threats and vulnerabilities require robust protection measures to safeguard business data.

**7. Data Integration Hurdles:** Disconnected data sources and lack of efficient integration hinder real-time access to critical information.



## Operational Challenges:

### Hindering Your Growth and Scalability

**8. Outdated Legacy Systems:** Dependence on legacy technology limits scalability, efficiency, and compatibility with modern tools.

**9. Scalability Issues:** Difficulty in scaling systems to accommodate growth and evolving business needs can impede expansion.“

**10. Lack of Management Visibility:** Absence of comprehensive dashboards and Business Intelligence tools limits management's visibility into key business metrics.

**11. Growth Impediments:** Difficulty in scaling systems to accommodate business growth and evolving needs can hinder expansion and competitiveness.



Smart Solutions that can be  
easily tailored to your  
requirements without  
additional costs

# How we help?

## 1. Finance & Accounting: Manage money easily

Odoo offers full-featured accounting:

- Available on multi-devices, Multi-company, multi-currency, multi-operating units, Banks reconciliation
- Irish Tax and VAT Reporting
- Analytical accounting by area
- Comprehensive financial reports
- Accounts Payable, Accounts Receivable, General Ledger.
- Cashflow management
- Cash and Bank management
- Fixed Assets Management
- Reporting and Dashboarding



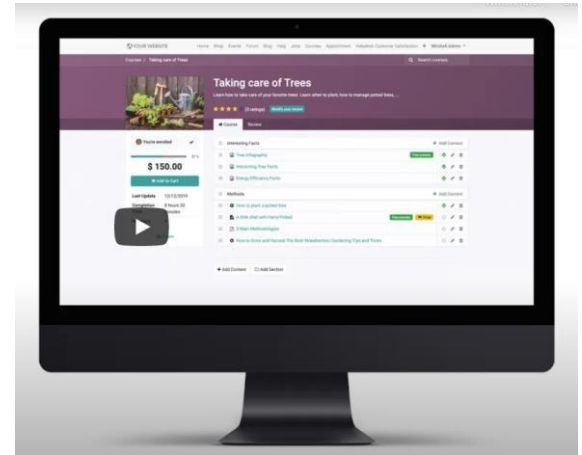
# How we help?

## 2. Advanced Supply Chain: Never get out of stock

### Purchases

- **Master Data**
  - Purchase in different unit of measures than sales
  - Set multiple vendors on a product
  - Import vendors pricelists
- **Request for Quotation and Purchase Orders**
  - Create a Request for Quotation
  - Bill Control
    - Control product received (entirely & partially)
    - Lock a purchase order
    - Cancel a purchase order
    - Request managers approval for expensive orders
    - Analyze the performance of my vendors
    - Determine when to pay a vendor bill with 3-way matching
    - Raise warnings on purchase orders
    - Dropship products

- **Purchase Agreements**
  - Manage Blanket Orders
  - Manage Call for Tender



# How we help?

## 3. Inventory Management and compliance

We offer you a comprehensive and refined way of managing inventory categories. You can manage the inventory the way you like. Some highlights are below:

- a. Structure your inventory locations
- b. Set auto reordering rules for purchase or resupply from another store location.
- c. Manage expiry, lots, recalls, traceability, returns, damages, bar codes, and stock counts
- d. Fully integrated with accounting (inventory valuation based on Average costs, and LIFO/FIFO batch costing.)



# How we help?

## 4. Manufacturing, PLM & Quality Control

We offer integrated tools to streamline your product development and production workflows. Key features include:

### a. Manufacturing Operations

- Plan and manage work orders and production schedules
- Track resource usage, machine availability, and labor efficiency
- Configure multi-level bill of materials (BOMs) and routings

### b. Product Lifecycle Management (PLM)

- Manage engineering change orders (ECOs) and product revisions
- Centralized documentation for design, specifications, and approvals
- Cross-functional collaboration on product updates

### c. Quality Assurance & Compliance

- Define and enforce quality control points at any stage
- Track non-conformances, corrective/preventive actions (CAPA)
- Enable audit trails and regulatory compliance (ISO, FDA, etc.)

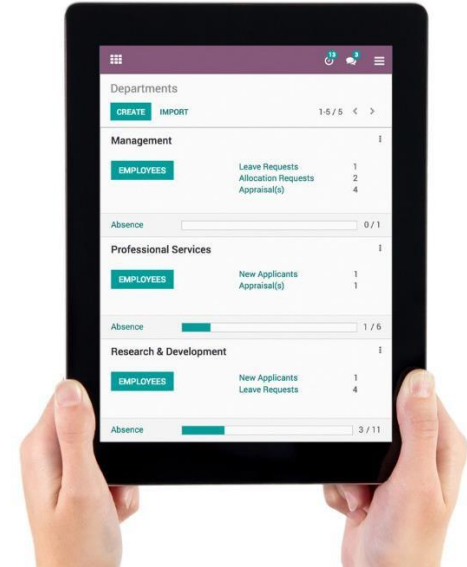
# How we help?

## 5. Human Resources management and compliance

We will implement Human Resource Management System as per Irish Laws and Regulations.

Based on security set up you may restrict visibility of sensitive information to just HR managers, or make other information public for all employees to see such as employee directory. Receive alerts for any new leave requests, allocation requests, applications, appraisals, and more.

1. Recruitment (Job positions, specs, publishing, applicants tracking)
2. Flexible employee and contracts database
3. Multiple onboarding and off-boarding plans
4. Managing employee documents with expiry dates and advance alerts.
5. Integration with bio-metric attendance.
6. Timesheets for Locum nurses/doctors based on hours or activities performed
7. Leaves and Time-off management with coverage and delegation
8. Payroll and deductions management
9. Employee Evaluation and Appraisal and Surveys
10. Flexible approvals engine for diversified business processes

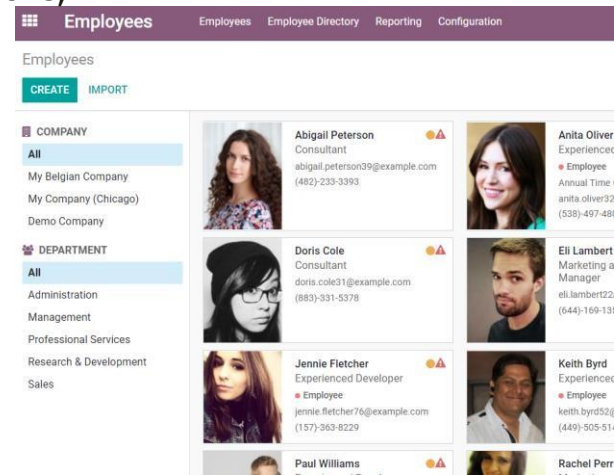


# How we help?

## 6. Employees Self-Service via Dashboards

Our HR Apps allow employees to self-serve their Human Resource needs. The system would be customized and implemented as per MMC requirements. The key features include:

1. Employees can see the organization directory and hierarchy
2. Employees can view and verify their HR data, e.g. personal information, contracts, bank information, pay slips, payroll deductions, insurance, ROS, dependents, etc.
3. Employees can request data updates e.g. change of residence, Passport, etc.
4. Employees can upload themselves different documents e.g. CV, Certifications, licenses, legal permission, memberships, credentials, etc.
5. Employees can apply and track different type of leaves
6. Employees can view audit logs of all changes to their records
7. Employees can make many any approval requests online
8. Managers can review, approve/reject approval requests
9. Employees dashboards
10. Learning and Development
11. Expense Management
12. Internal Website management



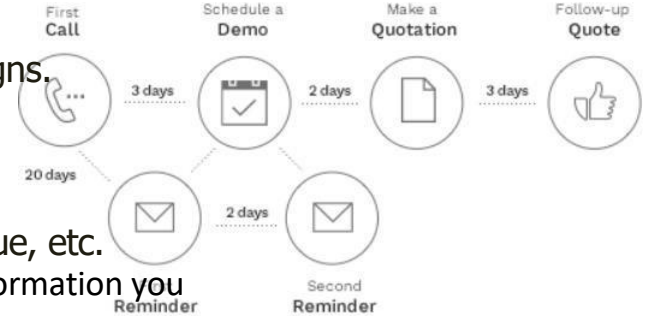


# How we help?

## 8. Customers Relationship Management

Communication with customers and potential customers can be managed using CRM. You will get email marketing facilities, and you can share information with customers easily using email or SMS. Other capabilities include the following:

1. Leads management
2. Track the source of the leads to monitor your advertisement campaigns.
3. Live chat
4. Address book/multi-addresses
5. Customer preferences management
6. Full history attached to any patient e.g. calls, orders, invoices, total due, etc.
7. Schedule activities: calls, meetings, mailing, and quotations. Get all the information you need, directly on the opportunity: website pages viewed, mail received, etc.
8. Easily view audit logs/history of patient

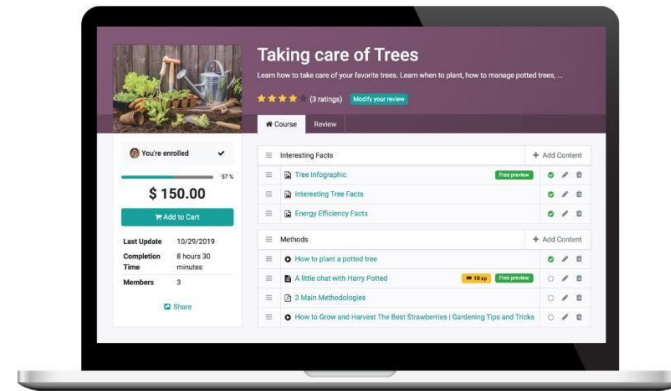


# How we help?

## 9. eLearning and Training Management

Odoo eLearning is the perfect Learning Management System to enable Community learning, share knowledge, and manage certifications!

1. Engaging content: videos, presentations, documents, quizzes, and reviews
2. Self-paced learning: Participants can see their progress and whats next
3. Check how well people are learning and what they think of the content.
4. Certifications: Score advanced tests and see how many attempts lead to success.
5. Charts or tables - you'll find the perfect way to get insights into your courses and certifications, the performance of your learners, and the revenues they generate.
6. Select the metrics that are relevant to you, apply predefined or custom filters, and pivot or group the results however you want them!



# Numla has all that you need

HRM

ERP

LMS

- ✓ Customized recruiting options to help you hire top talent
- ✓ Self-service options that engage employees
- ✓ Mobile time sheets that simplify attendance tracking
- ✓ Extended payroll structures that eliminate manual interventions
- ✓ Simplified leave management that increases process efficiency
- ✓ Self-Service Expense Management
- ✓ Helpdesk and Ticketing
- ✓ Accounting and bank integrations
- ✓ Employees record management, onboarding, and off boarding
- ✓ Streamlined evaluation process to guide decisions
- ✓ Systematized appraisals to empower your employees
- ✓ Centralized HR updates and alerts for visibility
- ✓ Integrated reports and dashboards to ensure high productivity
- ✓ Comprehensive information and data security management



## Case Study

[Customer Testimonial by eir](#)

## **Data Protection as per GDPR**

As ERP, HRM and payroll data management service provider, Numla takes the safeguarding of client data and adherence to GDPR principles very seriously. Numla ensures that all personal data is collected and processed lawfully and transparently, implementing appropriate security measures to protect data against unauthorized access, accidental loss or destruction. Numla also regularly reviews and updates data processing policies and procedures, and conducts regular data protection impact assessments.

In addition, Numla assures clients that their confidential data will never leave their servers located in Switzerland, providing an extra layer of security and privacy. These measures help to reassure clients that their data is being managed securely and in compliance with GDPR regulations, giving them peace of mind and confidence in Numla's services.



## How we do it?

A Standard Implementation  
Plan for ERP



## Implementation Plan

Our implementation plan adopts an agile approach, placing paramount importance on user involvement, collaborative development, continuous testing, and delivering working software. This dynamic methodology ensures that the system's deployment is a collaborative and adaptive process, enhancing user satisfaction and system effectiveness throughout the implementation journey.

### Phase 1: Pre-Implementation (2 weeks)

#### Week 1-2: Project Kick-off and Planning

##### Week 1:

- Project Kick-off Meeting: Gather key stakeholders to introduce the project.
- Define Project Scope: Confirm the exact requirements and expectations.
- Establish Project Team: Appoint project manager, system administrator, and end-users.

##### Week 2:

- Detailed Project Plan: Develop a comprehensive project plan, including timelines, tasks, and responsibilities.
- Data Collection: Begin gathering existing HR data for migration.
- Procurement: Ensure all necessary licenses and hardware are in place.



## Implementation Plan

### Phase 2: System Configuration (4 weeks)

#### Week 3-6: Configuration and Setup

##### Week 3:

- System Installation: Set up the Numla.HR system on the designated infrastructure.
- Data Migration: Transfer existing HR data to Numla.HR.

##### Week 4:

- User Training: Begin training sessions for HR team members and end-users.
- System Configuration: Configure Numla.HR according to your specific **requirements**.

##### Week 5-6:

- Testing and Quality Assurance: Perform thorough system testing to identify and rectify any issues.
- User Acceptance Testing: Conduct user acceptance testing with the HR team to ensure functionality aligns with expectations.



## Implementation Plan

### Phase 3: Implementation (2 weeks)

#### Week 7-8: System Rollout

##### Week 7

- Final Data Migration: Perform the last data migration to ensure all records are up to date.
- End-User Training: Continue user training sessions, focusing on self-service features.

##### Week 8

- Pilot Deployment: Implement Numla.HR for a small group of HR team members to identify any remaining issues.
- Documentation: Develop user manuals and guides for ongoing reference.



## Implementation Plan

### Phase 4: Post-Implementation (4 weeks)

#### Week 9-12: Post Implementation Activities

##### Week 9

- Full System Rollout: Deploy Numla.HR for all HR team members and end-users.
- Transition Support: Provide immediate support and assistance as users adapt to the new system.

##### Week 10-12

- Monitoring and Optimization: Continuously monitor system performance and user feedback, making necessary adjustments.
- Data Validation: Verify the accuracy of HR data in Numla.HR and address any discrepancies.
- Final Training: Offer additional training sessions as needed to ensure all users are comfortable with the system.



## Implementation Plan

### Phase 5: Evaluation and Reviews (2 weeks)

#### **Week 13-14: Evaluation and Fine-Tuning**

##### **Week 13**

- Evaluation: Conduct a comprehensive assessment of Numla.HR's performance against predefined goals and objectives.
- Feedback Collection: Gather feedback from end-users and the HR team to identify areas for improvement.

##### **Week 14**

- Fine-Tuning: Make necessary adjustments based on evaluation findings and user feedback.
- Final Documentation: Update user manuals and guides to reflect any system enhancements.

### Phase 6: Post-Implementation Support (Ongoing)

#### **Week 15 and beyond:**

- Ongoing Support: Continue to provide support and assistance as needed.
- Maintenance: Implement regular system updates, security patches, and maintenance to ensure optimal performance.
- User Training: Offer refresher training sessions and support for new employees as they join.

#### **Conclusion**

The above standard implementation plan outlines a structured approach to integrating Numla.HR at a typical client's organisation. Regular communication and collaboration among stakeholders, along with diligent testing and training, will ensure a successful and smooth transition to the new HR management system. Adjustments to the timeline and milestones may be necessary based on the complexity of the implementation and feedback from end-users.



## Company Profile

## Our Mission

We empower medium to large enterprises with affordable and customized digital solutions for HR, ERP, and CRM, helping them achieve their goals and unlock their full potential for growth and profit.

## Our Competitive Advantage comes from:

- ❖ **Customer Focus** - We prioritize our customers' satisfaction by understanding their unique needs and providing exceptional service.
- ❖ **Agile Collaboration** - We work together as a team to achieve your goals, sharing ideas and supporting each other.
- ❖ **Integrity** - We conduct business with honesty, ethics, and moral principles, and we take responsibility for our actions.



## Our Story

Numerical Learning Algorithm (a branch of machine learning) is in short called 'Numla'. At Numla, we offer affordable digital transformation services, along with unlimited customizations and integrations, all backed by exceptional customer service.

Since 2000, Numla has provided enterprise-level solutions in HRM, ERP implementation, data analytics, and mobile apps to major companies like Baxter Healthcare, J&J, and eir. Originally established in Belgium and now based in Ireland since 2017.

## Certifications

Numla is Odoo international partner since 2017 in Europe, USA, and Canada. We are ISO27001, ISO9001 certified, and GDPR compliant. At Numla, we're a team of 45 passionate professionals with offices in Dublin, San Francisco, Toronto, Brussels, and Riyadh, dedicated to serving you personally, whether face-to-face or remotely, with exceptional service to help you achieve your digital transformation goals.

# Our Recognition

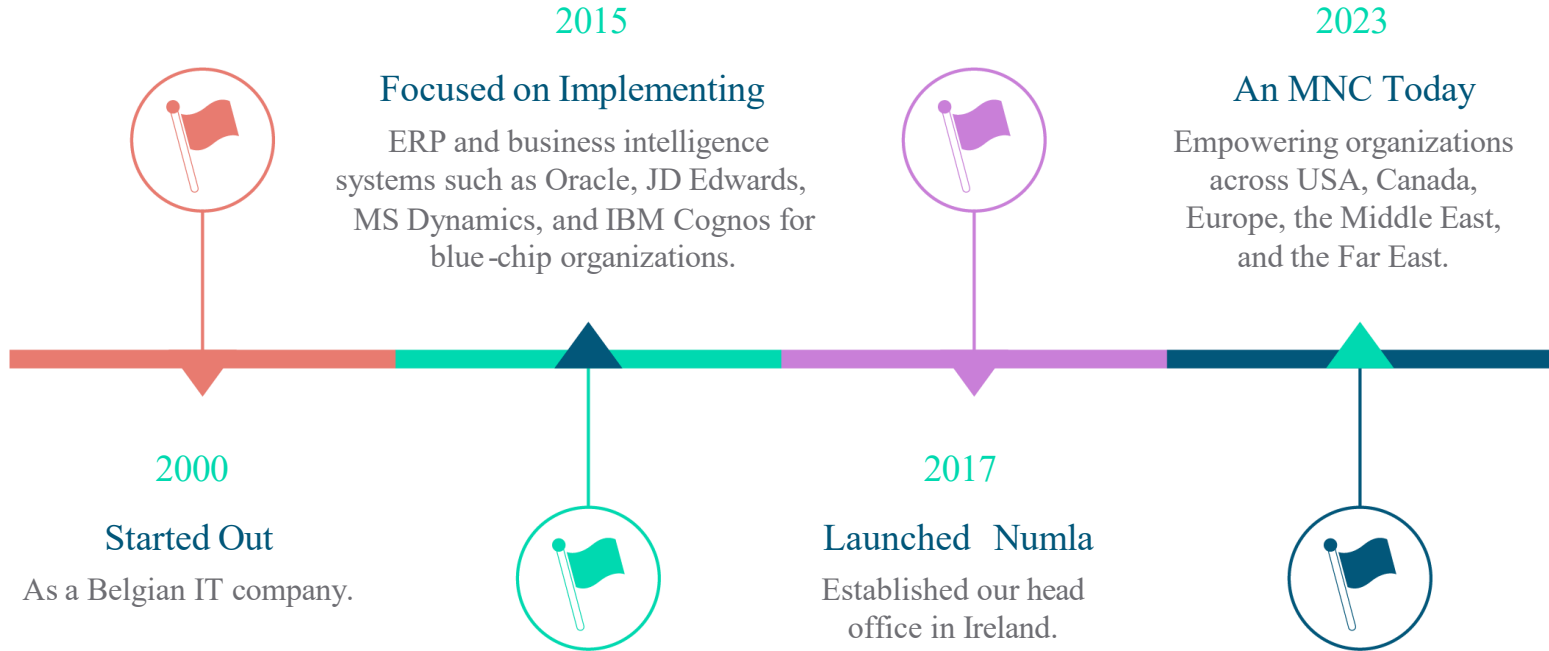
We are certified with:



We were recognized by CIPD:

The screenshot shows the CIPD website with a purple header containing the CIPD logo and navigation links: HOME, FINALISTS, 2021 AWARD WINNERS, and SPONSORS. The main content area features a purple icon of a cloud with signal waves. The title is "Technology and the digital world (NEW)". The description states: "This award recognises how technology, use of analytics and the introduction of AI, are being used to enable and support future ways of working, enhance the employee experience, and deliver enhanced people management and HR practices and insights." The "Finalists:" section lists: Eircorn Limited - HR System Transformation, Queally Group - MyHUB-Anytime, Tesco Ireland - Tesco Ireland and Colleague Help, and Zellis - Transforming the end-to-end employee experience with Zellis HCM Cloud.

# Our Story



# Our selected clients



[Customer Testimonial by eir - YouTube](#)

PARNELLS



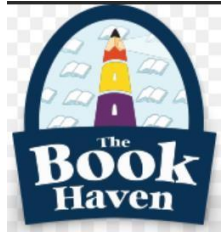
CROGHAN

Baxter

Johnson & Johnson



IBM



World Food Programme  
Nonprofit organization



# Our selected clients in the KSA



الشركة السعودية الاستثمارية لإعادة التدوير  
Saudi Investment Recycling Company

AL MURJAN  
for Modern Furniture



شركة مطوفي حجاج  
الدول الأفريقية غير العربية

COMPANY OF MUTAWIFS FOR PILGRIMS  
FROM AFRICAN NON ARAB COUNTRIES



العباسي  
ALABBASI



مجموعة نزيه السعودية



# Our large International clients

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- ✓ Irish Telecom (a 50 years old company) trusts us to provide daily HR services to 7000 employees.
- ✓ We are managing their Odoo servers (7 of them) in AWS data center located in Dublin
- ✓ We provide DevOps and Odoo Administration services
- ✓ We manage their data based on GDPR standards.



# Our large International clients



- ✓ Namaste Technologies is a global ecommerce company listed on Toronto, Paris, Frankfurt stock exchanges.
- ✓ We have provided a complete ecommerce solution utilizing Odoo Enterprise v11 integrated with several ecommerce platforms including Amazon, eBay, Shopify, Magento.
- ✓ Finance, Inventory, Retail modules were successfully implemented.



# Our large International clients

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- ✓ Repligen and Artesyn, based in Co. Wexford, are using advanced manufacturing, inventory, and quality management
- ✓ The solution was provided by us utilizing Odoo Enterprise
- ✓ We are providing regular maintenance, technical/functional support services to Artesyn based out of Ireland



# Client References



## Eamon O'Callaghan

Namaste Technologies, Dublin

Warmly appreciate ERPify for outstanding support and services being rendered to us.



## Mark Peters

Sodexo, Belgium

We replaced 14 different applications and increased revenues by 10% overnight.



## Joe Hall

HR Director, Irish Telecom, eir

ERPify has impressed our team. They provided us a cost-effective and user-friendly ERP solution and full support. I would also like to thank ERPify for staying on schedule.



## Jonathan Slacke Fitzpatrick

Parnells, Dublin

I highly recommend ERPify. Great support and communication with us. Work with all the issues we had and solve them all. Thanks for the great work you do.

# ERP Apps



# Why select Odoo ERP

- ✓ Odoo ERP is used and trusted by the large global companies around the world.
- ✓ Odoo offers high value, quality, and low cost of ownership. You wouldn't find a better option for sure!
- ✓ With 7M users around the world, Odoo is recognized by Gartner as the most installed and fastest growing ERP.
- ✓ Odoo is open source, easier to integrate, and easier to use.
- ✓ Odoo recently received funds of US\$90M to further enhance its product and market position
- ✓ Odoo is known as fastest growing business software in the world.

# Why ERP projects fail vs. succeed?



1. Lack of Top Management Involvement
2. Lack of Participation from Key Users
3. Poor or Lack of Project Management
4. Heavy & Often Unnecessary Customization
5. Poor Consulting Quality
6. Wrong ERP Product



1. Management engages ERP as Business Process
2. Key users engaged early and made accountable.
3. Issues/gaps defined with clear tangible targets
4. Don't aim for too much in the first phase.
5. Choose the right partner /  
the right methodology /  
the right program management of  
the right (ERP) product)

# Where Return on investments comes from?

## Benefits of ERP

You would greatly benefit from ERP implementation because of more streamlined processes, smoother operation, better employee service. In addition...

- Your Level of **Productivity would increase**— In your current un-integrated system, you encounter data errors as departments are unable to accurately communicate, and real-time data is almost impossible to come by. You would save the cost of data errors and re-work in terms of time and money wasted.
- You would get **better Visibility**— In your current system, you likely don't have access to real-time data. The right data probably doesn't move to the right people very efficiently, which means decision making takes longer and isn't always accurate. Moving to ERP system will give you access to real-time data, which will give you greater financial control over your company.
- **Auditing and Compliance**— How much are non-compliance fees currently costing you? In your current system, it's likely you encounter non-compliance issues more often than you'd like — and many are probably easily removed once you move to ERP system that helps you audit your processes much more efficiently.

You'll benefit from maintaining compliance requirements, and you can calculate the savings.

- **Reduced Administrative Costs** — Odoo ERP allows you to consolidate your financial reporting and several other administrative costs, which saves you money.
- **Improved Employee Service** — Are you wasting money fixing unhappy employees? Are you losing good candidates due to an unorganized process or unreliable delivery on your promises? With the benefits of ERP system, you would retain more employees and attract better talent.

Industry experts estimate the typical time to see a return on investment on ERP is less than 12 months.

# ★ THE TOP 20 MOST POPULAR Enterprise Resource Planning Software

Businesses are complex entities, filled with many moving parts and a plethora of different departments. At all times, managers must ensure operations are functioning properly, communication between departments is seamless, and materials are efficiently being used. Luckily, enterprise resource planning software lends a huge hand when coordinating such business actions. Below is a look at Capterra's view of the most popular options as determined by a combination of their reported total number of customers, users and social presence. To see a comprehensive list, please visit our [ERP Software Directory](#).

^ Hide All Data

MARKET  
SCORE 

 CUSTOMERS  USERS  SOCIAL

VENDOR  
SIZE

Rank	Company	Market Score	Customers	Users	Reviews	Facebook Likes	LinkedIn Followers	Twitter Followers
1	Odoo	92	267,626	4,114,609	147	44,084	22,422	37,500
2	Dynamics	91	190,500	3,810,000	2,906	107,338	85,605	63,400
3	Sage 100	77	100,000	2,000,000	116	812,194	241,664	28,900
4	Netsuite	68	40,000	800,000	343	21,803	184,741	501,000

THE TOP 5

## By Total Customers



Odoo



Dynamics



Sage 100



Ecount ERP



Netsuite

THE TOP 5

## By Total Users



Odoo



Dynamics



Sage 100



IFS Manufacturing



Infor M3



ERPify | odoo  
Gold Partner

USED AND  
TRUSTED BY



Jamba

COX



**7** Million users  
grow their business with Odoo



Large Enterprises



Small/Medium Size Businesses

