Case study: HydroTerra-Environmental Monitoring Specialists

About Client

HydroTerra is a well known team of technical expertise and specialises in the implementation of custom environmental monitoring solutions. Improvements in environmental monitoring effectiveness and efficiency in informing management decisions is at the forefront of HydroTerra’s drive for adoption of innovative technologies and after more than 10 years in the environmental sector, HydroTerra is a leader in the field.

Products & Services

HydroTerra Pty. Ltd. Is working in the field of environmental monitoring, reporting
Their activities span a diverse range of industry sectors, including:

- Landfill Management
- Natural Resource Management
- Research & Development
- Contaminated Land & Remediation
- Mining
- Coal Seam Gas
- Agriculture

The Need for a Solution

HydoTerra needed to manage the workflow of Sales, Purchase, and Inventory with mapping to current Organizational process of accounting with a robust enterprise solution that caters to its specific needs and business flows.

HydroTerra had evaluated multiple software solutions to address the issues and finalized on OpenERP based on its modular approach and flexibility and being completely open source in nature. Pragmatic was shortlisted from amongst various vendors for its credibility in the field of creating bespoke OpenERP Solutions.
The technical team with HydroTerra had undergone trainings of Odoo to evaluate and also implemented the community edition for checking the workflows. They had identified critical workflow changes that need to be in place to make the implementation successful. The team was very clear on requirements, business challenges and wanted the software changes to match exactly to the business flow, as they did not want to change the age old success formula for getting software implemented.

Pragmatic had taken this challenge and designed solution in line with requirement and core workflows by customizing on inherited flows to map with the actual business flow.

**Solution**

In Order to support their regular business activities, Pragmatic Techsoft Pvt. Ltd. Proposed Odoo with following modules:

- Sales
- Purchase
- Projects
- Timesheets
- XERO Integration
XERO Accounting & Odoo Integration

Pragmatic has taken an initiative to create a module for Xero Accounting & Odoo integration. This module helps HydroTerra to export supplier and customer invoices created in Odoo to Xero Accounting system. And also import payments from Xero Accounting to odoo.

Accounting

With the complete flow in place, the data captured were thoroughly scrutinized by the accounts dept for the following:

- Sales Invoices
- Sales Commission
- Stock valuation
- Stock take and reconciliation
The results were highly satisfactory with minor adjustments based on workflows.

**Timesheet:** Pragmatic has improved their timesheet management software and updated it with Odoo for better performance and for calculating billable and non-billable hours.
**Project Management:** for keeping records of projects and purchase order. Pragmatic has integrated and update Timesheet applications in such a way that's it's easy for HydroTerra teams to calculate exact time require to execute the project. They have the facility to evaluate budget Vs actual time spent as well. As the time period of some projects is around 1-2 yrs, Tacking of task allocation, task completion becomes crucial. To streamline project execution task along with billable & non-billable hours need to be recorded in detail.

**Sales flow cycle:** Odoo follows a complete life cycle for driving sales starting from lead creation pages till generating receipt of final payment. The process follows each and every step in the detailed and recorded format.
Success Points
Mapping to Customers existing business flows with the successful installation of XERO accounting with Odoo integration is completed. Now the customer is able to drive business & the sales cycle from single software.