



# How Derm Group Transformed Electrical Projects with Odoo 16 ERP

**DERM**group

Control, efficiency and visibility with Pragmatic's custom Odoo ERP implementation, deployed on Pragmatic SaaS platform.

# Meet our client

**Derm Group – one of Tanzania’s leading electrical contractors, managing high-value and large-scale projects across the country.**

Departments like **tendering, engineering, marketing, finance and leadership** needed to work in sync. With growing project complexity and financial processes, Derm Group required a **centralized ERP system** capable of unifying all operations while ensuring transparency and control.

## **Industry challenges**

The construction sector demands heavy coordination across tenders, BOQs, budgets and claims. Without proper systems, these processes quickly become bottlenecks that reduce profitability.

**Pragmatic Techsoft** was approached by Derm as the trusted Odoo implementation partner. We guided Derm Group through their digital transformation journey.



# The challenges Derm Group faced

## Scattered processes

Operations spread across multiple departments created slow, manual workflows that hindered productivity and created communication gaps. No centralized application for managing projects, materials and finances

## Tendering complexity

BOQ preparation, approvals, costing and results management were highly manual

## Financial blindspots

Claims, retention and loan management prone to delays & inaccuracies

## Procurement & inventory inefficiencies

Material requests & purchase processes lacked automation → slowed project timelines

## Budgetary risks

No structured way to manage operational and departmental budgets

## Access control needs

Teams required clear user-level permissions and approval workflows for accountability.

**These challenges were highlighted in a simple manner to the decision-makers so they could immediately relate to the operational pain points and understand the urgency for transformation.**

**These bottlenecks limited efficiency, strained resources and risked profitability.**



# Our approach



## Step 1 – Discovery

- Comprehensive requirement workshops across tenders, marketing, engineering and directors
- Clear documentation with a detailed Business Requirement Document (BRD)
- Stakeholder alignment on priorities and success metrics



## Step 2 – Implementation

- Delivered in 2 strategic phases over 1 year timeline
- Custom workflows for tenders, BOQs, claims, budgets and procurement



## Step 3 – Enablement

- Iterative demos and User Acceptance Testing (UAT) for user confidence
- Comprehensive staff training sessions before live rollout
- Hosted securely on Pragmatic SaaS platform for reliability

**Client was reassured with this structured process and methodical approach**

# Key solutions delivered

## Tender Management

BOQ could be automatically generated from tenders, routed for multi-department approvals and sent through an integrated costing process for overheads and margins. The full tender lifecycle could be tracked transparently.

## Procurement & Inventory Automation

Material requisitions were automatically converted into purchase orders, landed cost calculations were built-in, and material slips and transfer sheets were generated with no manual effort.

## Budget Management

Operational and departmental budgets were defined, monitored, and tracked against live project and finance data in real time.

## Loan Management

Transparent tracking of employee and partner loans was enabled with in-built repayment schedules and balance visibility.

## Progress Claims and Retention

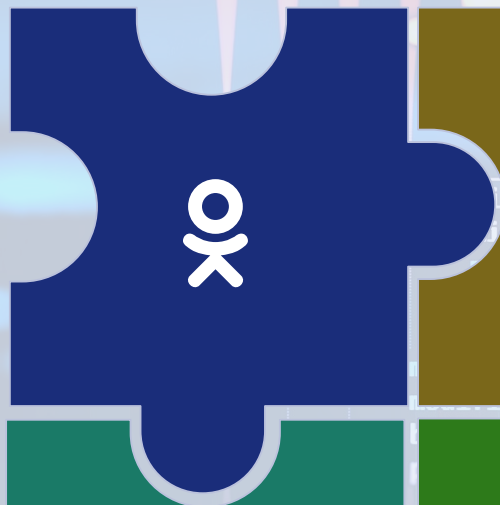
The system automatically generated invoices based on project completion percentages. Retention amounts were tracked end-to-end, with reminders triggered at warranty expiry.

## Core Modules

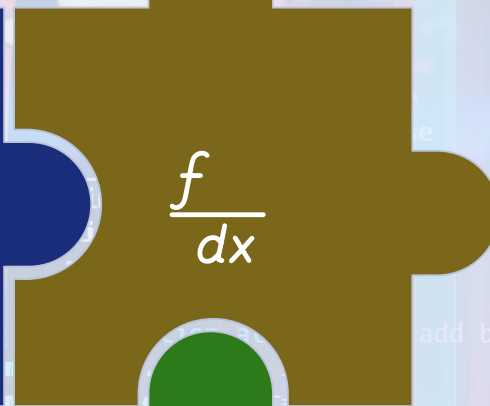
**Integrated Sales, Purchase, Accounting, Inventory, Fleet and Timesheets for complete business management.**

# TECHNOLOGY STACK DEPLOYED

Odoo v16  
Enterprise  
Backbone



$$\frac{f}{dx}$$



Custom Apps  
integrated with  
Odoo's standard  
modules

```
add back the deselected mirror modifier object
```

```
active = modifier_ob  
fier_ob)) # modifier ob is the active ob
```

Tech Stack  
Python,  
PostgreSQL, JSPO



SaaS  
Deployment

# Results & Impact



## Operational Efficiency

Cut down manual tracking time by 60%  
Procurement cycle reduced from days to hours



## Governance

Clear approval flows and comprehensive audit trails strengthen compliance and reduce operational risk.



## Financial Accuracy

Claims & retention automated :  
Few errors better cashflow planning  
Reduced project cost overruns with budget controls - improving working capital management



## Departmental Empowerment

Tender, Accounts, Procurement and HR teams now work on a single unified system  
User-specific controls brought transparency & accountability.



## Management Visibility

Directors gained real-time dashboards across tenders, budgets and claims  
Faster decisions with complete project data at fingertips



## Future-Ready

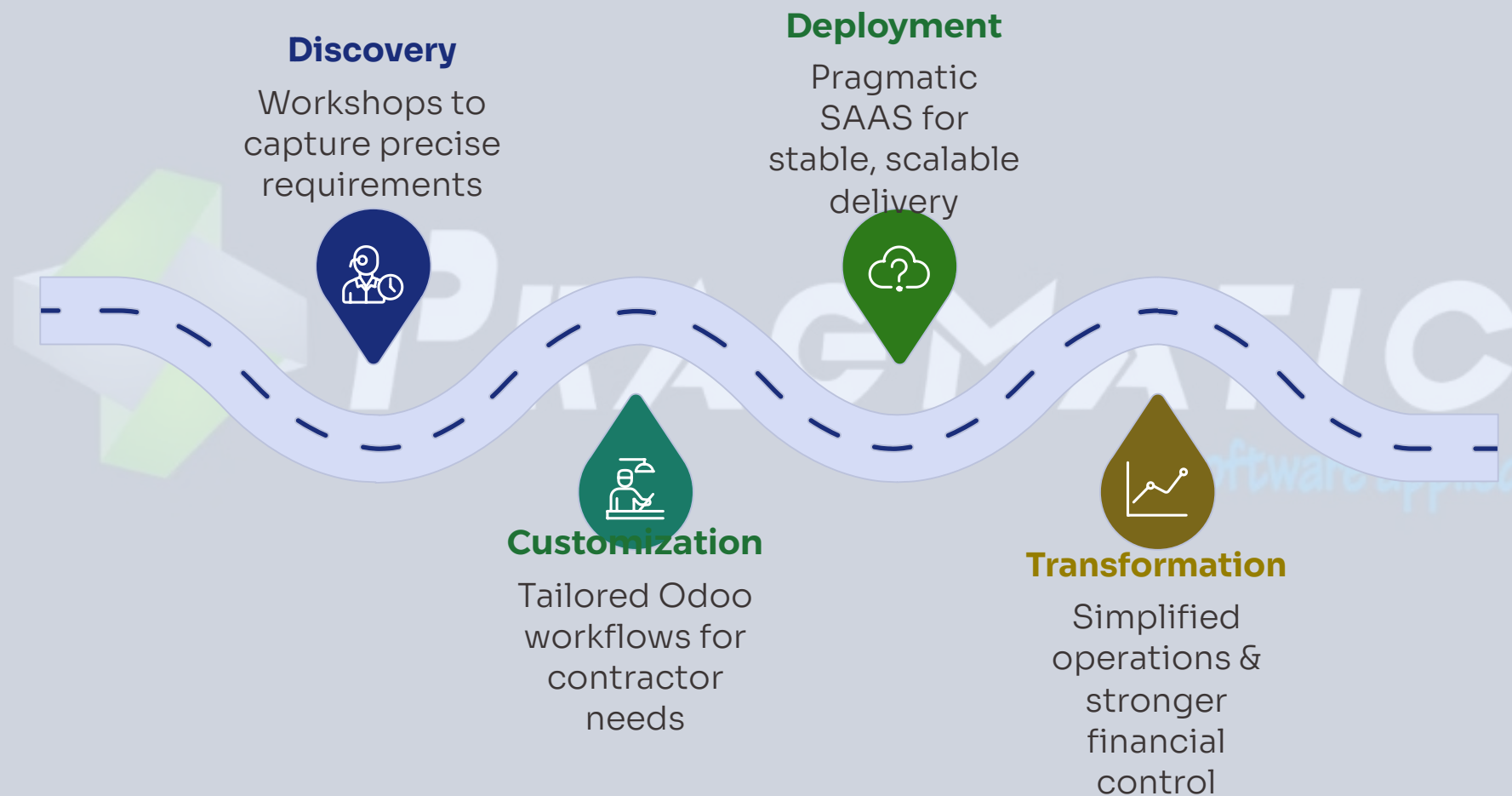
Scalable ERP foundation that grows with their business and supports expansion into new markets and services.

software applied



**Pragmatic Techsoft** was chosen because of our proven experience with ERP customizations for complex industries.

**Our prior experience with large contractor ERP implementations helped us bring best practices to Derm Group, reducing risks and accelerating time-to-value.**



✓ **Pragmatic thoroughly understood our operational needs. Tracking tenders, claims and materials is now streamlined and far more transparent. Our management finally has the control we always wanted. - DERM GROUP**

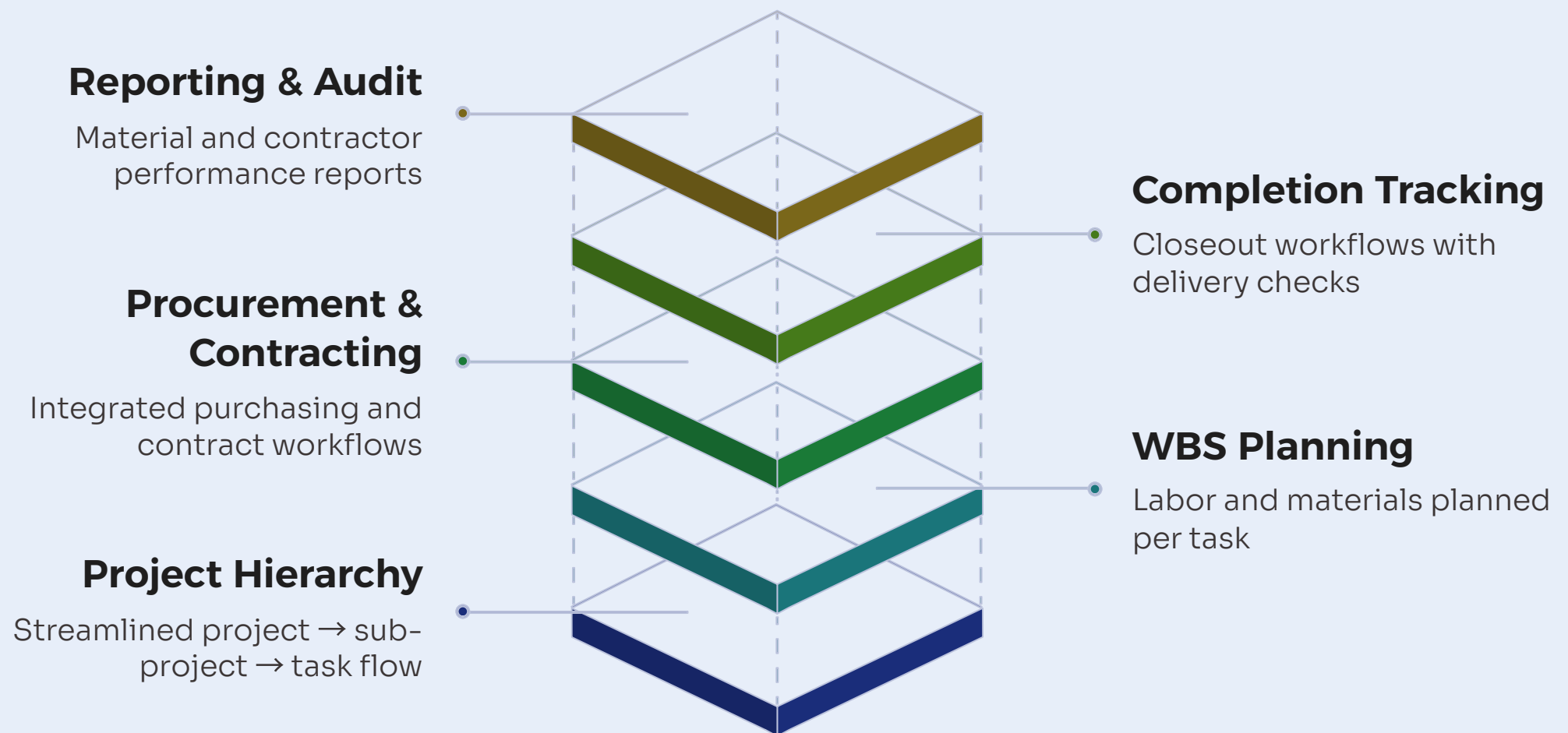
# End-to-end digital control for construction companies



## Odoo Construction Bundle (Standard)

### Core Modules Included

1. Project Planning & Controlling (Projects, Sub-projects, WBS, Task Library)
2. Purchase Management (Material requisitions, PO, reception, approvals)
3. Contracting Management (Work orders, task completion, RA Bills)
4. Construction Purchase Reports



[REQUEST A FREE DEMO OF Odoo Construction Bundle](#)



# Odoo Construction Bundle – Advanced

## Additional modules beyond standard

**Tender Management** (create/manage tenders, bidder criteria & ratings)

**Land Acquisition** (properties, owners, proposals, leases/sales)

**Expense Management** (record, approve, and report expenses with docs)

**Project Planning + Gantt Chart** (visual planning, dependencies, undo/redo)

### Tender Lifecycle

Manage enquiries to bidder selection

### Expense Tracking

Link costs to projects with reports



### Land & Property

Digitize acquisition, lease, and sale

### Project Planning

Gantt charts with zoom and dependencies

**Standard Bundle** → For contractors focused on execution efficiency & procurement control.

**Advanced Bundle** → For builders/developers needing tendering, land deals, expense tracking and visual project planning.

[Grab a free demo of Odoo Construction Bundle \[Advanced\] here](#)

# Let's talk about your business challenges

**Just like Derm Group, your organization can benefit from centralizing projects, finance, procurement, and operations onto a single powerful ERP system.**

**Gain faster automation, greater financial visibility and a modern scalable solution with industry-specific workflows.**

**Implementation | Customization | Migration | Consultancy | Training | Cloud Hosting**

**2500+**

**Project  
Implementations**

**17+**

**Years Odoo  
expertise**

**100+**

**Certified  
specialists**

**50+**

**Countries  
Served**

**80 %**

**Repeat  
customers**

**177 +**

**Ready-to-deploy  
apps**

**BOOK A FREE CONSULTATION CALL WITH OUR EXPERTS**