



Transforming daily operations for a leading manufacturer in Tanzania

End-to-end ERP transformation

Client : Coast Concrete Poles

Industry : Manufacturing

Location: Tanzania





About the Client

One of Tanzania's leading concrete pole manufacturers. Operations across departments like tendering, marketing, engineering and procurement. Needed a *centralized system* to manage complex business operations efficiently.

Pragmatic Techsoft was chosen as the Odoo implementation partner to deliver a complete, end-to-end ERP system customized for their unique business processes.

Key pain points discussed

Disconnected systems

Disconnected manual systems made tracking day-to-day operations difficult.

Limited visibility

Lack of visibility into procurement, approvals, and expense management.

Access control

Need for role-based user access and tighter control over financial workflows.

Client Goal

A single, integrated application to manage all departments and automate approval-based workflows - improving transparency and operational control.

Our solution approach

Discovery & Planning

01

Requirement gathering

Conducted multiple requirement-gathering workshops.

02

Documentation

Created detailed use case documentation and project plans.

03

Testing & Launch

Iterative demo sessions leading up to UAT and go-live.

Implementation highlights

Fully customized Odoo v16 (Enterprise) deployment on Pragmatic's SaaS model.

Delivered in 2 phases over 2 months - ensuring user adoption and operational continuity.

Odoo modules deployed

Sales, Purchase, Accounting and Expenses

Tech Stack

Python | PostgreSQL | JavaScript

Deployment

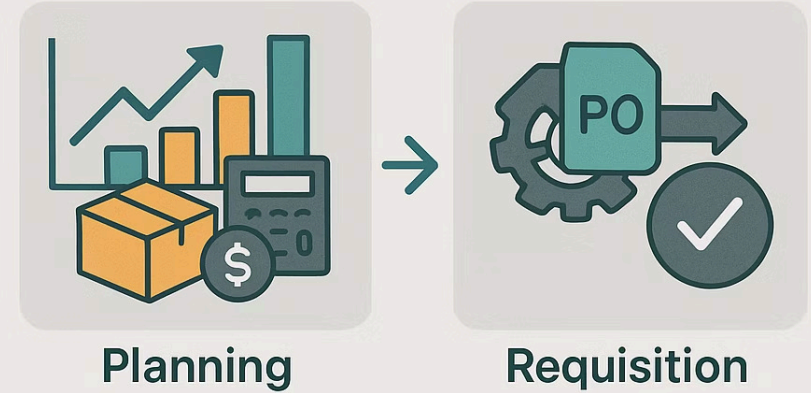
Hosted on Pragmatic's secure SaaS infrastructure



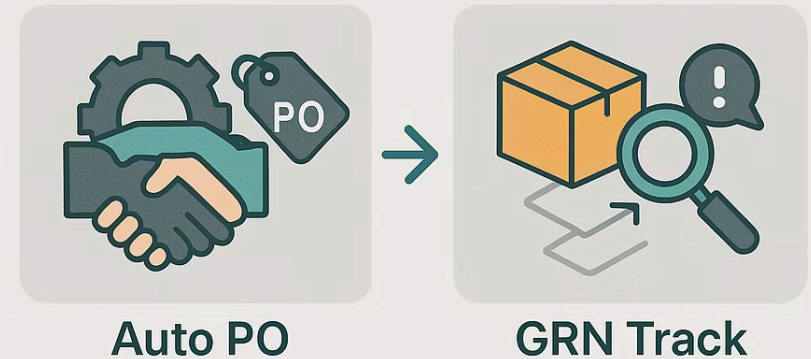
Custom functionalities developed

- ✓ **Procurement planning** : Material planning with quantity, cost and utilization tracking
- ✓ **Material requisition** : Multilevel approvals and validation against plans
- ✓ **Automated order management** : From requisitions to supplier approvals
- ✓ **Advance management** : PO and billing advance control
- ✓ **Expense & Petty Cash Management** : Requests, approvals, tracking and accounting integrations
- ✓ Goods Receipt (**GRN**) Tracking and Custom Approval Notifications
- ✓ Custom Print Layouts for operational documents

PLAN & REQUEST



ORDER & RECEIVE



CONTROL & ACCOUNT





Procurement Planning & Expense Suite (Odoo v16)

 **Purpose-built for manufacturers** to streamline purchase planning, approval workflows, and expense control in a single unified platform.

 **Real-time tracking** of spending, cash flow and budget utilization helps managers maintain financial discipline and visibility.

 **Accelerates decision-making** by providing instant access to accurate, up-to-date operational data, supported by comprehensive audit trails.

 **Highly scalable framework** designed to serve other manufacturing clients, enabling future growth and process expansion seamlessly.

Results & Impact



Centralized control

Centralized control of all business operations



Reduced errors

Reduced manual errors and improved approval efficiency



Better visibility

Better visibility into material usage, expenses and cash flow



Smooth operations

Smooth day-to-day operations managed within a single Odoo interface

Client feedback

"Using the customized application, we can now track and manage our operations with ease. It has improved accountability and streamlined our workflows."

Coast Concrete Poles now operates with greater efficiency and control, powered by Odoo x Pragmatic Techsoft's smart solutions



Ready to digitize your operations like Coast Concrete Poles did?
Let's discuss how our customized Odoo solutions can help you scale and simplify your business.

A QUICK CONSULTATION CALL IS ALL IT TAKES