

# Build Your Own Odoo Consulting Business

With the Proven System of a Global Top-3 Odoo Partner



# THE OPPORTUNITY

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## Exclusive Franchise Opportunities Available in Select Cities

Odoo is exploding in Europe. SMBs are replacing outdated ERPs, and **the market needs strong local partners.**

We give entrepreneurs a proven playbook to build a 7-figure consulting agency in their city.

# WHAT PROBLEM ODOO SOLVE

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- Most companies still run their business on spreadsheets, overprice ERPs, or fragmented tools.
- Odoo replaces everything.

# WHAT IS ODOO?

From **stand-alone** software



To an **All-in-one** solution



odoo

# WHY NOW: ODOO'S HYPERGROWTH IN THE US

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## Key Points

**67 %**  
annual growth

**15 Millions+**  
worldwide users

**175+**  
countries

**26 000+**  
standard applications

## Key insights

- Massive adoption among SMB's
- Huge gap between ERP demande & qualified partners
- Perfect timing for early franchise owners

# AN APP FOR EVERY NEED

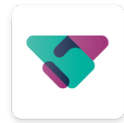
Stimulate your sales



SALES

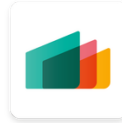


PoS

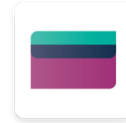


CRM

Rationalize your operations



PRODUCTION



PURCHASE



INVENTORY

Manage your finance



INVOICING

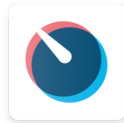


ACCOUNTING



EXPENSES

Integrate your services



TIMESHEET



PROJECT



HELPDESK

Expand your marketing



EMAIL  
MARKETING

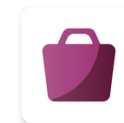


MARKETING  
AUTOMATION



SOCIAL  
MARKETING

Build your dreamed website



eCOMMERCE



WEBSITE

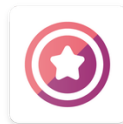


eLEARNING

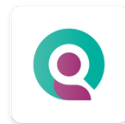


EVENTS

Optimize your human resources



REFERRAL



RECRUITMENT



TIME OFF



EMPLOYEE

# ABOUT NALIOS



**2020**  
Launch year



**5**  
Countries

**+60**  
Employees

**+12 years**  
Odoo experience

**+350**  
Implemented projects

**+5000**  
Satisfied users

# WHY NALIOS EXISTS

*“As former Odoo employees, we created Nalios because we believed that ERP consulting should be simple, fast, and human. Today, after hundreds of successful implementations in Europe and America, we are expanding our model through entrepreneurs who want to create real consulting businesses.”*



Benjamin & Christophe

# WHY A FRANCHISE MODEL

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- The market is too large for a corporate expansion alone
- Local presence wins in B2B consulting
- Franchising empowers entrepreneurs
- You get our know-how while building your own agency
- Perfect fit for the Odoo system

# OUR NALIOS FRANCHISE MODEL

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## Empowering your consulting agency's growth

**You** run **your consulting agency**.

**We** give you :

- Playbooks
- Trainings
- Systems
- Support to scale fast

# WHAT YOU GET AS A FRANCHISE OWNER

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- Exclusive territory
- Full sales playbook & Support
- Delivery playbook
- Weekly coaching
- Access to Nalios delivery teams
- Proven Proposal templates
- Marketing support
- Odoo platform setup
- Recruiting support
- Continuous training
- A launch program for your first 90 days

# A DAY IN THE LIFE OF A NALIOS FRANCHISE OWNER

## What you do :

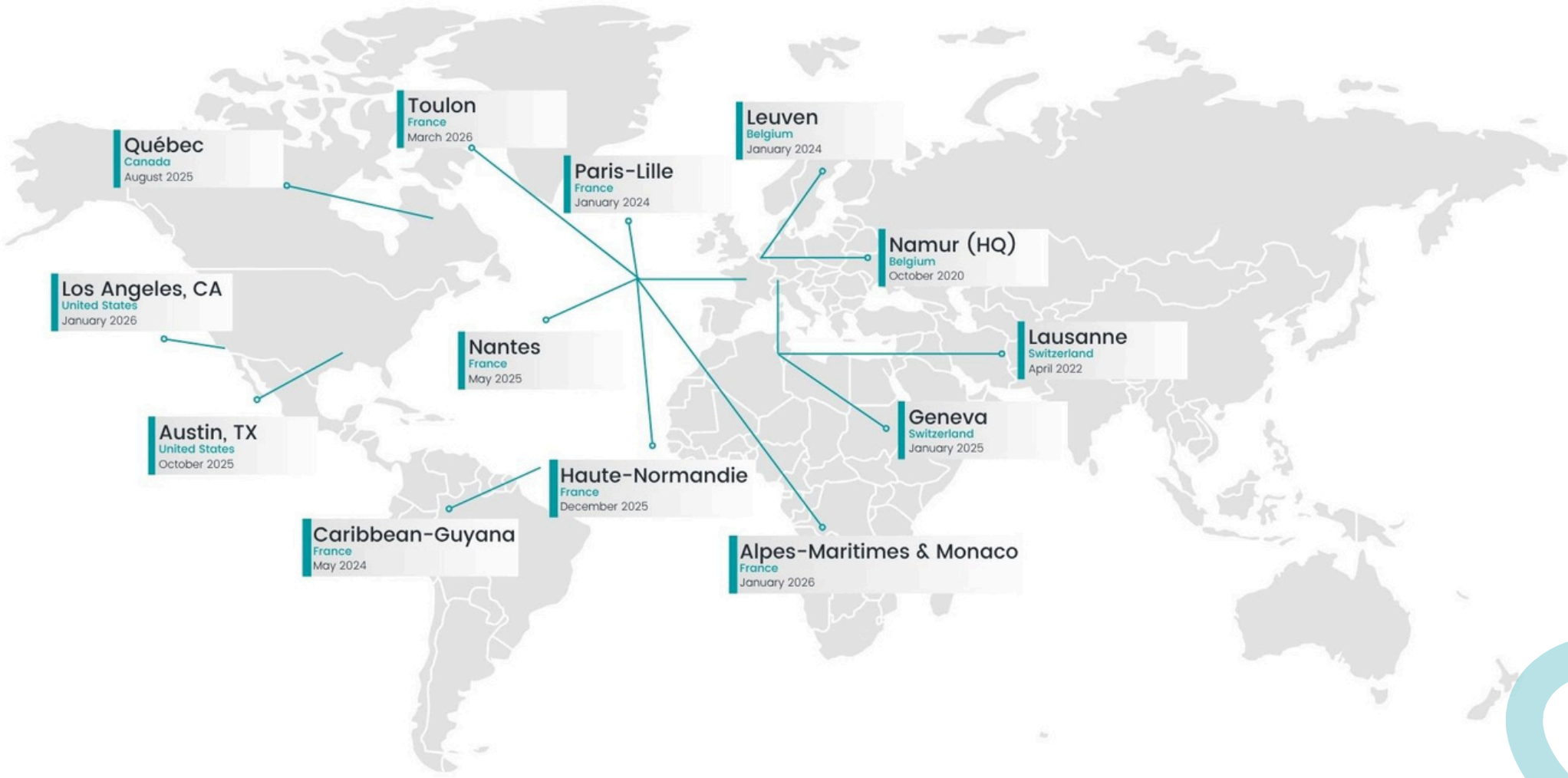
- Business development
- Client meetings
- Project oversight
- Recruiting (later)

## What Nalios does :

- Sales support
- Delivery assistance
- Advanced consulting
- Training
- Technical expertise
- Back-office structure

**You focus on growth.** We handle the complexity.

# TERRITORY STRUCTURE



# HOW YOU MAKE MONEY

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## Margins

55%–60% gross margin typical

- Odoo implementation projects (€15k–€200k+)
- Monthly support
- Managed services
- Odoo commissions
- Local training & audits
- Project extensions

# FINANCIAL MODEL

**A realistic path to building a seven-figure consulting agency.**

	Year 1 (Part-time delivery + Outsource Support)	Year 2 (First hires)	Year 3
Revenue	€250k–€400k	€500k–€750k	€750k–€1M+
Team	-	1-2 consultants	2-5 consultants

# WHAT WE ARE LOOKING FOR

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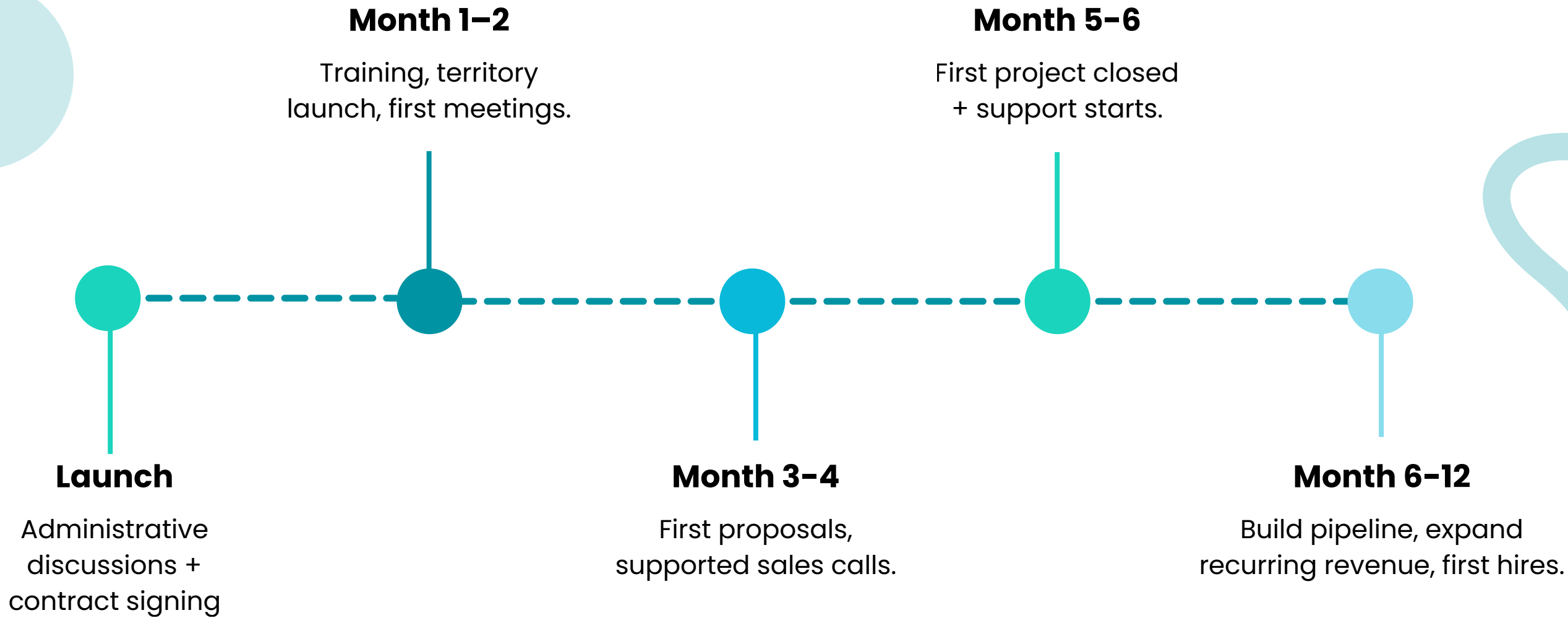
- B2B consulting or SaaS/ERP experience
- Strong communication & sales skills
- Entrepreneurial mindset
- Desire to build a local €1M+ agency
- Financially stable (€50k–80k available)
- Coachable and motivated
- Based in or near a major US metro

# OUR IDEAL FIRST CITIES (TERRITORY AVAILABILITY)

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Limited early slots — first come, first served.

# SUCCESS PATH – 12-MONTH LAUNCH PLAN



# SUPPORT SYSTEM

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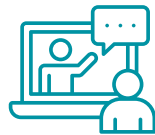
Sales coaching



Discovery call support



Delivery support from Nalios Europe



Weekly franchise coaching call



Hiring support



Tools and templates



Nalios Exchange



Community of franchisees



Marketing resources

# ACCESS TO OUR COMMUNITY

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At Nalios, we work as a team to provide **excellent service** to our customers.

Our goal is to form **a community of franchisees**  
able to provide solutions  
both local and global for our customers.

As a franchise manager, you will have access to the Community Group allowing you to **exchange vital information**, good plans but also work in **collaboration with other franchisees**.

# NALIOS EXCHANGE

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The resource [sharing platform](#) you need for your projects

## Borrow

- Need temporary support or for a specific project?
- Access certified resources to ensure the best quality of service.
- Nalios Exchange: easily borrow the resources you need.
- Ideal for an initial implementation project or to manage a peak of activity.

## Share

- Optimize your talents and boost your turnover.
- Nalios Exchange: make your consultants available to other franchisees.
- Enhance your skills and strengthen our community.
- Generate revenue while contributing to the success of the network.

# GLOBAL MARKETING

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We take care of [all brand communication](#) in your region



social media



Targeted advertising  
campaigns



Google Ads



case studies



showcase site



Dedicated  
"Sectors" pages

You remain local marketing masters (organization of events, networking, etc.)

# WHAT CUSTOMERS SAY ABOUT US



*I think one of the strengths of XLG and Nalios is that they are always challenging themselves, striving to stay as close as possible to Odoo Standard so that they can evolve over time. This has enabled us to put really good processes in place, with Odoo working well, from quotes to invoicing, and even accounting, which will be in the same ERP. Write a quote from one of your customers here. Quotes are a great way to build trust in your products or services.*

**Laurence Colot • IT Project Manager at XLG&CO SA**



*A major player in the energy sector, Groupe Atlantic chose Odoo to digitise its processes, from sales to invoicing, including project management, subscriptions and after-sales services. Thanks to customised Odoo applications, the company is now optimising its operations and improving the efficiency of its teams.*

**Edith Vanden Eynde • Director of Processes and Commercial Efficiency Projects at Groupe Atlantic**



*Data accessibility has been a game changer for us: it facilitates communication, standardises information and has enabled us to become much more efficient. We used to spend a lot of time encoding/re-encoding things. Now we focus more on the real added value of each person. Everything is visible, there are no more grey areas.*

**Thibault Colon • CEO of Colona**

# WHAT FRANCHISEES SAY ABOUT US



*When Camille and I launched the Nalios agency in Leuven, our experience at Odoo helped us integrate quickly. The opening process was transparent and aligned with our ambitions, and Nalios' reputation and marketing tools gave us immediate visibility in the Flemish market. Day to day, I benefit from strong support, with resources and guidance that help me make fast decisions while keeping full entrepreneurial freedom. This balance between support and autonomy makes the whole adventure truly rewarding.*

**Nils Van Oosten • Director Nalios Leuven**



*Based in the French West Indies, I chose Odoo as the ERP of the future for our territories. While searching for a reliable partner for a major project, I discovered Nalios and was immediately convinced by their franchise model and customer-centric approach. Their expertise and commitment to making every customer a priority confirmed my decision. Today, we support businesses in Guadeloupe, Martinique and French Guiana with tailored solutions, backed by the Nalios network and its proven methodology.*

**Carl Reynal • Director Nalios Antilles-Guyane**



*What convinced us to join Nalios was our strong confidence in Odoo and the group's mindset: quality, commitment, and a hands-on attitude. The launch support was excellent, and we quickly chose to build our autonomy – a key strength of any solid network. Today, we run the agency dynamically across sales, project delivery, and events, always aiming to move things forward through rigorous, collective work.*

**Jean-Baptiste Paquentin • Director Nalios Geneva**

# WHY JOIN OUR FRANCHISE PROGRAM

## What makes Nalios different

- Top-3 Odoo partner worldwide
- Fastest-growing Partner
- Massive support & playbook
- Delivery assistance from day 1
- Strong branding & European expertise

## Why you should join us

- Priority territories
- Enhanced coaching
- Direct founder access
- Higher long-term positioning
- Ability to influence the system
- First-mover advantage in your city

# How to apply?

## Show a simple 3-step process:

1. Book an intro call
2. Meet Nalios team
3. Territory selection & approval

➤ Book your discovery call today

