Build Your Own Odoo Consulting Business

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

THE OPPORTUNITY

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 SMBs are replacing outdated ERPs, and **the market needs strong local partners**.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.

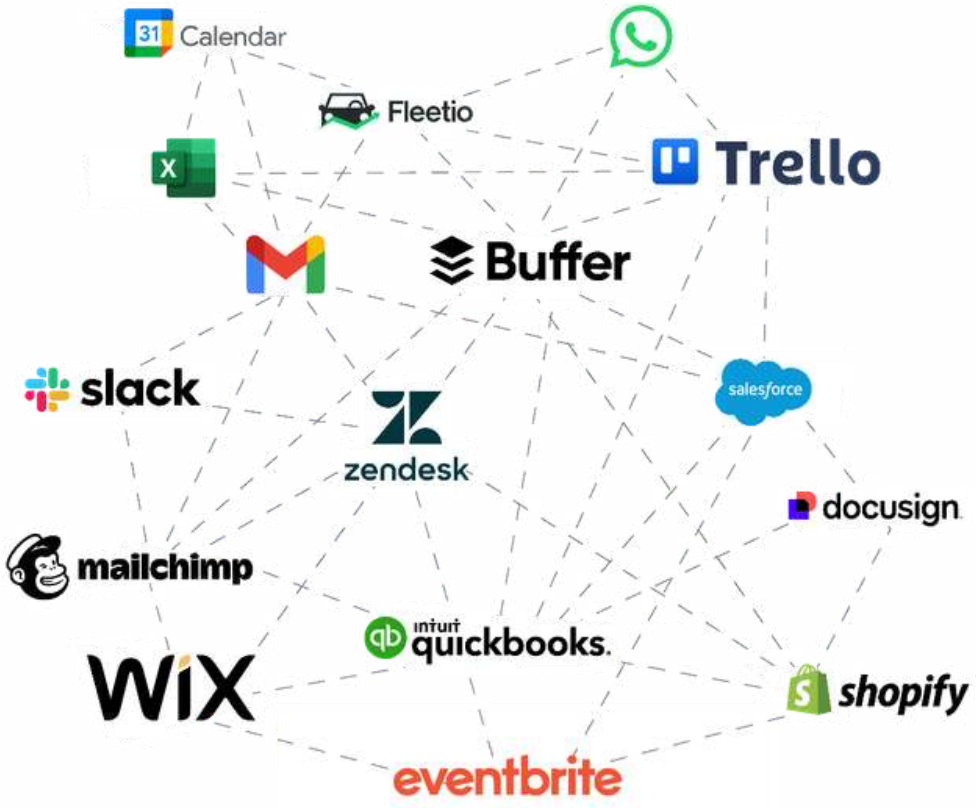
WHAT PROBLEM ODOO SOLVE



- 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

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



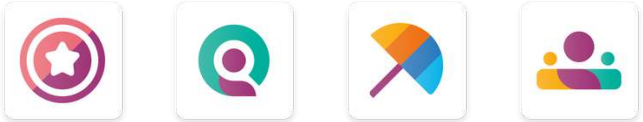
EMAIL MARKETING MARKETING AUTOMATION SOCIAL MARKETING

Build your dreamed website



eCOMMERCE WEBSITE eLEARNING EVENTS

Optimize your human resources



REFERRAL RECRUITMENT TIME OFF EMPLOYEE

ABOUT NALIOS

odoo Gold Partner

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

- 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

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

- 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 :

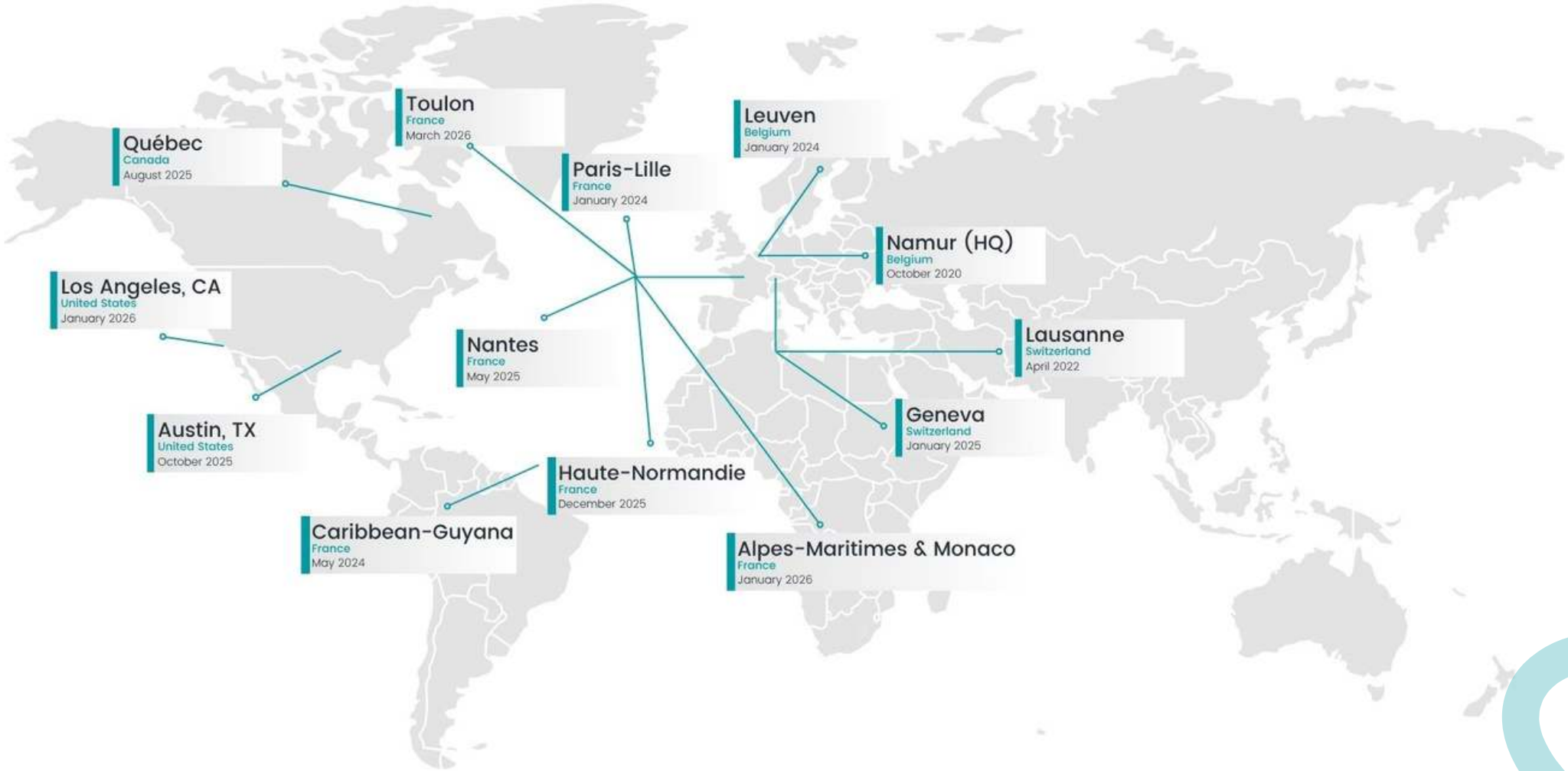
- Business development
- Client meetings
- Project oversight
- Recruiting (later)

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

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

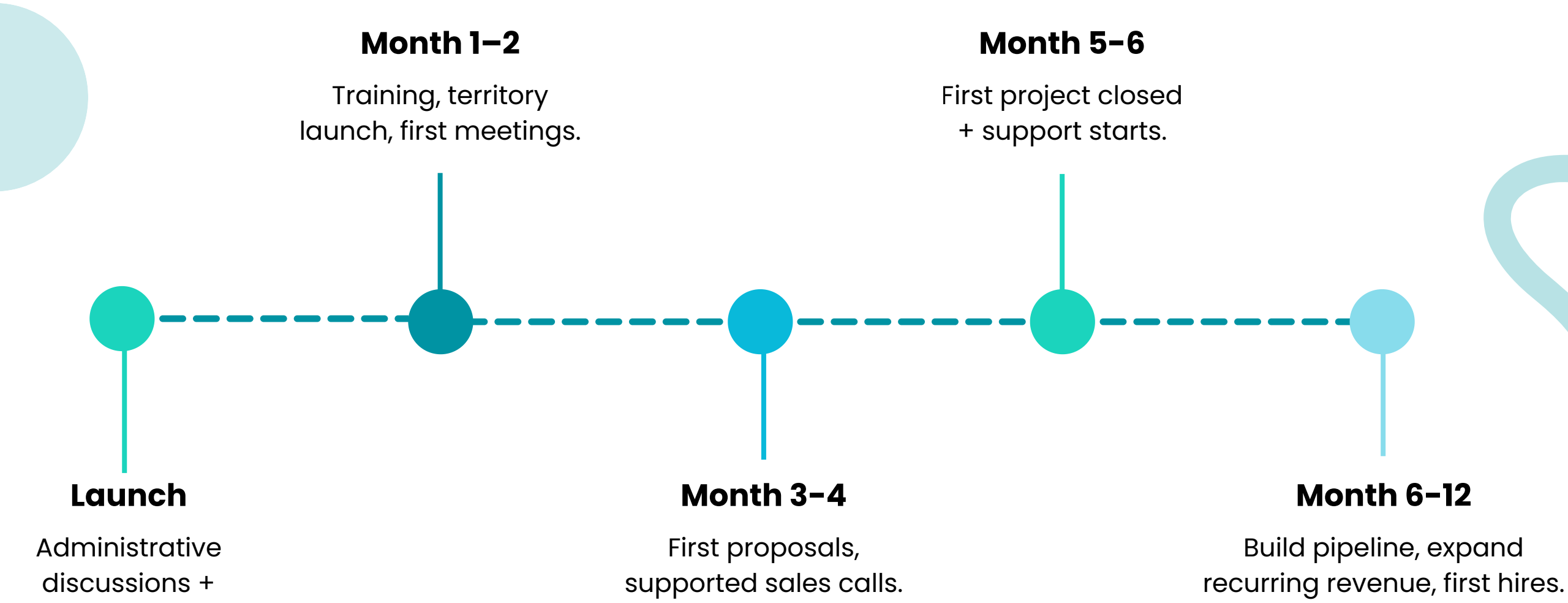
WHAT WE ARE LOOKING FOR

- 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)

Limited early slots — first come, first served.

SUCCESS PATH – 12-MONTH LAUNCH PLAN



SUPPORT SYSTEM

- 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

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

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

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