



# OCA Days

# Liège 2024

Making Odoo mightier, together

# Life of Odoo Integrators in the OCA Ecosystem - Roundtable -

Moderated by:  
Rebecca Gellatly



**OCA Days**  
**Liège 2024**  
Making Odoo mightier, together

# Introduction of Participants

Jay Vora - SerpentCS

Pedro M. Baeza - Tecnativa

—

Jézéquel-Bréard - Numigi

Gijs-Jan Otten - Therp



**Pedro  
M. Baeza**

**JECNATIVA**

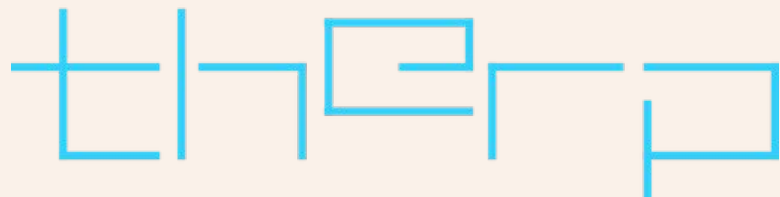
**Jay  
Vora**

**SERPENT**  
CONSULTING SERVICES PVT. LTD.





**Gijs-Jan  
Otten**

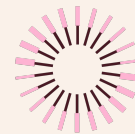


**Julien  
Jézéquel-Bréard**

 **NUMIGI**



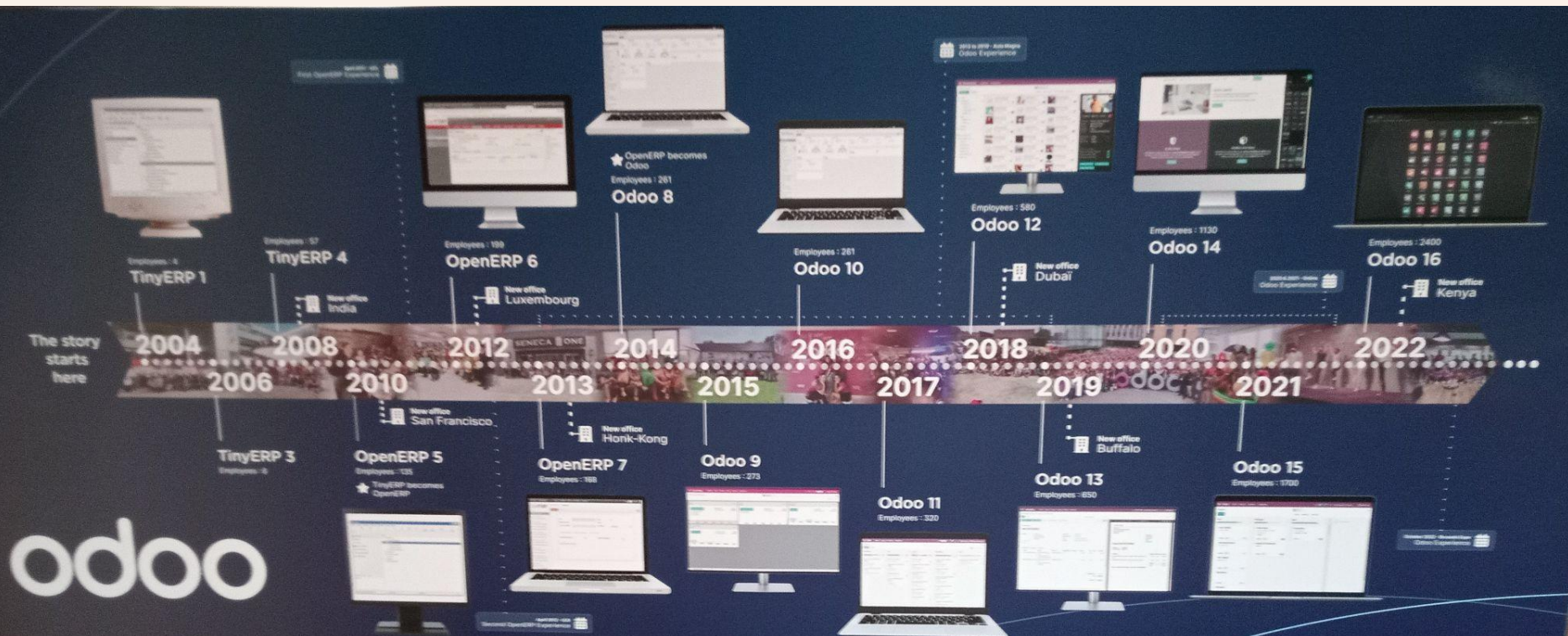
# Odoo Integration: An Evolving Profession?



OCA Days  
Liège 2024  
Making Odoo mightier, together

How has the role evolved over the past few years?

What skills are essential today?





# Educating Customers about Odoo and the OCA



open source  
initiative®

odoo



OCA

How do you introduce Odoo and the OCA to clients?

What key benefits of open-source solutions do you highlight?

Photo de [Dawid Liberadzki](#) sur [Unsplash](#)



**OCA Days**  
**Liège 2024**  
Making Odoo mightier, together

# Business Models for Odoo Services

# CUSTOMERS

What business models do you follow for Odoo services (subscription-based, project-based, support models)?

How do you balance custom developments with OCA module integration in your offerings?

# INTEGRATOR

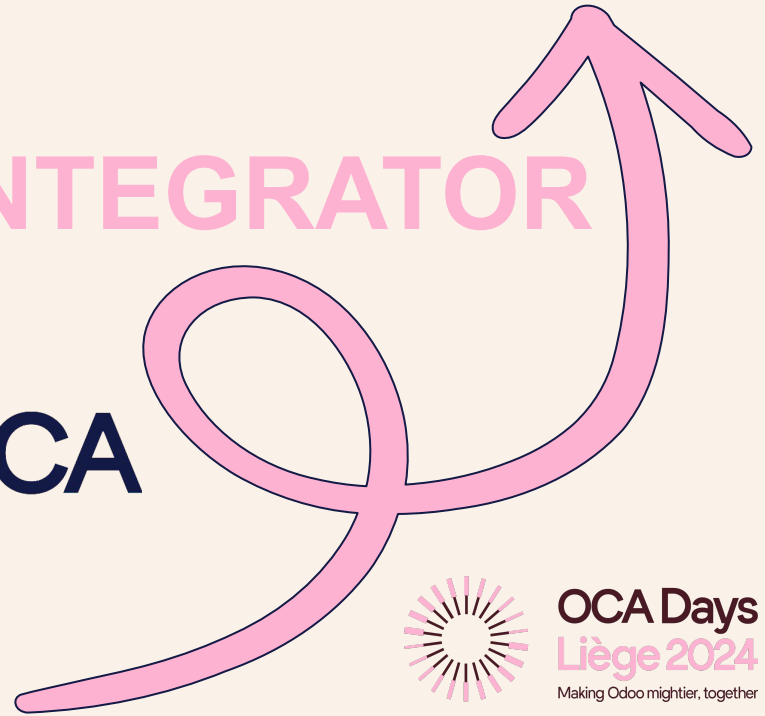


# OCA

# odoo



**OCA Days**  
**Liège 2024**  
Making Odoo mightier, together



# Managing Projects: Modules, Migrations, Hosting



How do you integrate OCA modules into projects?

What are the biggest challenges with Odoo migrations?

What are the hosting options?



# Future Trends for Odoo Integrators

What trends or innovations will impact Odoo integrators?



OCA Days  
Liège 2024

Making Odoo mighty, together

# Thank you to our Event Sponsors




**OPAAS**  
Cloud

Sapphire Sponsor

**camptocamp**  
INNOVATIVE SOLUTIONS  
BY OPEN SOURCE EXPERTS

 **cetmix**

 **acsone**

 **Akretion**



**OCA Days**  
**Liège 2024**  
Making Odoo mightier, together

**>initOS**

**karizma**

**therp**

Diamond Sponsors