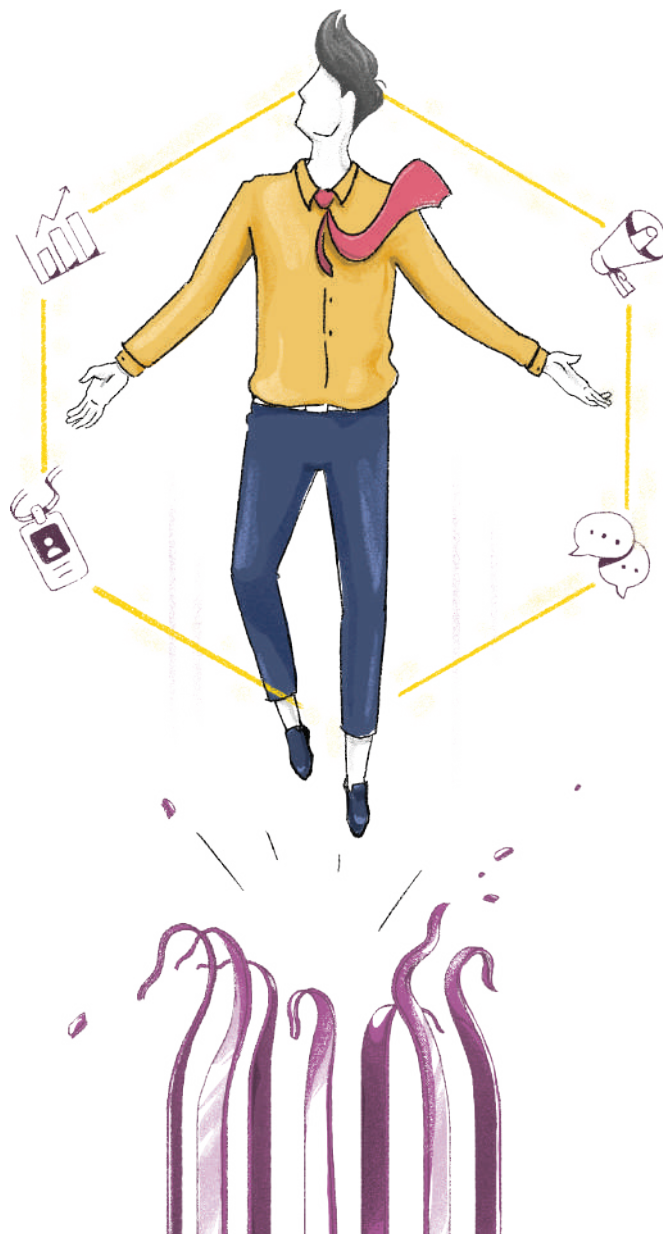




Zoho  
**One**

(vs)

odoo



# Pick the better Business Management Software

At first glance, you might place Odoo and Zoho One within the same bracket. Let's try to change that.



Boasts more than 45 applications on its platform. A deeply and holistically integrated BMS, Zoho One provides end-to-end business solutions hosted completely on the cloud.

Every application in Zoho One is a stand-alone product, each backed by years of intense research and development. The Zoho One platform is as deep as it is broad. Each business function has a consecutive application that works in tandem with the other.

vs



An open-source suite of software, with tools including CRM, ecommerce, accounting, manufacturing, and project management. It provides both subscription-based proprietary software and cloud-hosted SaaS. Its current architecture allows business users to create various modules and showcase them in the marketplace to be used freely. Odoo hosts about 30 core applications across business functions as official modules.



## Enterprise Class Features

Customization Across Platforms	✓	✓
Seamless Integrations	✓	✓
Defined and Customizable Workflows	✓	✓
Custom Functions	✓	✓
Encryption	✓	✓
Data Centers	✓	✓
Sandboxing	✓	✓
IP Restrictions	✓	✓
Blueprints	✓	✗
Web/Mobile SDKs	✓	✗
Widgets	✓	✓
Advanced Reports and Analytics	✓	✓
Territory Management	✓	✓
AI Predictions	✓	✓
Centralized Admin Console	✓	✓
Contextual Dashboards	✓	✗
Mobile Administrator	✓	✓
App Launcher	✓	✗



## Accounting and Finance

Invoicing	✓	✓
Estimates	✓	✓
Client Portal	✓	✓
Expenses	✓	✓
Bills	✓	✓
Banking	✓	✓
Projects	✓	✓
Inventory	✓	✓
Sales Orders	✓	✓
Purchase Orders	✓	✓
GST	✓	✓
Online Payments	✓	✓
Reporting	✓	✓
Automation	✓	✓
Documents	✓	✓
Customizable Templates	✓	✓
Transactional Approval	✓	✓
Recurring Expenses	✓	✓
Landed Cost	✓	✓
Customized Reports	✓	✓
Inventory Tracking and Adjustment	✓	✓
Timesheet Management	✓	✓



## Accounting and Finance

Role Based Access



Vendor Credits



Digital signature



Payroll Management



Payroll Processing



Employee Self-Service Portal



Statutory Compliance and Reporting



Integrations



## Customer Relationship Management

Lead Generation



Lead Management



Sales Force Automation



Process Management



Omnichannel



Analytics



Sales Enablement



Performance Management



Predictive Sales



Customization



Marketing Automation



Team Collaboration



Mobile Apps





## Customer Relationship Management

Security



Developer Platform



CRM for Small Businesses



AI-powered Assistant



Journey Orchestration



Canvas Design Studio



## Inventory Management

Inventory Control



Multi-warehouse Management



Multichannel Selling



Order Management



Order Fulfillment



Insightful Reports



Inventory Tracking



Item Kitting



Bar Code



Channel Performance Management



Multiple Currency



Post Shipment Updates



Invoicing



Vendor Relations



SKU Generator





## Customer Support and Satisfaction

Ticket Management	✓	✓
Telephony Integration	✓	✓
Self-Service	✓	✗
Artificial Intelligence	✓	✓
Agent Productivity	✓	✓
Automation	✓	✓
Customization	✓	✓
Extensibility	✓	✓
Insights	✓	✗
Security	✓	✓
Omnichannel	✓	✓
Analytics	✓	✓
Live Reports and Dashboards	✓	✓
Remote Support	✓	✓
Unattended Remote Access	✓	✓
Screen Sharing	✓	✓
Integrations	✓	✓
Live Camera Streaming	✓	✓
Freeze Camera Stream	✓	✓
Session Recording & Analytics	✓	✓
SLAs	✓	✓



## Human Resources Management

Database Management	✓	✓
Onboarding	✓	✓
Attendance Tracker	✓	✓
Leave Tracker	✓	✓
Shift Employee Schedules	✓	✓
Performance Evaluation	✓	✗
Corporate Learning Management System	✓	✓
Case Management	✓	✓
Employee Self-Service and Collaboration	✓	✓
Document Management	✓	✓
Customization	✓	✓
Analytics	✓	✓
Intelligent Automation	✓	✓
Custom Forms	✓	✓
Mobile App	✓	✓
Recruitment	✓	✓
Payroll Management	✓	✓
Payroll Processing	✓	✓
Employee Self-Service Portal	✓	✓
Statutory Compliance and Reporting	✓	✓
Integrations	✓	✓
Time Sheet Management	✓	✓





## Order Management

Multi Channel Sales



Packaging and Shipping



Shipment Tracking



Payment Integration



Exportable Reports



## Project Management

Task Management



Task and Milestones



Dependencies



Social Project Management



Charts and Reports



Time Tracking



Issue Tracking and Workflow



Service Level Agreements



Team Collaboration



Automation



Imports



Customizations



Planning



Release Management



Timesheets



Extensibility





## E-Commerce

Pre-built Templates	✓	✓
Customizable Storefront	✓	✓
Informative Blogging Console	✓	✓
Landing Page Builder	✓	✓
Multiple Currency Converter	✓	✓
Categorization and Improved Navigation	✗	✓
Product Management	✓	✓
Batch and Serial Tracking	✓	✓
Customer Management	✓	✓
Shipping and Delivery Management	✓	✓
Payment Solutions	✓	✓
Role Management	✗	✓
E-commerce Sales Tax	✓	✓
Recommended Similar Products	✓	✓
Abandoned Cart Recoveries	✓	✓
Advanced Coupon Implementation	✓	✗
User-generated Content	✗	✓
Personalized Marketing	✓	✓
SEO Friendly	✓	✓
Reports and Analytics	✓	✓

		
<b>Website Optimization</b>		
Goal Tracking	✓	✓
Funnel Analysis	✓	✓
Heat Map Analysis	✓	✗
Session Recording	✓	✓
Form Analytics	✓	✓
A/B Testing	✓	✓
Split URL Testing	✓	✓
Personalization	✓	✗
Polls	✓	✓
Push Notifications	✓	✓
Pop-ups	✓	✓
Web Analytics	✓	✓
<b>Analytics and Business Intelligence</b>		
Cloud Uploads	✓	✓
Database Hosting	✓	✓
Integration flows	✓	✓
Data Blending	✓	✓
Visualization	✓	✓
Drag and Drop Report Creation	✓	✗
Unified Dashboards	✓	✓
Interactions	✓	✗
Geo Visualizations	✓	✓



## Analytics and Business Intelligence

Deep Analytics	✓	✗
Key Metrics	✓	✓
Forecasting	✓	✓
Data Alerts	✓	✓
Access Control	✓	✓
Data Preparation and Management	✓	✓
Data Storytelling	✓	✗
Mobility	✓	✓
Security and Governance	✓	✓
Deployments	✓	✓
Extensibility and Elasticity	✓	✓
Embedded BI	✓	✓

## Marketing Management

Subscription management	✓	✓
A/B Testing	✓	✓
Pre-designed Templates	✓	✓
Drag and drop editor	✓	✓
Email Workflows	✓	✓
Autoresponders	✓	✓
Merge Tags	✓	✓
Dynamic	✓	✓
Content Marketing	✓	✓



## Marketing Management

Integrations



Behavioral Targeting



Usage-based Targeting



Multi-channel Marketing



Engagement Marketing



Lead Insights and Reports



Analytics



Social Campaigns



Touchpoints



Lead Generation



Lead Nurturing



Lead Scoring



Lead Qualification



Personalized Journeys



Campaign Planner



## Office Suite

Team Management



Private and Public Space



Draft Sharing



Fast Upload



Varied File Format





## Office Suite

External Stakeholder Management



Desktop Sync



Version History



Advanced Analytics



Paperwork Automation



Smart Search



Data Templates



Admin Console



Security



GDPR Compliance



HIPAA Compliance



Collaboration



Categorization



Customization



Knowledge Base Management



## Email and Collaboration

Unified Dashboard



Email Migration



Team Management



Versatile Toolkit



Productivity Management



Email Retention





## Email and Collaboration

eDiscovery	✓	✗
Huge Attachment Upload	✓	✗
Resource Booking	✓	✓
Highly Secure	✓	✓
Email Suite	✓	✓
Control Panel	✓	✓
Custom Domain	✓	✓
Offline Email	✓	✓
Digital Signatures	✓	✓

## Video and Web Conferencing

Audio Calls	✓	✓
Video Calls	✓	✓
Screen Sharing	✓	✗
Screen Recording	✓	✓
Desktop Apps and Extensions	✓	✗
Organizational Settings	✓	✓
Highly Secure Sessions	✓	✓
Co-organizers	✓	✓
Reports and Analytics	✓	✓
Customizable Registration Forms	✓	✓
Embed Forms	✓	✓
Polls and QnA	✓	✓



## Video and Web Conferencing

Instant Meetings	✓	✗
RSVP and Reminders	✓	✓
Scheduled Meetings	✓	✓
Moderator Controls	✓	✓
Private Meetings	✓	✓
Embed Meeting Links	✓	✓
On-demand Tracking	✓	✓
Integrations	✓	✓
Monetization	✓	✓
Open Mic	✓	✓
Whiteboards	✓	✗
Recurring Sessions	✓	✓
Remote Work	✓	✓
Artificial Intelligence		
On-demand Reports	✓	✓
Trend Analysis	✓	✓
Handwriting Recognition	✓	✗
Translation	✓	✓
Grammar Correction	✓	✓
Phishing Protection	✓	✗
Anomalous Behavior	✓	✓
Sentiment Analysis	✓	✓





## Artificial Intelligence

Language Predictor	✓	✗
Data Cleaning	✓	✓
Keyword Extraction	✓	✓
Face Recognition	✗	✓
Root Cause Analysis	✓	✓
Malicious URL Detectors	✓	✓
Seasonality Detection	✓	✓
Log Analysis	✓	✓
Outage Prediction	✓	✗
Parsers	✓	✓
Object Detection	✓	✓
Classifiers	✓	✓
Lead Information	✓	✓
Live Chat	✓	✓
Chart and Sheet Generation	✓	✓
Search Across Organization	✓	✓
Personalized Results	✓	✓
Auto-tag Categorization	✓	✓
Templated Response	✓	✓



## Custom Application

Data Sharing	✓	✓
Migration	✓	✓
Seamless Data Flow	✓	✓
Low-Code	✓	✓
Workflow Automation	✓	✓
Powerful Databases	✓	✓
Rapid Application Development	✓	✓
Business Process Management	✓	✓
Mobile App Maker	✓	✓
BI and Analytics	✓	✓
Online Portals	✓	✓
AI-powered Apps	✓	✓
Unified Data Service	✓	✓
Serverless Functions	✓	✓
Integration Flows	✓	✓
Data Visualization	✓	✓



## Manufacturing Management

Bills of Materials	✓	✓
Processing Manufacturing Orders	✓	✓
Sell Set Kits	✗	✓
BoM Management	✓	✓
Semi-finished Product Management	✓	✓
Flexible Components Consumption	✓	✓
Plan Work Orders	✓	✓
Alternative Work Center	✗	✓
Product Unbuild	✗	✓
Subcontract Manufacturing	✓	✓
Master Production Schedule	✗	✓
Repair Management	✗	✓

## Rental Management

Rental Orders and Invoices	✓	✓
Gantt Scheduling	✗	✓
Product Maintenances	✓	✓
Price Management	✗	✓
Cross-selling	✓	✓
Online Approval	✓	✓

	 <b>Zoho One</b>	
<b>Product Life Cycle Management</b>		
Engineering Changes	✓	✓
Smart Versioning	✗	✓
Document Management	✓	✓
Eco Management	✗	✓
<b>Quality Management</b>		
Quality Control Points	✓	✓
Quality Alert Management	✓	✓
Total Productive Maintenance	✗	✓
<b>Maintenance Management</b>		
Automatic Preventive Maintenance	✗	✓
Organized Maintenance Requests	✗	✓
Overall Equipment Effectiveness	✓	✓
Dashboard & Statistics (MTBF and MTBR)	✗	✓
<b>Mobile Applications</b>		
iOS	✓	✓
Android	✓	✓



# Zoho One

## One-stop business management software solution for all your processes

“

Zoho has become our admin team, our pseudo accountant, our sales support, our client support system, and an intrinsic part of our business structure. It's like we employed a business solution that actually does the work for us in a lot of instances.”



**Stuart George**

Founder and Creative Director,  
CKP Creative

[zoho.com/one](https://zoho.com/one)