

# Roadmap Odoo 20

## Odoo 20

The two most impactful picks, module by module





**Maxdoo**

grow faster • keep it simple



Odoo 20

**In 20**

*Unfairly selected*

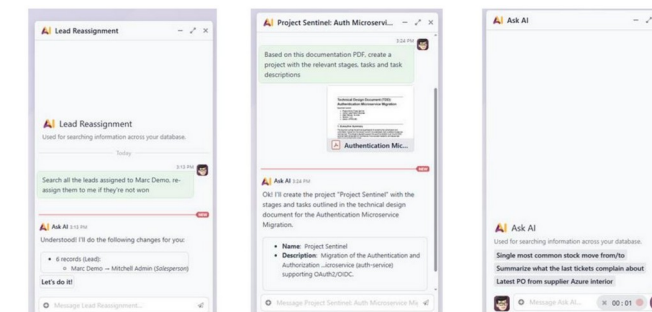
**points**

# AI



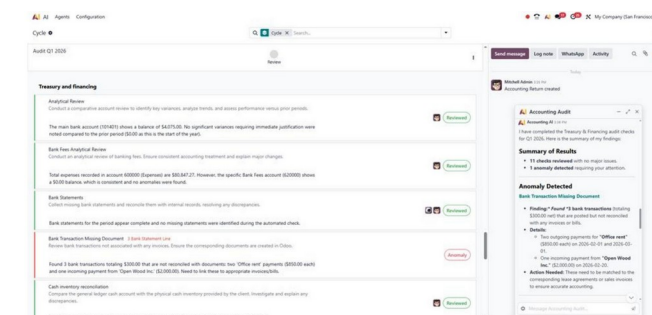
## 1 Native MCP Server

Structural, not just another feature — it opens Odoo directly to any external AI assistant, unlocking everything else on the AI list.



## 2 AI for Accounting (non-CFOs)

An AI agent runs treasury and financing audit checks, detects anomalies and summarizes the results — it reduces real financial risk, it's not just text automation.

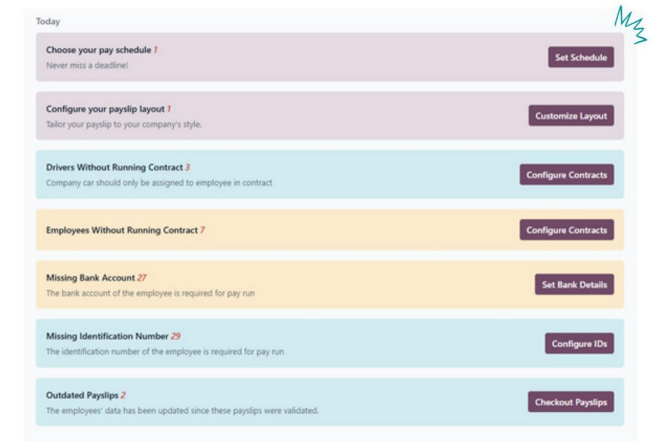


# Payroll



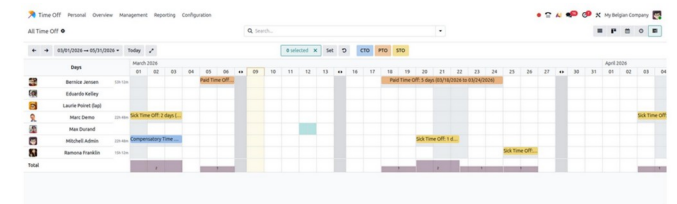
## 1 New Dashboard

Turns scattered blockers (missing bank accounts, contracts, IDs, outdated payslips) into a single action list — reduces delays and errors on every payroll run.



## 2 The end of manual work entries

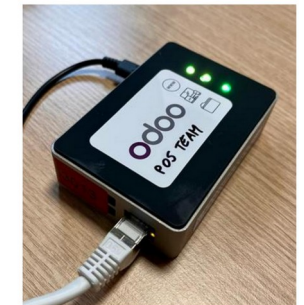
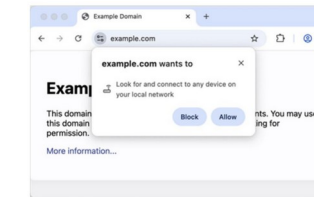
Integration with Time Off feeds payroll directly, eliminating an entire category of manual data entry.



# POS (Point of Sale)

## 1 Hardware simplification (local access via Chromium)

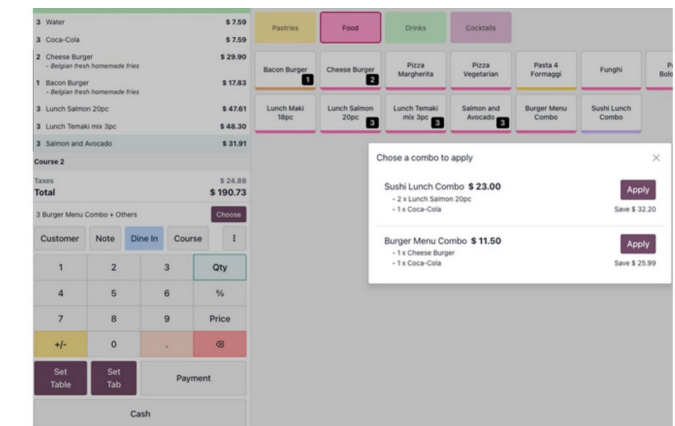
Removes the historical biggest pain in POS rollouts (certificates, printer setup) for every customer, not just one specific case.



*Homemade Belgian blackbox!*

## 2 Combos applied automatically

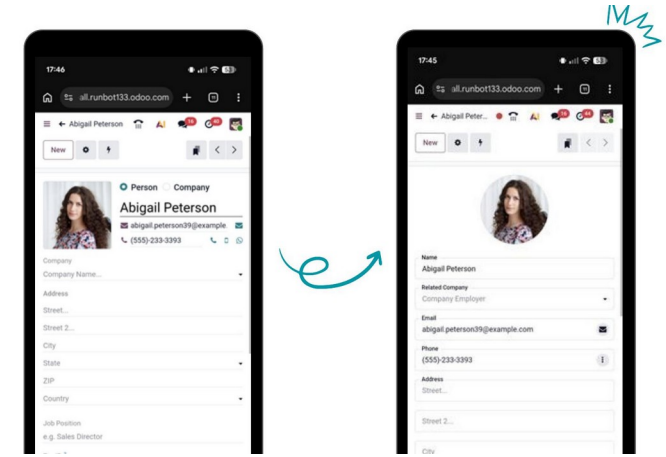
Direct impact on revenue per order — the system detects and suggests the combo with the discount already calculated, no operator intervention needed.



# Mobile

## 1 New interface

Affects every app for every user on mobile devices — broader reach than any single feature. (The only Mobile-specific highlight in the original presentation.)

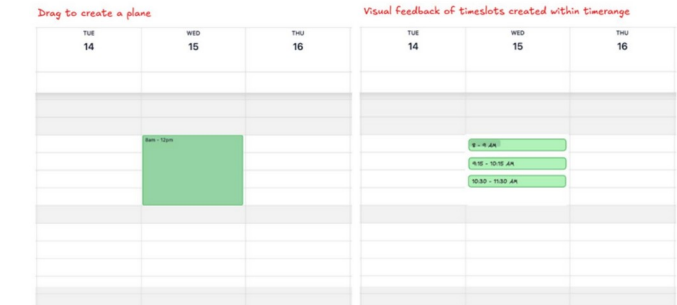


# Calendar

## 1 Fluid availability management with slot buffers

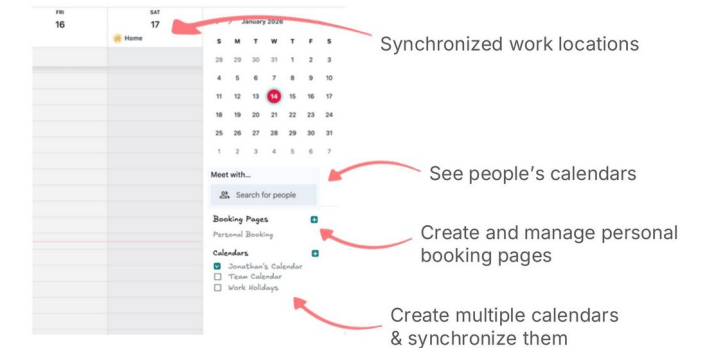
Directly monetizable (bookings/appointments) and the biggest complexity reduction in this section.

Fluid availability management with slot buffering



## 2 Calendar and workplace sync

See colleagues' calendars, sync multiple Google/Outlook calendars and personal booking pages — reduces friction in team schedule coordination.

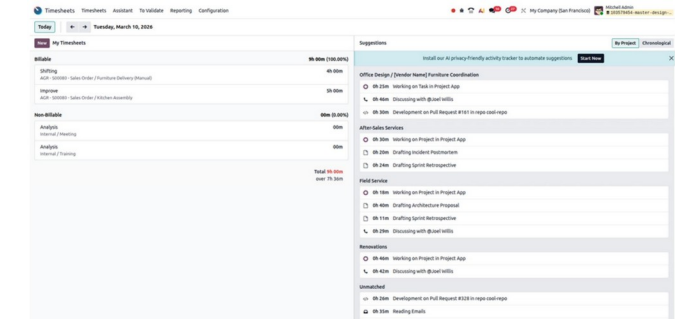


# Timesheets



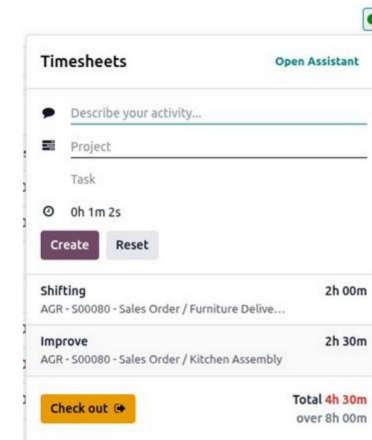
## 1 AI Assistant (suggests entries automatically)

Solves the real #1 timesheet problem — forgetting to log time — instead of just making logging faster.



## 2 Built-in timer

Lets you create entries in real time with one click, without waiting until end of day to fill in the timesheet.

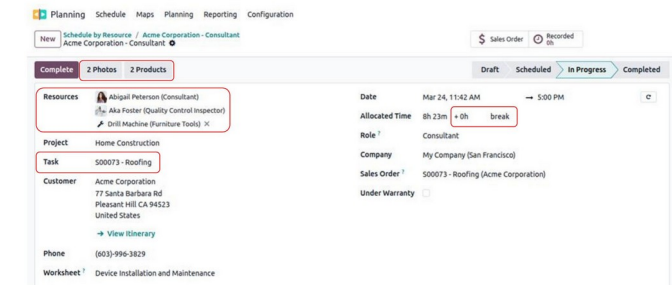


# Field Service → Planning



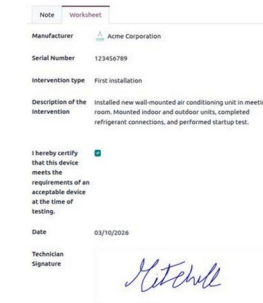
## 1 Unification into a single Planning module

A structural simplification (resources, roles, tasks and scheduling together), not a cosmetic change.



## 2 Real-time technician map and route optimization

Directly improves field operational efficiency, cutting unnecessary travel.



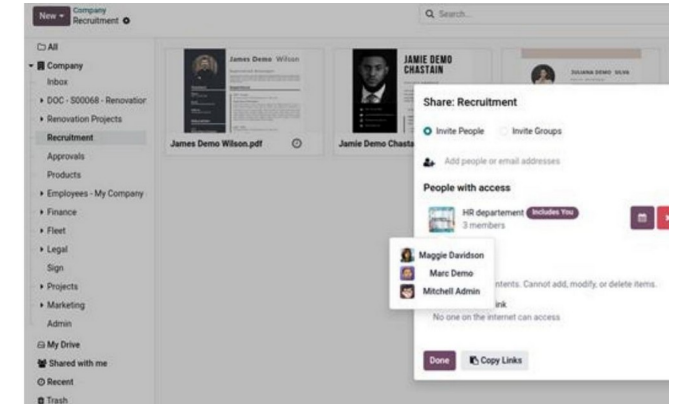
...and more to come:

- Travel time in Gantt view
- Routing optimization in Map view
- Live map of technicians
- Assign materials to employees
- Side-panel to schedule (Gantt/calendar)

# Documents / Knowledge

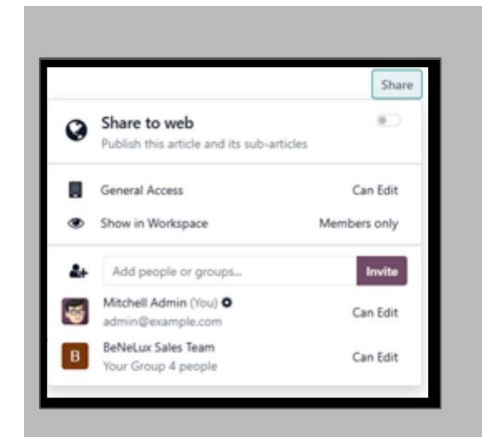
## 1 Group-based sharing

Removes a real administrative bottleneck at scale — no more person-by-person permission management for every new hire.



## 2 External sharing ("Share to web") with group control

Lets you publish content externally without opening uncontrolled access — global and per-group control at the same time.

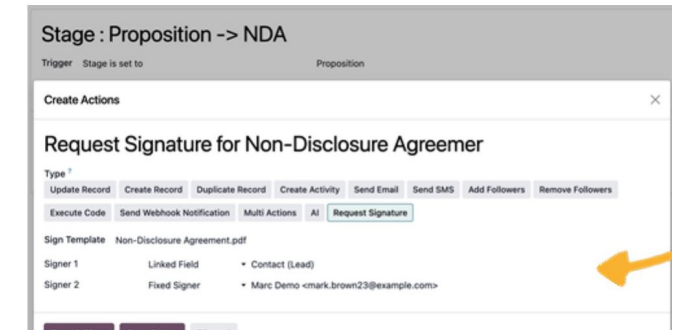


# Sign



## 1 Automatic signature requests on stage change

Turns a manual step ("remember to send this") into automation with no human intervention.



## 2 Itsme support (30+ countries) and fonts for 40+ countries

Extends the legal validity of signatures to many more markets, without depending on external providers.

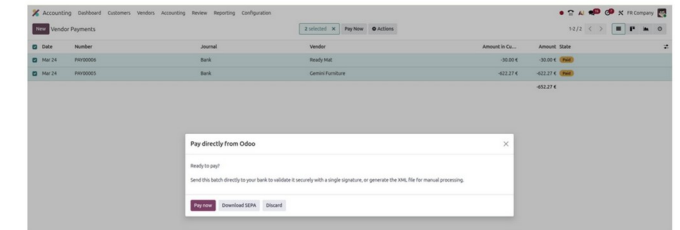


30+ countries supported • 40+ new localized countries • Touch support on mobile

# Accounting

## 1 Pay directly from Odoo

Removes an entire external step (the bank portal) from the vendor payment cycle — real time and risk savings on every run.



## 2 Reconciliation on any account

Automatically generates adjustment entries (exchange differences, revenue deferrals) — directly improves accounting accuracy.

Any account can now be reconciled, triggering adjustment entries if necessary

*Example 1: cancellation of an Invoice in foreign currency => Clear the tax account with an FX entry*

| Date   | Journal Entry      | Account             | Partner  | Label                             | Debit     | Credit    | Matching |
|--------|--------------------|---------------------|----------|-----------------------------------|-----------|-----------|----------|
| Mar 19 | INV(2024/00005)    | 251000 Tax Received | Openwood | 15%                               | \$ 172.50 | \$ 0.00   | 164      |
| Mar 19 | EXCH(2024/03/0002) | 251000 Tax Received | Openwood | Currency exchange rate difference | \$ 0.00   | \$ 55.62  | 164      |
| Jan 1  | INV(2024/00012)    | 251000 Tax Received | Openwood | 15%                               | \$ 0.00   | \$ 116.88 | 164      |
|        |                    |                     |          |                                   | \$ 172.50 | \$ 172.50 |          |

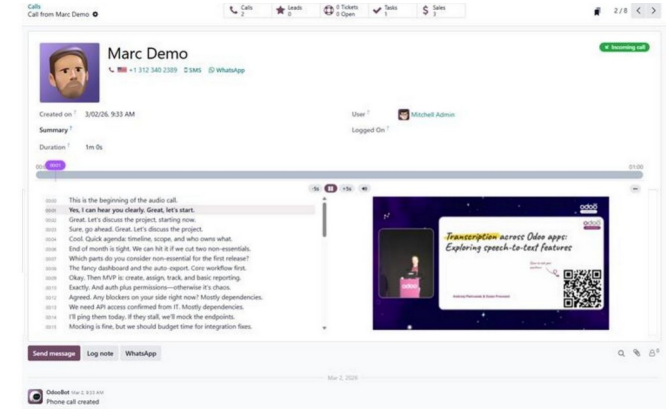
*Example 2: Deferral of revenue*

| Date   | Journal Entry   | Account              | Partner     | Label                                                         | Debit     | Credit    | Matching |
|--------|-----------------|----------------------|-------------|---------------------------------------------------------------|-----------|-----------|----------|
| Mar 18 | MSG(2024/03/00) | 400000 Product Sales | Joel Willis | Deferral of INV(2024/00010)                                   | \$ 180.00 | \$ 0.00   | 139      |
| Mar 18 | INV(2024/00010) | 400000 Product Sales | Joel Willis | Office Cleaning Service (SUS) 1 Year 03/18/2024 to 03/17/2027 | \$ 0.00   | \$ 180.00 | 139      |

# Phone & Communication

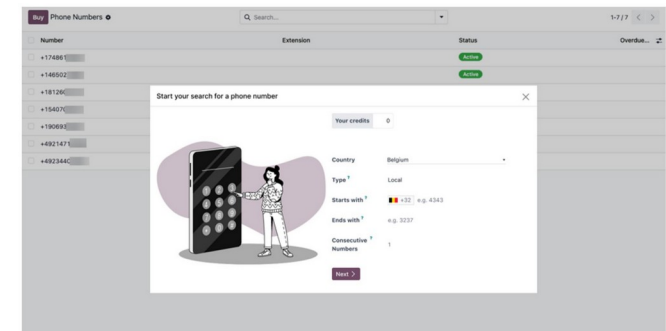
## 1 Audio/Video/Transcription player

Turns every call into a searchable, actionable record — high value for support and sales quality control.



## 2 Number purchasing in 100+ countries and call flow configuration

Eliminates the need for third-party telephony tools to set up a professional phone system.

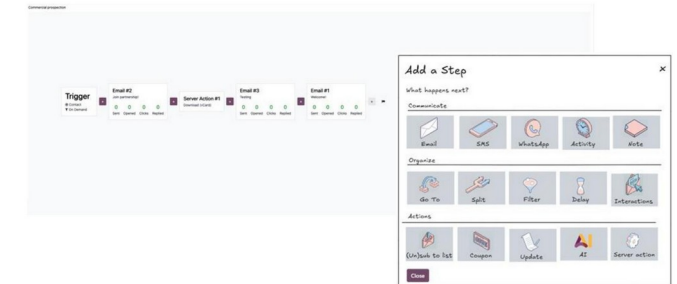


# eCommerce / Marketing Automation



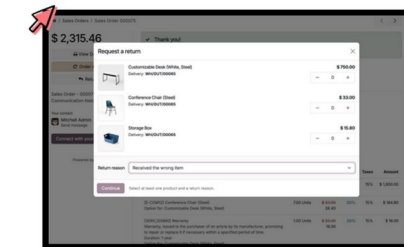
## 1 New visual flow builder

More strategic and reusable than any single eCommerce feature.



## 2 Automated cross-sell

Direct impact on revenue per order, without requiring manual per-product configuration.



Automated cross-sell  
Standalone catalog pages  
Return Management  
Dashboard  
Rating request  
Promotion Progress Bar

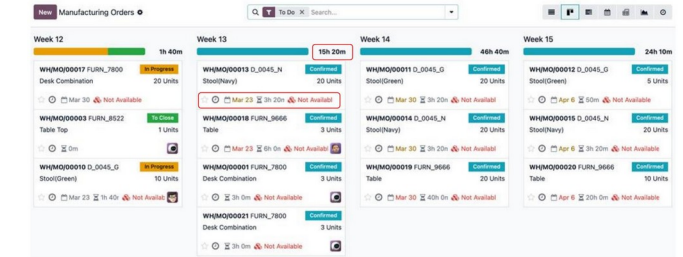
# Sales & Operations



## 1 New Manufacturing/Work Order Kanban

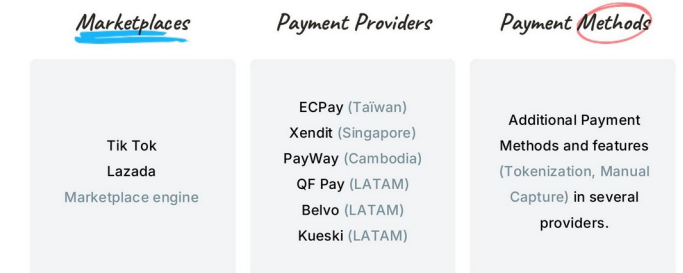
One-click planning and rescheduling visibility is one of the biggest pain points for production-intensive customers.

Clean MO Kanban to better manage work in progress, load & deadlines



## 2 New payment methods and marketplaces (ECPay, Xendit, PayWay, TikTok, Lazada...)

Expands the geographic reach of sales without requiring custom integrations.



# Industries

## 1 Hotel+ (channel manager + revenue management system)

Can be decisive for the entire sector on its own — more impact than any of the smaller new verticals.



## 2 Construction (budgeting by work items + progress billing)

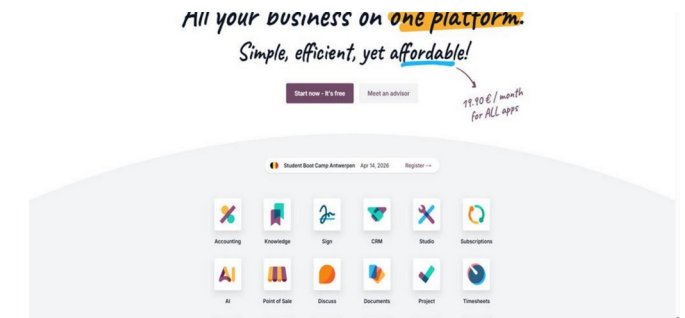
Second vertical with a deep and distinct feature set — decisive for the construction sector.



# Website

## 1 Performance improvements (faster loading)

Affects SEO, conversion and literally every customer with a website — more relevant than any single UI improvement.



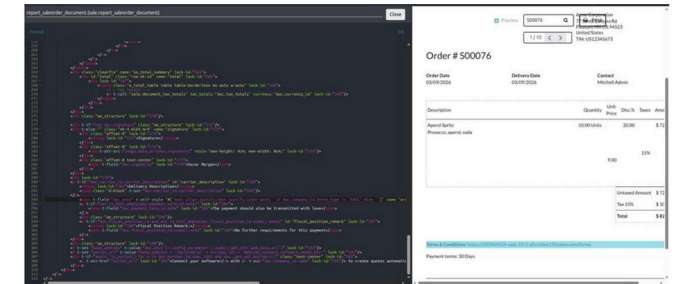
## 2 Microdata (JSON-LD) and SEO fixes

Direct impact on search engine visibility — a distinct lever from pure page-load speed.

# Technical

## 1 PDF/Quotation report editor with real-time preview

A true day-to-day productivity boost for developers, touching every custom report project.



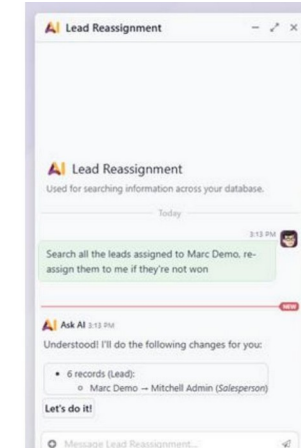
## 2 JSON-2 external API

Enables real third-party integrations — a fundamental capability for system extensibility.

# CRM & Marketing

## 1 New automatic lead assignment in CRM

Directly reduces lead response time — more relevant for revenue than additional email templates.



## 2 New email blocks/templates and dynamic lists

Directly improves the effectiveness of email marketing campaigns.

