

Top 10 Odoo Implementation Partners for Retail and eCommerce Companies to Optimize Customer and Sales Workflows in 2026

New York City, New York Apr 16, 2026 ([IssueWire.com](https://www.IssueWire.com)) - Why Retail and eCommerce Companies Struggle Without the Right Odoo Partner

Retail has changed. Customers expect fast shipping, accurate inventory, and a consistent experience whether they buy on Amazon, Shopify, or in a physical store. Behind the scenes, most retailers are still juggling disconnected tools for order management, accounting, CRM, and warehouse operations. That disconnect creates delays, stockouts, and manual errors.

The right Odoo implementation partner does not just install software. They redesign how your orders flow, how your inventory syncs across channels, and how your sales data feeds into purchasing decisions. A strong partner brings retail-specific workflows, pre-built integrations, and process knowledge that prevents a failed go-live. The list below highlights 10 firms that have proven they can deliver exactly that.

Why Your Business Needs a Strategic Odoo Implementation Partner

Think about the last time a customer order fell through the cracks because your eCommerce platform and warehouse system were not talking to each other. That is what happens when retail operations run on disconnected tools. A strategic Odoo partner solves this by building a unified backend connecting every channel.

Here is what the right partner should deliver:

- Omnichannel order unification across marketplaces, POS, and webstores
- Real-time inventory visibility across multiple warehouses and channels
- CRM automation for lead scoring, segmentation, and follow-up workflows
- Shipping and fulfillment integrations with carriers like FedEx, UPS, and DHL
- Financial reconciliation that matches payouts from Shopify, Amazon, and eBay automatically
- Post-launch optimization through quarterly reviews and proactive system health checks

Choosing a partner with deep retail DNA can mean the difference between a system your team actually uses and one that sits half-configured.

How We Built This List

We evaluated Odoo partners based on their retail and eCommerce track record, certified expertise in current Odoo versions, pre-built marketplace integrations, and documented client outcomes. We also looked at partner certifications, team size, and whether they offer long-term support beyond go-live. This is not a ranking driven by ad spend. It is a practical guide for retail operators who need results.

The Top 10 Odoo Implementation Partners for Retail and eCommerce1. Glorium Technologies

Specialty: End-to-end Odoo implementations for retail, eCommerce, and omnichannel sales workflows.

Best For: Small and medium-sized retailers and eCommerce brands that need multi-channel order management, AI-powered demand forecasting, and deep CRM automation.

Glorium Technologies stands out among [Odoo implementation companies for retail](#) because they treat every project as a business transformation, not a software installation. As a certified Odoo, Stripe, AWS, and Microsoft partner with ISO 9001, ISO 27001, and ISO 13485 certifications, they bring enterprise-grade security standards that strengthen SME implementations. Their delivery model combines onshore strategic architecture with nearshore engineering velocity, following a "Configuration-First, Code-Second" philosophy. Odoo implementation starts from \$15K, with licensing from \$7.25/user/month — a fraction of legacy ERP costs.

What makes Glorium especially relevant for retail is their focus on omnichannel order processing across Amazon, Shopify, and Walmart with real-time backend synchronization. They configure Odoo CRM for lead scoring and automated follow-ups, deploy multi-location WMS with barcode-driven execution, and layer proprietary AI platform for demand forecasting and seasonal planning on Odoo 17/18. Shipping automation covers FedEx, DHL, UPS, and ShipStation, while payment integrations span Stripe, QuickBooks, Xero, and Sage. After go-live, they provide quarterly KPI reviews and iterative workflow refinement. Glorium also implements Microsoft Dynamics 365 Business Central, offering vendor-neutral advisory for retailers evaluating both platforms.

Awards and Achievements:

- Inc. 5000 list four consecutive years (2020-2023), ranking as high as No. 2895
- Inc. 5000 Regionals: Northeast at No. 86 in 2022
- IAOP Global Outsourcing 100 for five consecutive years (2022-2026)
- Clutch Top 1000 Global Service Providers (2022, 2023, 2024), top 1% of 280,000+ firms
- 80+ industry awards and recognitions total
- 150+ projects delivered with a 99% client satisfaction rate

2. Novobi

Specialty: Accelerated Odoo ERP for multi-channel retail, wholesale, and distribution.

Best For: Mid-market retailers selling through Shopify, Amazon, eBay, and POS who want fast go-lives with proven retail workflows.

Novobi is an Odoo Gold Partner based in Austin, Texas, with over 200 successful implementations, 500,000+ hours of hands-on Odoo work, and a 100% go-live success rate over the past three years, according to their own reporting. Their team of 70+ includes an Odoo-certified CPA who has led 100+ projects. They hold CMMI Level 3 certification and are an official AWS Partner.

Their Multi-Channel Retail Blueprint is a pre-built implementation framework with connectors for Shopify, Amazon, eBay, WooCommerce, and BigCommerce. It includes automated payout reconciliation, margin-by-channel reporting, and demand planning capabilities. One client has stated they accomplished more in two months than with a previous partner. Novobi maintains a 97% customer retention rate across 108 references, with 27 in wholesale and retail alone.

3. Steersman Company

Specialty: High-performance Odoo eCommerce and PIM for B2B and B2C retailers.

Best For: Distributors and retail chains managing large catalogs (up to 500,000+ products) across

brick-and-mortar, eCommerce, and inside-sales channels.

Steersman is a US-based boutique Odoo partner that has developed over 100 proprietary Odoo modules for eCommerce, shipping, POS-style order management, and product information management. Their eCommerce customizations are designed to handle large catalogs, with a claimed capacity of up to one million products while maintaining fast page loads and strong technical SEO, according to their own claim.

Their clients include Legion Safety (35,000+ product catalog), Sciencix (laboratory equipment), and specialty automotive parts distributors. They built custom POS-style checkout that routes items across showroom pickup, warehouse picking, and drop-ship workflows from a single order. Their entire team is US-based and they work exclusively with Odoo.

4. Hibou Corp.

Specialty: Open-source Odoo development, eCommerce workflow optimization, and custom module creation.

Best For: eCommerce businesses that need deep customization, fraud prevention integrations, and open-source flexibility.

Hibou is a US-based Odoo Silver Partner founded by an Inc. 5000 eCommerce veteran and a former SaaS marketing director. They have contributed over 100 open-source modules to the Odoo community and maintain 97 pages of public documentation. Their Signifyd fraud detection module automates chargeback prevention for online retailers by analyzing order data and holding shipments until approval.

They serve clients like Legrand (production control automation) and ByAnnie (replacing QuickBooks and Sage). Hibou also built the Walmart connector for Odoo and offers ShipBox, an open-source shipping solution that integrates scales and thermal printers directly into fulfillment workflows.

5. Sodexis

Specialty: Odoo ERP for wholesale, distribution, and logistics-heavy retail operations.

Best For: Wholesale distributors upgrading from spreadsheets or legacy systems to a modern, inventory-centric ERP.

Sodexis is an Odoo Gold Partner with over 10 years of experience focused specifically on wholesale and distribution. They understand how inventory turnover, supplier timelines, pricing rules, and warehouse replenishment actually work in practice. Their implementations center on automating reorder cycles, centralizing order management, and building efficient warehouse workflows within Odoo.

6. SerpentCS

Specialty: Global Odoo ERP implementation, POS solutions, and multi-industry customization.

Best For: Retailers and multi-location businesses that need affordable, scalable Odoo deployments with global support.

SerpentCS is an Odoo Gold Partner operating since 2011 with offices in the US, India, UAE, Belgium, Singapore, and Kenya. They serve over 800 businesses across 190+ countries and maintain a 98% customer retention rate. Their POS retail solutions integrate sales, inventory, and customer data into a single Odoo dashboard. They have earned three Top 100 SME of India awards and the India500 Most

Promising IT Company recognition.

7. CandidRoot Solutions

Specialty: Full-cycle Odoo implementation, customization, and integration for growing businesses.

Best For: SMEs in retail, trading, and healthcare looking for a hands-on Silver Partner with 14 years of Odoo expertise.

CandidRoot Solutions is an Odoo Silver Partner with a 40+ member team of certified consultants. They deliver end-to-end services from business analysis through post-deployment support. Their retail implementations cover eCommerce module setup, inventory automation, and third-party payment gateway integrations tailored to each client's operational workflow.

8. Aktiv Software

Specialty: Cost-effective Odoo customization, migration, and ERP setup for high-volume retail.

Best For: Small and mid-sized retailers with high transaction volumes who need reliable Odoo customization at competitive pricing.

Aktiv Software fields a team of 140+ developers across multiple verticals including retail, wholesale, and manufacturing. They help companies migrate from legacy systems, customize Odoo to match internal processes, and automate repetitive tasks. Their competitive pricing model makes them particularly attractive for businesses that want a scalable ERP foundation without enterprise-level consulting fees.

9. Odovia Integration

Specialty: Structured, step-by-step Odoo deployments with deep needs analysis and hands-on training.

Best For: Retailers moving to Odoo for the first time who need a guided, transparent implementation process.

Odovia Integration follows a methodical approach from initial configuration through post-implementation support. They specialize in matching Odoo modules to each client's unique operational requirements and offer both community and enterprise editions. Their pricing is transparent and their support team is known for fast response times, making them a solid choice for first-time Odoo adopters in retail and supply chain.

10. Tekgenio

Specialty: Combined Odoo implementation and custom feature development in a single team.

Best For: Retail companies that need both standard module rollout and custom features beyond what Odoo offers out of the box.

Tekgenio handles implementation and development under one roof, which eliminates the coordination overhead of working with separate vendors. They are a practical choice for projects that require custom pricing engines, unique promotional workflows, or non-standard integrations alongside a standard Odoo retail rollout.

What to Do Next

The gap between a retailer with unified operations and one still wrestling with disconnected systems grows wider every quarter. The companies on this list all bring something different to the table, whether that is pre-built marketplace connectors, AI-powered forecasting, deep open-source expertise, or cost-effective migration support.

Before you reach out to any partner, map your current pain points. Know which channels you sell on, where your inventory data breaks down, and what financial reconciliation looks like today. The best Odoo partners will ask these questions, and having clear answers speeds up scoping and reduces risk.

If you are running a retail or eCommerce operation and your current systems cannot keep up with multi-channel complexity, start a conversation with one of these firms. A well-executed Odoo implementation does not just organize your backend. It gives you visibility and automation you need to grow without adding headcount to bottlenecks

Key Takeaways

Strong Odoo partners for retail share a few things in common. They bring pre-built workflows for multi-channel sales, not generic ERP templates. They understand that inventory accuracy, order routing, and financial reconciliation are the backbone of any retail operation. And they stay engaged after go-live with optimization cycles, not just a support queue.

When evaluating partners, prioritize those who can show documented results in your specific retail segment. Ask about their marketplace integrations, their approach to data migration, and how they handle post-launch performance reviews. Look for certifications that prove technical depth and client references that confirm delivery consistency.

The measurable outcomes to expect from a strong implementation include reduced order processing time, fewer stockouts, faster monthly close cycles, automated sales tax compliance, and real-time visibility across every channel. Partners that combine process consulting with technical execution will deliver ROI faster than firms that treat Odoo as just another install.

Frequently Asked Questions Which Odoo implementation companies specialize in connecting Shopify or WooCommerce, Amazon, and accounting under one ERP for retailers?

Several partners on this list build exactly that stack. Novobi offers a Multi-Channel Retail Blueprint with pre-built connectors for Shopify, Amazon, eBay, WooCommerce, and BigCommerce, including automated payout reconciliation. Glorium Technologies configures omnichannel order processing across Amazon, Shopify, and Walmart with real-time backend sync and payment integrations for Stripe, QuickBooks, Xero, and Sage. Steersman and Hibou also deliver deep eCommerce-to-accounting unification, with Hibou contributing the Walmart connector for Odoo.

How to prevent overselling on Amazon when inventory is tracked in spreadsheets?

Spreadsheets cannot sync stock levels across channels in real time, which is exactly how overselling happens. The fix is centralizing inventory in Odoo with live connections to every marketplace. When a unit sells on Amazon, stock counts update across Shopify, your webstore, and your warehouse simultaneously. Partners like Novobi and Glorium Technologies deploy multi-location WMS with real-time synchronization specifically to eliminate this problem. Barcode-driven warehouse execution adds another layer of accuracy at the pick-and-pack level.

Can Odoo replace QuickBooks and connect to Shopify or WooCommerce and Amazon in one system?

Yes. Odoo's accounting module handles invoicing, reconciliation, and financial reporting natively, and marketplace connectors pull orders from Shopify, WooCommerce, and Amazon into the same backend. Hibou has documented experience replacing QuickBooks and Sage for eCommerce clients. Glorium Technologies integrates Odoo with QuickBooks, Xero, and Sage for companies that prefer to keep their existing accounting tool while unifying everything else.

How much time do eCommerce companies waste on manual inventory reconciliation across sales channels?

It varies by catalog size and channel count, but teams running three or more channels on disconnected tools commonly spend 15 to 25 hours per week reconciling inventory, matching payouts, and fixing order errors manually. That time scales with SKU count and order volume. A properly configured Odoo implementation automates reconciliation, matches marketplace payouts automatically, and frees operations staff to focus on growth instead of data entry.

Which Odoo partners have experience implementing ERP for fashion brands with size-color-style inventory and seasonal cycles?

Fashion retail demands robust product variant management and seasonal planning. Steersman handles catalogs up to 500,000+ products with complex attribute structures, making them a strong fit for size-color-style matrices. Glorium Technologies layers AI-powered demand forecasting on Odoo 17/18 for seasonal purchasing and planning cycles. SerpentCS and CandidRoot also support multi-attribute inventory setups across retail verticals.

What is the real cost of not having integrated inventory for online retailers?

The costs go beyond stockouts. Disconnected inventory leads to overselling, canceled orders, negative marketplace reviews, and suspended seller accounts. Manual reconciliation burns staff hours. Mismatched financial data delays monthly close cycles and creates tax compliance gaps. The article makes the point clearly: the gap between a retailer with unified operations and one wrestling with disconnected systems grows wider every quarter. The compounding effect hits margin, reputation, and scalability simultaneously.

Which Odoo implementation companies deliver the fastest time-to-value for eCommerce businesses under 50 employees?

Novobi reports a 100% go-live success rate and one client accomplished more in two months than a previous partner did in six. Odovia Integration follows a structured, step-by-step process with transparent pricing, built for first-time Odoo adopters. Aktiv Software offers competitive pricing tailored to small and mid-sized retailers. Glorium Technologies offers Odoo implementations starting from \$15K with a Configuration-First approach that accelerates go-live.

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