



A Success Story

Odoo ERP & Strategic Process Automation

EME Aquatic Systems (formerly Engineering Marketing Est.) is a premier engineering firm headquartered in Abu Dhabi, UAE, with over 40 years of experience. They are pioneers in the design, construction, and maintenance of complex water systems, including Olympic-sized swimming pools, water parks, spas, and advanced water filtration facilities. As exclusive agents for global brands like Mitsubishi, EME manages large-scale procurement and intricate electromechanical (MEP) services for iconic landmarks across the MENA region.

Result

- **3-Stage Security**
Enforced strict procurement silos ensuring engineers only view assigned Material Requests, protecting sensitive vendor data.
- **Total Transparency**
Achieved real-time financial tracking via automated, consolidated Statements of Account for complex construction milestones.
- **Verified Transactions**
Successfully transitioned 100% of manual paperwork to a system-driven flow, ensuring every MEP transaction is management-approved.

Conclusion

EME Aquatic Systems now operates on a secure ERP foundation that bridges the gap between specialized field engineering and executive management oversight. By automating the bidder lifecycle and securing sensitive procurement data, the system ensures that every water system project—from luxury resorts to public landmarks—is managed with the financial integrity and technical precision that has defined the company for four decades.

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Challenges

- **Security Gaps**
Sensitive procurement data and exclusive vendor pricing (e.g., for Mitsubishi tanks) were accessible to all staff, creating significant privacy and competitive risks.
- **Unverified Orders**
A lack of structured approval layers for high-value engineering equipment resulted in inconsistent pricing and unapproved Purchase Orders.
- **Reporting Limitations**
Native Odoo templates failed to support EME's established brand identity or handle the complex multi-currency logic required for international equipment sourcing.

Solution

- **01 Tiered Procurement**
Implemented a mandatory 3-tier approval hierarchy (Engineer > Supervisor > Management) to secure high-value aquatic equipment orders.
- **02 Bidder Lifecycle Migration**
Streamlined the "Bidder Flow" within Odoo, allowing for independent quotation generation for various stakeholders on large-scale water feature projects.
- **03 Standardized Reporting**
Developed custom BOQs and Statements of Account that automate currency formatting and equipment code behavior for precise project billing.
- **04 Fleet & Expense Link**
Integrated vehicle maintenance and site-level petty cash directly with accounting to track expenses across remote project locations.