

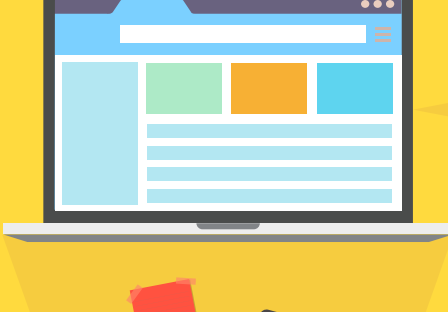


HOW TO OPTIMIZE MANUFACTURING SALES FUNNEL WITH AN ERP?



QUICK QUOTATION & COST ESTIMATE GENERATION

Real-time visibility to multiple level BOMs, vendor prices, material costs, inventory levels etc.

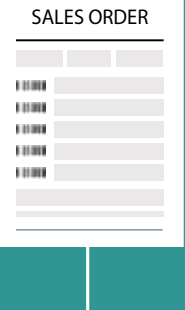


Quickly arrive at accurate quotation, cost estimates and associated profit margins.

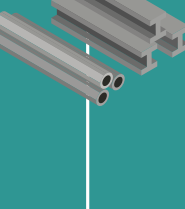
Eliminates pencil + papers, spreadsheets and dependence on skilled personnel.



AUTOMATED SALES ORDER PROCESSING



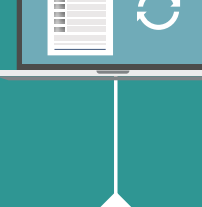
Sales Order is generated post customer approval of quotation.



Procurement of materials from inventory stock is initiated.



Machines and Manpower are allotted.



WO is updated with materials used, scrap quantity, machine & manpower time etc.



Work Order is generated and dispatched to Shop Floor.



Invoice is generated and sent to customer.



Shipment is tracked till it reaches the customer.



USING ERP'S CUSTOMER RESOURCE MANAGEMENT (CRM)

Run lead generation campaigns, collect leads, extract high quality leads from the lot and convert them into sales orders.



Centralized database that stores prospect and customer information.



Conduct in depth analysis to find out what marketing strategy, source, medium worked in which areas (location, industry segment, demographics).



Arrive at buying patterns, peak order times, down times to proactively contact customers.

E-COMMERCE INTEGRATION

Store is open 24/7 to customers increasing their convenience of accessing products online & place an order anytime & from anywhere.

Integrate ERP with e-commerce platforms to automate order and sales management processes.

Integration with other ERP modules greatly enhances the order and sales management efficiency of manufacturers.

Realize higher online sales, increased customer reach, speedy recall & customer refunds, improved customer trust & profitability.

USING ERP'S SUPPLY CHAIN MANAGEMENT

Complete visibility of suppliers, partners & performance i.e. time to supply, product quality, credit history, pending orders etc.

Automated purchase management through just-in-time purchase, RFQ generation and real-time demand, inventory view to suppliers.

Improved quality of products procured through regular performance monitoring of suppliers.

Enhanced sales numbers as manufacturing and delivery are on time & customers are satisfied.

Advanced product traceability right from its procurement till it goes into the final product.

