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SAMPLE PROPOSAL • MANUFACTURING

# ERP roadmap for a growing factory

From scattered Excel files to one system: purchase → stock → production → dispatch

# Where most factories start

## 20+ Excel files

Stock, production and dispatch in separate sheets that never match.

## Slow quotations

An hour per quote; old rates are hard to find.

## No single truth

Month-end takes days; decisions are made on guesses.



# Roadmap in four phases

Typical 10–14 week plan for a small manufacturer

**Weeks 1–2**

## **Study & design**

Processes, reports,  
approvals

**Weeks 3–6**

## **Masters & setup**

Items, BOMs, partners,  
warehouses

**Weeks 7–9**

## **Training & trial**

Key users run real  
transactions

**Week 10+**

## **Go-live & support**

Opening stock, cut-over,  
hand-holding



# What changes after go-live

| Task                  | Before         | After ERP            |
|-----------------------|----------------|----------------------|
| Prepare a quotation   | ~60 minutes    | ~5 minutes           |
| Know stock of an item | Call the store | Live on screen       |
| Month-end closing     | Several days   | Checklist, same week |
| Find a vendor bill    | Search files   | Linked to the GRPO   |

Indicative figures from typical implementations; results depend on your processes and data quality.





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# Talk to us before you buy an ERP

Independent consulting first, so you buy only what your factory needs.

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