

SPEC SHEET

FURNITURE

MANUFACTURING ERP

CONFIGURE. QUOTE. MANUFACTURE. DELIVER. MEASURE.



This Solution Walkthrough Is Prepared For Furniture Manufacturing Businesses Who Sell Configurable Products (Sofas, Beds, Wardrobes, Modular Kitchens, Tables, Office Furniture, Or Project Furniture) Through B2B Channels, B2C Channels, Or Both.

It Walks Through Every Part Of The Solution, Step By Step, Following The Same Sequence Your Team Follows Every Day: A Customer Asks For A Product, You Configure It, You Quote It, You Procure Material, You Manufacture It, You Ship It, And You Measure The Results.

Use This Document To Evaluate Whether The Solution Fits Your Operation. Every Feature Described Here Is Functional And Available.



Key Sections

| | |
|--|----|
| The Real Cost Of Running Furniture Manufacturing On Disconnected Tools | 3 |
| How Your Business Changes With The Furniture Solution | 4 |
| Configure Custom Products | 4 |
| Quote And Close The Deal | 6 |
| Automate Procurement | 7 |
| Manage Your Inventory | 8 |
| Manufacture With Precision | 9 |
| Reports That Matters | 10 |
| Let Customers Configure Online (Ecommerce) | 11 |
| CAD-SolidWorks Integration With Odoo | 12 |
| Impact Summary | 13 |
| Why Custom Furniture Manufacturers Choose Aktiv | 14 |
| Trusted By | 14 |



The Real Cost Of Running Furniture Manufacturing On Disconnected Tools



Before Diving Into The Solution, Here Are The Six Pain Points We Hear Most Often From Furniture Manufacturers And Have Formulated This Solution Based On These Common Patterns. If Three Or More Of These Sound Familiar, This Solution Was Built For Your Situation.

1. The Manual Data Gap

In The Absence Of CAD-ERP Integration, Your Team Is Forced Into Manual Data Entry, Which Triggers A Domino Effect Of Human Errors And Delays.

Without A Direct Link, Designers Waste Hours Hand-Typing Bills Of Materials (BOMs), Procurement Often Orders The Wrong Hardware, And Production Works From Outdated Drawings.

This Disconnect Creates A "Black Hole" Of Information That Leads To Material Waste, Stalled Timelines, And Shrinking Profit Margins On Every Custom Order.

2. Quoting Takes Days, Not Minutes

Your Sales Team Configures Products On Excel, Calls Production For BoM Checks, And Emails Pricing To The Manager For Approval. By The Time The Quote Reaches The Customer, Two Days Are Gone And A Competitor Has Already Responded.

Impact On Business

Slower Deal Cycles, Lost Orders, And Reps Spending Most Of Their Time On Admin Instead Of Selling.

3. Thousands Of Variants, Zero Control

A Single Sofa Has 15 Fabrics, 4 Frame Types, 6 Leg Options, 3 Cushion Fills, And 5 Armrest Styles. That Is Over 5,000 Possible Combinations. Without A Configurator, Your Team Quotes Impossible Combinations And Production Receives BoMs That Do Not Match What Was Sold.

Impact On Business

Rework, Material Waste, And Customer Complaints On Delivery.

4. BoMs Are Rebuilt After Every Order

Every Custom Order Means Someone Manually Creates Or Edits A Bill Of Materials. The Production Team Waits. If The BoM Is Wrong, The Mistake Only Surfaces After Cutting Starts.

Impact On Business

Delayed Production Starts, Wasted Raw Material, And Overtime To Catch Up.

5. No Visibility From Order To Dispatch

The Sales Team Does Not Know If Production Has Started. The Production Head Does Not Know If Material Is Available. The Dispatch Team Does Not Know When Goods Will Be Ready. Everyone Is Calling Everyone Else.

Impact On Business

Missed Delivery Dates, Unhappy Customers, And An OTIF Score You Would Rather Not Report.

6. Inventory Is Either Too Much Or Never Enough

Fabric Rolls Pile Up In One Corner. Hardware Runs Out On A Friday Afternoon. Foam Arrives After The Production Window Has Closed. There Is No Single View Of What Is In Stock, What Is Coming, And What Is Needed.

Impact On Business

Locked-Up Working Capital, Production Stoppages, And Emergency Purchases At Premium Prices.

7. Margin Leakage You Only See At Month End

Reps Discount Without Knowing The True Cost. Variant-Level Profitability Is Invisible. Fabric And Wood Wastage Is Not Tracked. You Find Out Which Products Lost Money 30 Days Too Late.

Impact On Business

Profits Eroded On Orders You Thought Were Profitable.

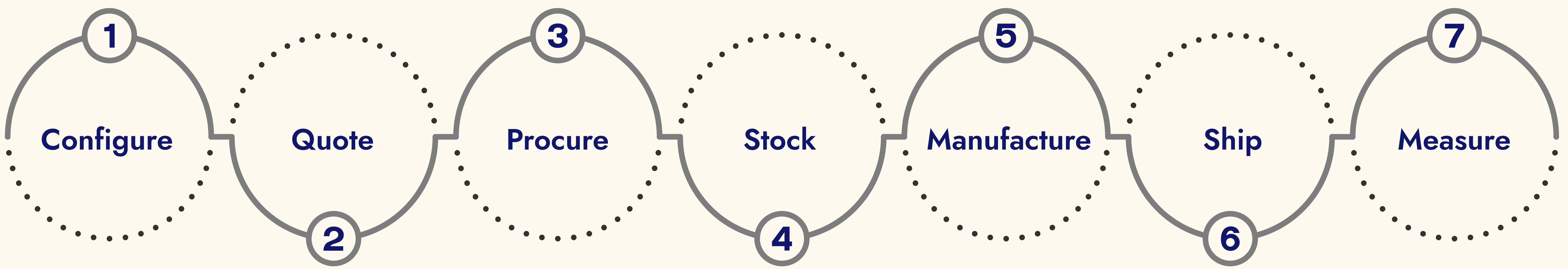


How Your Business Changes With The Furniture Solution



This Section Follows A Single Order From The First Customer Request To Final Dispatch. Every Step Is Covered In The Order Your Team Performs It. At Every Step, You Will See What Happens Today Without The Solution, What Changes After Adoption, The Detailed Capabilities Available, And Real Impact Numbers Where Applicable.

A Unified "Configure To Deliver" Framework



1: Configure Custom Products

The Built-In Product Configurator (CPQ) Is The Key Differentiator Of This Solution. It Replaces The Spreadsheet-And-Manual Quoting Process Your Sales Team Uses Today.

Problem Statement

A Customer Requests Your Sales Team For A 3-Seater Sofa In Walnut Frame, Velvet Upholstery, With A Recliner Mechanism. The Rep Opens Excel, Checks An Old Price List, Calls Production To Verify The Combination Is Valid, And Takes A Day To Send A Quote.

Solution



The Rep Opens The Product Configurator. Selects The Sofa. Chooses Frame, Fabric, Cushion, Legs, And Optional Add-Ons From Guided Dropdowns. Invalid Combinations Are Blocked Automatically. Price Updates Live As Each Selection Is Made. The Quotation Is Ready In Minutes.

Detailed Capabilities

Component-Based Product Modeling

You Do Not Need To Maintain Thousands Of SKUs Or Variants In Excel Sheet. Define One Parent Product (For Example, "3-Seater Sofa") And Break It Into Components. Each Component Can Be Mandatory Or Optional.

A Typical Sofa Setup:

For Each Component, Set The Default Quantity, Minimum, And Maximum. Set A Default Combination So The Configurator Opens With A Sensible Starting Point.

- Frame (Mandatory)
- Cushions (Mandatory)
- Upholstery (Mandatory)
- Legs (Mandatory)



- Backrest Style (Optional)
- Armrests (Optional)
- Recliner Mechanism (Optional)
- Storage (Optional)
- Accessories (Optional)



Attributes And Values Per Component

Every Component Gets Its Own Attributes. For "Legs": Material (Wood, Metal) And Color (Black, Walnut, Brown). For "Upholstery": Fabric Type (Cotton, Linen, Velvet, Leather) And Shade.

Attributes Can Be Displayed As Dropdowns, Radio Buttons, Multi-Select, Or Image Swatches. Use Whichever Makes The Choice Easiest For That Specific Component.



Compatibility Rules

Some Combinations Do Not Work. You Cannot Put A Recliner Mechanism On A Floor-Level Frame. You Cannot Upholster A Rattan Frame In Leather.

Compatibility Rules Enforce These Limits Automatically:

- Define A Trigger As A Combination Of Values (For Example, Frame = Solid Wood).
- When The Trigger Fires, The System Shows Or Hides Components, Attributes, Or Specific Values.
- The Sales Team Can Never Quote An Unbuildable Product. The Customer Never Sees Choices That Lead To A Dead End.

Pricing Calculation For Custom Products

Every Selection, Every Variant, Every Add-On- Updates The Total Price Instantly.

Choose Between Component-Based Pricing (Sum Of The Parts) Or Fixed-Plus-Options Pricing.

Pricelist Rules, Customer-Specific Discounts, & Currency, Everything Is Applied Automatically The Moment A Customer Is Selected.

Sales Reps See Exactly Where They Stand Before A Quote Goes Out, And Every Price Change, Whether To Cost, Markup, Or Net Price, Updates The Line Instantly.

Multi-Tier Pricelists With Formulas

Furniture Pricing Is Rarely A Flat List. You Often Run Distributor Prices, Dealer Prices, Designer Prices, MRP For Walk-Ins, And Online Promo Prices At The Same Time.

Each Tier Can Use Its Own Formula: Cost Multiplied By Markup, MRP Minus 15% For Tier-1 Dealers, Volume Breaks, Seasonal Rates. The Pricelist Engine Supports Tiered Rules, Formula Rules, Quantity Breaks, Time-Bound Validity, Customer-Segment Pricing, And Multi-Currency.

Once A Customer Is Assigned A Pricelist, Every Quote Picks Up The Right Price Automatically, Even For Configurable And Made-To-Order Products.

Separate B2B And B2C Pricelists

One Pricelist For Dealers, Distributors, And Project Customers. A Separate One For Retail, Showroom, And Online Buyers. Both Run In The Same System. One Inventory Pool And One Production Floor Serve Both Channels.

Live Stock Visibility On The Configurator

While Configuring, The Rep Can See The Available Stock Of Each Component. No Need To Wait For The Warehouse Person To Confirm.

Configure From Multiple Entry Points

- The CPQ Dashboard, For Walk-In Customers Or Showroom Reps.
- Inside A Quotation Or Sales Order, For Inside-Sales And Key-Account Teams.
- Directly From The Product Form, For Quick Configuration And Reference.

Dynamic Manufacturing Operations

Some Variant Choices Need Extra Production Steps. Leather Upholstery Requires A Leather Stitching Operation. A Hand-Polished Finish Requires A Polishing Step.

Dynamic Operations Attach These Steps To Specific Variants Automatically. The Right Routing Is Injected Into The BoM And The Manufacturing Order At Configuration Time. No Manual Editing By The Production Team.

Automatic BoM And Manufacturing Order Generation

This Is The Most Critical Capability Within The Solution.

Once The Sales Order Is Confirmed, The Bill Of Materials Is Generated Automatically From The Selected Components. Manufacturing Orders Can Be Triggered Automatically By Setting The Make-To-Order Route On The Product.

By The Time Sales Confirms The Order, The Shop Floor Has Everything It Needs. No Re-Keying. No Waiting. No BoM Built From Scratch.

Companies Using CPQ Report 105% Larger Average Deal Sizes Through Accurate Configuration & Pricing.



2: Quote And Close The Deal

Take A Configured Product To Signature, Order, And Payment. With The Pricing Logic, Credit Controls, And Margin Visibility Furniture Teams Need Across B2B And B2C.



Problem Statement

The Quote Is Emailed As A PDF. The Customer Asks For A Change. Another PDF. Then A Discount Request. Another Version. Nobody Knows Which Version Is Current. The Rep Has No Idea If The Discount Just Killed The Margin.

Solution

The Quotation Is Generated Directly From The Product Configurator With The Correct Price, Components, And Terms. The Customer Reviews It On Their Portal, Signs Electronically, And The Order Is Live. The Rep Sees The Margin Before Offering Any Discount.



Detailed Capabilities

Quotation Templates

Reusable Templates For Common Packages ("Bedroom Set", "Office Furniture Bundle"). Pre-Filled With Products, Terms, Images, And An Upsell Section For Delivery, Installation, Warranty, And Fabric Protection.

Variant Grid Entry For Bulk Orders

When A Dealer Orders 20 Chairs In Mixed Colors And Sizes, A Grid Lets The Rep Enter Quantities Across The Full Attribute Matrix On One Screen. Much Faster Than Adding Each Variant As A Separate Line.

Margin Visibility For Sales Reps

Reps See The Margin On Every Line Of The Quote. The Margin Is Calculated From The Cost Rolled Up Through CPQ Or From The Product Master.

Discount Negotiations Do Not Quietly Destroy Profit.

Role-Based Permissions Control Whether A Rep Sees Full Cost, Margin, Or Only Discount Limits.

Customer Portal And E-Signature

Customers Get Their Own Portal. They Review Quotes, Ask Questions, Sign Electronically, And Track Order Status, Delivery, And Invoices. No Chasing For Signed Copies On Email.

Discounts, Upsell, & Loyalty

Line-Level Or Order-Level Discounts (Visible Or Hidden). Bundle Discounts. Coupons. Promotional Rules. Loyalty Points. Gift Cards. Wallets For B2C. Upsell Sections Propose Compatible Add-Ons On The Quote And At Checkout.

Payment Terms & Automated Follow-Ups

Payment Terms Defined Per Customer: 50% Advance And 50% On Delivery, 30-Day Credit, Installments. The System Schedules Follow-Up Reminders On A Configurable Cadence.

The AR Team Only Steps In When Automation Cannot Close The Loop.

Order-Specific Routes

On A Single Sales Order Line, Choose "Dropship From Vendor" Or "Replenish On Order". Useful For Accessories And Specialty Fabrics Ordered Only When Sold.

Pro-Forma Invoicing And Incoterms

Pro-Forma Invoices For Advances, Export Orders, Or Project Milestones. Incoterms Are Automatically Added To Invoices For Export Shipments.

Sales Warnings

Warnings At Quotation Time For Specific Customers (Credit Risk, Disputes) Or Products (End Of Life, Minimum Order Size, Long Lead Time). Before The Commitment, Not After.

CPQ Reduces Quote Creation Time By 40 To 75% And Quoting Errors By Up To 36%



Step 3: Automate Procurement

Handle Everything From Raw Material (Fabric, Foam, Wood, Hardware) To Traded Finished Goods. Procurement Flows Built For How Furniture Supply Chains Actually Work.



Problem Statement

The Purchase Team Gets A Call From Production Saying "We Need Fabric For Order #247." They Check Stock Manually, Call The Vendor, And Create A PO On A Separate System. Vendor Confirmations Are Tracked On Email Threads Nobody Reads.

Solution

The Moment The Sales Order Is Confirmed, The System Checks Material Availability. If Stock Is Short, It Triggers A Purchase Order To The Right Vendor Automatically. The Vendor Receives The PO And Is Nudged For Acknowledgment Before The Delivery Date.

Detailed Capabilities

Auto-Confirmed Orders For Regular Vendors

Fabric From Your Long-Term Mill Partner Does Not Need An RFQ Every Time. For Regular Vendors, Purchase Orders Go Straight To Confirmed Status. One Less Step, With No Loss Of Audit Trail.

Vendor Acknowledgment Reminders

Long-Lead Items (Imported Frames, Specialty Fabrics, Custom Hardware) Are The Biggest Delivery Risk In Furniture. The System Nudges The Vendor Automatically X Days Before Expected Delivery To Confirm The Schedule Is On Track. If Acknowledgment Is Missing, Procurement Is Alerted Early.

Not After The Delivery Has Already Slipped.

Purchase Agreements And Blanket Orders

Lock In Annual Pricing With A Fabric Supplier Or Foam Vendor. Draw Down In Batches As Demand Unfolds. Every Call-Off Stay Linked To The Master Agreement.

RFQ Workflow

For New Or Occasional Purchases, Send RFQs To Multiple Vendors. Compare Side By Side. Convert The Winning One To A PO.

Multi-UOM Purchasing

Buy Fabric By The Roll Or Meter. Buy Hardware By The Box Or Piece. Buy Wood By The Cubic Foot. The System Stores The Conversions And Applies Them At Every Transaction.

Vendor Pricelists And Preferred Vendors

Each Vendor's Price, Lead Time, Minimum Order Quantity, And Supplier Reference Is Stored Against The Product.

The System Picks The Preferred Vendor By Priority, Or The Cheapest On A Given Date, Based On Your Replenishment Policy.

3-Way Matching

The Purchase Order, The Goods Receipt, And The Vendor Bill Are Matched Before Payment Is Cleared. Finance Sees Any Mismatch In Quantity, Price, Or Tax Immediately. No Silent Overpayments.

Quality Checks On Incoming Goods

Fabric Rolls, Foam Bales, And Wood Lots Are Rarely Accepted In One Go. The Partial QC Flow Lets The Receiving Team Accept What Passes, Quarantine What Needs Review, And Return What Fails. Full Trail Linked To The Original PO.

Procurement Automation

Reordering Rules, Min-Max Levels Per Warehouse, And Replenishment Triggered By Sales Orders Or Manufacturing Orders.

The Right Quantity From The Right Vendor At The Right Time.



Step 4: Manage Your Inventory

Real-Time Stock Visibility Across Raw Materials, Sub-Assemblies, And Finished Goods. Rules And Valuations Tuned For Bulky, Variant-Heavy Furniture Inventory.



Problem Statement

The Warehouse Team Uses A Register Or A Standalone App. Production Asks "Do We Have Enough Beechwood For This Batch?" And Nobody Can Answer Without Walking To The Rack. Fabric Rolls From Different Dye Batches Get Mixed, Causing Color Inconsistency In The Finished Product.

Solution

Every Material Has A Current Quantity, An Incoming Quantity (From POs), And A Reserved Quantity (For Open Orders). Fabric Rolls Are Tracked By Lot (Same Dye Batch). With Single Click, See If You Can Commit To A Delivery Date.

Detailed Capabilities

Multi-UOM Management

Fabric Is Received In Meters But Consumed In Square Meters On The Shop Floor. Foam Is Bought In Bales But Cut To Size Per Sofa. Wood Is Received In Cubic Feet But Issued In Board Feet. The System Stores Each Conversion And Applies It At Every Transaction: Receipt, Putaway, Consumption, Costing, And Reporting.

Product-Category-Level Inventory Valuation

Set One Valuation Rule For Raw Materials (For Example, Weighted Average). Set A Different Rule For Finished Goods (For Example, Standard Cost Or FIFO). Applied At The Product-Category Level. Accounting Stays Clean Without Forcing One Policy On The Entire Catalog.

Removal Strategies And Putaway Rules

FIFO For Fabric Rolls To Prevent Color-Batch Drift From Aging Stock. Putaway Rules Direct Incoming Stock To The Right Bin Automatically Based On Product Type, Supplier, Or QC Status.

Less Walking And Less Searching In The Warehouse.

Lots And Serial Number Management

Fabric Rolls Tracked By Lot (Same Dye Batch) So Colors Match Across Panels In A Single Order. High-Value Items (Imported Sofas, Designer Pieces, Contract Furniture) Tracked By Serial Number Through Delivery And Into Warranty.

Reordering Rules And Forecasts

Min-Max Rules Per Warehouse Per Product. A Forecast Smart Button On Every Product Shows Projected Availability Based On Confirmed Sales Orders, Open Manufacturing Orders, And Inbound POs. "Will We Have Enough By The 20th?" Is Answered At A Glance.

Stock Movement History And Traceability

Every Move Of Every Lot And Serial Is Logged And Auditable. One Click Shows Where A Specific Fabric Batch Went, Which Sofa Used It, And Which Customer Received It.

Picking Strategies

Wave Picking (By Aisle), Cluster Picking (By Trip), Batch Picking (By Time Window). Configurable Per Warehouse. Lifts Pick Productivity Without Hiring More Staff.

Multi-Warehouse And Multi-Location

Factory Stock, Showroom Stock, And Distribution Centre Stock In One System. Internal Transfers, Resupply Routes, And Location-Level Availability. Sales Can Answer "Which Location Ships This Fastest?" In Real Time.

Barcode And GS-1 Scanning

Fast Receipt, Putaway, Picking, And Cycle Counting With Barcode. Works Offline. GS-1 Codes Supported For Retail Chain Shipping And Export.

Shipping And Volumetric Pricing

Compute Shipping Charges By Weight, Volume, And Destination. Print Shipping Labels. Track Through Integrated Carriers. Furniture Ships Big And Heavy, So Volumetric Pricing Is Built In.

Manufacturers Using Integrated Inventory And MRP Report 30% Improvement In Order Fulfillment Accuracy



Step 5: Manufacture With Precision



Turn A Confirmed Order Into A Shop-Floor-Ready Plan. BoM, Routing, Costing, And Execution Tools For Both Modular Production And Make-To-Order Production.

Problem Statement

The Production Engineer Gets The Sales Order And Manually Creates A BoM. Operations Are Scheduled On A Whiteboard. If The Design Changed Last Month, Nobody Updated The Old BoM Template. The MO Cost Is Calculated After The Batch Is Done, If At All.

Solution



The BoM Is Generated Automatically From The CPQ Configuration. Operations, Components, And Quantities Match Exactly What Was Sold. The Manufacturing Order Is Released With The Correct Routing. Operators See Their Tasks On A Screen At Their Station.

Detailed Capabilities

Variant-Aware, Multi-Level BoMs

Every Configured Product From CPQ Produces A BoM That Matches The Chosen Components And Quantities. Multi-Level BoMs Are Supported Natively. A Sofa's Sub-Assembly (The Upholstered Frame) Has Its Own BoM That Rolls Up Into The Finished Sofa's BoM.

BoM Versioning And Engineering Change Orders (ECOs)

Designs Evolve. Finishes Change. A Supplier's Screw Spec Shifts. A Fabric Is Discontinued.

The Versioning Layer Lets Engineering Work On Multiple Versions Of The Same BoM In Parallel. Differences Between Versions Are Tracked. Approved Changes Roll Out Through Formal ECOs. Historical Orders Stay Pinned To Their Version.

Design, Procurement, And Production All See The Same Current Version. Communication Happens Through The ECO, Not Scattered Emails.

Integrated Document Management

Drawings, Technical Specs, Cutting Layouts, And Quality Documents Live On The BoM Or Routing. Version-Controlled. Accessible To Shop-Floor Users At Their Station. Not Buried In A Shared Drive.

BoM Costing And MO Cost Variance

The Cost Of Every Finished Product Rolls Up From Its Components And Operations. When A Manufacturing Order Closes, Actual Cost (Materials Consumed, Time Taken) Is Compared With Planned Cost. Variance Is Visible Immediately.

Supervisors Can React In The Same Week.

Cost Of Goods Sold (COGS)

As Finished Goods Ship, COGS Is Booked Automatically Using The Valuation Method On The Product Category. Finance Sees Gross Margin On Every Invoice In Real Time.

Work Centre Management

Schedule Operations Against Work Centres (Cutting Table, Stitching Line, Polishing Booth, Upholstery Station) Or Against Specific Operators. Capacity Planning Accounts For Working Hours, Shifts, And Planned Maintenance. Promise Dates Stay Realistic.

OEE (Overall Equipment Effectiveness)

Track Availability, Performance, And Quality Across Every Work Centre. See Which Station Is The Bottleneck. See Whether Downtime Is Planned, Unplanned, Or Changeover-Related. OEE Makes Production Conversations Data-Driven.



Dynamic Operations Per Variant

As Covered In Step 1, Variant Choices Inject Specific Operations Into The Routing:

- Leather Upholstery Triggers Leather Stitching.
- Hand-Polished Finish Triggers Polishing.
- Fabric Upholstery Triggers Fabric Cutting.

Your Production Engineer Won't Need To Edit The Routing Manually.



Subcontracting

Polishing, Lacquer Finishing, Upholstery On Complex Pieces, Or Specialty Stitching Often Goes To Subcontractors. Raw Components Flow Out. Finished Sub-Assemblies Come Back. Cost Is Booked Against The MO. Lot And Serial Traceability Preserved.

Dropshipping

For Accessories And Traded Items You Sell But Do Not Manufacture. The Sales Order Triggers A PO That Ships From Vendor To Customer.

One Invoice. One Bill. No Wasted Handling.

Shop-Floor Execution

Each Work Order Carries Its Worksheet, Drawing, And QC Steps. Operators See What To Do Next On A Tablet Or Screen.

They Log Actual Materials Consumed In Real Time.

Furniture Manufacturers On Odoo Report 25 To 35% Reduction In Production Lead Times

Step 6: Reports That Matters

Real-Time Dashboards For Every Role. Drill Down From Any Chart To The Underlying Transaction In One Click.

Problem Statement

Reports Are Assembled In Excel Every Month End. The CFO Asks "Which Products Are Profitable?" And Nobody Has A Clear Answer Until A Week Of Analysis. Fabric Wastage Is A Guess. OTIF Is Calculated Manually, If At All.

Solution

Every Report Listed Below Is Available In Real Time. No Month-End Assembly. No Excel. Drill Down From Any Chart To The Source Transaction In One Click.



Sales Reports

- Best-Selling And Least-Selling Products, By Revenue, Quantity, And Margin. Filterable By Channel, Region, And Salesperson.
- Sales Register: The Complete Sales Ledger With Filters By Customer, Product, Rep, Date, And Channel.
- Credit Notes With Traceable Links To Original Invoices And The Reason For Each Credit.
- Pending Sales Order Report: Open Orders By Customer, Age, And Expected Delivery.
- OTIF (On-Time In-Full): The Single KPI That Tells You Whether Operations Kept The Promise Sales Made. By Product Line, Customer, And Month.



Purchase Reports

- Purchase Register With QC Status Per Line. For Vendor Reconciliation And Return Resolution.
- Price Change Report: When A Vendor's Price Moved, By How Much, On Which Item.

Leadership Dashboards

Every Role (Sales Head, Production Head, CFO, CEO) Gets A KPI Dashboard With The Numbers That Matter To Them. Refreshed In Real Time. Additional Custom Reports Can Be Built With The In-Built Report Builder Without Waiting For A Development Cycle.



Inventory And Operations Reports

- Stock Movement Report: Every In-And-Out Consolidated In One View.
- Material Consumption Report: Planned Vs Actual Consumption Per MO, Per BoM, Per Period.
- Waste Management Report: Scrap And Rejection By Work Centre, Operator, And Raw Material (Fabric, Foam, Wood).
- Fabric Utilisation Report: Square Meters Consumed Vs Delivered, Per Order, Per Product Line, Per Fabric Type.

Profitability Reports

Variant Profitability Report

Margin Reported By Variant, Not Just Parent Product. "3-Seater Sofa In Teak And Velvet" May Be Profitable. "3-Seater In Walnut And Linen" May Be A Quiet Loss-Maker. This Report Makes The Difference Visible.

ABC Analysis

Automatic Classification Of Inventory By Value And Movement:

A: High Value, Low Quantity (Imported Leather, Premium Finishes, Designer Hardware). Tight Cycle Counts.

B: Moderate Value, Moderate Quantity (Hardwood, Mid-Tier Fabrics, Standard Foam). Regular Counts.

C: Low Value, High Quantity (Screws, Nails, Basic Hardware). Loose Counts. Bulk Reordering.

ABC Classification Drives Cycle-Count Frequency, Safety Stock Policy, And Putaway Priority.

Let Customers Configure Online (Ecommerce)

If Your Customers Or Dealers Order Through Your Website, The Same Configurator Used By Your Sales Team Can Be Made Available On The Portal.

How It Works

Portal Users (B2C Customers, Dealers, Or Project Buyers) Log In And Configure Products Directly. Three Flows Are Available:

Request For Quotation

Customer Configures. Prices Hidden. RFQ Created. Salesperson Notified By Email.

Quotation With Price

Configurator Shows Live Prices. Quotation Generated & Emailed Automatically.

Checkout And Pay

Fully Self-Serve. Configured Product Goes To Cart. Customer Pays Online.

If A Customer Leaves Halfway, They Can Resume From "My Configurations" In The Portal Next Time. Or Reset & Start Fresh.

A Salesperson Is Assigned And Notified For Every Configuration Submitted. Email Templates For Both Customer And Salesperson Are Configurable.



CAD-SolidWorks Integration With Odoo

Your Design Team Works In CAD. Your Production Team Works In The ERP. This Integration Makes Them One Connected Flow.



Problem Statement

Your Design Engineer Finalizes A Wardrobe In SolidWorks With 40 Parts, 3 Sub-Assemblies, Specific Hinges From Hettich, And Drawer Slides From Blum. Then Someone On The Production Team Spends Half A Day Manually Re-Entering Every Part, Every Sub-Assembly, Every Quantity, And Every Vendor Reference Into The ERP.

If The Designer Updates A Panel Thickness Next Week Or Swaps A Hinge Model, The ERP Does Not Know. Nobody Remembers To Update It Until A Wrong Part Shows Up On The Shop Floor. The CAD File Says One Thing. The ERP Says Another. Production Builds Whatever The ERP Says.

For A Modular Furniture Manufacturer With 80 To 120 Individual Components, This Manual Re-Entry Is A Full Day's Work And A Guaranteed Source Of Errors. For A Company Releasing 10 To 15 New Products A Year, It Is A Recurring Bottleneck Between Design And Production.



Solution

The CAD Model Syncs Directly To The ERP. Parts, Sub-Assemblies, Multi-Level BoMs, Vendor References, Component Costs, And Product Images Flow From SolidWorks Into The System Automatically. No Manual Re-Entry. No Version Mismatch.

When The Designer Updates The Model, The BoM In The ERP Updates After The Next Sync. Combined With The Engineering Change Order Workflow, The Production Team Sees The Change Formally And Builds The Latest Version Every Time.

Detailed Capabilities

Sync Parts & Sub-Assemblies

Every Individual Part (Panel, Rail, Shelf, Bracket, Edge Band) And Every Sub-Assembly (Drawer Unit, Door Assembly, Frame Assembly) Defined In The CAD Model Is Created As A Product In The ERP. If It Exists In SolidWorks, It Exists In The ERP. No One Creates The Same Product In Two Places.

Sync Bill Of Materials

The Assembly Structure From CAD Becomes The BoM In The ERP. A Wardrobe With A Carcass Sub-Assembly, Two Door Assemblies, A Drawer Unit, And Hardware Is Synced As A Complete BoM. Parent-Child Relationships, Quantities, And Component References All Carry Over.

Sync Part Vendors

If The Designer Has Assigned Preferred Vendors To Specific Parts In CAD (For Example, Hettich For Hinges, Blum For Drawer Slides, A Specific Plywood Supplier For Panels), Those Vendor References Sync To The ERP. Procurement Does Not Need To Look Up Or Reassign Vendors For Standard Components. The Supplier, The Supplier Part Number, And The Sourcing Reference Are Already In Place.

Sync Multi-Level Assemblies

Furniture Products Are Rarely Single-Level. A Bed Frame Has A Headboard Sub-Assembly, A Footboard Sub-Assembly, Side Rails, And A Slat System. Each Sub-Assembly Has Its Own Parts. The Integration Preserves The Full Multi-Level Structure As A Multi-Level BoM In The ERP. Sub-Assemblies Within Sub-Assemblies Are Maintained Exactly As The Designer Modelled Them.



Sync Part Costs

Material Costs And Component Costs Attached To Parts In The CAD System Sync To The ERP. The BoM Cost In The ERP Reflects The Same Assumptions The Designer Used. When Procurement Later Updates A Vendor Price In The ERP, The Cost Rolls Up Accurately. But The Starting Point Is What Was Estimated In The Design, Not A Blank Field That Someone Fills In Weeks Later.

Sync Part & Assembly Images With 3D View

Product Images And 3D Views Of Parts And Assemblies Are Synced To The ERP. The Production Team Sees What The Finished Part Or Assembly Looks Like Without Opening CAD Software. The Operator At The Cutting Station Sees The Panel Drawing. The Assembly Team Sees The 3D View Of The Finished Unit. This Reduces Interpretation Errors, Especially For New Products Or Complex Joinery That Is Difficult To Describe In Text Alone.



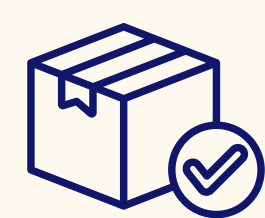
Impact Summary

A Consolidated View Of The Measurable Improvements Reported By Manufacturers After Adopting CPQ & Integrated ERP Solutions.

| Area | Improvement |
|-------------------------------------|---|
| 1 Quote turnaround time | ✓ 40 to 75% faster |
| 2 Quoting errors | ✓ Up to 36% reduction |
| 3 Sales cycle length | ✓ Up to 25% shorter |
| 4 Average deal size | ✓ Up to 105% larger with guided selling |
| 5 Production lead time | ✓ 25 to 35% shorter |
| 6 Order fulfillment accuracy | ✓ 30% improvement |
| 7 Inventory holding costs | ✓ Up to 25% reduction |
| 8 Total cost of ownership vs legacy | ✓ Up to 65% lower |



Why Custom Furniture Manufacturers Choose Aktiv



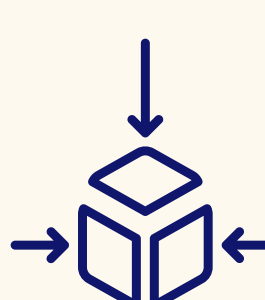
We Know Make-To-Order

We Have Implemented ERP For Manufacturers Who Build To Customer Specs, Not To Stock. We Understand Variant Complexity, BoM Generation From Configuration, And The Production Planning That Follows.



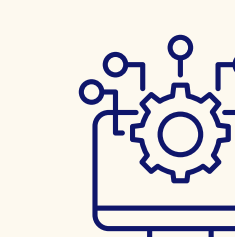
CAD-ERP Integration

What Your Designer Finalizes In SolidWorks Is What Your Sales Team Quotes, Your Procurement Team Sources, And Your Production Team Builds. Parts, BoMs, Costs, And 3D Views Flow Directly Into The ERP. No Re-Entry. No Version Mismatch Between Design And The Shop Floor.



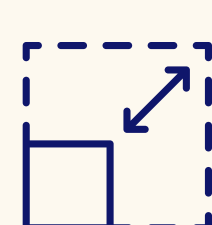
CPQ Is Built In, Not Bolted On

Most ERPs Treat Product Configuration As An Afterthought. Our CPQ Lives In The Same System As Your Sales, Production, And Inventory. The Quote, The BoM, And The MO Are One Connected Flow.



One System For Every Department

Sales, Purchase, Production, Inventory, Warehouse, Finance. No Integrations To Maintain. No Data To Sync Between Tools. One Database. One Truth.



Scales Without Re-Platforming

Start With One Factory And One Showroom. Add Warehouses, Companies, Currencies, And Channels As You Grow. Same System.



10+ Years Of Manufacturing ERP Experience

Odoo Certified Partner. Over A Decade Of Implementation Experience For SME And Mid-Market Manufacturers. We Are Not Generalists Deploying A Generic ERP. We Are Specialists Who Have Built And Delivered Furniture-Specific Solutions.

[Book a Demo](#)

Trusted By Global Brands

AURORA | OFFICE FURNITURE

TREARC BRANDS

NOVA DOORS HARDWARE

CONSTRUCT CENTER
Partenaire de vos projets!

TIARA

XRCreation

MG

CREATIONS WOODWORK WC CREATIONS

WILKES WOODWORKING

PUREWOOD

MS

LEON



Aktiv Software

sales@aktivsoftware.com

