



Manage Everything from
Quote to Shop Floor

**A Better Operating Model for
Furniture Manufacturers**

For furniture businesses handling configurable products, custom orders, and growing order complexity across sales, planning, procurement, inventory, and production.



If your order to delivery workflow looks like this, you probably need a change!

Customer asks for a sofa 01

3-seater sofa, right-hand recliner, kiln-dried hardwood frame, walnut finish, velvet upholstery in olive green, medium-soft seat cushion, black metal legs, and contrast piping.

88% lost deals to manual quoting.

Sales starts the quote 02

Checks an old price sheet. Confirms whether the recliner works with that frame. Calls production to verify the leg option, cushion feel, and piping combination. Waits for costing on the selected fabric and mechanism.

2 days vs 20 minutes decides who wins

Order gets confirmed 03

But the BOM still needs work. The frame is clear, but fabric consumption, recliner hardware, leg fittings, foam density, and piping details still need to be matched to the final spec.

15% wood waste is not a shop-floor issue alone.

Purchasing checks stock late 04

The olive green velvet is short by two rolls. The recliner mechanism is available, but the black metal legs are split across two locations. The right foam grade is not reserved yet.

16% of turnover sits in raw materials.

Production starts with questions 05

Which spec is final?
Which drawing is current?
Which finish was approved?

Scrap & rework can eat 2.2% of sales

QC finds the issue late 06

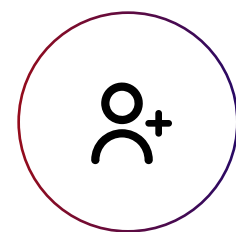
The wrong cushion density was used, the piping detail was missed, and one arm was built to the non-recliner version. Now it is rework, not prevention.

Poor quality practices can drain up to 20% of total revenue.

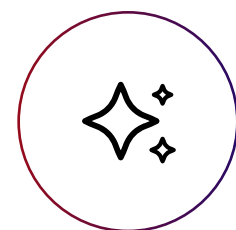
Furniture ERP Built on Odoo

Odoo brings together Sales, Purchase, Inventory, Manufacturing, Accounting, CRM, PLM, and Reporting in one platform.

One system.
Not 10 disconnected tools.

 15 million users globally

 User-Friendly

 Open Source + AI

 No vendor lock-in



What that means for your Furniture Business?



No duplicate entry

Same order flows across teams.



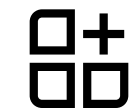
No disconnected data

Sales, stores, purchase, production, & accounts work on the same record.



Built to scale

Start with what you need.
Expand as the business grows.



Strong ERP foundation

Reliable core platform already used across manufacturing, distribution, retail, and services.

Odoo, tailored to your business processes

Built-in Product Configurator

CAD Integration

Manage Subcontracting

Smart Replenishment Rules

Dynamic Bill of Materials Management

Quality Checks at Granular level

Integrated Reporting

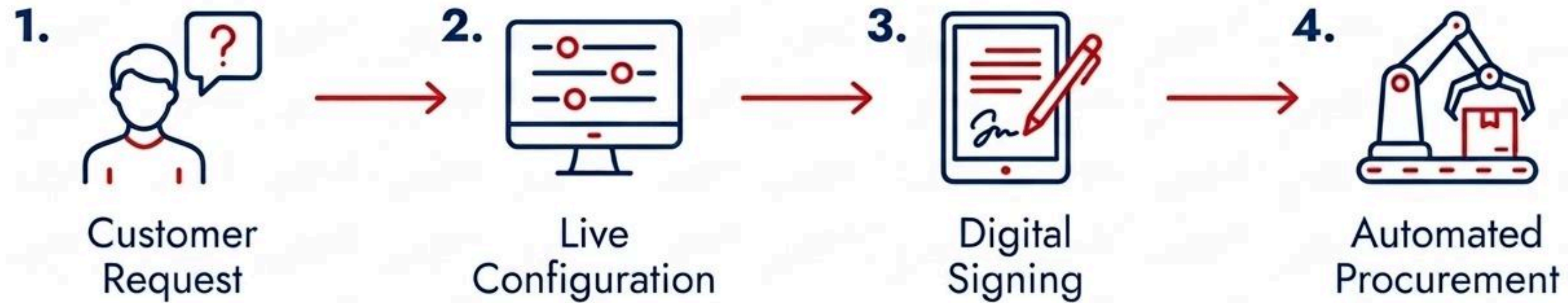
Multi-Location Inventory Optimization

MTS + MTO Workflow

End-to-End Order Management



PART 1: ORDER & PROCUREMENT FLOW



PART 2: SMART MANUFACTURING & DELIVERY FLOW



Why this is different from generic ERP or bolt-on tools?



Built-in Product Configurator

The configurator generates the BoM. In most ERPs, quote and BoM are disconnected. Here, the configuration IS the BoM. What is sold is what is built.



CAD-ERP Integration

CAD syncs directly into the ERP. Parts, multi-level BoMs, vendors, costs, and 3D views from SolidWorks. Designer updates once. Every department uses the same version.



Unified System

One system. Not five. Sales, procurement, inventory, production, quality, finance. No integrations. No middleware. No nightly sync that breaks on Tuesdays.

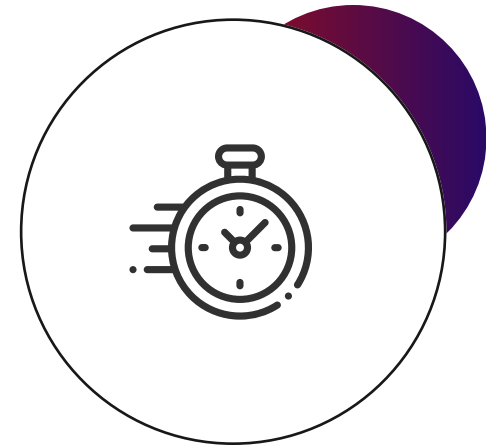


Modern & easier to use

Many ERP systems are difficult to navigate, which slows user adoption and creates dependency on a few trained people.

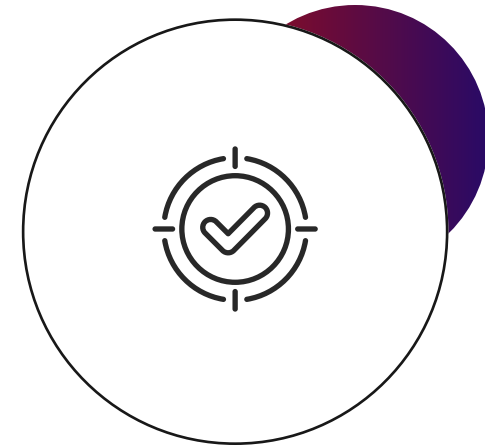
Odoo brings a more modern UI/UX, making workflows easier to follow across sales, procurement, inventory, manufacturing, and finance. The result is faster adoption, less friction, and system teams are more comfortable using every day.

Results from Real Implementation



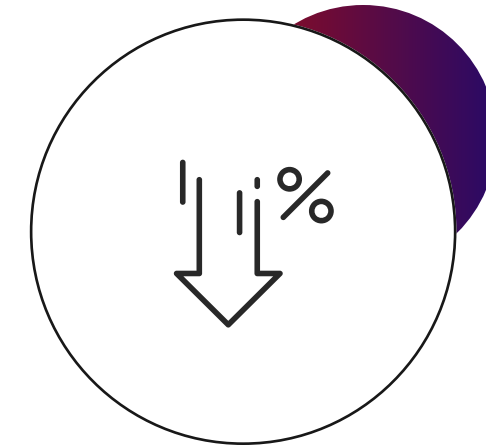
40-75%

Faster Quote Turnaround



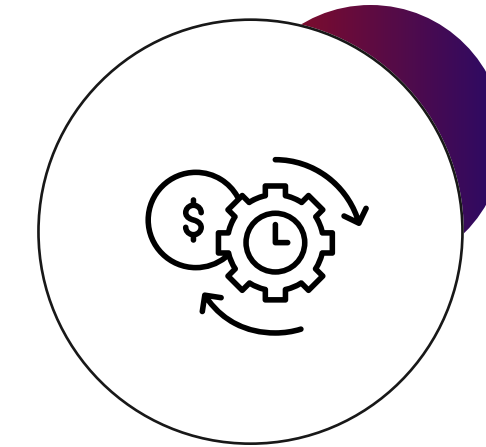
30%

Better Order-Fulfillment Accuracy



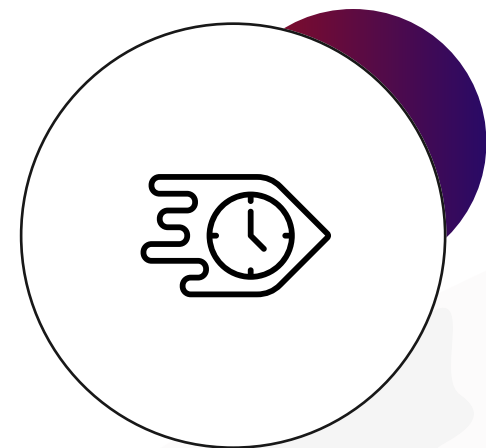
up to 36%

Fewer Quoting Errors



up to 25%

Shorter Sales Cycle



25-35%

Shorter Production Lead Time



up to 105%

Larger Average Deal Size with Guided Selling



up to 65%

Lower Total Cost of Ownership vs Legacy

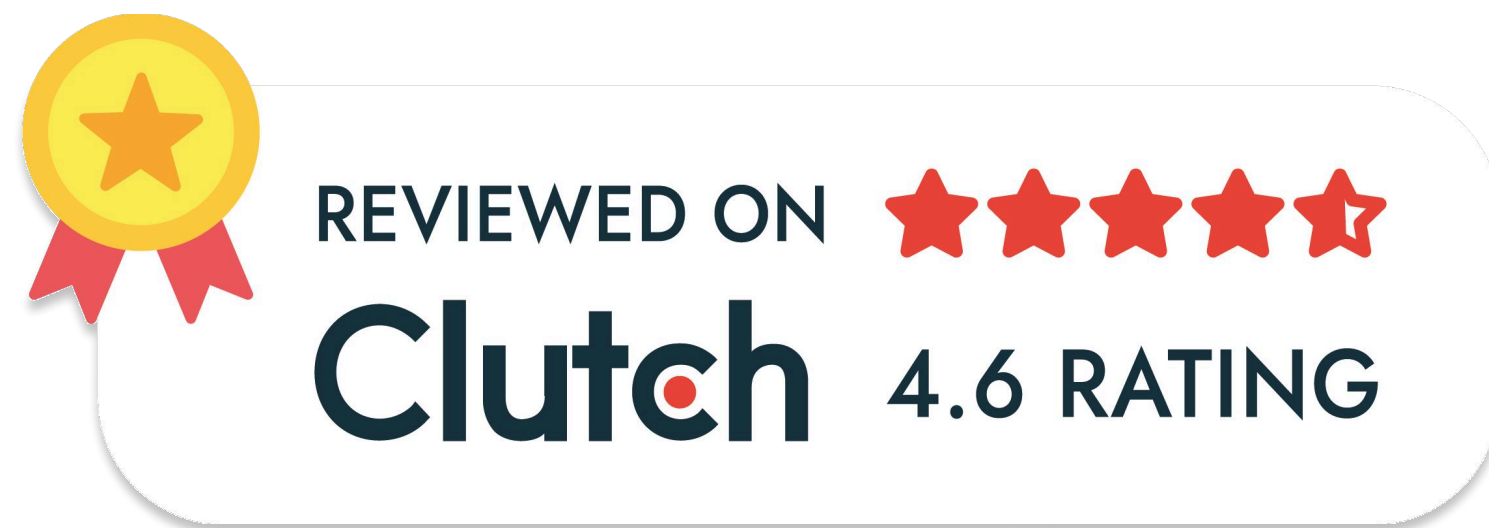


up to 25%

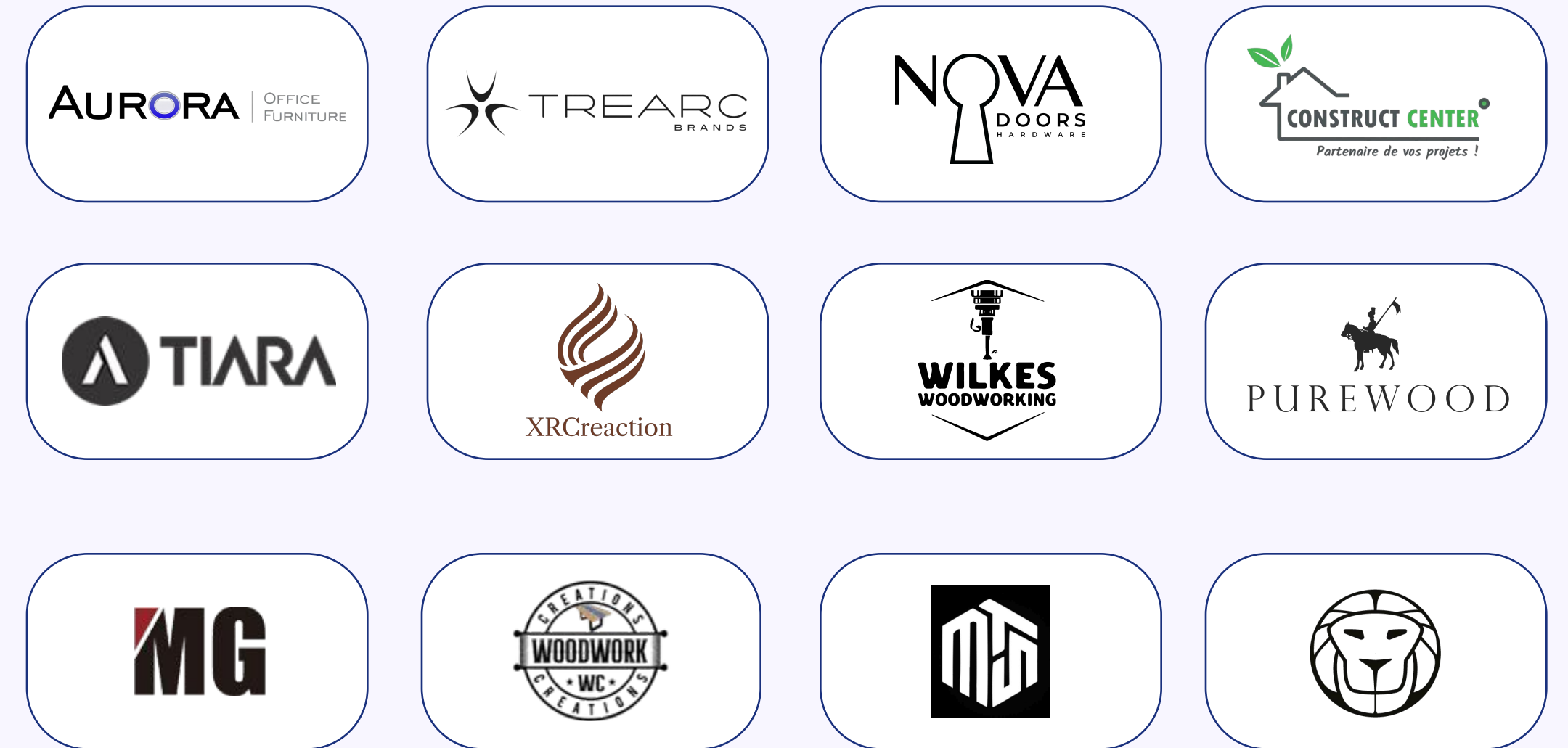
Lower Inventory Holding Costs

Why Trust Aktiv?

-  10+ years of industry expertise
-  500+ ERP Implementation Projects
-  Customer across Manufacturing | Distribution | Retail



Trusted by



Industries

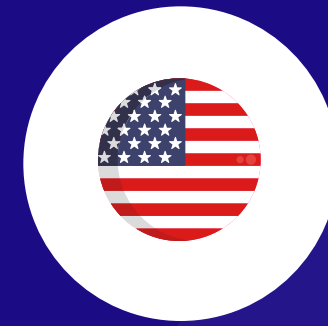
-  Home & Residential Furniture
-  Office & Commercial Furniture
-  Modular Kitchen & Storage Manufacturers
-  Bespoke & Custom Furniture Makers



Ready to transform your furniture operations?

Custom orders or bulk manufacturing, your business deserves a system that keeps sales, production, inventory, and delivery in sync.

Let's start the conversation



Aktiv Software Inc, New Jersey



848 219 9238



sales@aktivsoftware.com

