

iManuflow

From customer enquiry to finished-goods delivery — one controlled, traceable workflow across sales, production, inventory, quality and dispatch.

Manufacturing MSMEs handle a steady stream of customer enquiries — each carrying its own specifications, drawings, material requirements, tolerances and delivery expectations.

Today, most of this runs across scattered Excel sheets, email threads and manual status calls. ERPNext iManuflow replaces that with a single system that carries every enquiry through to dispatch, with approvals, drawings and specifications attached at every stage.

Not a software implementation — a business transformation program. Built for MSME manufacturers, iManuflow is sized to lift delivery confidence, customer trust and revenue conversion, not just tidy up back-office records.

01 Enquiry-to-Delivery Flow



02 Modules Covered

Module	Purpose
CRM	Customer enquiry capture, specifications, drawings and enquiry classification
Sales	Quotation preparation, approval workflow, negotiation tracking and Sales Order acknowledgement
Production	BOM, routing, work order, job card and production progress tracking
Inventory Management	Raw material stock, material issue, WIP movement and finished goods tracking
Quality (QA)	In-process and final inspection for specifications, tolerance and consistency
Dispatch	Delivery note, dispatch quantity, balance quantity and delivery status
Customer Support	Customer issues, corrective action and satisfaction tracking

Layered on top: AI-enabled dashboards (mobile + web) for real-time order and production visibility, plus WhatsApp-based alerts for delivery status and payment follow-up.

03 What It Delivers

- Single source of truth from enquiry to delivery — no more parallel Excel trackers.
 - Shared visibility across Sales, Design, Production, Stores, Purchase, Quality and Dispatch.
 - Margin improvement through BOM discipline, purchase control and reduced scrap & rework.
- Sales growth through CRM discipline, faster quote conversion and repeat-order tracking.
 - AI-enabled dashboards for real-time order, production and cash visibility — mobile and web.
 - WhatsApp integration for payment reminders and customer delivery-status updates.
 - Structured customer support and satisfaction tracking after delivery.

04 Business Benefits

- Cost-effective solution — no per-user licence fees required.
 - Open-source based — full control of data and source code.
 - SaaS-based model — no infrastructure procurement required.
- Typical turnaround time of 2 to 3 months for go-live.
 - Access from anywhere — web and mobile.
 - Typical gross margin improvement of 10–20% assured.