ZELTRA

INDUSTRIAL ERP

From RFQ to Revenue. One System.

From RFQ to Revenue.
One Integrated Industrial ERP.

An integrated industrial ERP platform connecting estimation, procurement, production, quality, delivery and invoicing, alongside sales, inventory, finance, HR, asset management and subcontracting.

Connecting Every Stage of Your Industrial Business.

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THE CHALLENGES IN INDUSTRIAL OPERATIONS

When Information Is Spread Across Systems

Industrial businesses manage multiple departments, complex workflows and changing customer requirements. When information lives in different systems, coordinating the full business cycle becomes hard.

Disconnected processes

Sales, procurement, production and finance run on separate tools.

Limited order visibility

Hard to track an order from quotation to delivery.

Cost management

Late updates to estimates, materials and production costs hit profitability.

Material coordination

Procurement and inventory need accurate requirement and availability data.

Manual coordination

Repeated data entry and manual handovers slow daily operations.

Reporting difficulties

Consolidating information across departments takes extra time and effort.

INTRODUCING ZELTRA

One Platform. Connected Industrial Operations.

ZELTRA is an industrial ERP platform that connects the key stages of business operations, from the first customer enquiry to order fulfilment and invoicing.

It brings core industrial workflows together with supporting business functions for a more connected way to run day-to-day operations.

Manage the complete industrial business cycle through one integrated platform.

KEY CAPABILITIES

- **RFQ and estimation**
- **Procurement and inventory**
- **Production management**
- **Quality management**
- **Delivery and invoicing**
- **Sales and finance**
- **HR and asset management**
- **Subcontracting**

ZELTRA INDUSTRIAL ERP

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THE COMPLETE BUSINESS CYCLE

From Customer Enquiry to Revenue

ZELTRA connects the key stages of an industrial order within one structured business workflow.



01 RFQ
Capture customer requirements

02 Estimation
Prepare cost and quotation

03 Procurement
Source required materials

04 Production
Execute the job

05 Quality
Inspect and verify output

06 Delivery
Fulfil the customer order

07 Invoicing
Complete the commercial cycle

Every stage shares the same record, so the order flows from enquiry to invoice without re-entering data.

RFQ AND ESTIMATION MANAGEMENT

Turn Customer Requirements into Commercial Offers

RFQ and estimation are the starting point of the industrial business cycle. A structured process helps evaluate requirements and prepare quotations based on the defined scope.



KEY CAPABILITIES

01	Capture customer RFQs and requirements
02	Organise technical and commercial information
03	Prepare estimates from materials, resources and cost inputs
04	Keep visibility of quotation status and revisions
05	Move an accepted quotation into the next stage of the workflow

Keep Materials Aligned with Operational Needs

Procurement and inventory make sure the materials each industrial job needs are available when they are needed.

- **Coordinate material requirements with demand**
- **Manage purchasing and supplier information**
- **See inventory and material availability**
- **Track material receipts and stock movements**
- **Connect procurement with the wider workflow**

Business value: better coordination between purchasing, stock availability and operational requirements.

PRODUCTION AND JOB MANAGEMENT

Connect Planning with Execution

Industrial businesses need visibility into the work being done, the resources it needs and the progress of each job. ZELTRA connects production with the wider order and material workflow.



BUSINESS VALUE

A clearer view of production and how execution lines up with customer commitments.

KEY CAPABILITIES

01 Organise production activities around jobs or orders

02 Coordinate production requirements and work progress

03 Connect production with material availability

04 Support coordination between production and other departments

05 See operational progress against delivery commitments

QUALITY MANAGEMENT

Make Quality Part of the Operational Workflow

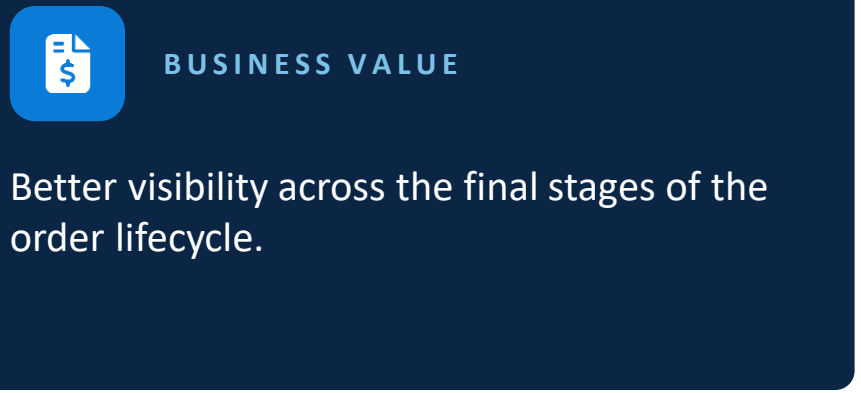
Quality management helps verify that products and completed work meet defined requirements.

- **Quality checks at relevant workflow stages**
- **Record inspection results and quality data**
- **Identify and review discrepancies**
- **Keep quality records per job or order**
- **Connect quality with production and delivery**

Business value: better visibility of quality activities and a structured approach to inspection and verification.

Connect Completed Work with Customer Fulfilment

The final stages bring together operational completion, delivery coordination and commercial closure.



KEY CAPABILITIES

01 Review order readiness and completion status

02 Coordinate delivery-related activities

03 Keep visibility of customer order fulfilment

04 Connect order and delivery information with invoicing

05 Support the flow from completed work to customer billing

INTEGRATED BUSINESS MODULES

Beyond Production: Managing the Wider Business

ZELTRA connects the industrial workflow with the supporting functions needed to run the business.

Sales

Customer enquiries, quotations and order coordination.

Inventory

Stock records, material availability and movement visibility.

Finance

Financial transactions and business financial information.

HR

Employee and workforce administration.

Asset Management

Records and oversight of business and operational assets.

Subcontracting

Coordination of outsourced work and external partners.

Industrial operations and supporting business functions work within one connected ERP environment.

Bring External Work into the Business Workflow

Industrial projects often need specialised services or activities completed by external suppliers and subcontractors.

Identify activities needing external support

Link subcontracting to the relevant job

See the status of external work

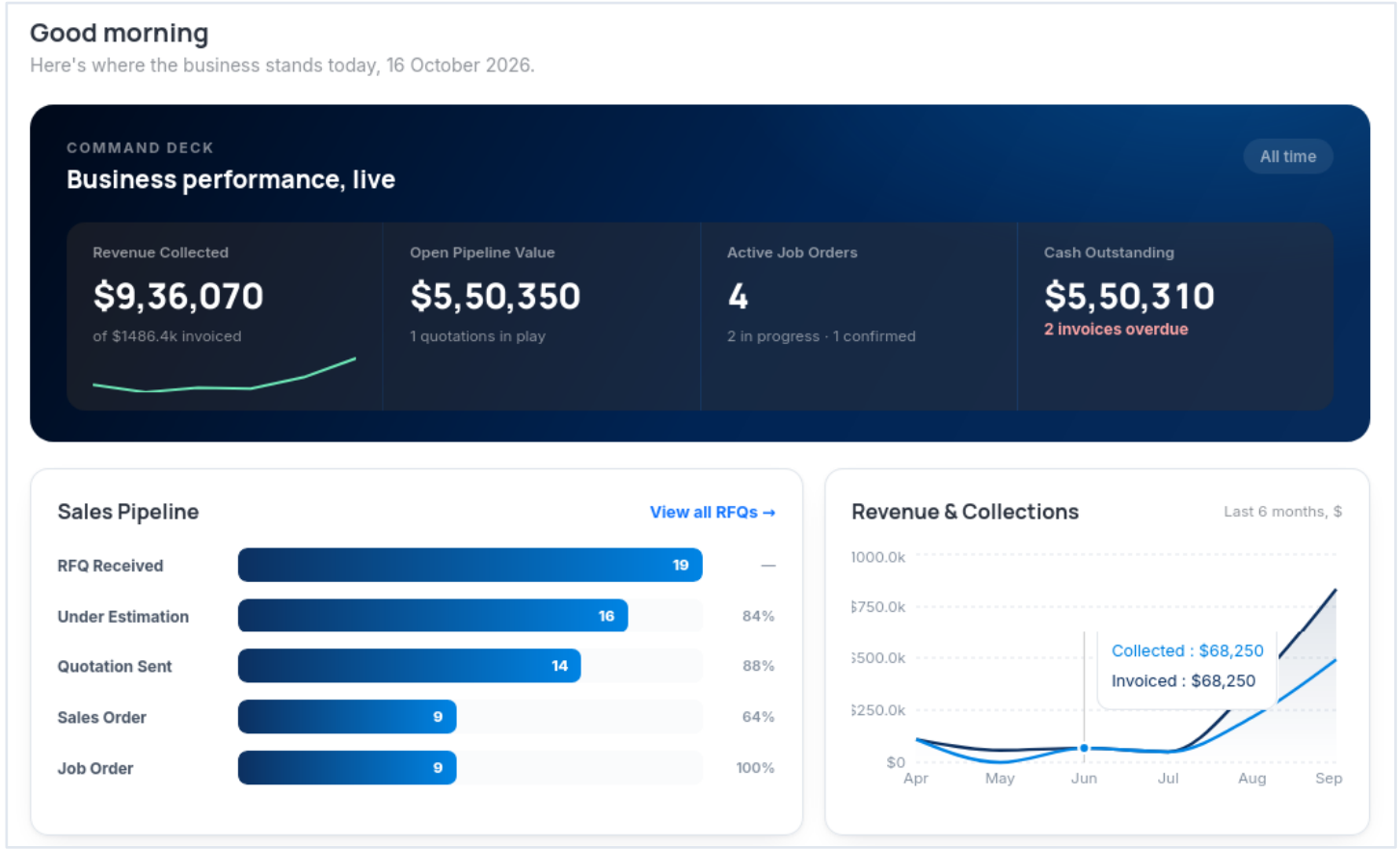
Track subcontracting information and costs

Connect outsourced work with internal planning

Business value: better coordination between internal teams, external partners and delivery commitments.

BUSINESS VISIBILITY AND REPORTING

Turn Operational Information into Better Decisions



AREAS OF VISIBILITY

- Order status
- Material availability
- Production progress
- Quality information
- Financial information
- Business reporting

BUSINESS BENEFITS OF ZELTRA

A More Connected Way to Manage Industrial Operations

Improved coordination

Connect departments on one shared workflow.

Greater order visibility

Follow every order from RFQ to invoicing.

Better material planning

Align purchasing and stock with operational needs.

Structured costing

Connect estimates with operational costs.

Improved traceability

Keep records across business activities.

More informed decisions

Use connected data for operational and management reviews.

Integrated management

Industrial operations and support functions in one ERP.

Connect processes, people and information to manage industrial operations more effectively.

WHY ZELTRA?

From Disconnected Processes to One Integrated Workflow

Traditional approach	With ZELTRA
✕ Information spread across multiple tools	→ ✓ **Connected business information**
✕ Manual handovers between departments	→ ✓ **Structured workflow coordination**
✕ Difficult to track the full order lifecycle	→ ✓ **Visibility from RFQ to invoicing**
✕ Procurement and production managed separately	→ ✓ **Materials aligned with operational activities**
✕ Separate operational and financial records	→ ✓ **Connected industrial and business functions**
✕ Time-consuming information consolidation	→ ✓ **Organised access to business information**

ZELTRA connects the complete industrial business cycle instead of managing each activity in isolation.

HOW WE WORK WITH YOU

Tailored to Your Organization

01

System analysis

We study your workflows, teams and existing systems.

02

Customization

ZELTRA is configured and extended to fit your processes.

03

Hosting plan

We recommend the hosting model that suits your setup.

04

Tailored pricing

A proposal priced on what you actually need.

HOSTING OPTIONS

Hosted by Zoondia

Fully managed on Zoondia's infrastructure: we handle servers, updates and monitoring.

Hosted by the client

Deployed on your own servers or cloud, for full control over data and infrastructure.

PRICING DEPENDS ON

- Features required
- Modules required
- Number of users
- Hosting option

No one-size-fits-all pricing: every proposal is shaped around your needs.

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Connect your industrial business cycle, from estimation and procurement to production, quality, delivery and invoicing, with integrated sales, inventory, finance, HR, asset management and subcontracting.

Track the work. Connect the teams. Manage the complete business cycle.

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CONTACT US

Let's Connect Your Industrial Operations.

Book a walkthrough of ZELTRA and see the complete business cycle, from RFQ and estimation to delivery and invoicing, in one ERP.

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