



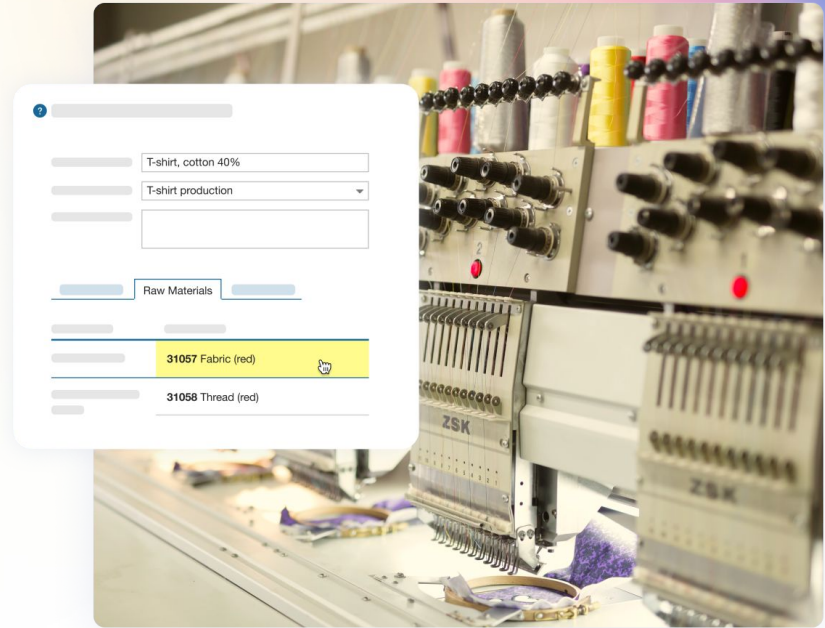
# **Take Control of Your Inventory, Sales and Manufacturing with Kladana**

# Kladana Is a Cloud-Based ERP for Inventory, Sales and Manufacturing Management

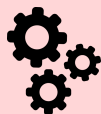
## It provides:

- accurate inventory tracking,
- streamlines sales and purchasing processes,
- calculates costs and profits,
- helps to manage manufacturing,
- and generate comprehensive reports.

Our solution is designed for **small and medium-sized wholesale and manufacturing businesses and serves various industries**, from industrial to consumer goods such as cosmetics, food, apparel, and more.



# Simplifying Your Inventory, Sales, and Manufacturing Operations



## All-in-one Solution

You can run all business routines in one app: manage stock, production, and finances, print price tags, send invoices to the counterparties, etc.



Salim

## Free onboarding from our expert

We will help you set up, ensuring a smooth onboarding. You'll have 1–3 onboarding sessions depending on your plan

From  
**₹4,920/\$60**  
per year

## Affordable Pricing

Pay monthly always. There are no 1 year commitments, and a 14-day trial is available with no credit card required

**5 days  
a week**

## Constant Support

Our support team is available online to assist you with your queries from Monday to Friday. You'll get a response within 5–15 minutes, and custom documents — within 2–7 working days

# With Kladana, Our Clients Save Time & Earn More



## Money

- Monitor your sales and find out more **profitable items**
- **Forecast** the **demand** and produce or purchase the most popular items
- Stop losing money on **over- and understocking**, scrap & by-products
- Stop paying for a bunch of solutions and **switching** from one app to another



## Time

- Stop managing **spreadsheets** and **pieces of paper**. Automate your business and increase productivity a few times
- Don't **double-check** figures & papers, let digital tools do it for you
- Stop **missing deadlines** in producing items, delivering parcels, and other business routines

# Customizable & Flexible Software



Kladana is a universal solution that can be tailored to almost any entrepreneur's needs

Kladana is flexible enough to adjust to a particular **niche**. We have clients from different types of businesses and industries:

- Garment, tiles, electronics, food, pharma & instruments **manufacturers**
- Stationery, electronics, IT products & spiritual products **sellers & wholesalers**

Using customization tools, you'll be able to:

- Create custom documents and reports
- Add your own fields in the product cards & documents
- Set access rights and user roles
- Launch specific workflows
- And much more

# Smooth Onboarding and Setup

We won't leave you to deal with Kladana on your own

## Step 1

### Welcome Call before Demo

Our expert will get in touch with you to understand what goals you pursue and what problems you come over with.

## Step 2

### Demos

The expert will conduct demos for you and your employees. They'll show you Kladana interface and features relevant to your business needs.

Also, you'll have an option to receive recorded sessions for reference.

## Step 3

### Onboarding

### 1-3 Sessions

After you purchase Kladana plan, the expert will onboard you and your team.

You'll get a personalized roadmap to harnessing the full potential of Kladana, customized to suit your business requirements.

# Smooth Onboarding and Setup

## What's more

### Online sessions

All demos are online. Upon request, we send you a video recording of the calls

### Access to your Account

All the setups and adjustments will stay in your account

### Non-Stop Support

The support you'll get as a client is not limited, you can contact the support team, and they'll get back to you within a few working hours

### Handy Materials

In case you want to solve an issue on your own, you can use our [Help Center](#) and video tutorials on [YouTube](#)

# Why Kladana Is Better than Excel



## Kladana ERP

**Centralized database** that ensures data accuracy and consistency across all modules

Allows to track and manage **workflows**

Provides workflow management features that enable the **automation** of business processes from end to end

Almost **error-proof** and eliminates the human factor

Access to full **reports and dashboards** with which you can analyze your business thoroughly, find your competitive advantages and weak spots

**Scalable** solution which lets you use more modules and features when your company grows

**Transparent** and can be used by several users

## Excel

Lacks the robust structure needed for comprehensive data handling in complex business environments

Collects and calculates data only

Lacks automation capabilities required for managing complex and interconnected business processes

Filling in the spreadsheets can lead to multiple error. Moreover, it's time-consuming

Offers you superficial analysis only

Excel instruments are limited and the most advanced tools are hard to master

Lacks collaborative features



# Why Kladana Is Better than Excel



## Our Clients' Experience Proves that



**Harshit Agarwal**, the Financial Consultant at Unicorn Natural Products Manufacturing

Before Kladana, we were doing everything in Excel. All the stock and production records were maintained in spreadsheets. We weren't able to arrange timely updates for the information about warehouse stocks: the materials we were receiving, the goods we were shipping.

It was hard for us to acknowledge which products we had in abundance and which we lacked. Some wrong decisions and production delays followed.

[Read the Full Story](#)



**Aliya Akhmetova and Inna Filipovich**, the Founders of Hey Baby! Brand, Women's Business Apparel Manufacturing Company

We were tallying up sales in an Excel spreadsheet. Aliya's husband saw this picture, got horrified, and paid for our first account in Kladana. But the brain is lazy, it resists, it doesn't want to learn something new, to strain itself.

But Kladana turned out to be really convenient. A customer comes in, and you look them up solidly in the database, see their purchase history, and ask them how they liked the dress they bought last month. The customer base pushed us to create a loyalty program. As we came up with it five years ago, we still have it working with the help of Kladana.

[Read the Full Story](#)

	Free	Only annually Start	Growth	Most popular Business	Business Plus
Monthly Billing	₹0	₹410	₹1,990	₹3,990	₹7,290
Annual Billing (save up to 30%)	₹0	₹4,920	₹16,716	₹33,516	₹61,236
	Try for free	Try for free	Try for free	Try for free	Try for free
Users	1	1	— 2 +	— 5 +	— 10 +
Companies	1	1	2	5	Unlimited
Warehouses	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Data Storage (Images and Files)	50 MB	100 MB	— 0.5 GB +	— 2 GB +	— 10 GB +
Items	200	Unlimited	Unlimited	Unlimited	Unlimited
Counterparties	200	Unlimited	Unlimited	Unlimited	Unlimited
Transactions	200	Unlimited	Unlimited	Unlimited	Unlimited
Barcodes generation	✓	✓	✓	✓	✓
Online Order app	✓	✓	✓	✓	✓

## Reasonable Pricing

- Before buying, try all Kladana features for free — you'll have **2 weeks**
- After that, you can choose a suitable plan and **adjust** it to your need if you want to add more users or data storage
- Save money by **annual payment**
- Get an **additional discount** if you buy in 14 days after demo

[Choose Your Plan](#)

# Trusted by 50,000+ Customers across the World: India, Kazakhstan, Uzbekistan, Russia, Turkey, Indonesia & Thailand

I was looking for a cloud-based solution to manage inventory and production. I started testing Kladana more for fun, but digitization quickly showed us its benefits.

We realized that it was advantageous for us to produce expensive products rather than mass-produced ones. Our stores, as well as our advertising campaign, changed. Retail outlets turned into showrooms. All of this allowed us to become leaders in the premium segment. Also, Kladana stopped the theft in our company.



Tanat Sarsembay,  
Metako, steel doors manufacturing

"Kladana has been a great software for us. We were able to scale our warehousing and automate almost all of it because of Kladana. Moreover, it is **reasonably priced for any startup.**"



Samyak Jain, Co-founder of Ratan Papers,  
paper products manufacturing

"Kladana has been a great software for us. We were able to track our products and maintain records in place. It has made our **business process very smooth, flexible, and productive.**"



Rajeev Jha, Operation manager at Nexttraa,  
internet provider

"While searching for a tool for our inventory management, we found Kladana as the best fit for our use case. It is **simple yet feature-rich** and has solved the problems we faced earlier. It is an effective way to track and monitor our products and has made daily operations simpler."



Raghav Rohila, Co-founder and CPO at Wattapp  
Technologies, hardware technologies devices and  
programming

We manage manufacturing in Kladana: create bills of materials and production operations, process sales & production orders, and even keep records of needles available in stock. We've got all info in Kladana — from a single piece of thread to each customer.

Kladana also helps us launch new collections. We evaluate how efficient the previous one was — estimate the sell-through of each item, and analyze what could slow down the sales and why.

Once Kladana helped us catch an unscrupulous manager who attributed someone else's sales to himself.



Inna and Aliya,  
Hey Baby! women's business apparel  
manufacture

"With Kladana, we **improved data accuracy**, streamlined **workflows**, and boosted **decision-making capabilities**. The software played a crucial role in optimizing our data management practices, leading to increased operational efficiency and better business outcomes."



Cura Pharmaceuticals

I used to sell 80 beauty care goods on marketplaces. I tried to utilize Excel sheets, but inevitably made crucial mistakes. Then I realized that I could process no more than 20 products manually.

After six months of using Kladana, I started selling 300 goods, and the turnover increased from 2 million roubles (20 lakh rupees) up to 5 million roubles (50 lakh rupees). I also analyze what goods are the most and the least profitable ones.



Oleg Twist,  
a retail seller

[Read Customer Stories](#)



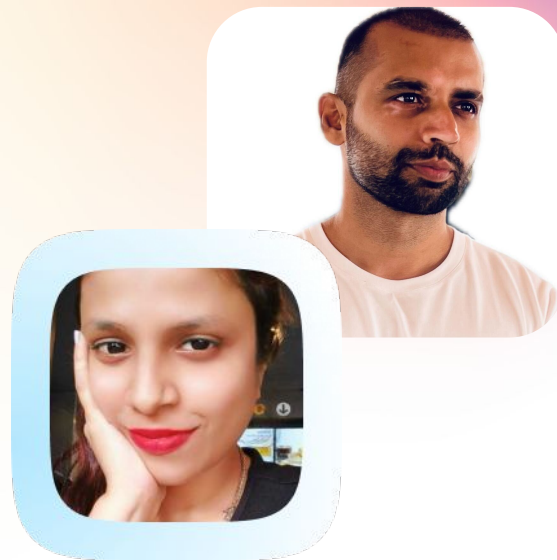
# How We Can Help You Achieve Your Goals

Try Kladana on your own for 14 days for free  
or sign up for a demo with our expert

[Create an Account  
for Free](#)

[Schedule a Demo](#)

Email Us: [contact@kladana.com](mailto:contact@kladana.com)




# For Inventory Management

- Keep **accurate calculations** of stock and unit costs, based on the records
- Monitor stock levels using detailed reports
- Fill **all necessary item details** and use them to streamline sales, purchase, warehouse and manufacturing processes

Product name

## Leather bag

Images



+ Image

About

Description

Folder

Country India

Supplier

Supplier Code

SKU 00043

External code RFXm00p4gAbStd0OPnVez1

HSN

UOM pcs

Weight 0

Volume 0

Tax rate 18%

Prices

Minimum Sale Price 0 Rs. (INR)

Purchase Price 0 Rs. (INR)

Sale Prices

Setup prices

Sale price 7,000.00 Rs. (INR)

Wholesale price (custom) 4,800.00 Rs. (INR)

Variants (0)

Packaging (0)

Stock

# Manage Your Products and Services Catalog

Cotton red, green flowers (231)

**Images**

+ Image

**About**

Description

Folder: Fabric in rolls

Country

Supplier

Supplier Code

SKU: 00062

External code: vP8ueQQRtwvbgRllgZ4FZ2

HSN

UOM: roll

**Add necessary details**  
UOM, tax rate, HSN/SAC weight and volume images

**Prices** Variants (4) Packaging (0)

Minimum Sale Price: 10,000.00 Rs. (INR)

Purchase Price: 6,800.00 Rs. (INR)

**Sale Prices** Setup prices

Sale price: 12,000.00 Rs. (INR)

Wholesale price (custom): 10,500.00 Rs. (INR)

**Specify different Prices**  
and use them in transactions.

## Variants creation

Specify the product attribute such as color or size

colour

Specify attribute options in individual fields below, e.g. red, blue for colors

black

red

white

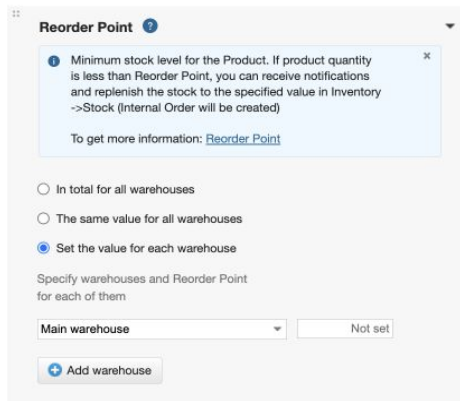
+ Attribute

3 variants will be created

Create variants Cancel

**Create product Variants**  
and set different prices and Reorder Points for them

# Set Reorder Points for Items, Variants and Warehouses



The screenshot shows the 'Reorder Point' configuration window. It includes a help bubble explaining that the reorder point is the minimum stock level for triggering notifications and replenishment orders. Below this, there are three radio button options: 'In total for all warehouses', 'The same value for all warehouses', and 'Set the value for each warehouse' (which is selected). A text field below these options is labeled 'Specify warehouses and Reorder Point for each of them' and shows 'Main warehouse' selected from a dropdown and 'Not set' in the adjacent input field. At the bottom, there is an 'Add warehouse' button.

If the stock falls below the Reorder Point, **receive notifications** to replenish products via supplier orders or warehouse transfers.



The screenshot shows the 'Product Barcodes' interface. A pop-up window displays a sample barcode label for a product with SKU '00011'. The label text includes 'Dress with golden buttons and flowers (red)', the price '1,800.00 Rs.', and the barcode number '2 000000 000404'. Below the pop-up, the main interface shows a dropdown menu set to 'EAN13' and an input field containing '2000000000848'. There are 'Barcode', 'Generate', and 'Delete' buttons at the bottom.

**Generate or assign barcodes, and print labels.**

- Use barcodes in warehouse operations.
- Print labels for all items in stock or for specific Receiving.

# Use Stock Reports

Stock

By ProductsBy Warehouses

Filter

Print

Replenish stock

Cart

Find

Clear

For Date

03/14/2023 17:08

On Hand

Any

Available

Non-zero

With Qty Committed Only

No

With Qty In Transit Only

No

Status of Product card

Active

Product / Any product of folder

Warehouse

Days In Stock

from

to

Supplier

Expire at: YDA · TDY · WTD · MTD

colour

length

Below reorder point

Name	Expire at	On Hand	Reorder Point	Committed	In Transit	Available UOM	Days in Stock	U. cost	Cost amount	Sale price	Amount Sold
Auto Parts											
Auto part 1		15		0	0	15 pcs	41.77	1,000.00	15,000.00	1,900.00	28,500.00
Auto part 1		10		0	0	10 pcs	41.77	900.00	9,000.00	1,800.00	18,000.00
Fabric											
Fabric white with flowers		110		0	0	110 m	57.17	118.00	12,980.00	0.00	0.00
Fabric black with butterfly		127		0	0	127 m	57.17	123.11	15,635.00	0.00	0.00
Fabric in rolls											
Cotton red, green flowers (Z31)		6		0	0	6 roll	28.98	1,083.33	6,500.00	12,000.00	72,000.00
Finished goods/T-shirts simple											
T-shirt simple		1,920		0	1,000	2,920 pcs	60.87	293.42	563,365.40	500.00	960,000.00

**Stock report** shows the state of the inventory for specific date

**Stock Movement report** shows movement for the selected period

You can **filter** report: see numbers for specific warehouse, item, product category, items in transit or committed, etc.



# Organize Warehouse Space Using Warehouse Bin Locations

- Divide your warehouse space into Locations and Bins
- Assign bins to items in Receiving or Stock Adjustments
- Print Pick lists for Shipments with bin address for items

Receiving # 00030 from 03/15/2023 18:20 Status ☐ Draft

\* My Company  \* Warehouse

\* Supplier  Contract

Balance (Our debt): 2,991,486.00 Rs.

Project  Reference No

\* Transaction currency

**Items** [Related transactions](#)

<input type="checkbox"/>	Name	Qty received	Storage Bin	On Hand	Price	Tax r
<input type="checkbox"/>	1 00009 decorative jewellery (flower)	100 pcs	A - 1 / 02	206	60.00	18
<input type="checkbox"/>	00026 decorative jewellery (stars)	200 pcs		0	60.00	18

Begin typing item name, SKU, supplier code or barcode

Add some notes

All bins (6) Empty bins (3) Contain same pro

- A - 1 / 01 Filled
- A - 1 / 02 Filled
- A - 1 / 03 Filled
- A - 1 / 04
- A - 2 / 05
- A - 2 / 06

# What Else to Enhance Inventory Management and Warehousing

Try Inventory Management  
Features

- organize items into **categories**, create **Bundles** and **Packages** for products
- use **Batches** to track and manage inventory from different receivings or not to miss **expiry dates**
- set different price types, currencies, UOMs, country of origin
- **change prices in bulk** for remaining stock or Receiving using **price editor**
- quickly upload product cards in bulk using **.xls import**
- see **history of Sales/ Purchase transactions** for specific item
- create multiple **Warehouses**
- take **Inventory Counts**, find discrepancies and handle them
- use **barcode scanning** to check goods in Receiving, Shipment, Transfer or Inventory Count
- use **Negative Stock restriction** and **hard reservation** for goods to prohibit the shipment of reserved goods

# For Sales and Purchasing

Create all necessary types of transactions for **Sales** and **Purchasing** flow

Organize them as **'related'** records so you can track sequence like 'Order > Payment > Invoice > Shipment'

Record **Incoming** and **Outgoing Payments** against Sales or Purchasing records

Sales Orders										
No.	Date Created	Customer	Total	Tax Sum	Currency	In Sales Invoices	Paid	Unpaid	Amount Shipped	Expected Shipmen...
00006	03/19/2023 19:33	Sewing Production	590,000.00	90,000.00	Rs.	0.00	0.00	590,000.00	0.00	
00014	03/13/2023 15:52	Retail customer	991.20	151.20	Rs.	0.00	991.20	0.00	991.20	
00013	02/14/2023 18:58	New table customer	11,800.00	1,800.00	Rs.	0.00	11,800.00	0.00	11,800.00	
00012	02/03/2023 16:14	Dresses & T-shirts, Pvt. Ltd.	100,300.00	15,300.00	Rs.	0.00	0.00	100,300.00	76,700.00	03/05/2023 17:44
00011	01/31/2023 22:44	Retail customer	4,248.00	648.00	Rs.	0.00	0.00	4,248.00	0.00	03/06/2023 17:45
00010	01/25/2023 14:10	Textiles Pvt.Ltd.	590.00	90.00	Rs.	0.00	0.00	590.00	0.00	
00009	01/18/2023 17:10	Furniture Supplier	1,416.00	216.00	Rs.	0.00	0.00	1,416.00	354.00	
00008	01/17/2023 13:31	Textiles Pvt.Ltd.	35,187.60	5,367.60	Rs.	0.00	0.00	35,187.60	35,187.60	
00007	01/16/2023 13:13	Customer	0.00	0.00	Rs.	0.00	0.00	0.00	0.00	
00005	01/10/2023 15:48	Customer	1,200.00	0.00	Rs.	0.00	0.00	1,200.00	0.00	
00004	01/09/2023 12:59	Customer	2,950.00	900.00	Rs.	0.00	0.00	2,950.00	2,950.00	
00003	01/08/2023 18:00	Dresses & T-shirts, Pvt. Ltd.	3,540,000.00	540,000.00	Rs.	0.00	0.00	3,540,000.00	3,540,000.00	
00002	01/08/2023 17:06	Dresses & T-shirts, Pvt. Ltd.	534,776.00	81,576.00	Rs.	0.00	0.00	534,776.00	534,776.00	
00001	01/06/2023 21:17	Dresses & T-shirts, Pvt. Ltd.	21,240.00	3,240.00	Rs.	0.00	0.00	21,240.00	21,240.00	
1-14 from 14			4,844,698.80	739,288.80		0.00	12,791.20	4,831,907.60	4,223,998.80	

Calculate **taxes** in transactions and create documents with it

<b>Subtotal</b>	<b>10,000.00</b>
Type of Tax: <b>GST</b>	
CGST	900.00
UTGST	900.00
<input type="checkbox"/> Tax Included	
<b>Total</b>	<b>11,800.00</b>

Monitor **payment deadlines** for invoices and **shipping dates** for orders

Sales Order # 00013 from 02/14/20

\* My Company Sewing Production Pvt. Ltd.

\* Customer Smart Furniture Pvt. Ltd.

Balance : 0,00 Rs.

Expected Shipment Date 03/09/2023 11:05

Sales Channel

Quickly **share documents** with your partners via **email** or **print** them

**Sales Quotation**

Email \*  
Sewing Production Pvt. Ltd. <ab@...>

Subject  
Sales Quotation №00006

Email message  
Hello!  
Kindly find the document in attachment.  
=====

Prepared in www.kladana.in

Choose how to send document

☐ Send as a download link

☒ Send as an attachment

☒ Excel

☐ PDF

Send email Close

Configure **order statuses** to keep up with their progress

Edit Add Related Print Send

/14/2023 18:58

Payed

approved

new

approved

in production

ready to ship

shipped

canceled

**Profit** By Products By Employees By Customers By Sales Channels Filter Print Graph

Find Clear 🔍 ⚙️ Date Created: YDA · TDY · WTD · MTD 12/01/2022 00:00 - 03/14/2023 23:59 Consider Product / Any product of folder Products, services and bundles Selected 2 x

Project Customer Customer tag Contract

My Company Transaction type \* Sales Channel colour

All

Sales					Returns						
Name	SKU	Transa...	Qty	Gross Sales	COGS	Transactions	Qty	Total Returns	COGS	Gross Profit	Profit Margin
Dress with golden buttons and fl...	00011	1	10	21,240.00	16,450.00	0	0	0.00	0.00	4,790.00	29.12%
T-shirt with application (black)	00012	1	30	35,046.00	7,851.00	0	0	0.00	0.00	27,195.00	346.39%
T-shirt with application (yellow)	00005	1	60	70,092.00	33,278.00	0	0	0.00	0.00	36,814.00	110.63%

## Get a View of Your Sales with the Profit Report

### By products

- data is based on the Sales and Returns records
- find out the top selling items or most profitable

### By employees

- how much each manager sold
- number of orders and average sales order volume

### By customers

- gross revenue for the period
- most profitable customer
- who returns more than others

# Analyze and Segment Your Customers

Customers & Suppliers

+ Counterparty

Filter

Name, phone, email, event, comment

0

Edit

Status

Print

Import

Export

Find

Clear

• Created: YDA · TDY · WTD · MTD

• Last Event Date: YDA · TDY · WTD · MTD

• Last Event Text

Name

• Full Name

• PAN

• Phone

• Email

• Address

Status

• Balance

• Profit

• Average Transaction Value

• Sales

• Sales No.

• First Sale: YDA · TDY · WTD · MTD

• Last Sale: YDA · TDY · WTD · MTD

• Amount Returned

• Returns No.

• Discounts Provided Sum

• Discount Card

• Prices

• Counterparty tag

# Manage Financials of Your Business

**Cash Flow Report** Filter Print

Date	Bank			Cashbox			All together		
	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance
<b>Initial Balance</b>			<b>0.00</b>			<b>0.00</b>			<b>0.00</b>
11.01.2023	0.00	41,300.00	-41,300.00	0.00	0.00	0.00	0.00	41,300.00	-41,300.00
16.01.2023	0.00	13,325.00	-54,625.00	0.00	0.00	0.00	0.00	13,325.00	-54,625.00
25.01.2023	0.00	21,971.60	-76,596.60	0.00	0.00	0.00	0.00	21,971.60	-76,596.60
06.02.2023	354.00	0.00	-76,242.60	0.00	0.00	0.00	354.00	0.00	-76,242.60
06.03.2023	11,800.00	0.00	-64,442.60	0.00	0.00	0.00	11,800.00	0.00	-64,442.60
13.03.2023	0.00	0.00	-64,442.60	991.20	0.00	991.20	991.20	0.00	-63,451.40
16.03.2023	76,700.00	30,115.00	-17,857.60	0.00	0.00	991.20	76,700.00	30,115.00	-16,866.40
<b>Ending Balance</b>			<b>-17,857.60</b>			<b>991.20</b>			<b>-16,866.40</b>

1-9 from 9    **88,854.00**    **106,711.60**    **991.20**    **0.00**    **89,845.20**    **106,711.60**

Payments    Cash Flow Report    Profit and Loss    **Statement of Accounts**    Adjustments

**Statement of Accounts** With Contacts With Employee Filter Print

Statement of Accounts  
Templates and Reports settings...  
Request print form  
You can request custom print form from our support team  
[How to request](#)

Counterparty	Initial Balance	Credit	Debit	Ending Balance
Dresses & T-shirts, Pvt. Ltd.	-4,096,016.00	0.00	0.00	-4,096,016.00
New customer	-111,887.60	76,700.00	0.00	-35,187.60
Customer	-2,950.00	0.00	0.00	-2,950.00
Smart Furniture Pvt. Ltd.	-11,800.00	11,800.00	0.00	0.00
Supplier 2	0.00	0.00	0.00	0.00
Retail customer	0.00	991.20	991.20	0.00
Subcontractor_1 Pvt. Ltd.	0.00	0.00	0.00	0.00
Furniture Supplier Pvt Ltd	0.00	0.00	0.00	0.00
Furniture Supplier	7,080.00	0.00	7,080.00	0.00
Supplier 1	0.00	13,225.00	1,475.00	11,750.00
Cosmetic Ingredients supplier	64,546.00	0.00	0.00	64,546.00



**Record all** Incoming and Outgoing **payments**, link them with transactions



Control **mutual settlements** with your suppliers and customers



Use actual **Cash Flow report** to monitor daily payments and ending balances

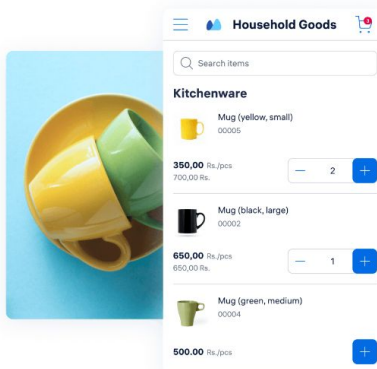
## Launch Online Sales without a Website

Upload a catalogue with your goods, generate catalogue links with different prices, send them to customers and get sales orders automatically

Suitable for retail, wholesale and field sales

[Schedule a Demo](#)

[Try Now For Free](#)



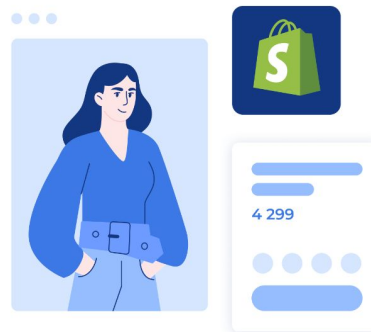
## Integrate Shopify with Kladana

Shopify — for order processing and payment, Kladana — for comprehensive inventory & warehousing management and analytics. Sell online seamlessly

- Create and edit product cards in Kladana and get instant changes in Shopify
- Synchronize the stock level
- Automatically get new sales orders in Kladana from Shopify

[Try it for Free](#)

7-Day Trial



# Two Apps for Online Sales

## Online Order App

- Upload a catalogue with your goods
- Generate catalogue links with different prices & send them to customers
- Get sales orders automatically

## Shopify

- Create and edit product cards in Kladana and get instant changes in Shopify
- Synchronize the stock level
- Automatically get new sales orders in Kladana from Shopify



# What Else for Sales and Purchasing

- analyze your **Sales Funnel** (based on Statuses for Sales Orders)
- create your **custom print template** for orders or invoices: add or remove columns, notes; change format, add your company logo
- upload items for Orders via **.xls import** in bulk
- use **flexible discounting** for specific transaction or for specific customer
- purchase **on the basis** of the Sales Order or Sales history
- mark Sales and Purchase Orders like '**committed**' and '**awaiting**'
- use **custom fields**: e.g. add Sales Agent name or file with specification or specific customer requirements to the Order
- track your "**unpaid**" incoming and outgoing invoices to ensure timely payments.
- receive **auto-notifications for overdue invoices** so you can take timely action

**Try Sales & Purchasing**

Free 14-Day Trial  
without any Limits

# For Manufacturing

Control stock of Raw materials,  
Finished products and WIP stock

Plan and **purchase** Raw materials for  
specific Production Order

Organize and track **make-to-order** and  
**make-to-stock** manufacturing

Accurately **calculate cost** of finished  
goods

Production Orders								
<div><div><div>+</div> Production Order</div><div>Filter</div><div>Search by numbers and comments</div><div>0</div><div>Edit</div><div>Status</div><div>Backup</div><div>Print</div><div>Settings</div></div>								
<input type="checkbox"/> No.	Date Created	My Company	Start Date	End Date	Cost amount	Unfinished production	Status	Comment
<input type="checkbox"/> 00029	03/06/2023 19:07	Sewing Production Pvt. Ltd.	03/06/2023 19:09	03/06/2023 19:10	1,475.00	0.00	new	
<input type="checkbox"/> 00028	03/02/2023 17:20	Sewing Production Pvt. Ltd.	03/02/2023 17:21		0.00	0.00	new	
<input type="checkbox"/> 00027	02/02/2023 18:34	Food Production company	02/02/2023 18:34	02/02/2023 18:34	23,356.00	0.00	new	
<input type="checkbox"/> 00026	02/02/2023 18:25	Food Production company	02/02/2023 18:27	02/02/2023 18:28	19,470.00	0.00	new	
<input type="checkbox"/> 00025	01/25/2023 14:48	Sewing Production Pvt. Ltd.	01/25/2023 14:48	01/27/2023 11:04	50,000.00	0.00	new	
<input type="checkbox"/> 00024	01/25/2023 14:40	Sewing Production Pvt. Ltd.	01/25/2023 14:40	01/25/2023 14:47	3,710.00	0.00	new	
<input type="checkbox"/> 00023	01/25/2023 14:13	Sewing Production Pvt. Ltd.	01/25/2023 14:16		32,034.00	10,368.00	ready for production	
<input type="checkbox"/> 00022	01/25/2023 14:11	Sewing Production Pvt. Ltd.			0.00	0.00		
<input type="checkbox"/> 00021	01/23/2023 12:16	Sewing Production Pvt. Ltd.	01/23/2023 12:23	01/23/2023 12:25	8,050.00	0.00	new	
<input type="checkbox"/> 00020	01/19/2023 14:23	Sewing Production Pvt. Ltd.	01/19/2023 14:25	01/19/2023 14:31	10,950.00	0.00	new	
<input type="checkbox"/> 00019	01/19/2023 12:33	Sewing Production Pvt. Ltd.	01/19/2023 12:36	01/19/2023 12:46	3,463,573.30	0.00	ready for production	
<input type="checkbox"/> 00018	01/17/2023 14:50	Sewing Production Pvt. Ltd.			0.00	0.00		
<input type="checkbox"/> 00017	01/17/2023 14:47	Sewing Production Pvt. Ltd.			0.00	0.00	new	
<input type="checkbox"/> 00016	01/17/2023 13:34	Sewing Production Pvt. Ltd.	01/17/2023 13:36		0.00	0.00	new	
<input type="checkbox"/> 00015	01/16/2023 14:26	Sewing Production Pvt. Ltd.	01/16/2023 14:27	01/16/2023 14:34	23,100.00	0.00	new	
<input type="checkbox"/> 00014	01/13/2023 19:34	Subcontractor Company	01/13/2023 19:36	01/13/2023 19:36	144,000.00	0.00	new	
<input type="checkbox"/> 00013	01/12/2023 12:34	Sewing Production Pvt. Ltd.	01/12/2023 12:50	01/12/2023 12:50	48,500.00	0.00	finished	
<input type="checkbox"/> 00012	01/12/2023 12:14	Sewing Production Pvt. Ltd.	01/12/2023 12:53	01/12/2023 12:53	65,425.00	0.00	finished	

# Create Routings and BOMs

## Routing

\* Name

Description

### Operations Sequence

#### Production Operation

- ▲▼ fabric cutting
- ▲▼ sewing
- ▲▼ attaching details
- ▲▼ quality control
- ▲▼ packing

After the final operation is completed

Add another operation

## Bill of Materials

\* Name

\* Routing

Folder

Comment

### Finished Products Raw Materials Operations Costs

Operation	Material	Qty required
fabric cutting	00006 cotton fabric (red)	2 m
	<input type="text" value="Begin typing item name, SKU, supplier code or barcode"/> <input type="button" value="Add from Catalog"/>	
sewing	<input type="text" value="Begin typing item name, SKU, supplier code or barcode"/> <input type="button" value="Add from Catalog"/>	
attaching details	00009 decorative jewellery (flower)	4 pcs
	00008 button (golden)	8 pcs
quality control	<input type="text" value="Begin typing item name, SKU, supplier code or barcode"/> <input type="button" value="Add from Catalog"/>	
packing	00010 packing box small (white)	1 pcs
	<input type="text" value="Begin typing item name, SKU, supplier code or barcode"/> <input type="button" value="Add from Catalog"/>	

Bills of Materials
Production Orders
Operation Reports
Routings
Production Operations

Save
Close
Edit
Supply
Print
Send
alexandra Main

Production Order #  from 
new
☐ Draft
☐ Allocate order to committed stock
☐ Allocate order to awaiting stock

\* My Company 
\* Materials Warehouse 
\* Product Warehouse

Scheduled Production Date

[Finished Products](#)
[Raw Materials](#)
[Process Tracking](#)
[Related transactions](#)

Material	Qty required	Qty used	U. cost	Cost amount	Available	Stock	To supply
cotton fabric (red)	2 m				950	950	0
decorative jewellery (flower)	4 pcs				20	180	0
button (golden)	8 pcs				0	0	8
packing box small (white)	1 pcs				69	69	0

## Create Production Orders



**Modify Finished products and Raw materials** before production process begins (for customized products)



**Analyze if Raw materials are sufficient** before starting manufacturing



**Supply missing Raw materials:** purchase or produce them

## Make Changes in Production Order during the Process

Specify quantity of actually used raw materials or finished goods for any stage of manufacturing

Operation Report # 00115 from 03/15/2023 16:10

Production Order: 00030 Materials Warehouse: Main warehouse  
Operation: attaching details Product Warehouse: Main warehouse  
Code: 00030-1  
BOM: BOM Dress with buttons and decoration  
Responsible for QCheck: Quality Check ☐

Products in production

Name	Qty to produce
00011 Dress with golden buttons and flowers (red)	1 pcs

Raw Materials

Name	Qty used	U. cost	Cost amount
00009 decorative jewellery (flower)	4 pcs	57.80	230.40
00008 button (golden)	1d pcs	40.00	400.00

Begin typing item name, SKU, supplier code or barcode

Add from Catalog

Used Raw Materials Costs: 630.40  
Operation Costs: 200.00  
**Total: 830.40**

## Print Labels with Barcodes for Finished Goods

Even if you produce by batches for the one PO — you can print labels for already finished goods

Save Close Edit Supply Print Send alexandra Main Changes: alexandra 03/15/2023 16:10

Production Order # 00030 f 3:04 new ? Draft ? Allocate o

\* My Company Sewing Produ Thermal label (58x40mm) Price tag (70x49,5mm)

Scheduled Production Date Bundle Printing... Templates settings... Request print form You can request custom print form from our support team How to request

\* Materials Warehouse Main warehouse  
\* Product Warehouse Main warehouse

Finished Products Raw Materials

Code BOM  
00030-1 BOM Dress with buttons and

Begin typing the BOM name

Dress with golden buttons and flowers (red)  
SKU: 00011  
1,800.00 Rs.  
2 000000 000404

Production Order # 00023 from 01/25/2023 14:13 in production ? ☐ Draft ? ☒ Allocate order to committed stock ? ☒ Allocate order to awaiting stock

\* My Company Sewing Production Pvt. Ltd. \* Materials Warehouse Main warehouse

Scheduled Production Date \* Product Warehouse Main warehouse

[Finished Products](#) [Raw Materials](#) **[Process Tracking](#)** [Related transactions](#)

Code	BOM	Finished Products	Volume Ratio	Operation	Ready	Completed
00023-1	BOM leather bag (01)	Leather bag - 10 pcs	10	cutting	10	01/25/2023 14:35
				sewing	10	01/25/2023 14:35
				decorating	10	01/25/2023 14:36
				packing	10	01/25/2023 14:36
00023-2	BOM leather bag (01)	Leather bag - 10 pcs	10	cutting	<span>Produce →</span> 0	
				sewing	<span>→</span> 0	



## Produce in Batches

You can define size of batches before or along with production process, e.g. release as a ready batch what was produced during the day or week



## Produce in one Operation or Stage-by-Stage

Monitor production process: how much is already produced, which stage is already completed and by whom.

# What Else to Manage Manufacturing

- Print **BOM** with **estimated cost** of finished product
- Get **unit cost** calculations automatically based on raw materials cost, labour cost, and operational cost
- Define **several products** as 'finished goods' in BOM (and count Scrap using this)
- **Reserve** Raw materials for specific Production order (if required)
- **Allocate** products in unfinished PO to 'awaiting stock'. After that goods in production can be reserved in Sales Orders or monitored in Stock reports
- Assign each production stage to **specific person**
- Monitor **Changes History** in an operation report
- Use **Statuses, Custom Fields, Custom Print forms** to customize your production process

**Try Production  
Management  
Features**

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any Limits

# What Else to Manage Manufacturing

- Use different **Warehouses** for accurate accounting of raw materials, semi finished and finished goods
- Schedule production orders in advance
- Maintain Subcontractor manufacturing (via creating included Production Orders and links between transactions)
- Use **partial manufacturing**, run production in different locations, and manage external job work
- **Monitor:**
  - volume of Produced goods and used Raw materials in Stock Movement report
  - volume of Work in Progress in the list of Production Orders
  - WIP as 'in transit' in Stock reports

**Try Production  
Management  
Features**

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# Tools for Automation, Control and Customization



**Set up Notifications** to be informed on newly created Orders, Receivings, etc.

Or receive notification as a result of Workflow performance.

**Notifications**

	Email	Push
Sales orders <input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Sales Invoices <input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Stock <input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Tasks <input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Data exchange <input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Workflows	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>



**Create Tasks** for yourself or assign them to colleagues to ensure essential tasks are completed on time

...

Task description

Check reply from Supplier on this Purchase Order

Done ☐

\* Assignee  
alexandra

To do till  
 Not limited

Transaction  
[Purchase Order # 00030 from 03/18/2023](#)  
[Delete link](#)



# Automate Routine by Workflows

## Examples of Workflows usage

- change Status of transaction
- create linked transactions
- create a task and assign it to a manager for some date, for example “contact with customer”
- cancel reservation of goods
- use preset workflow templates with certain triggers and actions

### Workflow

\* Name

Comment

Active ☒

### What event starts the flow?

Object  Event

### What should be done?

**New task**

Author

Assign to

Deadline

☐ On the same date

☐ Flex

☒ In

☐ To do till

Describe what to do

Create **Custom Print forms** that include extra columns, fields, or special formatting

Close ✕

Changes: alexandra 01/11/2023 18:29

### Templates settings

❗ You can modify system print templates or create and add your own. Here are some tips [how to manage print templates](#).  
If you need help to customize template, please, [send a request to our Support team](#), we'll help you.

#### Sales Orders list

Enabled	Name	Download	Schedule
<input checked="" type="checkbox"/>	Sales Orders list	Download	Schedule

Add template

#### Print Forms for orders

Enabled	Name	Download
<input checked="" type="checkbox"/>	Sales Quotation	Download
<input checked="" type="checkbox"/>	Sales Order	Download

Add template

Use **Custom Fields** to add specific information to transactions, counterparties, or items

### Custom Fields

▼ Sales Agent name

Field name	Sales Agent name
Type	<div>String</div>
Field is required	
Hide in interface	
Description	

+ Field

# Flexible User Roles and User Access Setup



You can assign roles & access to different users of various features within the software.



For example, to prohibit users view Stock or Profit reports or limit their access to a specific warehouse.



Check, verify, and approve transactions initiated by users within the workspace

## Access setup

Individual settings

[Assign default settings](#)

		VIEW	PRINT	CREATE	EDIT	DELETE	APPROVE
Dashboard	Sales Orders	All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Own and group	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Purchases	Sales Invoices	All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Own and group	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Sales	Shipments	All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Own and group	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Inventory	Sales Return	All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Own and group	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Counterparties	Profit	<input checked="" type="checkbox"/>					
Financials	Sales Funnel	<input type="checkbox"/>					
Production							
Preferences							
Data exchange							
Lists							
Related Tasks							

# What Else

- **API** for custom integrations and apps
- Customize **view** for lists of Transactions and reports
- Use **powerful filters** for lists and reports, and save them as **bookmarks** for quick access
- Attach **Files** (e.g. assembly instructions) into Transactions, Item and Counterparties cards
- Setup **custom numbering** for SKU and Transactions
- Create **Custom Lists** (datasets) and use them via Custom Fields in transactions (e.g. list of external sales agents)
- Edit, archive, delete **in bulk**: Items, Counterparties, Transactions, etc.
- Use **Audit section** to monitor the log of all actions made: create, delete, edit

**Try Customization**

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any Limits



# Non-Stop Feature Updates

Once or twice a month we release new Kladana features for inventory management, manufacturing, sales, integrations, etc. See for yourself our recent updates

[Recent Feature Releases](#)

February 21, 2024

## New Integrations:

- CRM — Zoho CRM, Hubspot, Pipedrive & Salesforce
- Accounting — Zoho Books
- Ecommerce — Shopify & WooCommerce
- WhatsApp

[Connect Kladana with popular software](#)

## Production update:

- Now you can edit positions at the final stage of the production process. This allows you to consider unplanned waste during the production process or after the process is completed to break them down into modifications or goods items obtained during production.

## Supply update:

- You can now create Stock Replenishment from Internal Order and add there Purchase Order, Production Order, or Stock Transfer. It helps to plan production while you are checking and planning inventory. If you have set up a minimum stock amount for inventory, you can automatically create an internal order from the Stock report just by clicking the button — Replenish stock. And then pass it to the production.

[Try New Feature](#)

February 5, 2024

## Production updates:



# How We Can Help You Achieve Your Goals

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or sign up for a demo with our expert

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Email Us: [contact@kladana.com](mailto:contact@kladana.com)

