



KAPTO for Manufacturing: Execute or Fall Behind

Delay Is Expensive. Inaction Is Deadly.

While you're still evaluating digital transformation strategies, your competitors are already executing them. Literally.

They've automated the intake of customer orders, the validation of supplier confirmations, the control of shipping notes, and the posting of supplier invoices. There are no humans in between.

And they do this without building complex IT projects.

They deployed **KAPTO**.

In just a few weeks, they've replaced hours of manual tasks with autonomous execution. They're faster, leaner, and more accurate. While others are still debating.

The message is clear: if your structure still depends on people checking PDFs, matching Excel files, and entering data into ERP systems — you're already behind.

Margins are shrinking. Complexity is growing.

If you don't act now, your cost structure will price you out of the market.

AI That Executes, Not Just Analyzes

KAPTO isn't a tool you configure. It's an agent you deploy.

It combines proprietary AI models trained on millions of real-world documents with business logic modules that adapt to your specific flows. It speaks in the language of your operation — and acts on it.

- NLP and computer vision read the content
- Semantic understanding matches intent to data
- Process awareness governs escalation and exception handling
- API-first architecture integrates with your stack

There's no need to redesign your process. KAPTO fits into it. Then it quietly replaces the manual effort.

From order to confirm. Zero touch.



Automated intake of customer orders and instant confirmations

Customer orders arrive through a dozen channels — email, portal, EDI, and attachments. Someone opens the file, reads it, checks the data, creates a sales order, and sends back confirmation. It works — slowly, inconsistently, and at a high labor cost.

With KAPTO, this flow becomes invisible.

KAPTO reads the order in any format, extracts the necessary fields, checks product codes, delivery destinations, quantities, delivery dates, and pricing. It interfaces directly with your ERP or order management system, creates a draft or final sales order, and triggers the confirmation — fully aligned with your business logic.

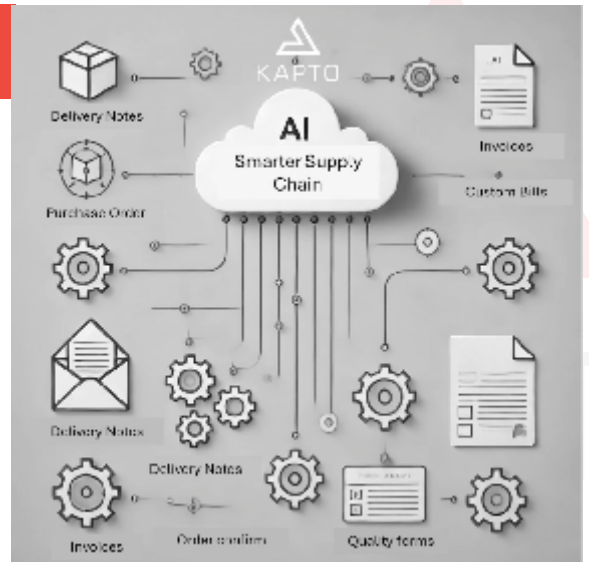


No one logs in.
No one checks.
No one clicks.

The response to your customer is fast, complete, and standardized. The internal load disappears. Orders no longer wait in inboxes. They flow directly into execution.

Benefits observed in production:

- 70-80% of customer orders handled end-to-end without human touch
- Order confirmations issued in real time
- Full traceability and exception handling for outliers only
- Compatible with SAP, Dynamics, legacy ERPs



Your sales support team can finally support the customer — instead of copying and pasting.

From PO to match. No click required.



Supplier confirmations verified without lifting a finger

You send a purchase order to your supplier. They send back confirmation — if you're lucky. And then? Silence. Unless someone in procurement takes the time to compare line by line, mismatches go unnoticed until goods arrive or invoices hit the ledger.

That's where cost leakage begins.

KAPTO intercepts incoming order confirmations (PDF, email, Excel, any other?), identifies the related PO, and checks:

- Are the quantities the same?
- Has the price changed?
- Is the delivery date aligned?
- Are Incoterms or conditions altered?
- Other checks? KAPTO learn them all.



If everything matches, the PO remains in flow. If not, KAPTO raises the flag — not the supplier.

Your team doesn't need to hunt for discrepancies. They only manage the exceptions — with full context.

Observed results:

- Over 90% of confirmations checked automatically
- Reduced late delivery surprises
- Supplier performance monitoring embedded in flow
- Audit trail of all changes and mismatches
- Planning reacts sooner



Procurement becomes strategic.
Operative friction disappears.



From truck to stock. Fully automated.



Shipping notes matched and goods loaded — without backlog

Shipping notes arrive with goods. Often, they're scanned, printed, emailed, or handed over. The receiving team must check documents against open POs, verify delivery completeness, and enter receipt data into WMS or ERP systems.

When volumes spike, warehouses fall behind. Goods wait. Systems lag. The inventory is off.

With KAPTO, shipping note processing is **autonomous**. The AI reads the document — whatever the format — extracts the item list, checks line items against open POs, applies full or partial delivery logic, and books the entries directly.



No printed documents. No retyping. No backlog.

Goods get registered in real time. Stocks reflect reality. Planning regains accuracy.

In the field, this means:

- 100% of shipping notes captured, interpreted, and processed
- 80% of the mundane works disappears, in any operational environments
- Full integration with Microsoft Dynamics, SAP, and custom ERP/WMS
- Reduction in booking delays and reception bottlenecks



Your warehouse gets faster — without hiring or overtime.



From invoice to ledger. Seamless.



Supplier invoices ingested, validated, and booked — with 99% accuracy

Invoices are the final step — and often the biggest headache. Some arrive in structured XML, some in scanned PDFs, others in email body text. Some match POs and goods. Others don't.

And somehow, finance teams are expected to post them quickly, accurately, and without error.

KAPTO brings discipline and speed to chaos.

It reads every invoice, understands the supplier layout, extracts key fields (amount, VAT, payment terms, reference number), and matches against the PO and goods receipt when available. It applies your business rules, validates against ERP, and pushes the final entry — already correct — into your accounting system.



Zero touch. Maximum accuracy.

If data is missing or ambiguous, KAPTO contacts the supplier via email with a templated request — automatically.

Impact in production environments:

- 70-80% of invoices posted with zero human interaction
- Processing cost per invoice cut by up to 65%
- Errors, duplicates, and late postings drastically reduced
- 99%+ field-level accuracy



Accounts payable stops being a bottleneck.
It has suddenly become a value center.



Why It Works:

Ready in Weeks. Results in Days.

We don't run endless pilots. We deliver execution.

Most manufacturing clients go live in 6-8 weeks. Some in less. Once deployed, the results are immediate:

- Orders flow without waiting.
- Confirmations are checked daily.
- Warehouses run without bottlenecks.
- Invoices get posted automatically.

You don't need to wait a quarter to see ROI. You'll see it immediately.

Already in Production. Across Manufacturing and Distribution

KAPTO is operational in leading companies across Europe in:

- Furniture and design
- Industrial automation
- Consumer goods logistics
- Component and machinery manufacturing

They've automated what others still consider "unavoidable manual work."

They're **not** testing.
They're **scaling**.



If You Wait, You Pay.

Every month you postpone automation is another month of inefficiency. Of cost. Of competitive disadvantage.

The companies embedding KAPTO today are locking in cost structures and response times that others won't be able to match — not by working harder, but by working smarter.

The longer you wait, the more painful it gets:

- Your FTE costs rise.
- Errors accumulate.
- Your processes slow down.
- Your margin shrinks.

And by the time **you move**,
your benchmark has already
changed.

You Don't Need Another Tool. You Need Execution.

KAPTO doesn't provide suggestions. It gives you outcomes.

You don't need to build it. You need to use it. And the sooner you do, the sooner your cost base becomes a competitive advantage.

We're ready. KAPTO is ready.

Let's make your processes execute themselves.

Get in touch with us today. Our agents will revolutionize your automated processes. Don't miss out on this opportunity to gain a competitive edge!

Do you want to know more?



KAPTO

Ask for a meeting
with our specialists
✉ info@kapto.ai





KAPTO was born out of our mission to relieve companies from the ineluctable desk work and let them focus on what is precious for their business. This idea compelled us to think about how we can create a state-of-the-art document intelligence product that can replicate human skills. We took that simple idea and started from the ground up, thinking first about how humans will approach the problem in our product design. This approach is challenging as new services need to be invented, but it allows us to be completely flexible. The creation of KAPTO was made possible by the dedication of our elite development team to the mission. Our total commitment is to build an AI technology that achieves a high level of automation and goes beyond the realm of possibility for any run-of-the-mill Intelligent Document Processing solution.

Website: www.kapto.ai

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