



Simplify Manufacturing
business **With TEB**



Introduction

The manufacturing industry is undergoing a massive transformation. Global supply chain disruptions, increasing production costs, evolving customer expectations, and the demand for faster turnaround times have left many manufacturers rethinking how they operate. Add to this the growing complexity of managing multiple plants, distributed teams, and supplier relationships, and it's clear why traditional processes are struggling to keep up.



The frontrunner for simplicity is TEB.

TEB is an advanced business automation and CRM platform designed for the AI age. It goes beyond basic data management, empowering manufacturers to streamline processes, improve visibility, and make smarter decisions in real time. In this whitepaper, we'll explore how TEB simplifies workflows for the manufacturing industry and helps businesses focus on growth.

Streamlining the Tracking Process

One of the biggest challenges in manufacturing is keeping track of moving parts. From raw material procurement to production orders and delivery schedules, there are countless steps where information can slip through the cracks. Without a clear system, managers spend valuable time chasing updates rather than driving productivity.

TEB solves this by giving manufacturing leaders a **single source of truth** for operational visibility. Through intuitive dashboards, managers can:

- Monitor production tasks and upcoming deadlines
- Track supplier interactions and delivery commitments
- Assign and follow up on team responsibilities
- Measure plant performance across multiple locations

TEB

Dashboard

Lead

Company

Contact

Opportunity

Proposal

Item

Action

Opportunity

CS

Carevia Solutions Opportunity

Lior Sen

lior.sen@demo.com

Start Day: 25-05-2024

Value

£ 1 234,56

Status

Send Quote

Sr. No.I	temU	nit PriceQ	uantityD	iscountT	ax	Net Amount
1.	Carevia 1231	2000.00 kg	0	0.00% 0.00	0.00	20000.00
2.	Carevia 1241	1800.00 kg	5	0.00% 0.00	0.00	27000.00
3.	Carevia 1252	1500.00 kg	0	0.00% 0.00	0.00	30000.00
Add Item						
Charges						
Sr. No.	ChargeC	harge Rate	Tax	Net Amount		
Subtotal				77,000.00		
(-) Discount (%)				0.00%		
(-) Discount				0.00		
Subtotal Less Discount7				7,000.00		
Charges				0.00		
Total Tax0				.00		
TOTAL AMOUNT				77,000.00		

Notes

Simplify Reporting

In today's dynamic manufacturing environment, immediate access to accurate business insights is essential. Traditional reporting methods, which often rely on manual data entry, can delay operations and lead to costly errors.

TEB's advanced reporting tools enable manufacturers to generate real-time reports within seconds, providing a clear and comprehensive view of key business metrics. Whether a high-level overview or a detailed analysis is required, the reporting process is efficient, reliable, and easy to use.

With TEB, manufacturing teams can:

- Monitor new customer acquisition and revenue growth across regions or product lines
- Analyse sales pipelines to forecast demand and identify potential delays
- Review team activity reports, including meetings, tasks, and collaboration metrics
- Maintain visibility into inventory levels, turnover rates, and stock variances

For example, a sales manager may quickly generate a pipeline report using TEB to identify stalled opportunities and reassign resources to prioritise high-value deals.

Similarly, operations managers can access up-to-date inventory reports to prevent stock shortages or overstocking.

By simplifying access to meaningful data, TEB enables manufacturing leaders to make informed decisions, enhance team productivity, and drive sustained business growth.

Stage-wise sales history

Every sale follows a journey, and in manufacturing, tracking that journey across each stage is essential for effective forecasting and decision-making. From initial lead to final billing, businesses need clear visibility into every step of their sales cycle to manage performance and maximise revenue.

TEB makes this process effortless with its stage-wise sales history and pipeline management features. It allows sales teams to:

- Track every stage of the sales cycle, including lead, opportunity, quote, and billing
- Customise sales pipelines to reflect specific business processes and customer journeys
- Gain full visibility through intuitive funnel views and stage-by-stage breakdowns
- Easily manage opportunities using visual, drag-and-drop workflows

For example, a sales manager at a manufacturing firm can use TEB to see exactly how many deals are in the quoting stage versus those ready for billing. This clarity enables better forecasting, more accurate revenue tracking, and faster response times when bottlenecks occur.

By offering a transparent, customisable view of the entire sales process, TEB eliminates guesswork, improves team alignment, and empowers businesses to take control of their pipeline with confidence.

By providing a transparent, stage-by-stage view of production, TEB eliminates guesswork and supports proactive decision-making.

Seamless feedback collection

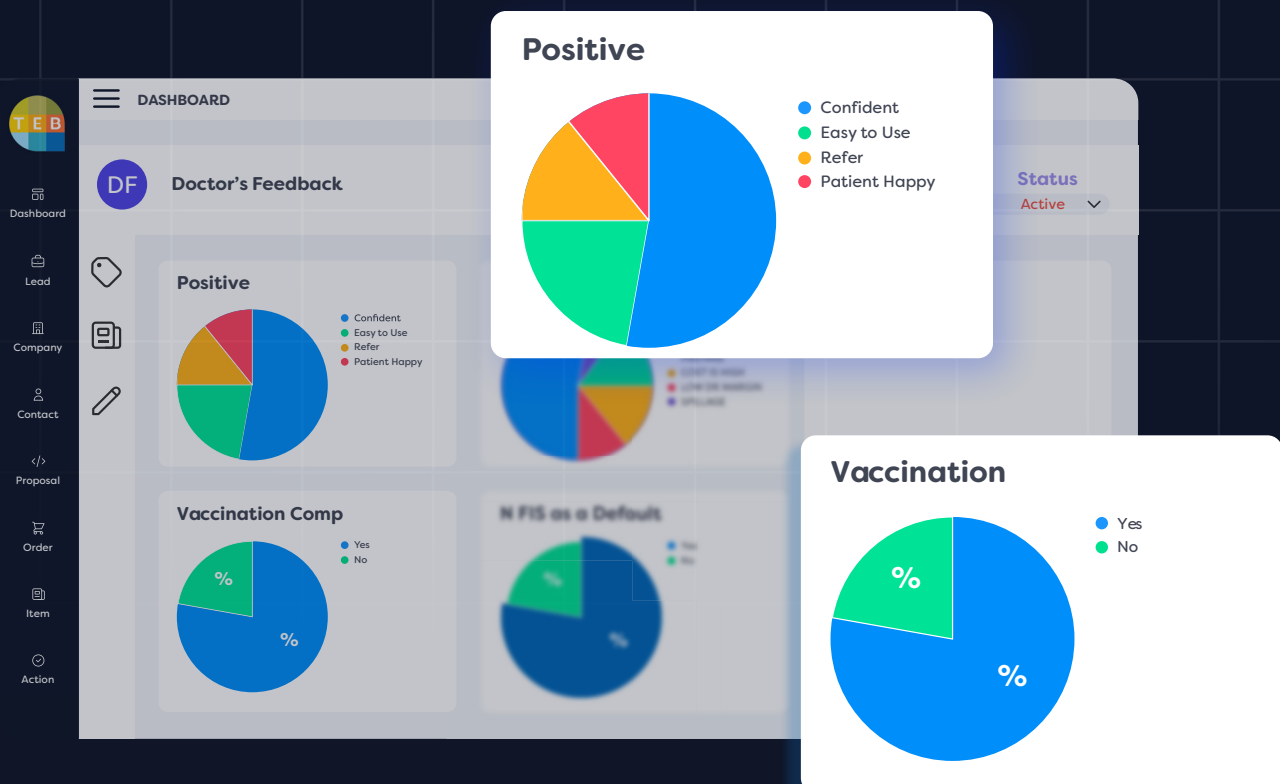
Feedback collection on TEB is made simple. Whether you want to get feedback on one of your services or trial a new service to hit the market, TEB makes it easy for you to collect, organise and analyse feedback.

TEB offers an integrated feedback collection system that enables manufacturers to gather, process, and analyse feedback in real time. Configurable surveys and feedback forms can be sent to distributors after deliveries, suppliers after transactions, or even directly to customers for product quality checks.

The collected data is then displayed in **easy-to-read graphs and charts**, making it simple for management teams to spot trends and address issues quickly.

For example, a packaging supplier might highlight frequent delays in delivery. With TEB, this feedback is not buried in emails but immediately logged, analysed, and presented as a clear data point. Management can act on it quickly, resolving issues before they escalate into larger problems.

By transforming feedback into actionable insights, TEB ensures that manufacturers maintain strong relationships across their supply chain.

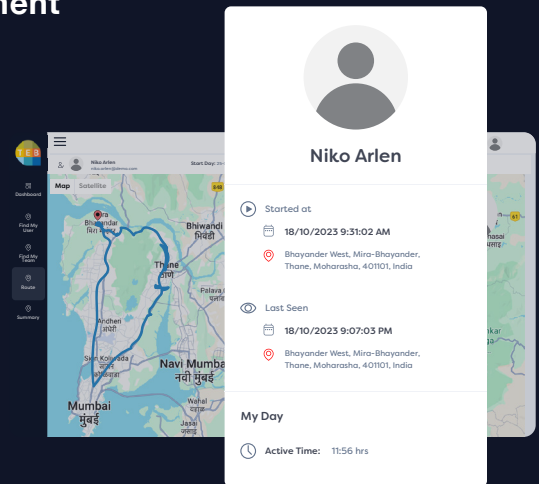


Field-Force and Operations Management

For manufacturers with distributed plants, warehouses, or regional sales teams, visibility into daily operations is essential. Without it, coordination becomes a challenge, and accountability suffers.

TEB provides a comprehensive **field-force management system**, allowing businesses to:

- Operations meetings and travel
- Monitor team locations and travel history in real time
- Record time spent on tasks and distance covered
- Get daily activity reports for individuals or teams



This transparency not only boosts accountability but also makes resource allocation more efficient. Managers can identify where more support is needed and ensure every team member is contributing effectively.

Conclusion

Manufacturing is complex but managing it doesn't have to be. By bringing together production tracking, reporting, feedback collection, and workforce management into a single platform, **TEB helps manufacturers cut through complexity and stay focused on growth.**

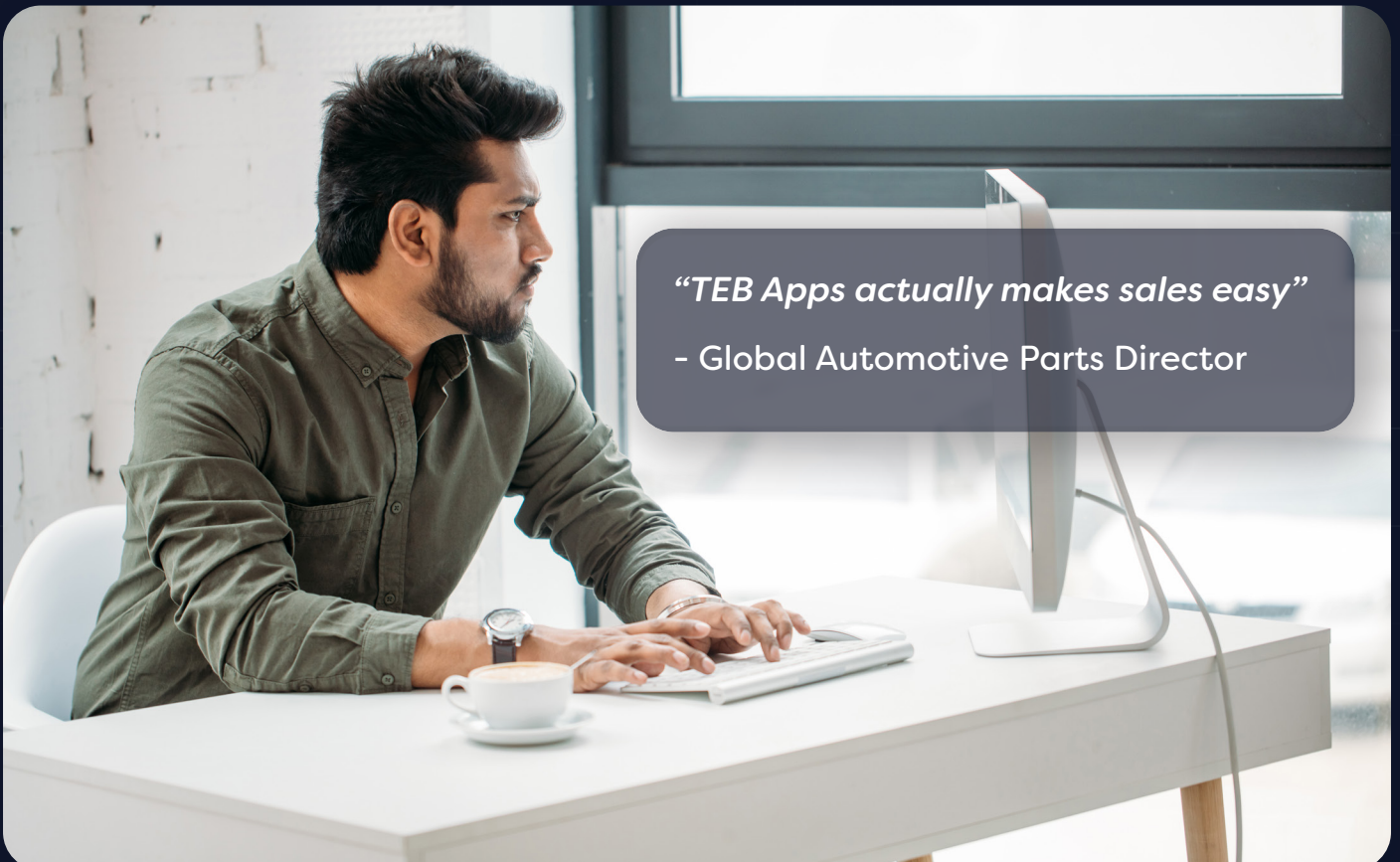
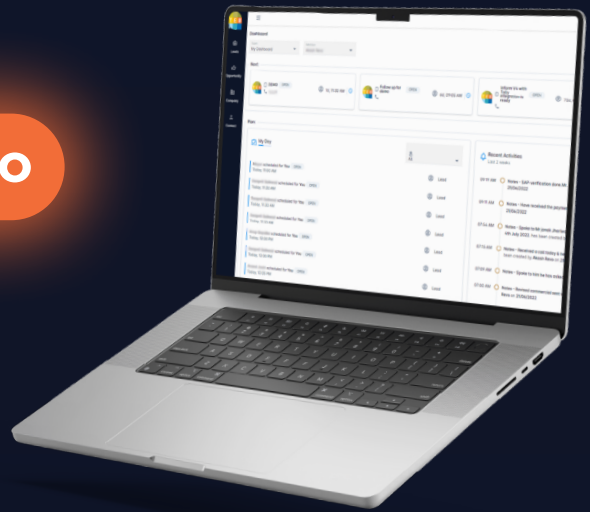
With live insights, automated processes, and easy-to-use dashboards, TEB empowers businesses to reduce bottlenecks, improve decision-making, and respond faster to challenges. The result is a more agile, efficient, and profitable manufacturing operation.

Let's help your Manufacturing business **simplify its workflow**

Book a demo with one of our TEB specialists and take the first step toward a ready-to-go, custom-built workflow solution for your business.



Book A Demo



"TEB Apps actually makes sales easy"
- Global Automotive Parts Director