FROM FORECAST TO PRODUCTION

HOW MODERN MRP ON SALESFORCE ELIMINATES MANUFACTURING UNCERTAINTY

Why most manufacturing plans fail before production starts — and how real-time, native MRP inside Salesforce changes everything.

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01 — The Problem

Why Most Manufacturing Plans Fail Before Production Starts

When operations leaders are asked why production got delayed, the answer is almost never "because we didn't plan." It is almost always "because our data was wrong." The plan existed. The data behind it did not.

1

Demand Lives in CRM
Sales orders and forecasts are captured in Salesforce — but MRP can't act on them directly without a sync or export.

2

Inventory Lives in ERP
Stock levels, reservations, and incoming supply are tracked in a separate system — often hours or days behind reality.

3

Production Lives Elsewhere
Work orders, routings, and capacity are managed in yet another system — disconnected from both demand and supply.

4

MRP Tries to Connect All Three
Integrations bridge the gaps — introducing sync delays, field mismatches, and a plan that is always slightly out of date.

The result: **planning becomes approximation.** Execution becomes reactive. And production teams spend more time chasing data than building product.

Three Inputs. Zero Tolerance for Delay.

MRP is a deterministic system. It calculates what to make, what to buy, and when — based on three inputs. If any one of those inputs is stale, the entire plan becomes unreliable.

1

Demand
Sales orders and forecasts. What do customers need, and when? If this data is delayed, MRP plans for the wrong future.

2

Supply
Current inventory plus incoming procurement. What do we have, what is arriving, and what is already reserved?

3

Production Capacity
Routing, work centre availability, and lead times. Can we actually build this, in this time frame, with these resources?

If any one of these is delayed or inaccurate, **the entire plan becomes unreliable.** Most MRP failures are not algorithm failures. They are **architecture failures.**

Fragmented Systems Make MRP a Best-Guess Exercise

The typical manufacturing stack has Salesforce handling demand, a separate ERP managing inventory, and a dedicated manufacturing system running production. These systems are connected via integrations — and those integrations are the source of the problem.

Production Delays

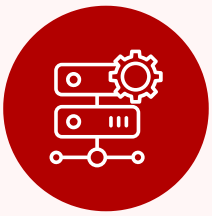
- ✕ Missing components not flagged in time
- ✕ Work orders paused mid-execution
- ✕ Teams waiting on system sync to proceed

Excess Inventory

- ✕ Over-ordering due to stale stock data
- ✕ Capital locked in unneeded materials
- ✕ Warehouse space consumed by buffer stock

Inefficient Scheduling

- Idle resources between jobs
- Bottlenecks not visible until too late
- Capacity plans built on incomplete data



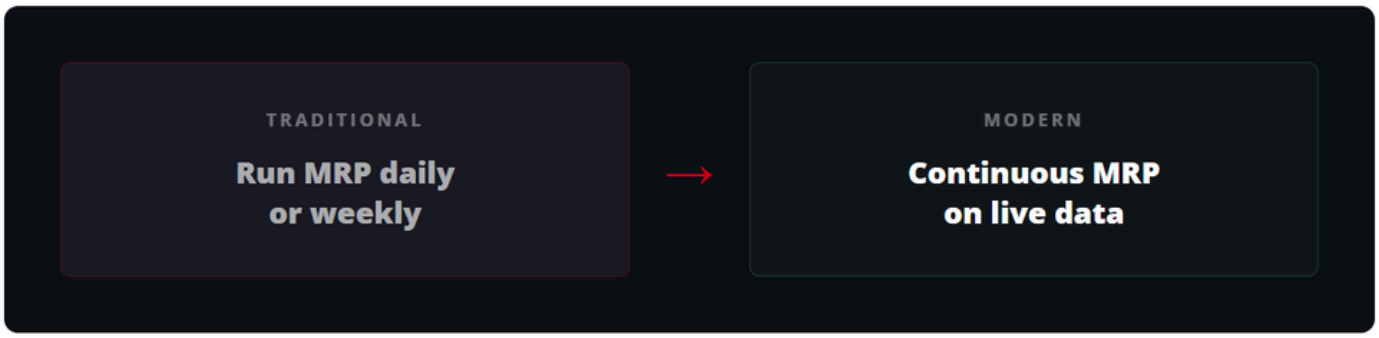
Customer Impact

- Missed delivery dates
- Loss of customer trust
- Reactive communications instead of proactive

MRP doesn't fail because of algorithms. It fails because of fragmentation."

From Batch-Based Planning to Continuous MRP

Traditional MRP is run once a day, or once a week. It produces a static plan based on a point-in-time snapshot. By the time production acts on that plan, the underlying data has already changed.



Modern manufacturing requires real-time planning — a system that recalculates based on what is actually happening, not what was true yesterday morning. That requires a different architecture entirely.

MRP Built Directly Inside Salesforce

Axolt MRP is not a separate module connected to Salesforce. It is built natively inside Salesforce — operating on the same data model as sales, inventory, procurement, and production. There is no sync. There is no lag. MRP operates on live data.

✕ TRADITIONAL MRP ARCHITECTURE	✓ AXOLT MRP ON SALESFORCE
✕ Sits inside or alongside ERP	✓ Built natively inside Salesforce
✕ Depends on CRM-to-ERP integration for demand	✓ Demand (CRM) feeds MRP directly — no sync
✕ Data sync delays corrupt the plan	✓ Live inventory, procurement, and production data
✕ Inventory accuracy depends on batch updates	✓ Stock levels accurate in real time
✕ Production and planning are siloed	✓ Plan and execution in one platform

Key Capabilities

Real-Time Inventory View
On Hand, Reserved, and Awaiting stock — always current, directly from Salesforce.

Generate Manufacturing Orders
MRP creates manufacturing orders directly — no manual handoff, no re-entry.

Automatic Purchase Orders
When supply falls short, procurement orders are created automatically from MRP output.

Demand & Supply Simulation
Simulate scenarios before committing — stress-test plans against demand changes before production starts.

The Five-Step Planning Process

From defining the planning scope to generating executable orders, Axolt MRP follows a clear, automated process — driven entirely by live Salesforce data.

1

Define Planning Scope

Set the boundaries of the MRP run — which product categories to plan, the date range to cover, and which site or location to target. This defines the planning horizon.

Product categories | Date range | Site / location

2

Analyse Inventory Position

MRP evaluates the current supply picture in real time — what is on hand, what is already reserved for other orders, and what is incoming from open purchase orders.

On Hand stock | Reserved quantities | Incoming stock | Real-time supply visibility

3

Apply Reordering Rules

Min/max quantities, lead times, vendor assignments, and routing rules are applied automatically — driving procurement and production decisions without manual calculation.

Min / Max quantities | Lead times | Vendor assignment | Routing rules

4

Generate Plan via Simulation

Before committing, Axolt allows full MRP simulation — generating proposed Purchase Orders and Manufacturing Orders so planners can review and adjust before execution begins.

Purchase Orders — auto-created | Manufacturing Orders — auto-created | Simulation before commitment

5

Execute Manufacturing

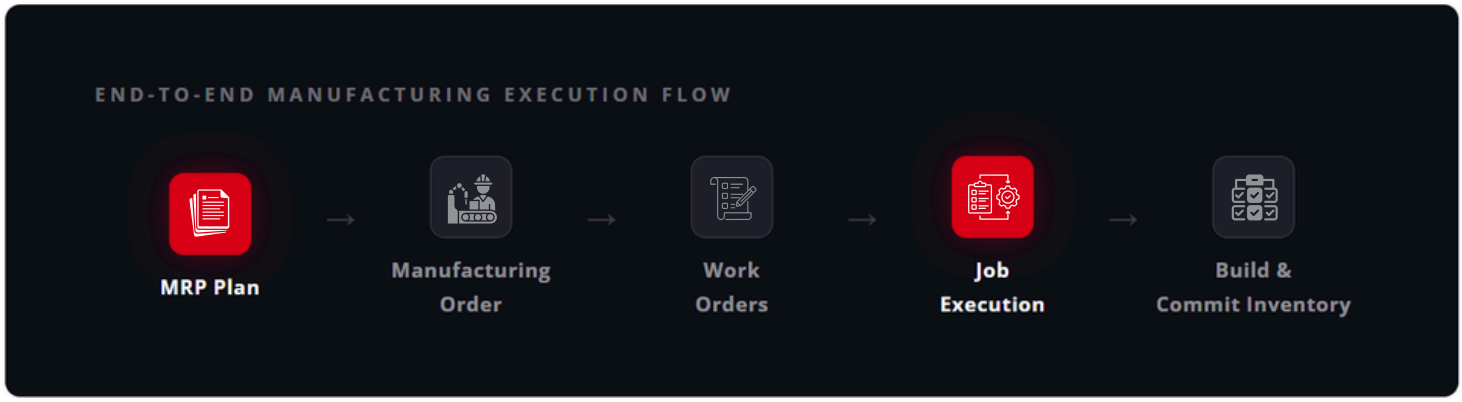
Confirmed Manufacturing Orders flow directly into production execution — work orders are created, tasks are assigned, and the shop floor begins building against the plan.

Manufacturing Orders created | Work orders assigned | Closed-loop execution

07 — Manufacturing Order Execution

From MRP Plan to Built Product — Without Leaving Salesforce

Once the MRP plan is confirmed, execution flows seamlessly into the shop floor — no re-entry, no system switching, no reconciliation between what was planned and what was built.



1

Stock Allocation

- Automatic allocation of available materials
- Manual override possible for exceptions
- Ensures material availability before work begins

2

Work Order Creation

- Process cycles converted directly to work orders
- Tasks assigned per production stage
- Routing defines sequence automatically

3

Production Execution

- Start work order from within Salesforce
- Complete tasks sequentially per routing
- Progress tracked in real time

4

Build & Commit

- Final production step triggers inventory update
- Stock updated instantly — no batch reconciliation
- Serial and batch tracking applied automatically

This is true closed-loop manufacturing. What was planned, what was executed, and what is now in stock — all reconciled automatically, in real time, inside one system.

The Foundation of Accurate MRP: Bill of Materials and Process Cycles

MRP is only as accurate as the product structure it plans against. Axolt's native BOM and routing capabilities ensure that every manufacturing order is built on precise, validated material and process definitions.

Bill of Materials

- ✓ **Component Definition**
  Define every component required per finished product, with exact quantities and acceptable variance ranges.
- ✓ **Process Cycle Linkage**
  BOM is linked directly to production routings — so materials and methods are always aligned.
- ✓ **Alternate BOM Handling**
  Define substitute components for flexible manufacturing when primary materials are unavailable.
- ✓ **Variance Control**
  Set acceptable quantity tolerances — MRP plans precisely, not conservatively.

Ensures correct material planning

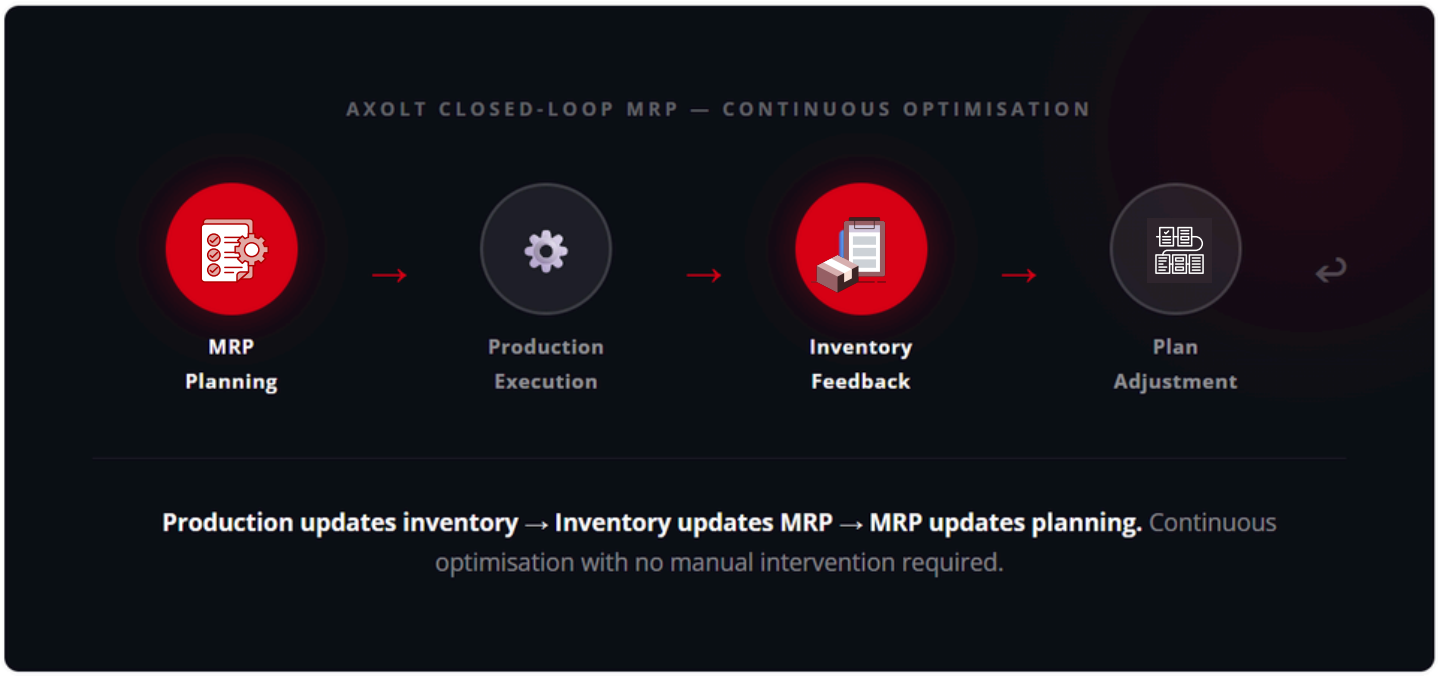
Routing & Process Cycles

- ✓ **Production Sequence**
  Define the exact sequence of operations — MRP plans capacity and lead time based on your real routing, not estimates.
- ✓ **Work Centre Assignment**
  Each operation is assigned to a specific work centre — enabling capacity-aware scheduling.
- ✓ **Stock Allocation Trigger**
  Routing enables automatic stock allocation at the point materials are actually needed per stage.
- ✓ **Auto Work Order Creation**
  Process cycles are converted into work orders automatically — including operations, checklists, and resources.

Connects planning directly to execution

Closed-Loop MRP: Plan, Execute, Feedback, Adjust

Traditional MRP has a fundamental gap: the plan is created, production executes against it, but there is no feedback loop. What actually happened on the shop floor does not automatically update the plan. Axolt closes that loop.



✕ TRADITIONAL MRP	✓ AXOLT CLOSED-LOOP MRP
✕ Plan → Execute (with a disconnect)	✓ Plan → Execute → Feedback → Adjust
✕ Shop floor results don't update MRP	✓ Production completion updates inventory instantly
✕ Next MRP run starts from stale data	✓ Inventory changes immediately flow into MRP
✕ Planners adjust manually — if they catch it	✓ Continuous optimisation — no manual correction

10 — Business Benefits

What Changes When MRP Operates on Live Data

Real-Time Planning

No delays, no outdated snapshots. MRP always reflects the current state of demand, supply, and production capacity.

Integrated Manufacturing

MRP, manufacturing orders, and work orders all live in one system — eliminating handoffs and re-entry at every stage.

Reduced Inventory Costs

Accurate procurement driven by real demand — avoiding overstock, freeing capital, and eliminating buffer excess.

Faster Production

No waiting for data sync, no paused work orders, no manual material checks. Execution flows from plan immediately.

Improved Accuracy

BOM-driven planning and automated allocation ensure the right materials are available at the right time.

On-Time Delivery

Reliable plans backed by real data mean delivery commitments are made — and kept — with confidence.

11 — Industry Use Cases

Where Axolt MRP Delivers the Greatest Impact

Complex Manufacturing

- → Multi-level BOM planning
- → Multi-stage production routing
- → Capacity planning per work centre

Electronics & Assembly

- → Component-level tracking and allocation
- → Serialised production and traceability
- → Short-cycle, high-mix scheduling

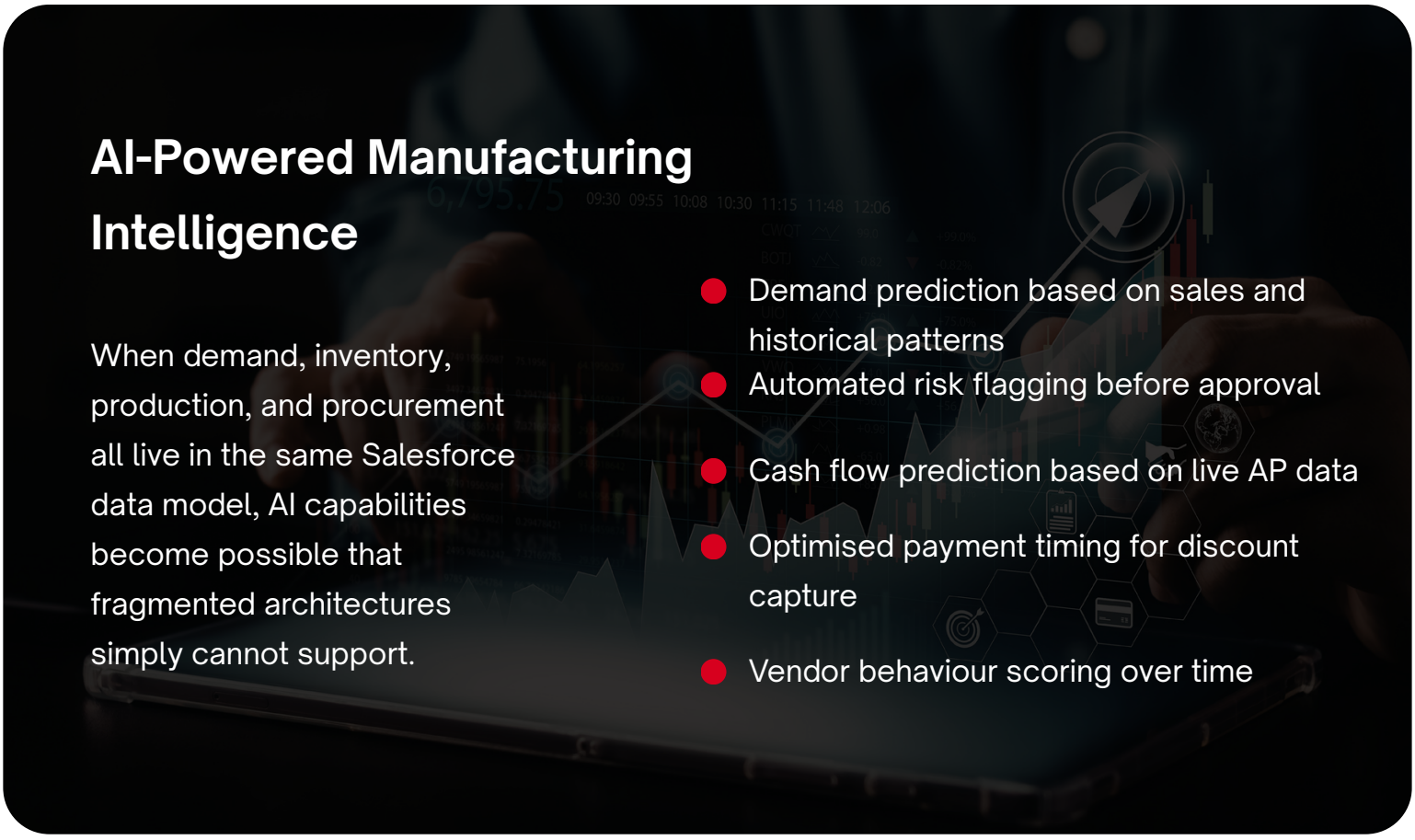
Pharma & Medical

- → Batch tracking and lot traceability
- → Compliance workflow integration
- → Variance-controlled BOM management

Distribution with Assembly

- → Light manufacturing and kitting
- → Bundling and configuration management
- → Demand-driven replenishment

From Static Planning Tool to Real-Time Decision Engine



AI-Powered Manufacturing Intelligence

When demand, inventory, production, and procurement all live in the same Salesforce data model, AI capabilities become possible that fragmented architectures simply cannot support.

- Demand prediction based on sales and historical patterns
- Automated risk flagging before approval
- Cash flow prediction based on live AP data
- Optimised payment timing for discount capture
- Vendor behaviour scoring over time

Most manufacturers think: "We need better forecasting." The real answer is: **"We need to trust our data."** MRP doesn't fail because of algorithms. It fails because of fragmentation — and that starts with the architecture.

The winning architecture: **one platform, one data model, one source of truth.** When demand, supply, and production share the same system — MRP stops being a guess and starts being a plan you can actually build to.

Stop Planning on Outdated Truth

If your MRP still depends on multiple systems, delayed data, or manual reconciliation — Axolt eliminates the fragmentation at the architecture level.

See Axolt in Action