

From 7 Days To 10 Minutes: A Sales Shift For The Manufacturer

Book a Consultation

SERVICES

AI & Data Science, End-to-end product development, Workflow automation, Poster API & Google Docs integration

INDUSTRY

HoReCa

CASE STUDY CATEGORIES

AI, Manufacturing

TECH STACK

TypeScript, Python, TensorFlow, PyTorch, Google Cloud Platform, Poster API, Telegram API, Google Docs Extension API

SALES WORKFLOW DURATION

10 minutes

REVENUE PREDICTION ACCURACY

90–95%

ected business systems for a custom product manufacturer. Learn how Teamvoy automated sales workflows, improved revenue forecasting, and

01. Our Client

Our client is a modern, tech-savvy **restaurant and wine bar**, functioning also as a **custom product manufacturer** within the HoReCa sector. They heavily rely on data and technology to optimize daily operations and inform mid- and long-term strategic decisions.

Despite being ahead of the curve in terms of digital mindset, the client’s existing systems lacked integration, automation, and scalability—leading to time-consuming manual workflows that held back their growth.



02. Challenge

Before partnering with Teamvoy, the client faced several operational and analytical hurdles typical for businesses in the HoReCa industry:

- No reliable model for **revenue prediction**
- Manual handling of analytics, inventory, and accounting
- Disconnected systems and tools across departments
- High human error risk due to manual data entry
- Lack of visibility, accountability, and real-time tracking

The client’s sales workflow—especially the quote generation and order approval process—took up to **7 days**, creating friction in customer communication and internal operations.

Their goal: implement a restaurant business automation solution to streamline all operations, automate quotes and analytics, and ensure data-driven decision-making with real-time insights.

03. Solution

Teamvoy delivered a fully integrated, end-to-end custom product manufacturer software tailored specifically to HoReCa business processes. **Key Components:**

Quote Automation & Sales Workflow Automation

We engineered a quote automation module to instantly generate and approve customer quotes based on dynamic data, stock availability, and historical pricing. This reduced sales workflow cycles from **7 days** to just **10 minutes**, eliminating bottlenecks and boosting customer satisfaction.

Workflow Automation For HoReCa

A robust backend system was created to connect all business-critical components—POS, inventory, accounting, and customer communication—into a single automated pipeline.

AI-Powered Forecasting

We developed a custom **AI/ML model** using TensorFlow and PyTorch that:

- Predicts revenue with **90-95% accuracy**
- Takes into account historical data, weather trends, and seasonal factors

Chatbot Integration

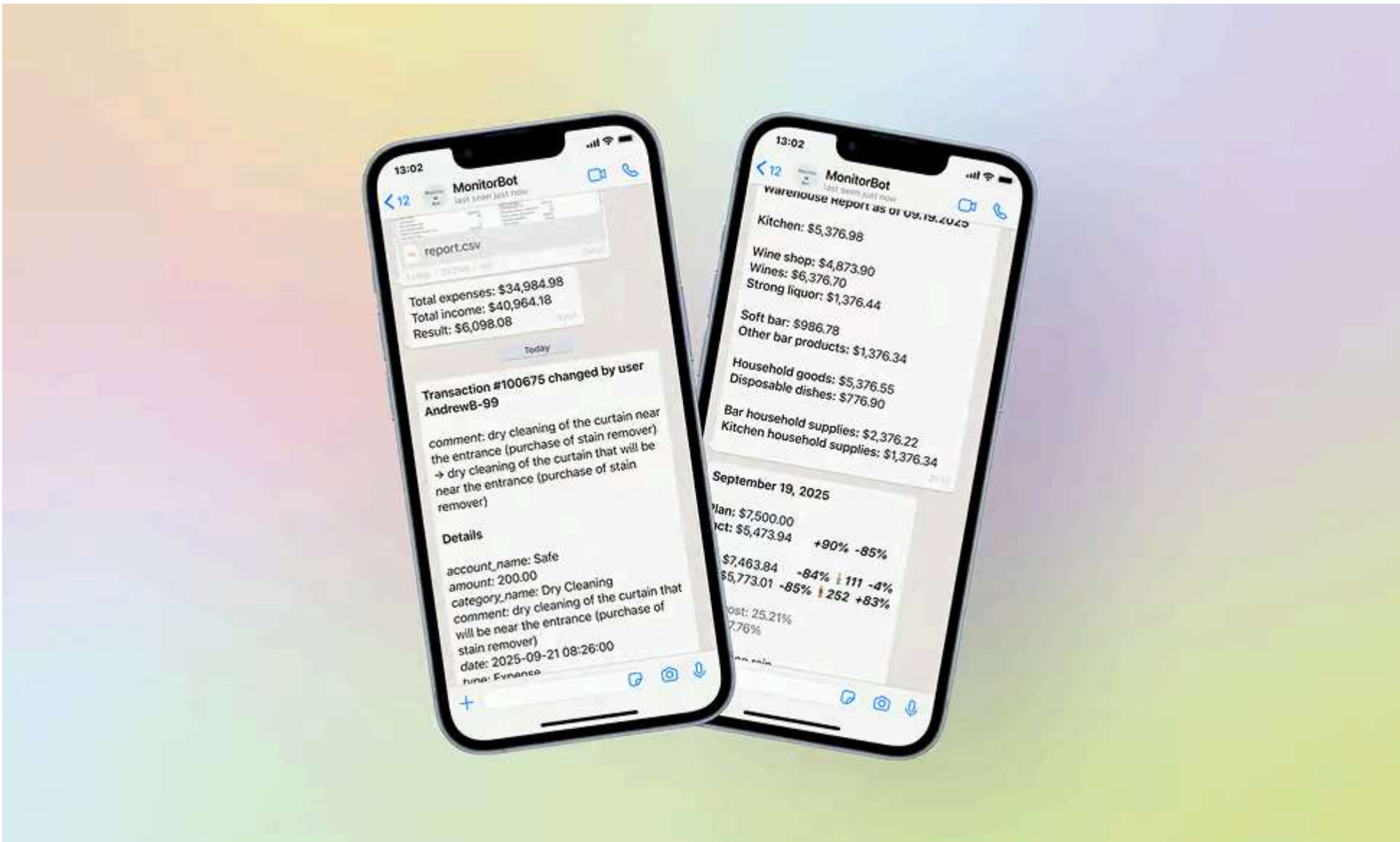
A multifunctional chatbot was introduced to monitor:

- Real-time transactions
- Storehouse updates
- Financial alerts
- Notifications for anomalies

This allowed management to stay informed without logging into multiple systems.

Google Docs Add-In

To empower non-technical staff, we integrated Google Docs with automated reporting features. Now, team members can **refresh reports** or access **real-time data** without needing developer support.



04. Results

The transformation led to measurable improvements in both operational efficiency and financial performance:

Metric	Before	After
Sales Workflow Duration	7 days	10 minutes
P&L and Cashflow Processing	3–5 days/month	<30 minutes/month
Revenue Prediction Accuracy	~60%	90–95%
Inventory Efficiency	Manual tracking	Automated, real-time

Additional benefits:

- Reduced operational expenses
- Improved inventory utilization and forecasting
- Enhanced internal communication and decision-making speed

Ready To Automate Your Quote-To-Cash Process?

Stop letting manual processes bottleneck your growth, we can deliver a business automation solution tailored to your needs.

Talk To An Expert