



E2E

Whitepaper — our end-to-end platform

One system. From first contact to cash collected.

How E2E ERP works: the end-to-end architecture, the six core modules, and the way the platform is shaped around your processes — instead of the other way round.

Clarity is a competitive advantage.

Lead



Quote



Contract



Signature



Delivery



Invoice



Insight

EXECUTIVE SUMMARY

Why this document exists

Most small and medium companies are not run from a system. They are run from spreadsheets, email threads and the memory of a few key people. It works — until the company grows. Then every day means data entered twice, versions that contradict each other, deadlines that slip and decisions taken on numbers that are a month old.

E2E ERP is our answer: an end-to-end platform, developed in house, that covers the whole thread of a business — from the first contact with a customer to the invoice being paid — with **one single source of truth** for customers, quotes, contracts, documents and invoices.

This whitepaper explains how the platform works: the principle behind it, the end-to-end flow, each of the six core modules, the full map of the company it is designed to cover, and the way an implementation actually runs.

Who it is for: owners and managers of small and medium companies (10–250 people) who feel the business has outgrown the tools it is run with.

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01 · WHY NOW

Across Europe, invoicing is becoming structured data. Everything else follows.

One country after another is making electronic invoicing compulsory between businesses, and the EU is harmonising the whole picture under VAT in the Digital Age. Belgium switched on its B2B mandate in January 2026. France requires every company to be able to receive electronic invoices from September 2026, with smaller companies issuing from 2027. Germany phases its issuing obligation in from 2027 to 2028. Romania already runs everything through e-Factura.

The deeper point is not the deadline. Once your invoices have to leave the company as structured data, everything upstream of them — quotes, contracts, deliveries, stock — has to be structured too. Companies that treat this as a compliance checkbox buy a converter. Companies that treat it as an opening rebuild how they run, and come out faster.

2026

Belgium: B2B e-invoicing
mandatory via Peppol

2026–27

France: receiving, then
issuing for SMEs

2027–28

Germany: issuing obligation
phased in

2030

EU-wide harmonisation
under ViDA

Dates reflect published national legislation and the EU ViDA package. We keep track of what applies to you — and build it into the platform rather than bolting it on.

02 · THE PRINCIPLE

The broken thread — and how we tie it back together

In a typical SME, the path from customer to cash runs through tools that do not talk to each other. The quote is written in a word processor, the contract travels by email, the delivery lives in a spreadsheet, the invoice is issued somewhere else, and the state of collections lives in one person's head. At every handover the thread breaks: data is retyped, versions contradict each other, deadlines are forgotten, and mistakes cost money and credibility.

The E2E principle: every piece of information is entered **once**, in one place, and flows automatically through every stage that follows. An accepted quote becomes a contract. A signed contract becomes a delivery. A confirmed delivery becomes an invoice. The invoice becomes a number in the management report — with no re-entry anywhere.

THE END-TO-END FLOW — THE SPINE OF THE PLATFORM



What that means in practice

- **One source of truth.** The customer, the contract, the invoice — one file, always current, visible to whoever has the right to see it.
- **Every step leaves a trace.** Any important action is recorded: who, what, when. The full history is one click away.
- **The system pushes work forward.** People do not chase processes — the platform notifies, escalates and reminds automatically.
- **Reports build themselves.** Because everything runs through the system, the state of the business is available in real time — not three days after month end.

On this thread sit the six core modules. Each solves a concrete problem; together they form a system where the whole is worth more than the sum of its parts.

THE MODULES — PART I

Where the thread begins: the customer and the quote

CRM & PIPELINE

Every customer and every opportunity in one place.

Each customer has a complete file: contacts, history, quotes, contracts, invoices. The sales pipeline shows exactly where every opportunity stands and what happens next.

- Visual pipeline by stage, with values and probabilities
- Complete relationship history — nothing leaves when a colleague does
- Alerts when an opportunity has been sitting still for too long

THE RESULT No forgotten lead, no opportunity lost for lack of follow-up. Management sees the real pipeline, not the one in the sales team's memory.

QUOTING

Quotes that used to take a day now take an hour.

Catalogues of products and services with controlled pricing, templates in your own identity, and for complex requests a way to compose the answer from predefined blocks instead of copy-pasting old quotes.

- Professional templates, filled with data already in the system
- Pricing and discount rules with approval above a threshold
- Accepted quote turns straight into a contract, with the same data

THE RESULT A radically shorter response time — the first serious quote wins disproportionately often — with margins protected by rules.

THE MODULES — PART II

The commitment: the contract and its documents

CONTRACTS & E-SIGNATURE

The right contract, approved by the right people, signed electronically.

The contract is generated from a template using data already in the system. Internal approval and electronic signature are built in, and important dates are tracked by the platform rather than by someone's memory.

- Templates for contracts, annexes and addenda on your own legal drafts
- Approval flow by role: who reviews, who authorises, who signs
- Renewals and expiry dates tracked automatically, with early warnings

THE RESULT No contracts lost in inboxes, no "which version is the latest?", no missed deadlines. Signature cycles drop from weeks to days.

DOCUMENTS & TEMPLATES

Every company document, generated from the system, in your brand.

Annexes, acceptance notes, delivery reports, notifications — all start from standard templates and fill themselves with data from the platform. Every document is linked to its customer and contract in one searchable archive.

- Templates in your visual identity — consistency without the effort
- One click to generate, with the data already in the system
- Central archive: any document found in seconds, not hours

THE RESULT Professional, consistent documents produced in minutes. An audit or a dispute no longer means weeks of digging through folders and inboxes.

THE MODULES — PART III

Money and visibility: the invoice and the report

INVOICING & COMPLIANCE

From delivery to invoice, without manual steps.

What was contracted and delivered becomes an invoice — with the right data, on time, aligned with local tax requirements. What is ready to invoice and what is waiting to be paid is visible permanently, not rebuilt monthly.

- Invoices generated from contracts and deliveries — no re-entry
- Local tax and e-invoicing requirements handled natively
- Live position on collections, with alerts and reminders on overdue payments

THE RESULT Nothing delivered and left uninvoiced, nothing invoiced wrongly. Cash flow becomes predictable because you see it in real time.

AUTOMATION & REPORTING

The platform keeps working when you are not at your desk.

Scheduled jobs check deadlines, send reminders and escalate whatever is stuck. Emails go out automatically in your company's identity. Dashboards show the state of the business in real time, per role.

- Automatic reminders and escalations on deadlines and responsibilities
- System-generated emails, branded as your company
- Live dashboards per role, plus a complete audit trail

THE RESULT Processes no longer depend on anyone's memory. Management runs the company on today's numbers, not last month's report.

06 · THE FULL MAP

Adapted to your business — and grown across the whole company.

Classic ERP arrives with a predefined way of working and expects the company to bend around it. We invert that: modules switched on as you need them, approval flows and documents on your own rules and brand. And because the platform is developed in house, a specific requirement is a direct conversation with the team that wrote the code — delivered in days, not quarters.

End-to-end means, in our view, the whole company. The platform is built on value threads that close from beginning to end — each starts with something happening in your business and ends in money, people or a decision:

THREAD	WHAT IT COVERS
Sales & CRM	Leads, pipeline, quotes, contracts and e-signature — the whole path from first contact to signed deal.
Invoicing & finance	Invoices, collections, cash flow, budgets and ledger, with local tax rules built in rather than bolted on.
Purchasing & suppliers	Requests with approvals, purchase orders, goods receipt, supplier invoices and supplier performance.
Inventory & warehouse	Real-time stock across warehouses, barcode scanning, batches and serial numbers, picking and shipping.
Production & quality	Bills of materials, planning, production orders, real costs, shop-floor reporting and quality control.
Projects & services	Projects, resource allocation, timesheets, progress against budget, project billing and live margin.
People & HR	Employee records, onboarding, time and leave, approval flows, and the link to your payroll.
Service & maintenance	Tickets with SLAs, field service, warranties and maintenance of your own equipment.
Mobile apps	Warehouse scanning, field technicians, approvals and dashboards — on a phone, in the place the work happens.
Data & decisions	Live dashboards per role, proactive alerts, a complete audit trail, and reporting that builds itself.

And where you already run something that works — accounting, banking, e-commerce — we connect the platform to it, so data flows instead of being copied by hand.

Three rules that protect the name "E2E": no island modules — everything connects to the rest of the platform; a thread ships whole or not at all; and every thread ends in a number you can see on a dashboard. You start with the thread that hurts most today; the rest waits on the same platform, on the same spine of data.

07 · IMPLEMENTATION

From scattered tools to one system, in four steps.

An implementation is not an IT project with a business component — it is a business project with an IT component. That is why it always starts with the processes, not the software:



Time to value: the first flows are live four to eight weeks after the start — not after a year-long project. We work in stages, with something visible at every step.

DATA & SECURITY

Your data stays in Europe. And it stays yours.

- European hosting** — Your data lives on European servers, under GDPR, with automated backups.
- Security package included** — Built on Supabase, Vercel and GitHub — enterprise-grade infrastructure and security, included rather than sold separately.
- Role-based access & audit trail** — Everyone sees exactly what they should. Every important change is recorded: who, what, when.
- No data held hostage** — Full export whenever you want it. Your company's data remains your company's data.

Experience from the big league, put to work for SMEs.

Our team was built inside global companies, delivering transformation programmes at a scale most SMEs never see from the inside — and brings those same methods and standards to growing European businesses, at the size, pace and budget of an SME.

Microsoft

Capgemini

Johnson & Johnson

GSK

UCB

Cognizant

Cargill

L'Oréal

Our expertise covers data analysis and BI, programme and project management, Lean Six Sigma (Black Belt), process redesign, change management and systems architecture. **E2E ERP is our flagship** — but whatever your digitalisation or transformation need, we cover it.

Want to see the platform live?

A free conversation at your company, on scenarios from your own industry. You bring the questions and the coffee, we bring the system running. No obligation, no eighty-slide presentation.

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