dynapack

The dynamic **ERP** for **packaging** manufacturers



www.dynapack.io


Robert Ross
43%
999

dynapack

The dynamic **ERP**
for the **packaging** sector,
with dedicated modules for:

- Integrated plants
  (Corrugator + Converting)
- Sheet plants
- Sheet feeders
- POP/ displays
- Folding die-cuts
- Bags and pouches

Dynapack is the software that enables companies in the **packaging sector** — integrated operations, box plants and paper converters — to grow over time, providing them with all the tools to control the various areas: from technical development, through sales and purchasing, to production scheduling and transport optimization.
Dynamic, intuitive software designed to offer a pleasant user experience even during prolonged sessions, with a carefully designed user interface.

Dynapack is designed for all **packaging** industry operations, with dedicated functionality.

Integrated Systems

Structured companies that cover multiple stages of the packaging production chain — from raw material conversion through to the finished product — and that require a complete system for centralized control of all processes.

Box Plants, Paper Converters, Bag Manufacturers, etc.

Companies specializing in the production of cardboard or flexible-material packaging. Dynapack supports these companies in the day-to-day management of quotes, orders, production, warehouse and logistics.





Dynapack **Benefits**

Efficiency

A software able to enhance and simplify the user's work, all of that by remaining fast.

Usability

A simple and intuitive solution that enables users to truly benefit.

Dynamism

Automated procedures aimed to reduce the likelihood and potential impact of various errors and real-time data updates.

Completeness

A software that can perform any expected action.

Compatibility

A software that interacts with the operating system and can be installed and run even on low-performance hardware.

Security

A stable software that can deal with any unexpected hardware issues.

Satisfaction

A user-friendly ERP, designed to offer a smooth user experience even during long sessions, with a carefully designed UI.

Support

You can count on the expertise and experience of our staff. Whatever your needs are, we will help you realise them.



What will you be able to achieve with Dynapack?

Dynapack manages every step of the production process for companies operating in the packaging industry and, thanks to its many features, simplifies the user's work without ever feeling "heavy" or slow.


BILLING
APP
PROTOTYPES
DYNACONNECT
DYNACONNECT
CRM
QUOTES
& OFFERS
REPORTS
& ANALYTICS
BUSINESS
INTELLIGENCE
TECHNICAL
DATA SHEET
MULTI-COMPONENT
TECHNICAL DATA SHEET
dynapack
ERP
AI
LOGISTICS &
TRANSPORT
ORDERS
MANAGEMENT
AI OCR
FUNCTION
REPORTS
ASSEMBLY
CENTERS
WAREHOUSES
WMS - FINISHED
PRODUCT
PURCHASE
MANAGEMENT
RAW
MATERIALS
WMS - RAW
MATERIALS
PRODUCTION
PLANNING

Dynapack CRM

CRM, the starting point of the sales cycle

A unified platform for sales and operations

Dynapack's CRM is a cloud-based, scalable and modular solution designed to integrate sales activities and operational management into a single platform. Built to reduce costs and time, it unifies the most relevant information and supports business growth.

The origin of every project

The CRM is the starting point of the entire commercial offering and, more broadly, of the whole production cycle: this is where the customer relationship begins, where the quote is drawn up and where the foundations of the project are laid. Managing this phase well means reaching production with accurate information, aligned expectations and margins under control.

A tool designed for the sales force

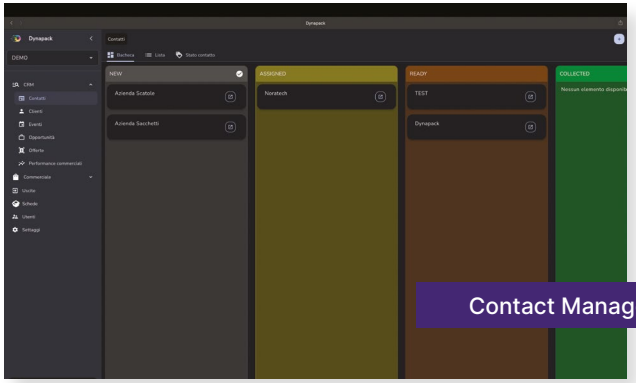
Designed first and foremost for the sales force, Dynapack's CRM enables agents to work in a more organized, responsive and autonomous way, with immediate access to everything they need to guide a customer from first contact through to closing the order.



Contact Management

A visual dashboard to classify contacts, manage leads and prioritize sales actions. Each contact card is linked to the ERP and offers immediate access to prices, order history and quotes, making the sales flow seamless and uninterrupted.

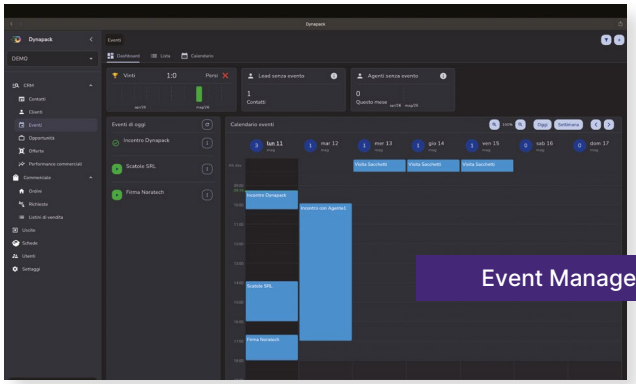
- Segmentation by lead status: New, Classified, Qualified.
- Organized cards with key information and quick access to details.
- Sales flow connected to the ERP: prices, history, orders and quotes.
- Ideal for identifying in seconds where to focus the sales effort.



Event Management

A clear, visual dashboard to plan sales meetings, monitor team activity and centralize the contacts generated, with the goal of immediately activating follow-up strategies.
Complete overview of won, lost and pending events.

- Immediate identification of leads and agents with no activity, so no opportunity is missed.
- Integrated calendar with daily, weekly and monthly scheduling.
- Automatic synchronization with ERP customers, contacts and quotes.



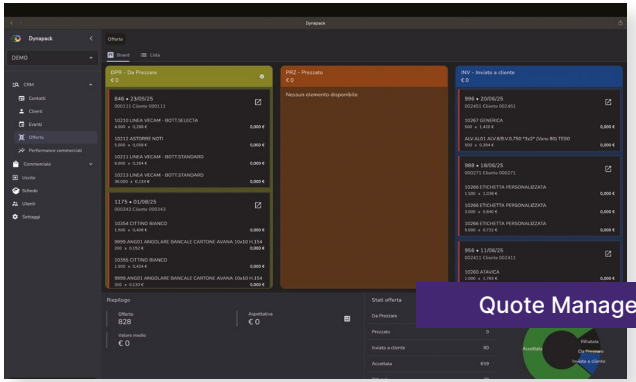
Dynapack CRM

Complete project management: productivity and autonomy for your sales team

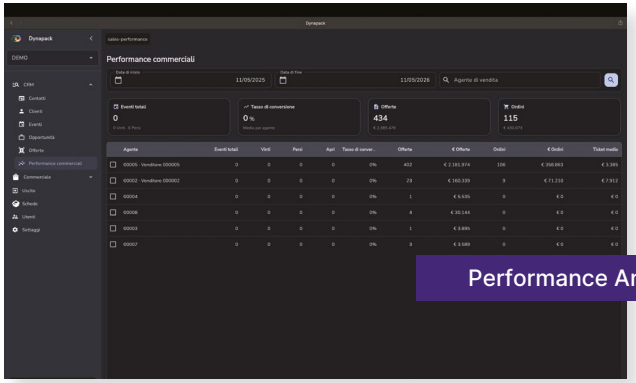
Designed to work faster and with greater clarity, Dynapack's CRM puts the sales team in a position to focus on selling and managing the customer.

The CRM is a complete tool, perfectly integrated with the rest of the Dynapack ERP, that lets you oversee the entire lifecycle of a sales project. It avoids data duplication and repetitive tasks: everything flows automatically across sales, production, warehouse and administration.

When a project becomes an order, the sales rep can monitor the customer's status and the project's progress through the CRM. The sales agent thus becomes autonomous and able to keep the information needed to handle any customer request always under control.



Quote Management



Performance Analysis

Features and Benefits

- Visual pipeline of opportunity status: open, sent, won or lost.
- Unified information in real time.
- Quick creation of new quotes thanks to full access to ERP data.
- Clear interface, intuitive navigation and zero unnecessary complexity.

Dynapack APP



Dynapack APP

The CRM on the move, for effective and efficient sales action.

With the app version, available for Android and iOS, Dynapack's CRM is always with you and becomes a tool to monitor, support and retain the customer.

The app lets you manage every stage of the customer relationship: from drawing up quotes to sending orders, including tracking work progress, stock levels and payment status — all on the move.

Field agents can manage customers, opportunities and orders in real time, keeping full control of the sales relationship even when out of the office.

Features and Benefits

- Send quotes and order requests directly from the app.
- Continuous synchronization with the ERP at every login.
- Interface optimized for smartphones and tablets.

GET IT ON Google Play

Download on the App Store

Sample and Prototype Management

The ERP's Prototypes function is designed to support the entire process of creating, managing and monitoring company prototypes. It is a strategic tool for companies that develop custom or made-to-order products, allowing every phase — from initial design to final validation — to be managed with efficiency, precision and full integration with the system's other management areas.

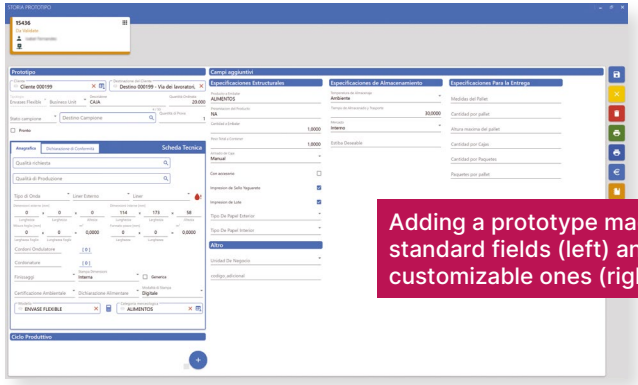
Thanks to this function, the flow of information between the sales area and the technical office is streamlined, ensuring smooth, structured communication right from the preliminary stages. The ERP also makes it possible to precisely track all industrialization activities, offering a clear view of progress and responsibilities.

One of its key strengths is the ability to precisely manage all changes made during design, effectively supporting variant control and version management.

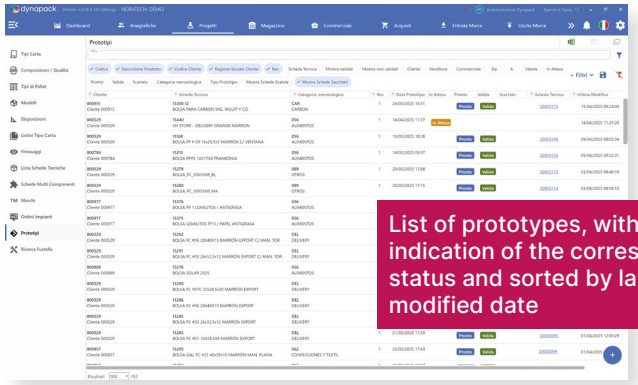
Finally, all information coming from outside is collected and organized, preventing it from being lost in the flow and making it easily accessible to all the departments involved.

Features and Benefits

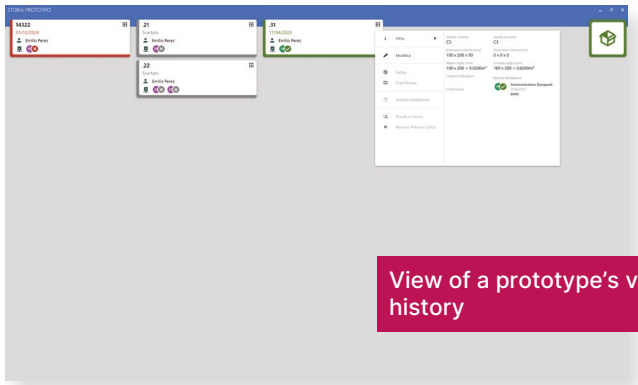
- Streamlines the flow of information between the sales area and the technical office.
- Tracks industrialization activities.
- Allows all changes during the design phase to be tracked for variant and version management.
- Information received from outside is not lost in the flow, but stays organized.



Adding a prototype made up of standard fields (left) and fully customizable ones (right)



List of prototypes, with visual indication of the corresponding status and sorted by last modified date



View of a prototype's version history

Quotes and Offers

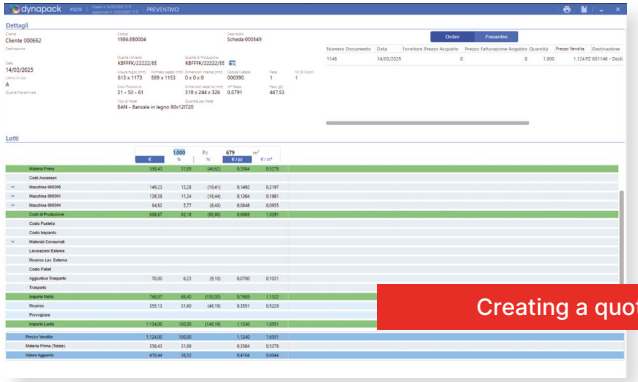
The Quotes and Offers function manages the entire commercial process, from quote to order, monitoring expected margins and blocking offers with margins that are too low, based on company rules and user profiling.

A continuous control flow makes it possible to compare lost offers with confirmed ones, providing a clear view of how negotiations are progressing.

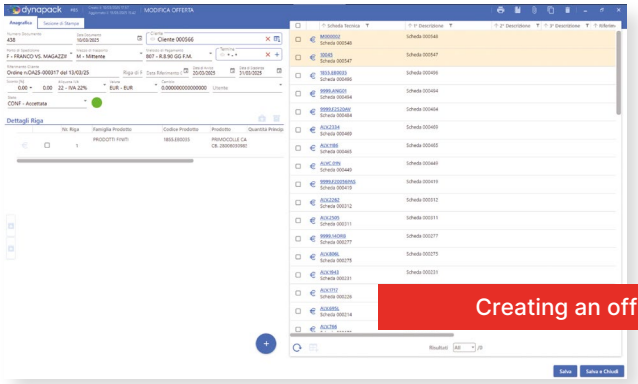
Thanks to user profiling, each sales rep can operate in a private environment, managing only their own customers and offers, with controlled access and data organized in dedicated containers. This approach facilitates internal collaboration and the protection of strategic information.

Features and Benefits

- Allows quotes to be developed with differentiated quantities.
- Enables a modular, flexible quote structure in line with the company's industrial cost analysis.
- Enables offer versioning that prevents changes from being lost during negotiation.



Creating a quote



Creating an offer

Technical Data Sheets

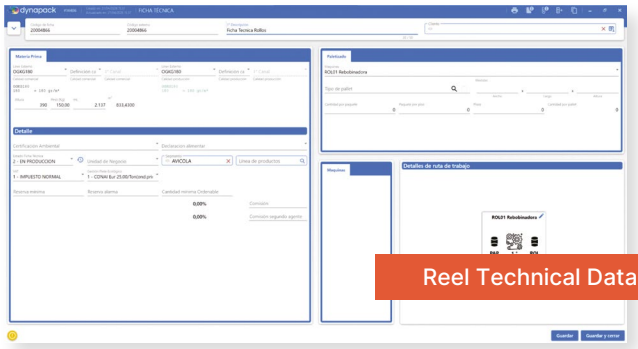
The ERP's Technical Data Sheets function collects and organizes all the essential information needed to define a product: from raw material to finished product, including production characteristics, cycles, processes and technical specifications.

This section establishes all the technical specifications, which form the basis for commercial evaluation and any subsequent industrialization. Several technical solutions can be proposed to the customer, each of which can be analyzed and compared from an economic standpoint by the sales office. Only after the chosen solution has been approved is it possible to proceed with the validation and industrialization of the technical data sheet, ensuring consistency between design, production and the commercial offer.

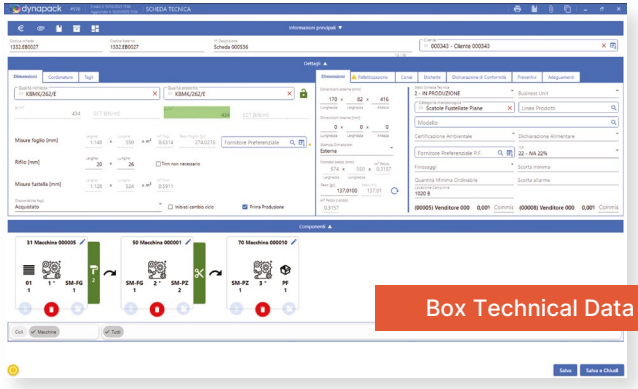
Thanks to integration with the other functions, the technical data sheets are always up to date, shareable across departments and traceable over time, providing optimal support for decision-making and production processes.

Features and Benefits

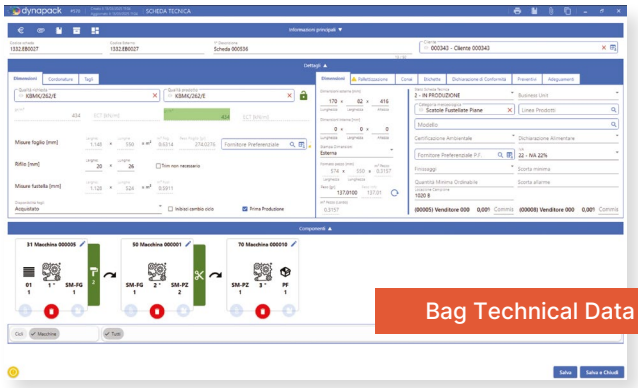
- All information is condensed into a single window for easy reference.
- Easily manage tooling and external processing.
- Create and organize the production of displays, laminated and double-laminated products.
- Define and use the formulas of each model for fast, automatic entry of the main data.
- Attach and annotate any information useful to the production process.



Reel Technical Data Sheet



Box Technical Data Sheet



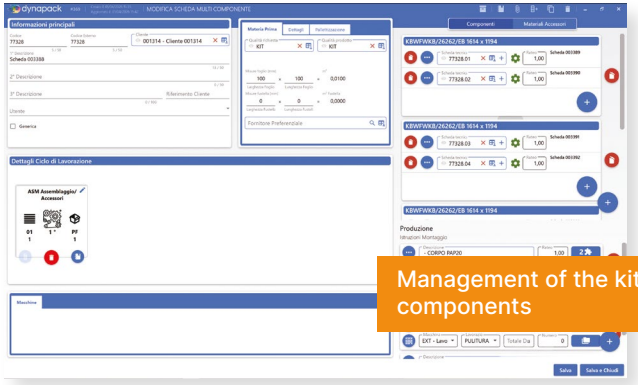
Bag Technical Data Sheet

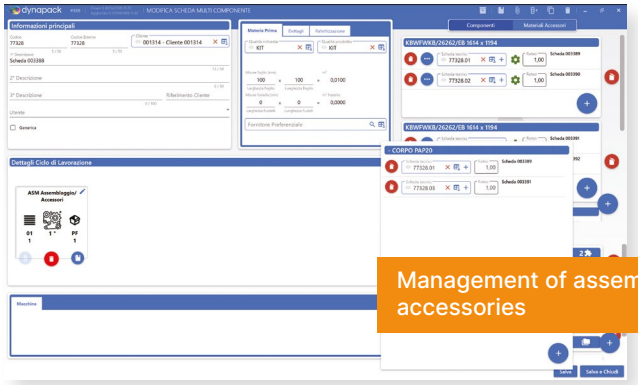
Multi-component (Kit) Technical Data Sheet

The multi-component data sheet is a graphical view for the technical study and economic analysis of kits and/or displays. The features of this screen are the same as those of the technical data sheet screen, but optimized for managing kits and displays made up of multiple elements.

On the multi-component screen, it is possible to group together the various technical data sheets that make up the kit or display, defining the components and the quantities per single piece. Assembly instructions for the kit or display can also be specified, with the ratio of each component and the duration of the assembly operations (where applicable): information that is essential for producing statistics and work forecasts.

After validation, the multi-component data sheet can be automatically converted into a multi-component order, ensuring continuity and consistency between the technical and commercial phases.





Features and Benefits

- Integrated graphical view of all the technical data sheets that make up the display.
- Joint management of the industrialization of all components.

Order Management

Dynapack's Order Management module coordinates all the operational phases following the creation of the technical data sheet, integrating production, logistics and procurement within the individual job.

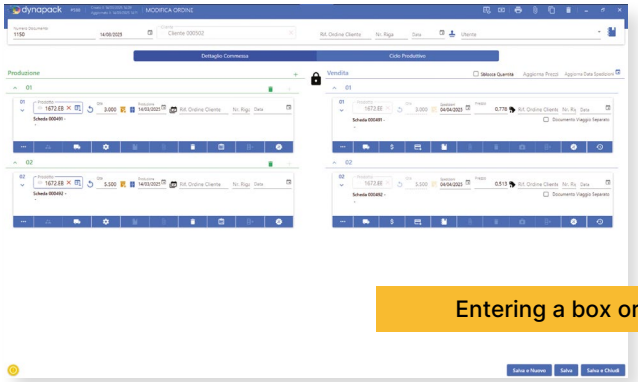
The system makes it possible to manage in a structured way:

- linked production and shipping orders,
- automatic procurement when stock falls below minimum levels,
- sales orders for material already available.

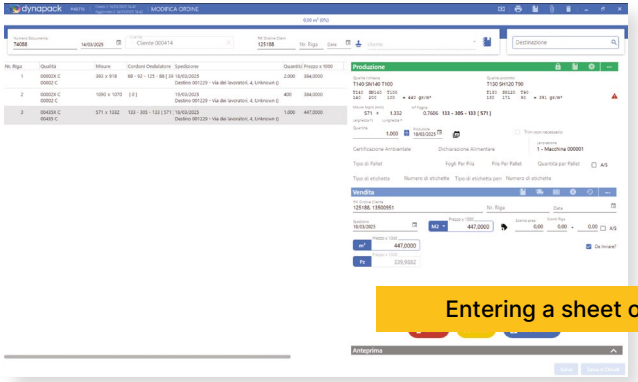
Every progress step, both in production and logistics, is tracked and associated with the relevant job, allowing the sales department to monitor the order status in real time and provide fast, accurate responses to the customer.

Features and Benefits

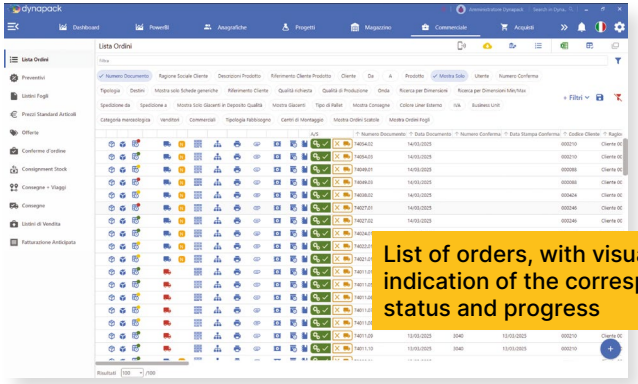
- Monitor job progress directly from the main list.
- Automatically inherit the price from the active price list or contract.
- Define production and shipping information in an orderly, logical way.
- View palletizing and stock suggestions to best plan the new job.
- The different entry templates adapt to the needs of the various order types.



Entering a box order



Entering a sheet order



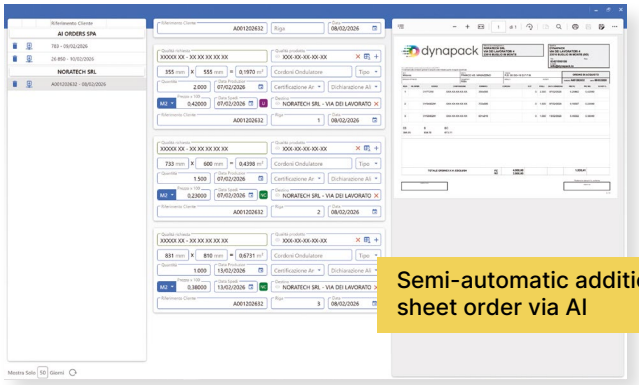
List of orders, with visual indication of the corresponding status and progress

AI OCR Function

The AI OCR function automates the import of customer orders received by email in PDF format. The OCR technology reads the file's content and the artificial intelligence engine identifies the relevant information (product, quantity, date, destination, etc.) and matches it to the corresponding fields in Dynapack's orders function.

The system constantly learns from the documents it has already processed. When it encounters an unrecognized format for the first time, it is enough to train it manually once: from that case onward, the matching is performed automatically. The result is a list of pending orders with the fields already filled in and verified by the AI, ready to be validated and definitively imported into Dynapack.

Thanks to integration with the other functions, the flow from order received to order processed is continuous, traceable and free of manual re-entry.



Semi-automatic addition of a sheet order via AI

Features and Benefits

- Eliminates the risk of errors associated with manual data entry.
- Speeds up order entry and reduces processing times.
- Learns from every new order processed and improves over time.

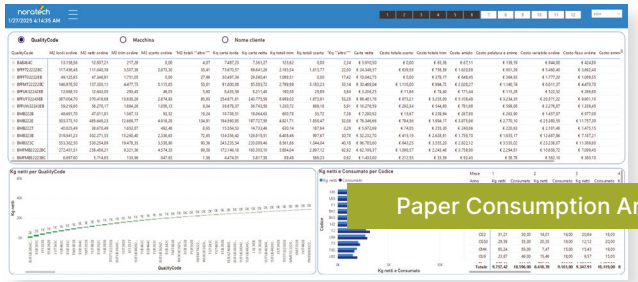
Reports - production

Actual production costs are read in relation to the quote drawn up during the commercial offer phase. This parallel makes it possible to keep the parameters used in the quoting phase constantly under control and to refine them over time, in order to formulate offers that are increasingly aligned with the real costs of the production process.

Every piece of production data is captured in Dynapack and associated with the relevant order, so that its impact on company costs can be analyzed. Information such as paper waste, working times and machine downtime is given an economic value within production costs, ensuring complete traceability and a precise analysis of variances against the quote.

Features and Benefits

- **Raw material waste**: through direct connection with the MES, Dynapack captures all the information relating to the raw material actually used, including the waste generated by each order.
- **Downtime**: machine stoppages, both direct and indirect, are analyzed and grouped by shift and by reason.
- **Machine working time**: as with stoppages, the actual operating time of each machine is recorded and given an economic value.



Paper Consumption Analysis



Waste and Downtime Analysis

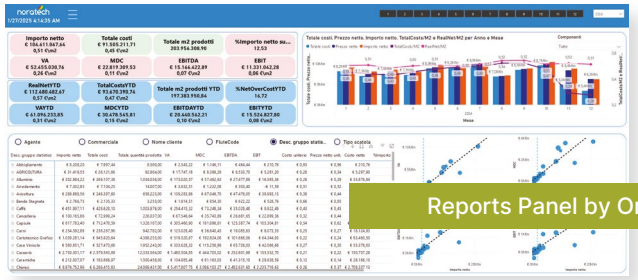
Reports - Sales

Dynapack's Reports function makes it possible to verify, when an order is closed, whether the cost and margin estimates were met, providing a clear view of the actual profitability of projects.

This feature acts as a key indicator for analyzing the economic efficiency of operations, making it possible to identify the most profitable customers or product types. With this information, sales teams can make strategic decisions more autonomously, focusing their proposals on what generates the most value for the company.

Features and Benefits

- **Variance analysis**: once the sale is made, the system immediately highlights the differences between quote and final result, making it easier to identify the causes and improve accuracy in future offers.
- **Support for the sales force**: sales reps have direct access to the actual margins per order, allowing them to develop more competitive offers based on real, verified data.
- **Inventory turnover index**: the module makes it possible to monitor the time between production and the actual sale of the product, highlighting the impact of storage times on actual margins. An essential figure for assessing the overall profitability of an order and optimizing production planning according to demand.



Reports Panel by Order



Order Cost Analysis

Raw Materials

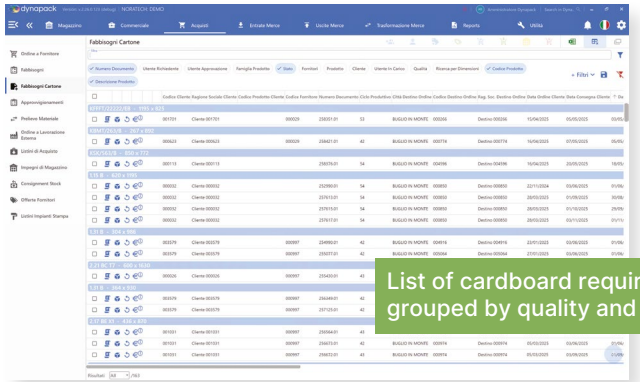
Dynapack's Raw Materials function manages procurement flexibly, following both job-based and warehouse-based logic, with tools to simulate future requirements.

In the first case, it guides the purchasing office in ordering the exact quantities needed according to the expected timing; in the second, it triggers automatic reorders when stock falls below minimum levels, according to predefined lots and tiers.

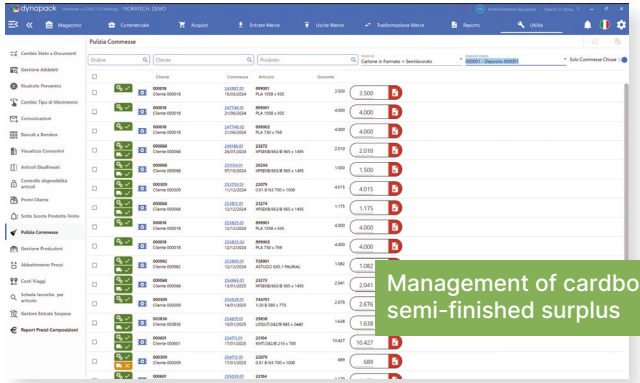
Purchase rates for raw materials and external processes are always under control, thanks to agreed price lists that include validity periods and quantity tiers, ensuring transparency and planning in negotiations with suppliers.

Features and Benefits

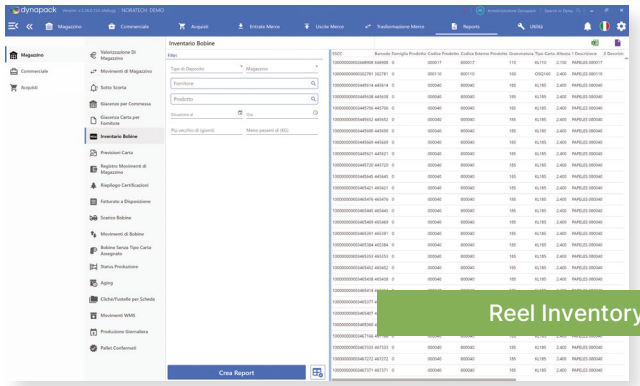
- Raw materials are requested, reserved and purchased in the correct quantities.
- Enables traceability of purchases and their verification by quality control.
- Correctly manages the various environmental, forestry and food certifications, preventing contamination.



List of cardboard requirements, grouped by quality and format



Management of cardboard and semi-finished surplus



Reel Inventory

WMS - Raw Materials

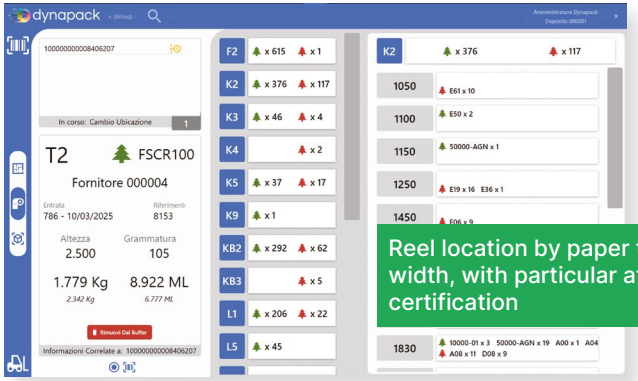
Dynapack's WMS – Raw Materials module enables advanced management of the item warehouse through logistics units and their locations, optimizing the storage, placement, picking and traceability of raw materials.

The storage logic also adapts to reels, cardboard and other packaging materials, leveraging the occupancy map for efficient management of spaces and routes.

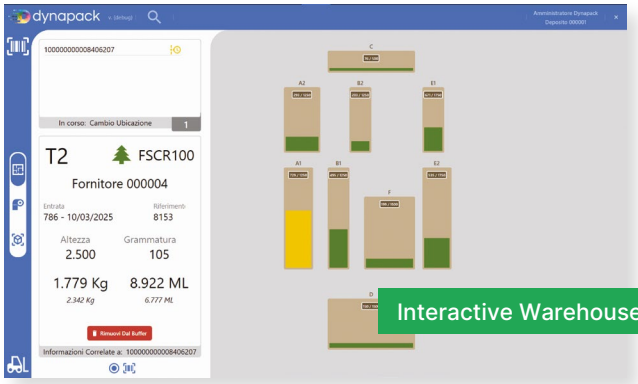
Material picking is triggered directly by machine scheduling, based on the corresponding procurement lists, ensuring punctual distribution synchronized with production.

Features and Benefits

- Manages the warehouse at the physical level by logistics unit.
- The map makes it possible to locate the required material at any time.
- Makes it possible to find the material needed to feed the machine at the right time and in the right quantity.



Reel location by paper type and width, with particular attention to certification



Interactive Warehouse Map

Purchase Management

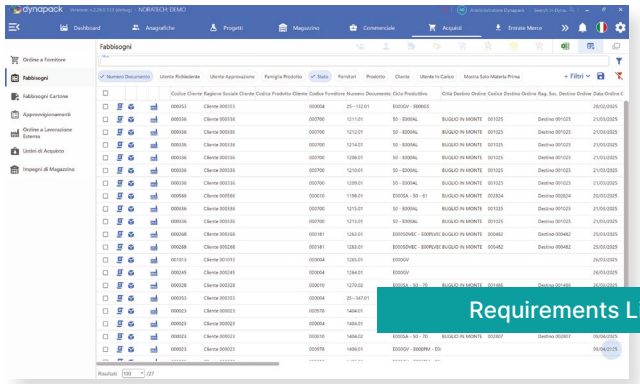
Dynapack's Purchase Management function integrates the purchasing department into the order process, turning it into an active, coordinated part of company planning.

Requests coming from all departments are centralized and validated through purchasing rules and budget limits, allowing precise control of spending and management consistent with company objectives.

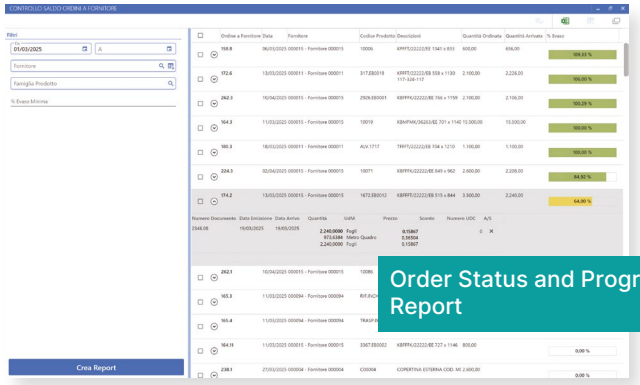
This integration makes it possible to optimize information flows, improve procurement planning and ensure full visibility of the company's requirements within a single, shared system.

Features and Benefits

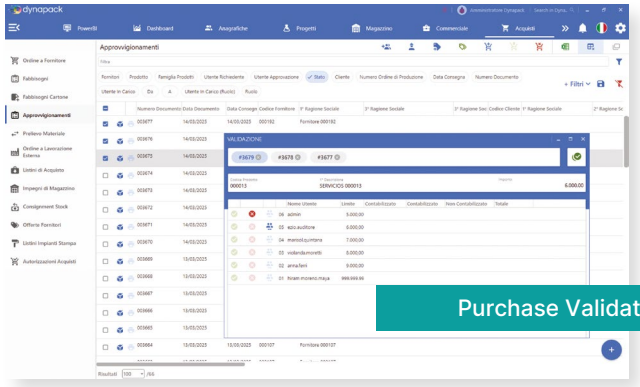
- Quickly view the progress status of orders to the supplier.
- Manage the procurement of the materials needed for each production process.
- Digitally manage the company's purchase requests.
- Establish a hierarchy for purchase validation and receive instant alerts on the status of the approval process.
- Easily define all purchase reason codes.



Requirements List



Order Status and Progress Report



Purchase Validation

Warehouses

Dynapack manages multiple warehouses (both physical and virtual).

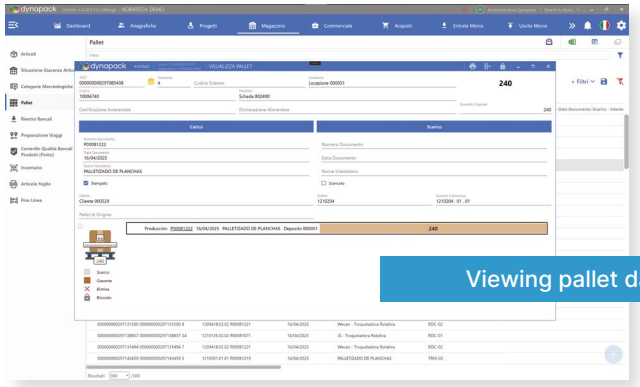
Dynapack's Warehouses function enables complete, structured management of all the goods present in the company, not only for orders but also for general-use items.

In addition to management by order, which is essential to ensure material traceability, the system makes it possible to monitor and control inks, pallets, packaging materials, and even stationery and machine spare parts.

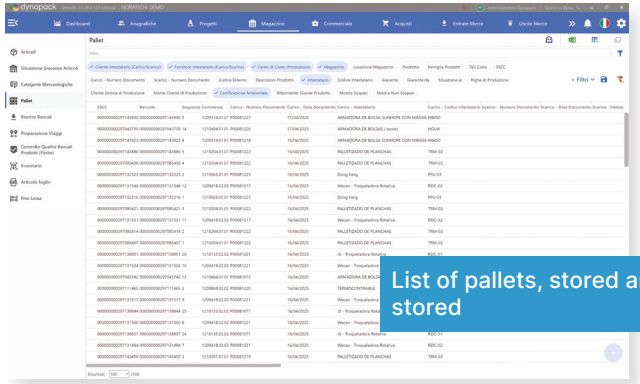
Dynapack thus offers a centralized view of the warehouse, improving organization, reducing waste and facilitating replenishment across all areas of the company.

Features and Benefits

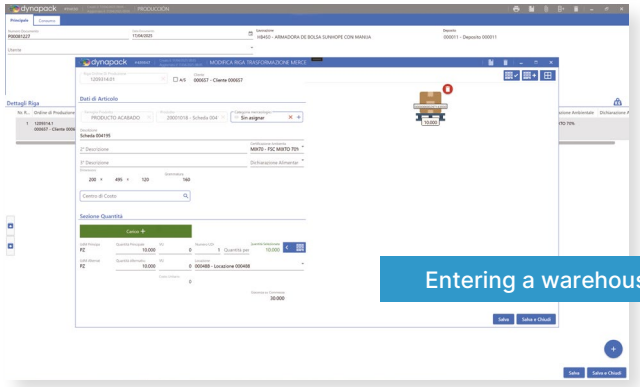
- Makes it possible to know the stock levels and availability in every warehouse of the company.
- Values goods according to the established company criteria.
- Generates management, tax and physical reports for all material, from process materials to consumables.



Viewing pallet data



List of pallets, stored and not stored



Entering a warehouse load

WMS - Finished Product

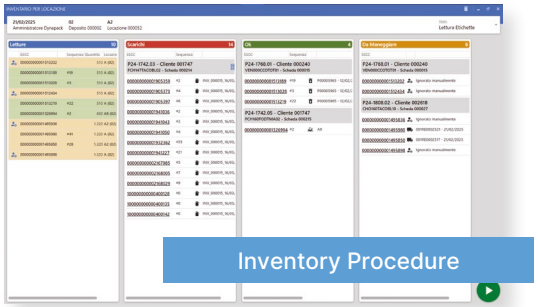
The WMS module for finished product is a valuable aid during the goods storage phase, thanks to its suggestions aimed at improving efficiency and to the location map.

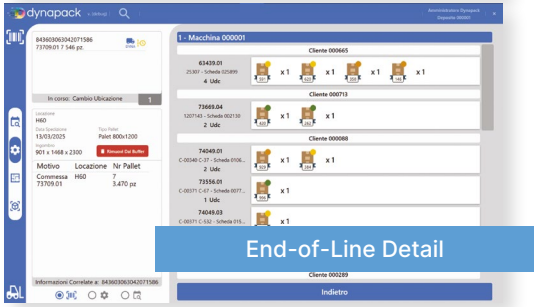
Each operator has access to the loading plans, which makes it possible to collaborate in preparing a vehicle by dividing tasks and optimizing loading times.

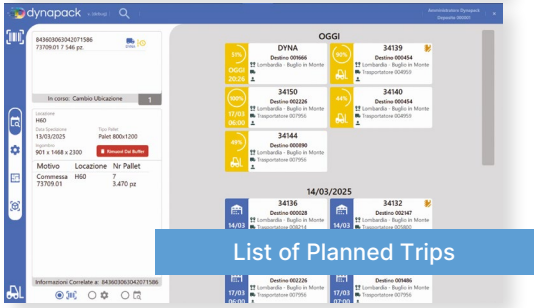
The WMS ensures the correct loading of the vehicle and the error-free issuing of documents.

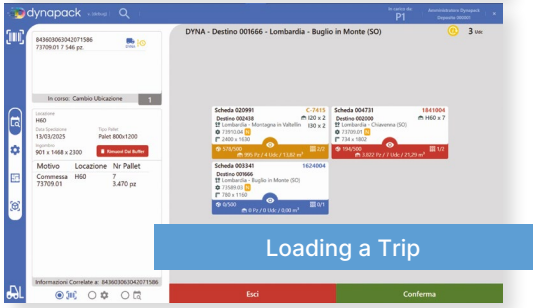
Features and Benefits

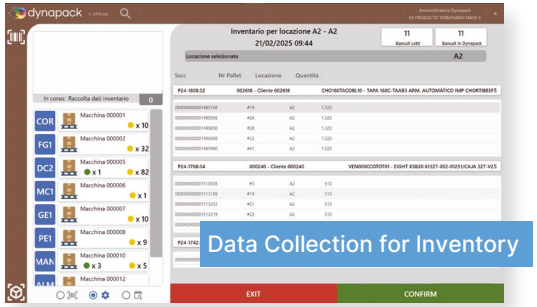
- Stay informed about the occupancy of every warehouse location through the customized map.
- View the end-of-line status and receive suggestions for the best placement of each pallet.
- Collaborate, through the dedicated digital loading report feature, with other forklift operators in loading trucks and eliminate errors thanks to validation of the loaded pallets.
- Start inventory sessions and share the real warehouse situation with Dynapack.

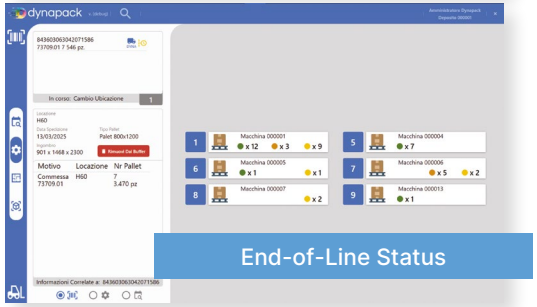

Inventory Procedure

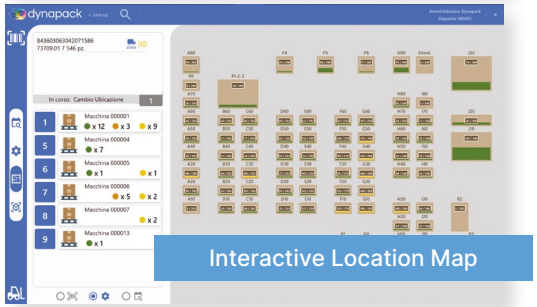

End-of-Line Detail


List of Planned Trips


Loading a Trip


Data Collection for Inventory


End-of-Line Status


Interactive Location Map

Assembly Centers

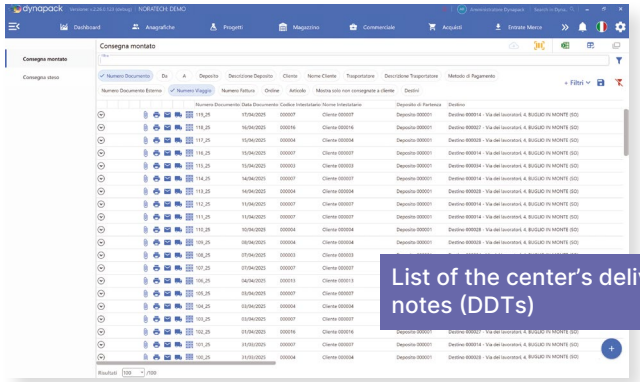
Dynapack's Assembly Centers function makes it possible to manage external subcontractors as if they were an internal department of the company.

Specifically, all information on the product, the order, the stock and the processing cost is exchanged with the assembly center's Dynapack system.

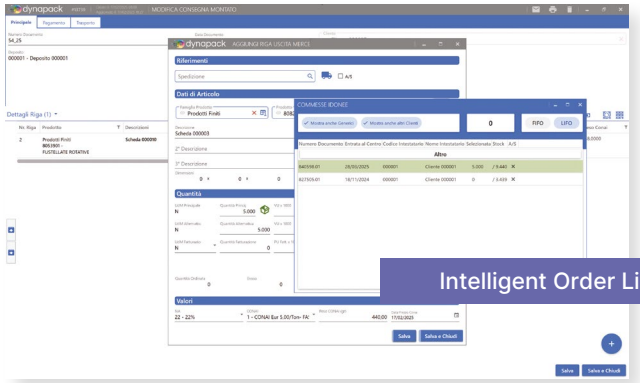
Product traceability is particularly important when the packaging is intended for food use and, very often, is subject to FSC environmental certification.

Features and Benefits

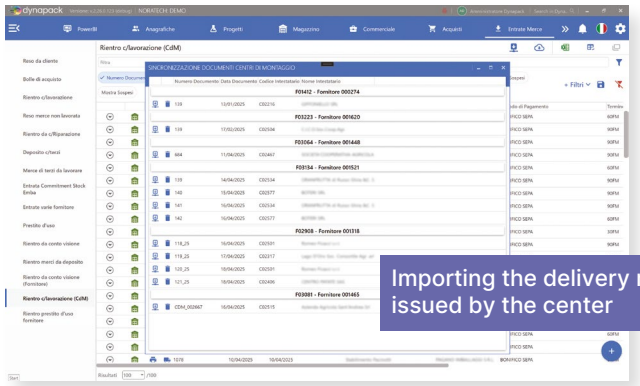
- Real-time connection between the box manufacturer and the assembly center.
- Waste traceability per order.
- Reliable document flow that avoids transcription errors.
- Guaranteed valuation of assemblies according to the established criteria.



List of the center's delivery notes (DDTs)



Intelligent Order Linking



Importing the delivery notes issued by the center

Logistics and Transport

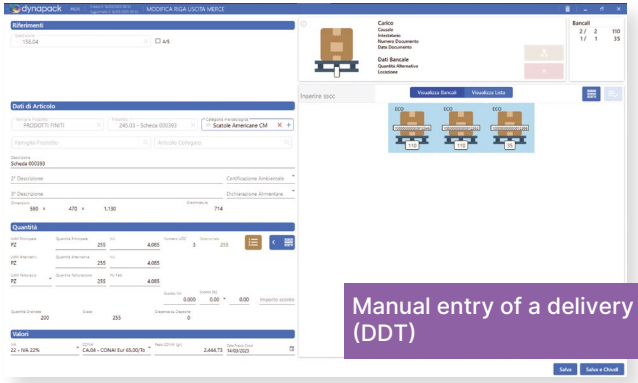
Dynapack features a powerful tool for optimizing loads, truck capacity and transport routes.

The system tracks both internal warehouses, divided into locations dedicated to the storage of raw materials, finished product and tooling, and external warehouses owned by third parties (external logistics – customers).

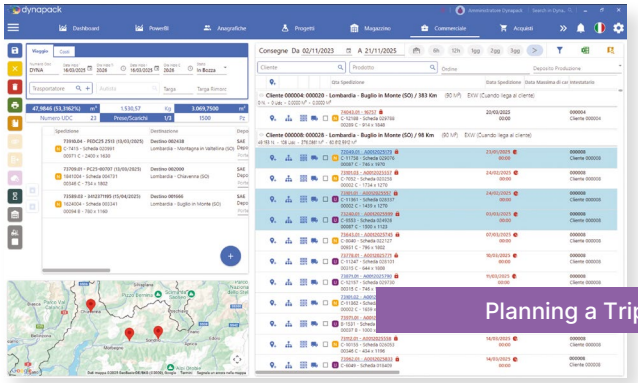
Transport carried out by the company to customers, as well as to other company-owned depots or to subcontractors, feeds the cost control system, making it possible to cross-check the results with the transport suppliers' invoices and the rates applied by those suppliers to the trips: cost certainty is therefore immediate and free of surprises.

Features and Benefits

- Easy trip scheduling based on the requests of the sales department and vehicle availability.
- Management of delays in production and delivery.
- Optimizes the use of the available trucks.



Manual entry of a delivery note (DDT)



Planning a Trip

Reports and Analytics

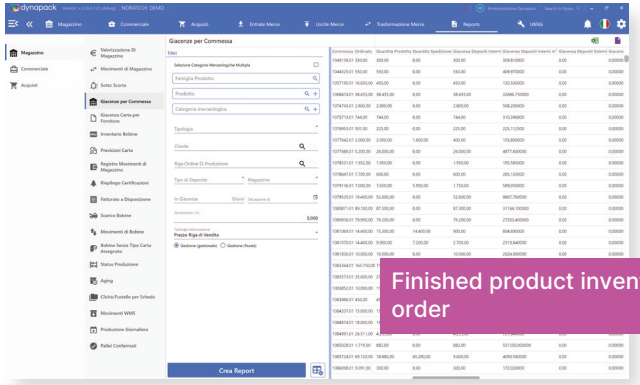
Dynapack's Reports and Analytics function makes it possible to extract value from data thanks to a database optimized for generating custom reports, compatible with the most modern report development tools.

Each plant can define and monitor its own strategic information, developing tailored reports according to its operational, production or commercial needs.

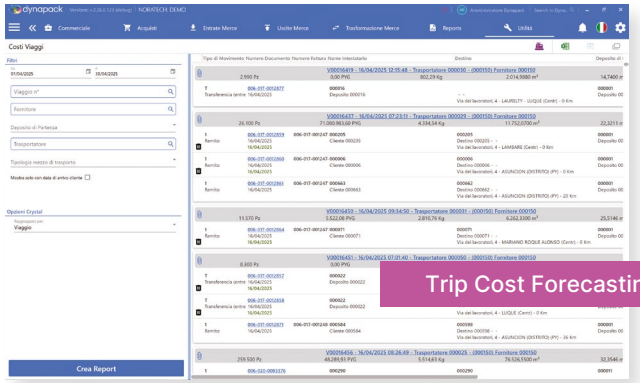
The system's flexibility ensures real-time visibility and control, supporting fast, data-driven decisions.

Features and Benefits

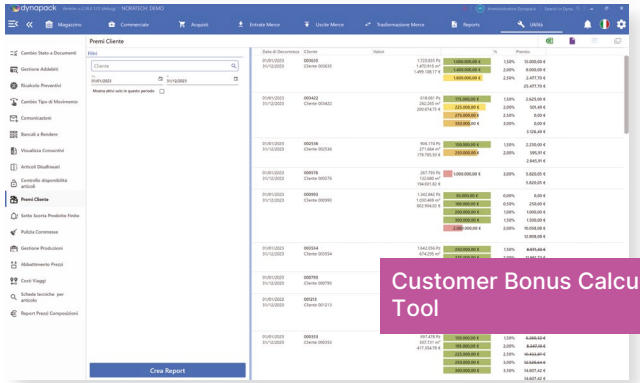
- Direct extraction of data from the Dynapack database.
- Ability to expand reports with columns customizable by user or group.
- Ease of building any type of report using Crystal Reports.



Finished product inventory by order



Trip Cost Forecasting Tool



Customer Bonus Calculation Tool

Business Intelligence

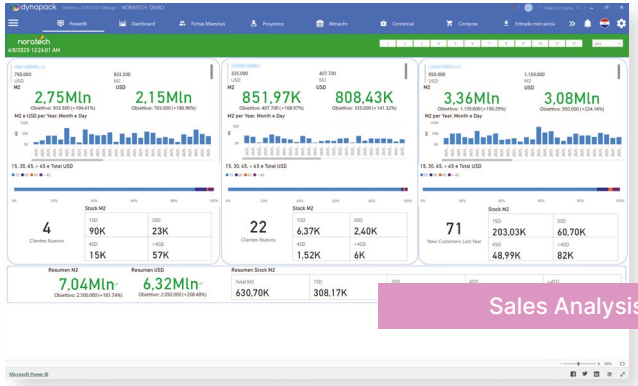
Business Intelligence is the managerial control tool par excellence, taking reports and KPIs to a higher level.

Dynapack integrates its full potential thanks to a set of analysis models developed in Power BI.

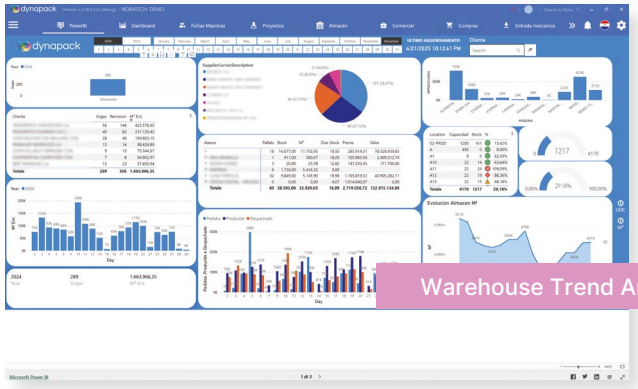
The platform's high flexibility, combined with the ease of creating interactive charts and dashboards, makes it possible to analyze company data immediately and intuitively, turning information into strategic decisions with just a few clicks.

Features and Benefits

- Direct extraction of data from the Dynapack database.
- Ease of use and customization.



Sales Analysis



Warehouse Trend Analysis

Dynaconnect

The Dynapack system can make its information available to other company systems (such as, for example, production planning, maintenance, quality management, invoicing and accounting systems) and leverage in real time the data they return to it.

Externally, the fields of application are numerous: automatic sending of orders to suppliers, receipt of materials via file or email that make it possible to know the goods in transit, inventory control of supplier-owned goods stored at the company (consignment stock), receipt of production orders from customers, automatic sending of delivery notes to customers with all the information on the goods (packing list).

Features and Benefits

- Enables EDI connection with customers and suppliers through shared protocols.
- Avoids transcription errors between documents.
- Enables secure connection with other software present in the company.



Financial/Accounting ERP powered by Dynapack

Integration with the leading ERP systems

Dynapack's modular structure facilitates integration with the most widely used ERP solutions on the market: SAP, Oracle, Microsoft Dynamics, Iddeon and other enterprise platforms.

A precise functional division

The integration logic is based on a clear separation of responsibilities:

- Dynapack handles the packaging sector vertically: prototyping, technical data sheet development, quote and order management.
- The financial ERP systems retain control of administrative and accounting processes.

Each system operates in the area where it delivers its full potential, with no overlaps or redundancies.

The advantage for those who already have an established ERP

Companies with already established financial ERP infrastructures can benefit from the deep level of detail and customization that Dynapack offers packaging manufacturers — without replacing what already works.

A hybrid architecture, the best of both worlds

The result is a solution that combines Dynapack's specialization in packaging with the management robustness of enterprise platforms, offering companies a complete, integrated system, with no overlaps or redundancies.


ERP
Hybrid Architecture
dynapack
Other management ERPs
PROTOTYPE
TECHNICAL DATA SHEETS
QUOTES & OFFERS
ORDER MANAGEMENT
PURCHASE MANAGEMENT
WAREHOUSES
INVOICING
ACCOUNTING

dynapack

Simplify business
management with Dynapack

Contact us to get more
information about our ERP!

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