**What is ERPNext?**

**ERPNext is the world's best 100% open source ERP.   
It is comprehensive, designed for self implementation, and easy to use.**

ERPNext is an open source business system for organizations of any size in various industries. It’s good for growing businesses that have limited resources and would benefit from scalability and strong customization.

It has all of the standard capabilities an organization could need, plus more advanced capabilities, such as a multilingual website builder that can manage content as well as ecommerce requirements. With built-in integrations available, users can sync with Google,Slack, PayPal, Shopify and more to fully centralize their business operations.

It can be hosted on their servers or self-hosted by the user. It can deploy in the cloud or on-premises. It also has a mobile app, so users can access company data and complete tasks when they’re on-the-go.

**BENEFITS OF USING ERPNEXT**

• Do a lot more than just accounting! Manage inventory, billing, quotes, leads, payroll, Support and a lot more.

• Keep all your data safe and in one place. Don’t keep hunting for data when you need it across spreadsheets and different computers. Manage everyone on the same page. All users get the same updated data.

• Stop repetitive work. Don’t enter the same information from your word processor to your accounting tool. It's all integrated.

• Keep track. Get the entire history of a customer or a deal in one place.

• Saves money.

• **Easier to configure:** Big ERPs are notoriously hard to setup and will ask you a zillion questions before you can do something meaningful.

• **Easier to use:** Modern web-like user interface will keep your users happy and in familiar territory.

• **Open Source :** This software is always free and you can host it anywhere you like.

ERPNext will help you to:

* Track all invoices and payments.
* Know what quantity of which product is available in stock.
* Identify and track your key performance indicators (KPI's).
* Identify open customer queries.
* Manage employee payroll.
* Assign tasks and follow up on them.
* Maintain a database of all your customers, suppliers, and contacts.
* Prepare quotations.
* Tracking your budgets and spending.
* Determine effective selling price based on the actual raw material, machinery and effort cost.
* Get reminders on maintenance schedules.
* Publish your website.
* The following are the various modules and domains offered by ERPNext covering a wide range of businesses. You can be a small distributor, a manufacturer, running an education institute, or a healthcare organization. We have something for everyone.
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* ERPNext is a full-featured business management solution that helps SMEs to record all their business transactions in a single system. With ERPNext, SMEs can make informed, fact-based, timely decisions to remain ahead of the competition. It serves as the backbone of a business adding strength, transparency, and control to your growing enterprise.

Core Modules

1. [Accounts](https://erpnext.com/docs/user/manual/en/accounts)
2. [Stock](https://erpnext.com/docs/user/manual/en/stock)
3. [CRM](https://erpnext.com/docs/user/manual/en/CRM)
4. [Selling](https://erpnext.com/docs/user/manual/en/selling)
5. [Buying](https://erpnext.com/docs/user/manual/en/buying)
6. [Human Resources](https://erpnext.com/docs/user/manual/en/human-resources)
7. [Projects](https://erpnext.com/docs/user/manual/en/projects)
8. [Support](https://erpnext.com/docs/user/manual/en/support)
9. [Asset](https://erpnext.com/docs/user/manual/en/asset)
10. [Quality Management](https://erpnext.com/docs/user/manual/en/quality-management)

 Industry Specific Modules

1. [Manufacturing](https://erpnext.com/docs/user/manual/en/manufacturing)
2. [Education](https://erpnext.com/docs/user/manual/en/education)
3. [Healthcare](https://erpnext.com/docs/user/manual/en/healthcare)
4. [Agriculture](https://erpnext.com/docs/user/manual/en/agriculture)
5. [Non Profit](https://erpnext.com/docs/user/manual/en/non_profit)
6. [Hospitality](https://erpnext.com/docs/user/manual/en/hospitality)

**Module Feature Listing**

Accounts Module

**Features:**

• Chart of Accounts

• Chart of Cost Centres

• Bank Remittance

• Multi Currency Accounting

• Exchange Rate Revaluation

• Inter company Transactions

• Invoice Discounting

• Budgeting

• Billing

Sales Bill

Purchase Bill

• Accounting Dimensions

• GSTR - 3B

• Share Management

• Tally Migrator

Accounts Module

**Transactions**

• Sales Invoice

• Purchase Invoice

• Payment Entry

• Journal Entry

• Debit Note

• Credit Note

• Reconciliations

• POS

**Reports**

• Balance Sheet

• Profit and Loss

• General Ledger

• Financial Statement and Cash

flow

• Trial Balance Report

• GST Reports

Human Resource Management

Systems **Features:**

• Employee master

• Employee Lifecycle

• Leave Management

• Auto Attendance

• Biometric Attendance

• Payroll Setup

• Staffing Plan

• Encrypted Salary Slips

• Multi-currency Expense Claim

• Fleet Management

• Shift Management

Human Resource Management

Systems

**Transaction**

• Job Opening and Offering

• Employee on boarding and separation

process

• Leave and Holiday policy

• Leave encashment

• Appraisal / Promotion / Transfer

• Incentive and Bonus

• Salary based on Timesheet

• Payroll Entry - periodicity based

**Reports**

• Employee Leave Balance

• Employee Birthday List

• Employee Information

• Monthly Salary Register

• Monthly Attendance

Sheet

• Vehicle Expenses

CRM

**Features:**

•Sales Stage Definition

•Auto Assignment of Leads/

Opportunities

•Import of lead without

Person name

•Customer Grouping

•Promotional Scheme

•Communication

Email

SMS

• Email Campaign

CRM

**Transaction**

• Lead and Opportunity

Generation

• Customer creation

• Quotation creation

• Maintenance

• Internal communication

by help of @mentions

**Reports**

• Sales Funnel

• Lead Details

• Prospects Engaged But Not

Converted

Minutes to First Response

for Opportunity

Inactive Customers

Campaign Efficiency

Lead Owner Efficiency

Manufacturing

**• Features:**

• Item Creation

• Serialised Batched Item

Reconciliation

• Barcode Scanning

• BOM

• Operations and Routing

• Timesheet

• Subcontracting

• Material Request Planning

Manufacturing

**Transactions**

•Work Order

•Job Card

•Stock entry

•Production Plan

**Reports**

• Open Work Orders

• Work Orders in Progress

• Issued Items Against Work

Order

• Completed Work Orders

• Production Analytics

• BOM Search

• BOM Stock Report

Selling

**Features:**

• Selling in Different Unit

(UoM)

• Creation of Sales Order

against Blanket order

• Application of Discounts

• Shipping Rule

• Product Bundle

Selling

**Transaction**

• Sales Distribution

• Quotation Creation

• Sales Invoice

• Sales Return

• Sales Partner Creation

• Promotional Scheme

**Reports**

**•** Sales Analytics

• Sales Funnel

• Customer Acquisition and Loyalty

• Inactive Customers

• Ordered Items To Be Delivered

• Sales Person-wise Transaction

Summary

• Item-wise Sales History

• Quotation Trends

• Sales Order Trends

Buying

**Features:**

• Promotional scheme

• Supplier Scorecard

• Pricing Rule

• Supplier / Supplier Group

creation

Buying

**Transaction**

•Purchase Order

•Material Request

•Request for Quotation

**Reports**

• Purchase Analytics

• Supplier-Wise Sales

Analytics

• Purchase Order Trends

• Requested Items to be

ordered

• Items To Be Requested

• Item-wise Purchase

History

Inventory

**Features:**

• Stock Reconciliation

• Packing Slip

• Creation of Brand

• Warehouse Management

• Item Attribution

• Item Alternative

• Product serial number and

batch

• Installation Note

Inventory

**Transaction**

• Stock Entry

• Delivery Note

• Purchase Receipt

• Material Request

• Delivery Trip

• Landed Cost Voucher

**Reports**

• Stock Ledger and

Summary

• Stock ageing report

• Item wise price list rate

• Stock analysis

• Batch wise balance history

• Item shortage Report

• Delivery Note Trends

• Stock Analytics

Support / Help Desk

**Features:**

• Issue Tracking

•Warranty Claim

•Service Level Agreement

•Maintenance

• Priority wise issue list

•Issue type

•Communication tracking

•Report: Minutes to first

.response for issues