

SAVIQ

Intelligent systems for quality, operations, and performance.

Core Thesis

Small manufacturers do not need another rigid ERP replacement. They need a QMS layer that adapts to how they already work, connects scattered records, reduces duplicate entry, and creates audit-ready evidence.

Prepared for potential partners and early collaborators

1. Executive Direction

The company direction is to build a modular, subscription-based QMS platform that starts with the highest-pain quality workflows: NCR, CAPA, document control, evidence tracking, imports, and audit readiness. The product should be usable by companies with no ERP, companies using spreadsheets, and companies with mature ERP systems.

Vision

- Preserve the customer's current working style while adding structure, automation, traceability, and management visibility.
- Become the operational quality layer that connects jobs, parts, suppliers, documents, NCRs, CAPAs, training, and audit evidence.
- Make audit readiness a daily operating condition instead of a stressful event before the audit.

Positioning

Keep the workflow your people understand. Replace the chaos around it. The platform should not force customers to redesign their company around software. It should map to their existing logs, forms, fields, approvals, and source systems.

2. Market Opportunity

Target customer	Small and mid-sized manufacturers, job shops, special process shops, medical/aerospace suppliers, and quality-driven businesses that need stronger control without a large IT team.
Current pain	Quality data is scattered across Excel, shared folders, ERP exports, paper travelers, emails, photos, and informal approvals.
Buying reason	Reduce audit pain, improve traceability, avoid duplicate entry, control NCR/CAPA workflows, and automate management review evidence.
Timing	Manufacturers face rising customer, ISO, aerospace, medical, supplier, and digital-record expectations, but many cannot justify heavy ERP/QMS implementation costs.

Common Customer Wishlist

- Import existing Excel logs and preserve history.
- Auto-fill job, customer, part, revision, quantity, and due date from existing systems.
- Let operators enter minimum required fields while quality controls the workflow.
- Tie photos, certs, emails, PDFs, approvals, and notes to the record.
- Suggest CAPA when severity, recurrence, supplier trend, or cost crosses a threshold.
- Export clean audit packets to PDF/Excel.

3. Product Strategy

Standard Core, Configurable Edges

The product should not become custom code for every customer. The standard core stays controlled; each customer configures mappings, fields, lists, numbering, templates, approval routes, and automation rules.

Foundation	Tenant profile, users/roles, permissions, record numbering, audit trail, attachments, approval/e-signature model, standards library, import/export service.
First module	NCR + CAPA as the first complete commercial slice, because it exposes record creation, workflow, evidence, customer communication, root cause, and closure guardrails.
Integration modes	Manual entry, Excel/CSV import, scheduled folder import, and read-only ERP/API/ODBC connector.
Customization	Configuration, not code: field labels, required fields, dropdowns, reusable text libraries, approval routes, import mappings, dashboards, report templates.

4. Differentiators

- **Company-fit onboarding:** starts with how the customer works today, then maps their terms into standard QMS concepts.
- **Automation without forced ERP replacement:** works with spreadsheets, exports, folders, ODBC, APIs, or manual entry.
- **Controlled customization:** customers can configure fields and workflows without customizing away compliance.
- **Reusable customer language:** containment actions, immediate corrections, dispositions, and templates can become customer-owned libraries.
- **Workflow gates and guardrails:** records cannot close until required containment, disposition, CAPA, notification, and evidence steps are satisfied.
- **Audit-ready evidence:** every record links notes, activity, attachments, related CAPA, exports, and traceable decisions.
- **Senior quality insight in the product:** built from real quality leadership experience, not only software theory.

5. Target Modules

NCR	Intake, register, containment, product hold, disposition, customer notification, evidence, notes, activity, closure guardrails.
CAPA	Root cause, action plan, owners, due dates, effectiveness checks, closure approval, trend-driven suggestions.
Document Control	Document register, revisions, DCR workflow, review gates, release/obsolete state, read-and-understand links.
Automation Center	Data source setup, import mapping, dry-run validation, exception queue, connector health, source snapshots.
Management Review	Automated packets for NCR/CAPA status, trends, overdue actions, supplier issues, document review, audit readiness.

6. Business Model Direction

- Subscription SaaS model with tenant/company ownership of data and configuration.
- Tiered pricing by enabled modules, number of users, storage, connectors, and support level.
- Implementation/onboarding package for data mapping, record migration, and workflow configuration.
- Optional premium services: validation packet, import setup, connector setup, custom reports, and audit-readiness review.
- Customer retains access control through role permissions, exports, backups, and admin settings.

7. Roadmap

Phase 1	Prototype NCR/CAPA with register, detail workflow, reusable text lists, notes, evidence, closure guardrails, sample data, and CSV export.
Phase 2	Real backend: tenant setup, database, auth, permissions, attachment storage, audit trail, API, server exports.
Phase 3	Import engine: Excel/CSV upload, saved mappings, dry-run validation, duplicate detection, import exception queue.
Phase 4	Connector framework: scheduled sync, ODBC/API connectors, watched folder, source snapshots, sync health dashboard.

Phase 5

Intelligence: recurrence detection, CAPA suggestions, supplier trend alerts, cost-of-quality, management review packets.

8. Partner Opportunity

What a Partner Can Help Build

This opportunity needs complementary strengths around sales, customer discovery, SaaS business operations, implementation services, regulated-software discipline, and technical product execution. The founder brings deep quality leadership, workflow vision, customer empathy, and real-world QMS transformation experience.

- Validate the target customer segment and price sensitivity.
- Shape go-to-market strategy for small manufacturers and regulated suppliers.
- Help turn the prototype into a production SaaS with implementation playbooks.
- Build trust through early pilot customers, audit-ready exports, and measurable quality workflow improvements.
- Create a company that blends senior quality expertise with practical automation.

Bottom line: SAVIQ is positioned to become a practical intelligent operating layer for manufacturers that need control, traceability, and automation without forcing a disruptive ERP replacement.