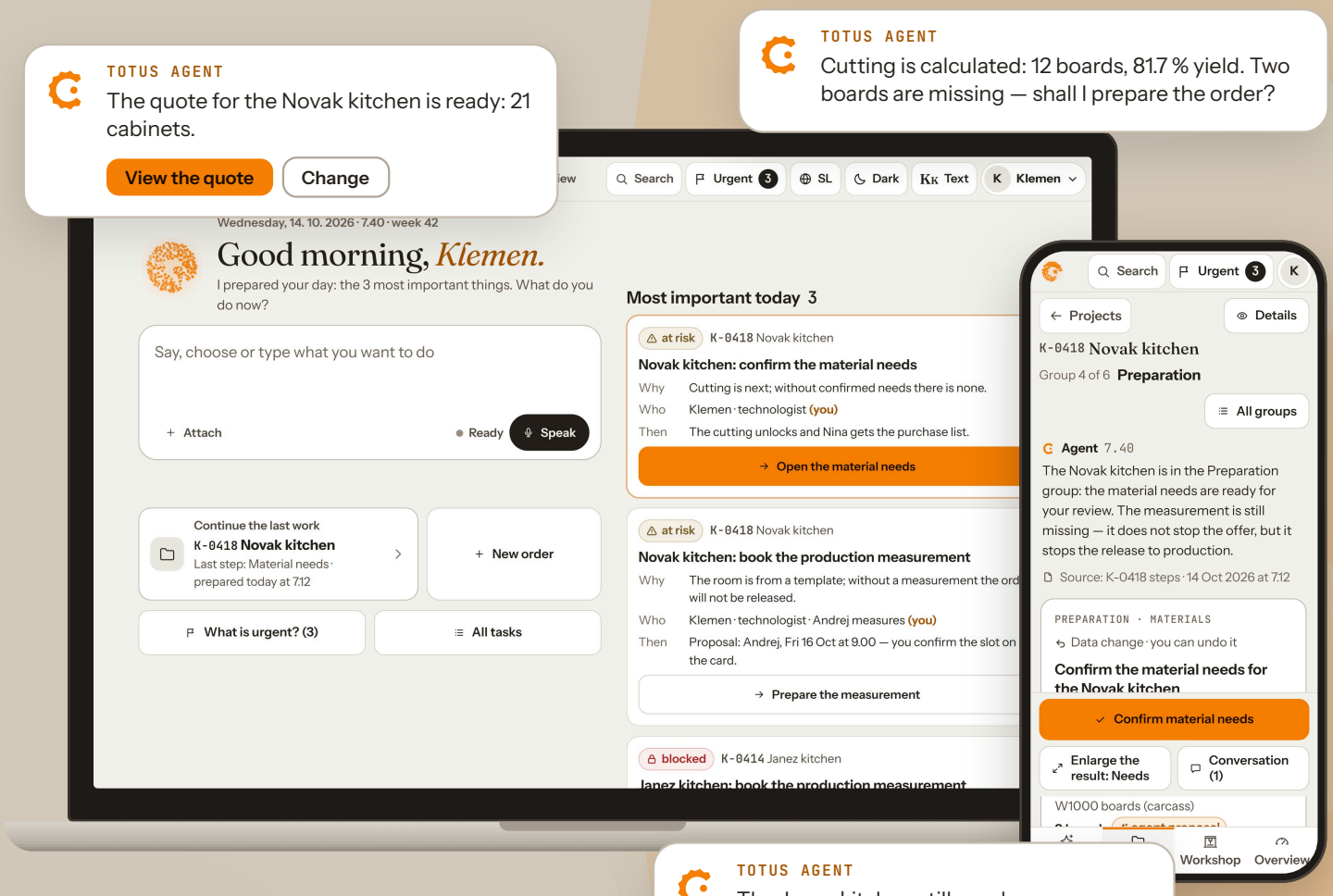
Totus *Agent*

FOR JOINERY WORKSHOPS AND FURNITURE SHOWROOMS

From measuring to fitting. *One assistant.*

Totus Agent is an assistant that knows every one of your projects — the customer, the measurements, the design, the quote, the material and the production deadline. You make the furniture; the Agent takes care of everything else.



Say Choose Type

totusagent.com

EVERY DAY IN THE WORKSHOP

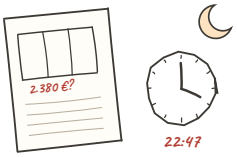
Sound familiar?

You love making furniture. Quotes, drawings, costings, production prep, supplier orders … all of that eats your precious time and your nerves.

01

Quoting in the evening

By day you work in the shop; by night you draw, calculate and write quotes. Many of them never turn into a job.



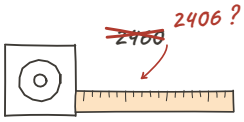
75 days

a year go on paperwork and regulations in a craft workshop of 5–15 people (Germany). [1]

02

One wrong measurement

A note on paper, copied into a program, copied again for the saw. Every copy is a new chance for a mistake — a new part, another drive, another lost day.



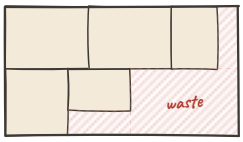
7 %

of working time in construction goes into fixing mistakes. [2]

03

Cutting optimisation

Offcuts pile up in the corner, and you run out of boards just when you are standing at the saw.



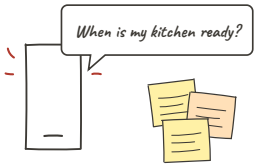
~~€95~~

can be the price of one 2800 × 2070 × 18 mm chipboard sheet. [3]

04

It is all in your head

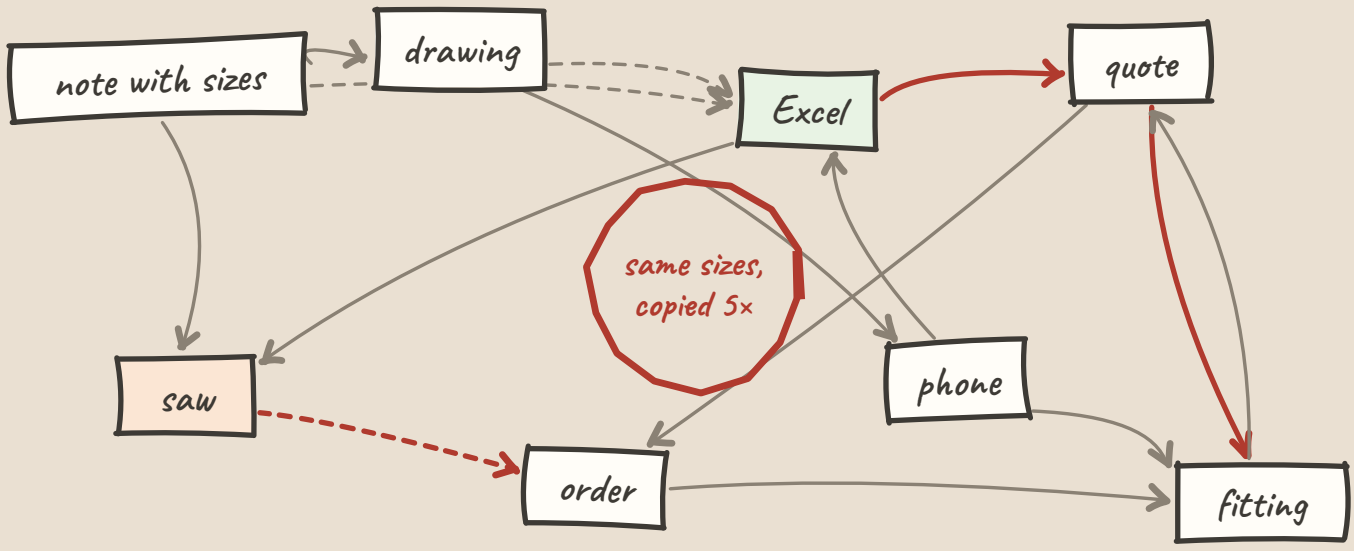
Who does what, what is missing, when is the fitting? When a customer calls — “When will my kitchen be ready?” — you first have to go and find out.



20 %

of the working week goes on looking for information and colleagues. [4]

HOW IT RUNS TODAY



Disorganisation costs time, material and money. *Every day.*

THE ANSWER

Meet Totus Agent.
An assistant that knows every project.

Not another program you spend months learning. An assistant you talk to like a colleague — one that has every detail of your workshop at hand, from the first measurement to the last screw.



Enter it once — every next step uses it.

Say

"Add a cabinet, 600 wide." The Agent repeats what it understood and shows a preview.

Choose

Big buttons for the next sensible step. No hunting through menus.

Type

Like a message to a colleague. The Agent asks only for what is really missing.

The Agent prepares.
You confirm.

- **Nothing reaches a customer or production without you.** Sending a quote, ordering material and releasing to production always need your confirmation.
- **Every change leaves a trail** — who, when and what. A data change can be undone.
- **Your programs and machines stay.** Drawing in your own program? The Agent reads your export and connects everything that follows.

YOU
Change the width of the cabinet next to the fridge to 800.

TOTUS AGENT
Understood: width 800 mm, height and depth stay the same. The preview is ready.

Confirm change | Change

YOU
What is still missing for the cutting?

TOTUS AGENT
Two W1000 boards, 18 mm. I have prepared the order — it is waiting for your confirmation.

ONE KITCHEN, SIX STEPS

The Novak kitchen: *from measuring to fitting.*

Everything runs in one project. The quote, the cutting plan, the labels and the installation sheet all come from the same data — nothing is copied by hand.

1

Enquiry

You type or say: “New kitchen for the Novak family.” The Agent opens the deal, the project and the first step.

2

Measuring & design

A laser meter sends the measurements straight into the project — no paper notes. The room is built from them, and the Agent proposes a kitchen in 3D.

3

Quote

Prices from your own price list, worktop, cut-outs and VAT. A PDF quote in minutes, not in an evening.

2 The Novak kitchen: survey → 3D



PHOTOREAL

TECHNICAL DRAWING

INSIDE THE CABINETS

21 cabinets in the kitchen → **269** parts from the design → **12** boards to cut

Plans

LABELS AND QR CODES

Every part has its own label, every project its own code.

To see the assembly and installation plans and the 3D model, scan the two QR codes with your phone.

3D model

Sample kitchen from our demo (made-up customer). Totus calculates the figures from the design; your kitchen will differ.

1× You enter every detail only once. The sizes, parts, prices and lessons of every kitchen stay with you — so each next kitchen is easier.

4 5 6

Preparation & stock

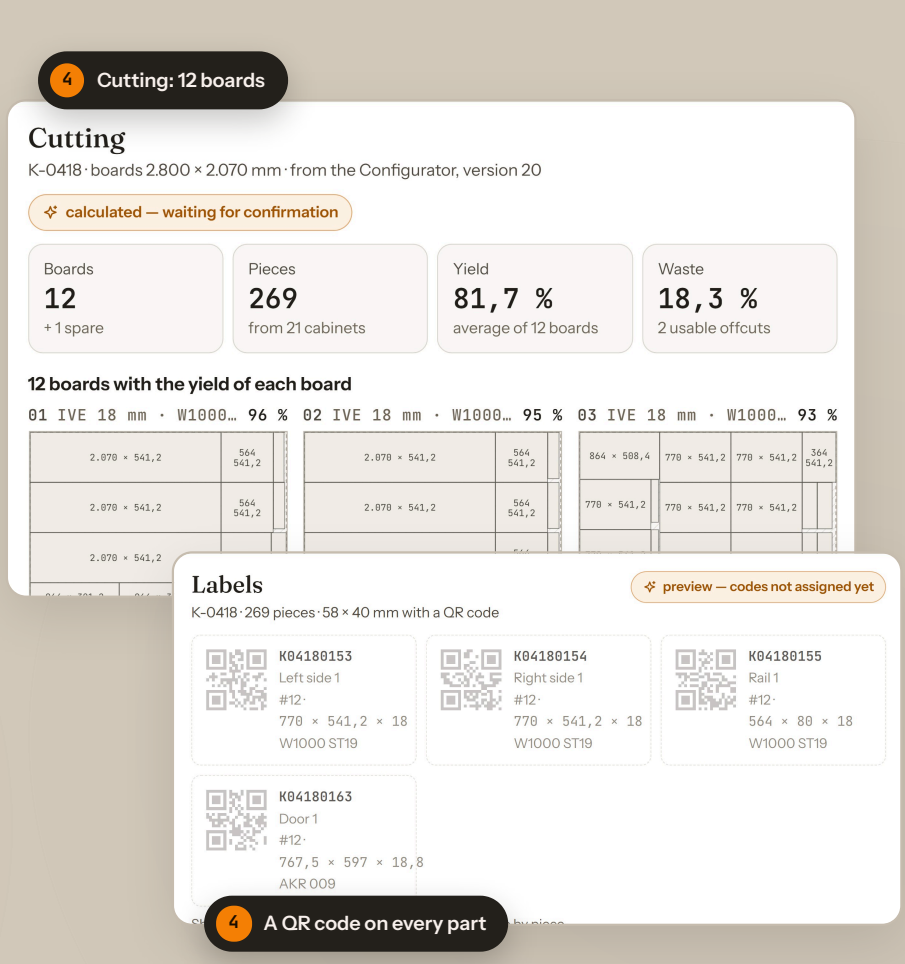
Material needs, the order, an optimised cutting plan and a QR label for every part. The work order goes to the workshop.

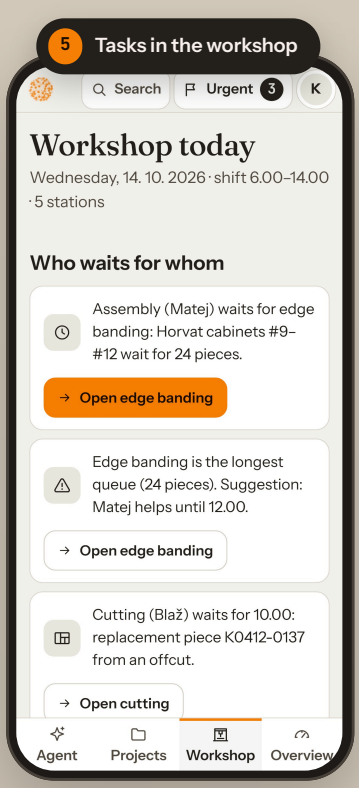
Production & tracking

Each station sees its own tasks: Start, Pause, Report a problem, Finish. The overview shows where work gets stuck.

Fitting & job costing

An installation sheet with cabinets, hardware and sizes — also on the fitter's phone. Job costing at the end shows the final result.





81.7 % board yield → **269** labels with a QR code → **1** installation sheet

What's in it *for you?*

We don't promise amounts — every workshop is different. But we can show you where you will feel the difference in the very first month.

Time

- Quotes the same day, not at night.
- Less searching, fewer calls.
- An answer for the customer in seconds.

Accuracy

- Measurements entered once.
- Fewer mistakes and return trips.
- A QR code on every part.

Material

- Optimised cutting, with offcuts.
- Orders on time, in the right quantity.
- Fewer rush deliveries.

Overview

- See the bottleneck in time.
- Deadlines that hold.
- Know-how stays in the company.

Check for yourself

Write down your answers. In the demo we show you where the Agent shortens them.

How many evenings a week do you spend on quotes? _____

How often a month do you have to remake a part? _____

How many times a day are you asked "When will it be ready?" _____

How many days does a customer wait for a quote? _____

1,239

companies make furniture in Slovenia; 92 % have fewer than ten people, owners included. [5]

7×

higher chance (nearly sevenfold) of a real conversation with the buyer when you reply to a web enquiry within an hour rather than an hour later (US, 2011). [6]

6

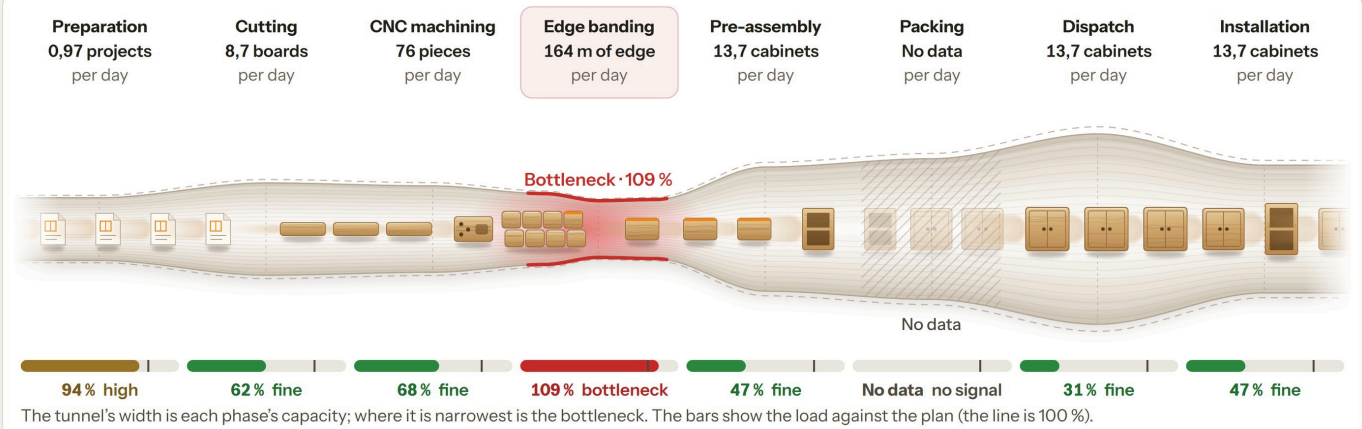
joinery occupations are on Slovenia's shortage-occupation list for 2026. [7]

Plan from past projects — before you promise a date.

From the measured times of past projects the Agent suggests standard times; you confirm them. It builds the schedule from open orders, machine capacity and the calendar; the tunnel shows the bottleneck.

Simulation on your phone

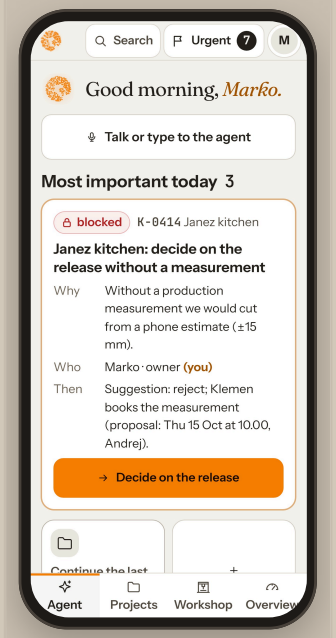
ACTUAL From the machines and manual confirmations · today, Wednesday 14 Oct · refreshed at 7.40. The owner and the production manager use the simulation.



The tunnel's width is each phase's capacity; where it is narrowest is the bottleneck. The bars show the load against the plan (the line is 100 %).

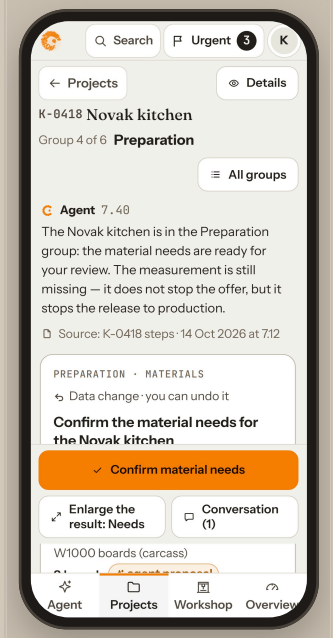
FOR THE WHOLE TEAM

Everyone sees their own part. *Everyone works on the same job.*



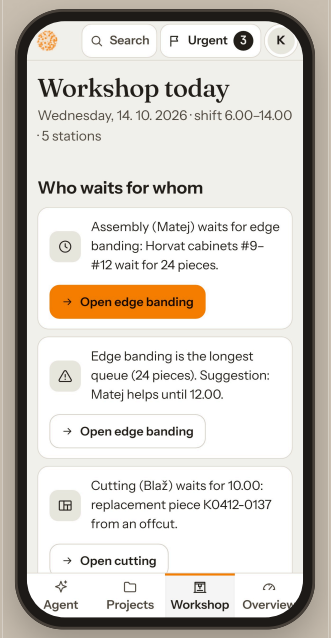
Owner

What is urgent today, where work gets stuck and what a project really earns.



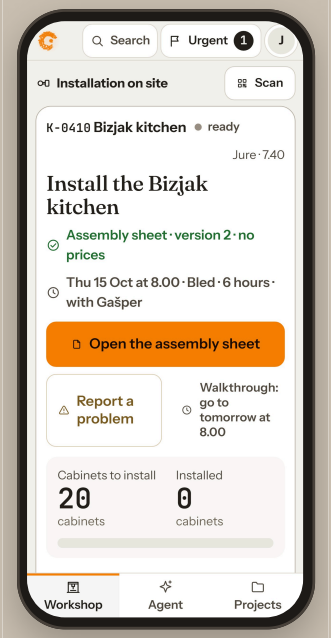
Design & sales

Measurements, design, quote and material — in one project, nothing copied twice.



Workshop

My task, the quantity and the instructions. Start, Pause, Report a problem, Finish.



Fitting

The installation sheet and a QR code on every part: everyone knows what goes where.

Grows with you

one-person shop → workshop up to 10 → company up to 50

Success after the first month

5 days
in a row without Excel

> 95 %
of parts scanned

< 30 s
to answer “Where is that part?”

NEXT STEP

Let us show you *the whole journey.*

In about ten minutes we show you a kitchen from measuring to fitting, on the real platform — at your workshop, at ours or online. No obligation.

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WEB	totusagent.com
COMPANY	Totus d.o.o., Ljubljana, Slovenia

totusagent.com

Scan to see what Totus Agent can do.

HOW WE START

1

A demo

10 minutes at your place, ours or online — your questions, your workshop.

2

The first project

We connect your price list and materials and run the first project with you.

3

Your workshop

The Agent works with your people. After the first month we review the results together and decide the next steps.

Sources

1. HWK Dresden and FH des Mittelstands Bielefeld, “Mehr Zeit fürs Handwerk, weniger Papier” (2025), as reported by Deutsche Handwerks Zeitung, 8 May 2025: 596 hours a year (about 75 working days) on bureaucratic duties in metal-trade craft workshops with 5–15 employees.
2. Josephson, Larsson and Li (2002), Journal of Management in Engineering 18(2): rework on seven building projects in Sweden — 7.1 % of working time and 4.4 % of construction value.
3. Les3 web shop (October 2026): melamine-faced chipboard 2800 × 2070 × 18 mm, €95.46.
4. McKinsey Global Institute (2012), The social economy: interaction workers spend nearly 20 % of the working week looking for internal information or tracking down colleagues who can help.
5. Eurostat, structural business statistics sbs_sc_ovw (2024), NACE C31 Manufacture of furniture, Slovenia: 1,239 enterprises, 5,467 persons employed, 91.6 % with fewer than 10 persons.
6. Oldroyd, McElheran and Elkington (2011), “The Short Life of Online Sales Leads”, Harvard Business Review 89(3): firms that responded to a web enquiry within an hour were nearly 7 times as likely to reach a decision maker as those responding even an hour later (1.25 million enquiries).
7. Employment Service of Slovenia (ZRSZ), employment incentive for recipients of unemployment benefit – shortage occupations for 2026: joiner, pattern joiner, furniture joiner, building joiner, machine joiner, sample and machine joiner.

Screens are from Totus Agent (October 2026); names, companies, projects and amounts on them are made up. The kitchen on page 4 is rendered from the same design in Blender: the realistic part with its extras is an illustration; the drawing and the see-through part show how the cabinets are built.