



Breckenridge Winery Management Software

Synopsis of Functionality, Scope and Tracking Capabilities

The following outlines the basic functionality and capabilities of the Breckenridge Winery Management and Accounting Software. Please understand that this merely highlights the scope and that many other tracking and reporting functions are available.

Winery Inventory Processing

Receive, process, blend, add, top, bottle, transfer, adjust, etc., any product by varietal/product, lot and/or location. Track juice, bulk wine, wine making components, raw materials, case goods, bottles, and any tasting room products. Create work orders and record actual process activities. Create bill-of-materials models for repetitive functions. Fully supports all bulk wine activities and bottling activities. Track by actual lot cost, standard cost, insurance value or alternative valuation. Meets TTB and FDA tracking requirements. Full reporting by varietal/product, lot, location and process.

Lot Tracking and Winemakers Notes

Track any product by lot; grapes, juice, wine, case goods, yeast, filters, corks, bottles, etc. Know their source, date received and which ones were used for each specific process. Unlimited, user-defined fields can be established for tracking qualitative and quantitative tests by lot (numeric and text-based fields). Full historical records, chronologically-based, are maintained for as long as you wish.

TTB Reporting

Directly based upon the entries made with the inventory activities, and potentially the transfer and order processing functions, this module will automatically create the report required, in the format that is required by the TTB. Special consideration must be applied regarding the entries made within the inventory activities function and must be acknowledged towards the ramifications to the TTB report.

Barrel Tracking/Management

Identify each specific barrel, track all barrel qualities (i.e. oak type, toast level, maintenance performed, maintenance planned, etc.) position barrels into barrel groups, track activities into each barrel/barrel group. Utilize bar-coding, by barrel, for work orders and/or inventory activities.

Vineyard Tracking

For each vineyard, block and sub-block level, that is defined by a single varietal and assigned a lot, you can record every activity that takes place, (i.e. spraying, pruning, etc.) by what type of activity, how it was performed/applied, costs, and when it occurred. This data will become part of the historical file for that lot (fully reportable), and carried with the lot as it is received into the winery and further processed.

Purchase Orders

For purchasing products or services from outside suppliers or vendors. Interfaces with Inventory and Accounts Payable modules.

Orders, Shipping, Invoicing

Enter orders, create pick slips and bills-of-lading, and print invoices all with full editing functions. Flag advance orders/allocations, based on status codes. All forms can be generated on plain paper, with the opportunity to import scanned logos and letterhead. Segment your customers in up to forty-three, user-defined segments; all with full reporting capabilities. Track by type of customer, sales person, region, marketing program, event, etc... Automatically supports multiple price levels and discount levels, by product and customer.

Advance Orders

Enter orders for products that have not yet been produced, and that may not be produced for some time. Print confirmations for advance orders received. When appropriate, create consolidated shipping orders, permitting quantity changes and/or product substitutions.

Wine Club Orders

Create the same order for multiple customers, by selecting the product(s) and then selecting the customers for which the order should be shipped. This module will automatically create the multiple orders.

Point-of-Sale, Tasting Room Orders

Employ a computer terminal in your tasting room, tied to your network, to enter orders, for any and all products, as well as enter payment information. Bar code scanners can be utilized for this application. For high traffic applications, a computerized cash register(s) should be implemented; data from the register(s) can be downloaded to the primary data files.

Accounts Receivable

Enter payments of any type (i.e. cash, check, credit card, etc.), apply any selected discounts, and make any adjustments to a customers account. Automatically apply finance charges, with adjustments, and print statements with or without line item details. Selectively apply credits to charges and print aging reports by customer, sales rep, region, etc.

Accounts Payable

Enter vendor invoices and distribute to as many GL accounts as required. Optionally, require approval for payment and select when invoices should be paid. Allowances for payment discounts are automatic or selective.

General Ledger

Enter specific journal entries, import journal entries from other operations modules and import recurring journal entries. Produce all standard financial reports.

Optional ASP Application

The BSTI Application Service Provider plan permits a winery to use the software, on our server, via internet connection. Participation in this plan provides a number of valuable benefits for wineries, as outlined below, as well as renting/leasing the software instead of an outright purchase.

Ability to employ sophisticated software tools tailored specifically for wine companies.

- ⇒ Supports a complete range of wine business and accounting activities.
- ⇒ Entirely Microsoft Windows based.
- ⇒ Entirely Microsoft Office based (MS-Access and MS-Visual Basic).

Ability to employ high-end computer hardware capabilities without the costs

- ⇒ (In the ASP Application, seed companies simply maintain links to the internet).
- ⇒ Employ BSTI's high-end, highly loaded computer servers.
- ⇒ Enjoy BSTI's hardware upgrades over time.
- ⇒ Avoid the need for system/network specialists for start-up and ongoing support.
- ⇒ Avoid most hardware upgrade costs, even as software advances require them.
- ⇒ Avoid operating system upgrade costs, even as software advances require them.
- ⇒ Avoid MS-Office upgrade costs, even as software advances require them.

Ability to “delegate” the System Administrator function

- ⇒ Data back-up and retrieval services are provided by BSTI.
- ⇒ Security administration is provided by BSTI.
- ⇒ System auditing is performed by BSTI.
- ⇒ Error recovery is performed by BSTI.
- ⇒ Software updates are installed and managed by BSTI.
- ⇒ Annual archiving activities are performed by BSTI.

Ability to obtain Training and Support from knowledgeable staff

- ⇒ Our staff is trained and experienced with the specific nuances of wineries.
- ⇒ Problem solving is facilitated by BSTI “shadow” capabilities.
- ⇒ Allows our staff to see exactly what a user sees.
- ⇒ Helps to remove communication barriers.
- ⇒ Helps to identify and address issues concisely.
- ⇒ Speeds the process of arriving at answers.
- ⇒ Training can occur by telephone while looking at the same screen.
- ⇒ Avoids the time and cost of travel.
- ⇒ Can work with user's own data, not theoretical.
- ⇒ Can train in a series of short intervals to secure concepts.
- ⇒ BSTI experts from around the country can be involved easily.

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