



Angove Family Winemakers

Eclipse blends Microsoft proven technology with winemakers data requirements

Angove Family Winemakers is one of Australia's oldest wine producing families whose business covers the entire spectrum of the wine industry, from grape to table, with their wines not only distributed throughout Australia but exported to markets all over the world.

Grape growing is a significant part of their heritage and Angove has extensive holdings, including Nanya vineyards. Grapes are also sourced from local growers and many premium regions throughout South Australia.

Angove stands as one of the few wineries with strong interests in distilling, as well as grape growing and wine making.

The Challenge

Prior to partnering with Eclipse, Angove utilised a bespoke system known as Wimis, which was unique to Angove within the wine industry. While the existing software was comprehensive and covered all aspects of their IT requirements, the product's age and provider's one-man support team posed a huge risk for Angove's ongoing business.

Andrew Coombe, Financial Controller, felt Angove not only needed a provider who offered long-term stability and support for their growing business, but someone who was committed to the wine industry.

Andrew said, "We looked at a number of competitors in the space but we didn't feel their solutions were a significant leap ahead of what we already had. Angove required a more flexible, powerful and robust solution than our previous legacy system."

Providing the Solution

Eclipse approached Angove with VinPoint, a solution specifically developed for the wine industry.

Built on the Microsoft Dynamics NAV platform, VinPoint offered state-of-the-art software capable of managing every aspect of the wine business, from viticulture and winery operations, through to finance, inventory management, and sales.

"Our staff is a wonderful blend of experience and youth who have readily accepted Vinpoint. The Microsoft look and feel greatly enhanced Vinpoint's initial acceptance, which is reinforced by its relative ease-of-use. This is a very important aspect for both existing and new staff," said Andrew.

With strict compliance regulations and unique taxation requirements, like Wine Equalisation Tax (WET), VinPoint provided Angove with an end-to-end solution that combined leading Microsoft technology with the highly specialised data-driven requirements of wine businesses.

Andrew said, "Vinpoint delivers on all counts and we look forward to a long future with Vinpoint and Eclipse Computing in a rapidly changing business environment."



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The benefits going forward

A foundation VinPoint client, Angove collaborated with Eclipse to ensure their diverse operational requirements were incorporated into a single, seamless database. The result was a modern, intuitive and responsive solution that covers all aspects of the wine business, from grape to glass.

"Eclipse Computing has provided a range of appropriate staff depending on the occasion. Whether it is pre sales, implementation, development or training Eclipse has been able to deliver on their philosophy of old fashioned service. In particular we were inspired by Mark Weimann's sailing prowess to take a leap of faith into uncharted waters," said Andrew.

Of particular importance to Angove was the ability to extract data from their management systems for reporting. Andrew said, "VinPoint, while complying with all our regulatory requirements, has improved significantly our reporting capabilities. The filtering functions and Excel links are just two examples of improved functionality and connectivity."

Being delivered as part of a phased implementation process, Angove was impressed with Eclipse's ability to schedule the implementation around their winemaking production calendar. Being about to embark on Vintage, phase one of VinPoint delivered core financials, inventory, distribution (bonded warehousing), bottling, and cellar door modules. Upon completion of Vintage, Eclipse agreed to return and implement further winemaking and cellar management modules.

"There have been no short cuts and no substitutions for the hard work and clear thought that Eclipse brought to this project. Things never stay still in business and we are confident that the VinPoint solution will adapt to changes in the industry.

"Angove is a genuine Australian family company since 1886 and is proud to be associated with Vinpoint and Eclipse Computing," said Andrew.



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