



VINPOINT

VinPoint is a fully integrated end-to-end business management software solution that blends the specific functionality required by winemakers with the renowned capabilities of proven Microsoft technologies.

Why is VinPoint the preferred choice for wine businesses in Australia and New Zealand?

Easy to use – lower cost for training and maintaining

Frustrated by complex and old-looking systems that don't work the way you do?

VinPoint has the same look and feel as the standard Microsoft Desktop products (Word, Excel, Outlook) that your team is using today.

This means VinPoint looks familiar and is easy to use. Other simple to use features of VinPoint include:

- User friendly, MS Windows based interface for data entry, data viewing and reporting
- Search, find, filter and report on any field in the database
- Link attachments to anything - customers, suppliers etc. for easy access and viewing
- Access data from MS SharePoint
- Limited key strokes required to complete actions as all information is generally available from one screen.

“ VinPoint has allowed the Rathbone Wine Group to consolidate information from four major wineries across the country into one system, accessible by anyone needing information, anywhere, anytime. ”

*Rick Pelletier, Project Manager
Rathbone Wine Group Pty Ltd*



Get more from your existing software investment

Would it save you time if all your Desktop systems were integrated?

VinPoint is a 100% Microsoft solution and is integrated with the Microsoft Office products.

That means that your team is using the same set of tools, without replication.

For example, within VinPoint you can:

- Push any data to Word or Excel using user defined formats (using StyleSheets)
- Cut and paste data from VinPoint directly to Excel, Word, Outlook
- Direct e-mail documents to PDF (quick and secure)
- Use template Word documents for mail merging.

Real-time access to information, not just reporting

How much would it cost your business if an incorrect decision is made or a correct decision is overlooked, because you can't get access to the right information?

VinPoint processes all transactions in real-time and has multiple options for accessing data using a range of smart tools:

- User definable on screen reports (Financial, Sales and Purchasing) with
 - Slice and dice
 - Drill anywhere
 - Push to Excel
- Push (as well as cut and paste) data to Excel, so that it is correctly formatted by cell
- Extract Data from Excel, using Excel functions
 - Drag and Drop
 - Dynamic Graphs
 - Save and schedule
 - E-mail alerts
 - Publish to web
- System reports cover all areas of VinPoint
- Schedule reports to run and be emailed out internally or externally
- MS SQL reporting services for KPI and exception reporting analytics
- Access the data using a BI tool such as Microsoft PerformancePoint
- Supports parallel reporting periods to allow growing year versus financial year analysis.

Code	Name	Budgeted Quantity	Distributor	Ux-Winery	Cellar Door	Internet... Mail	Domestic Custom...	Export Customers	United Kingdom	Asia Pacific
F10CHD_EC	2010 Eclipse Chardonnay TW	7,000				7,000.00	7,000.00			
F10CHD_HT6	2010 Chardonnay Hill Top AC	3,275	2,000.00	225.00			2,225.00		700.00	
F10HER_EC	2010 Eclipse Merlot TW	7,000				7,000.00	7,000.00			
F10HER_RC12	2010 Merlot River Creek 12C	3,465	2,200.00	215.00			2,415.00		800.00	
F10ESL_EC	2010 Eclipse Sauv Blanc TW	6,000				6,000.00	6,000.00			
F10ESL_HT6	2010 Sauv Blanc Hill Top AC	3,100	1,800.00	200.00			2,000.00		700.00	
F10ESL_EC	2010 Eclipse Shiraz TW	6,500				6,500.00	6,500.00			
F10SHZ_RC_RES	2010 Shiraz River Ok Reserve	33,200	14,000.00	1,200.00		5,000.00	20,200.00		10,000.00	
F10SHZ_RC12	2010 Shiraz River Creek 12C	3,600	2,200.00	200.00			2,400.00		900.00	

◀ The **Sales Budget** allows you to budget your sales figures in either quantities or amounts, by inventory item, time period, sales person or by dimensions. The budget information can be viewed from any of these perspectives, and even exported to excel for further manipulation if needed.

Flexible system design can adapt to suit your business

Do you currently have a system that does not fit your business requirements and is too hard to change?

VinPoint's flexible development environment means we can adapt our wine industry solution to meet your own, unique business requirements.

Strong development future with a proven implementation partner

Are you concerned about the future of your old systems?

VinPoint is built on 100% Microsoft technology, using the Microsoft Dynamics NAV platform as its base. Microsoft continues to invest millions of dollars in research & development to ensure their Microsoft Dynamics products and technology offers world leading functionality.

For example, VinPoint is ready today to handle the requirements of large chains who are demanding that their suppliers provide electronic data interchange (EDI) of order, delivery and packing information in their required format.

Are you also concerned about your current software partner?

VinPoint is developed, implemented and supported by Eclipse, a 100% Australian owned company. With a Melbourne based Support Centre and 7 offices across Australia and New Zealand, Eclipse offers a range of value added services for all our Maintenance clients such as:

- 24 x 7 x 365 help desk via the local Support Centre
- Unlimited support calls to the Support Centre at no charge
- Senior consultants with wine industry experience.

The Blend Simulator enables a ► winemaker to simulate an intended blend and view the theoretical results of the blend in terms of cost, volume and composition.

VinPoint Offers More functionality

VinPoint also offers a range of functional advantages that differentiate our solution.

- Product trace-ability – not just at the wine batch but at all levels, from source to origin and reverse by batch/lot number, with drill down
- Customer Relationship Management – full CRM capability including
 - Contact management and classification
 - Segmentation and profiling
 - Campaign creation, follow up and pricing
 - Opportunity tracking
 - Interaction tracking
- Wine Club – ability to create and manage a wine club, including Membership management, pack runs and automatic order generation
- Pricing – sales price and discount matrixes, purchase pricing.
- Indirect Sales – importing and reporting on distributor sales to end customer
- Wine Allocations – not just by customer but by customer group or market as well
- Cellar management
 - Costing – track detailed costing of bulk wine through the process
 - Lab / QA analysis
 - Viticulture
- Bottling – Full MRP with drag and drop scheduling, or simple bottling
- EDI – electronic data interchange including Scanpack
- Inventory management and procurement, around true inventory rules
- Statistical based, demand planning
- Financials
 - Liquidity (cash position reporting)
 - Dimensional analysis
 - True multi-company and multi-currency accounting with intercompany and consolidations
 - Integrated fixed assets with multiple depreciation books
 - Fully GST compliant with no GST monthly cut-off
 - Date driven and no need to close off periods
- Cellar Door Point of Sale – with intuitive touch screen enabled interface
- Add-ons for property management, asset maintenance, etc. if required.

Blend Sim Line No.	Cellar Code	Vessel Code	Parent Item No.	Batch ID	Vessel Content	Quantity	Line Unit Cost	Line Cost	Alcohol	Percentage of Blend
10000		TANK04	B_CHA-CNST07	07CHACNST_01	5,000.00	3,000.00	0.05	143.62	0.00	32.7869
20000		TANK15	B_CHA-CNST07	CHACNST_06	4,150.00	4,150.00	6.42	26,643.00	0.00	45.3552
30000		TANK14	B_CHA-CNST07	CHACNST_05	2,000.00	2,000.00	6.42	12,840.00	0.00	21.8579

Attribute Code	Code Value	Description	Split 100%	Split %
VINTAGE	2007		43.72	43.7158
VINTAGE	2006		42.68	42.6776
VINTAGE	2005		13.61	13.6066
VARIETY	CHA	Chardonnay	68.25	68.2514
VARIETY	SBL	Sauvignon Blanc	31.75	31.7486
REGION	CNST	Constantia	78.14	78.1421
REGION	CLV	Clare Valley	10.93	10.9290
REGION	BARR	Barossa	10.93	10.9290
LIP	CNST,CHA,2007		32.79	32.7869
LIP	CNST,SBL,2006		31.75	31.7486

There are more reasons to invest in VinPoint than any other wine management solution.

VinPoint offers more functionality and the security of 100% Microsoft architecture. This is backed by Eclipse, the leading Microsoft Dynamics partner in the Asia Pacific Region.

The Solution



For more information, contact Eclipse

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