



prodware
adjust

WINE &
SPIRITS

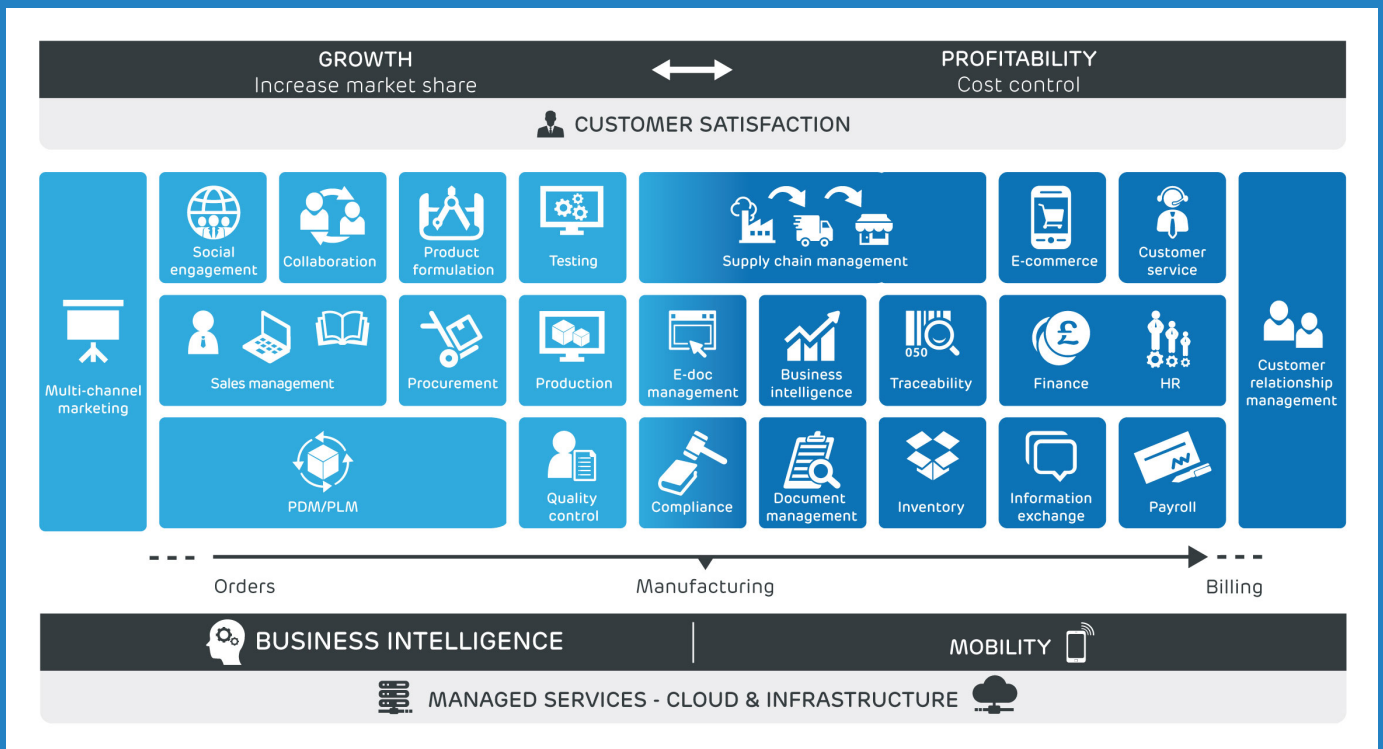
Microsoft Dynamics

prodware^{TD}

Our research and development strategy: to be the most innovative IT solutions integrator

“Prodware’s software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries.”

Alain Conrard
General Director - *Prodware*
CEO - *Prodware Group*



* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

** The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



Your challenge: adapting to meet the needs of changing markets

Traders, co-operative cellars, chateaux, properties, fields or vineyards; whatever your activity in the wine and spirits sector, *Prodware* brings you best practice and know-how in the development of business information systems.

Prodware adjust Wine & Spirits allows you to benefit from a global ERP solution that directly contributes to your company performance.

More automation within your management processes is essential to benefit from productivity gains:

- Better data quality
- Reduction of stock
- Reduction in administrative costs
- Production optimisation
- Visibility of available stock

PRODWARE adjust Wine & Spirits, an end to end **Microsoft Dynamics** solution helps you reach your potential, long term – unconstrained by advances in technology.

Some functions are particularly important for the vini-culture sector:

Wholesalers and importers: based on achieving a view of real-time saleable inventory, your business can gain strong commercial flexible in your own country and through exporting globally. The management of Primeur is a particularly important function which will be supported by the analysis of the historical and allowances.

Customer relationship management (CRM) functionality helps you increase your customers and prospects, portfolios and thus improve sales follow-up and pipeline management using relevant KPIs.

Co-operatives: we understand you have a particular expectation of cost and margin control. CRM functions help you better track your customers and therefore increase your sales. Customs law can be integrated into stock management workflows. Finally, by keeping track of all winery movements your business will achieve traceability which is essential to your product management.

Vineyards, chateaux, fields and properties: *Prodware* appreciate a specific interest in full traceability of sales and stock, as well as production management and dry materials handling. CRM tools will optimise your sales locally and overseas.

Prodware adjust rounds off Prodware's product range:

+ Core Solutions
Incorporation and adjustment of Microsoft Dynamics.

+ Innovative Solutions
Designing ground-breaking, high value-adding solutions for specific trades and industries to enhance the performance of existing platforms.

+ Service Solutions
Advice and support in integrating, hosting and financing solutions with proactive management.

Your six selection criteria

To guide you towards the right solution for your business

✂ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

✂ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

✂ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

✂ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

✂ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfil your requirements, for example: single instance, multi legislation, multi-company.

✂ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

Prodware adjust Wine & Spirits

Prodware adjust Wine & Spirits is an end to end business solution which is based on **Microsoft Dynamics NAV**. Certified by *Microsoft*, the software offers complete and integrated modules for the management of your entire business and delivers the power and sustainability of an ERP that is already used by more than 1 million users across the world.

Prodware adjust Wine & Spirits helps you optimise your profits by speeding up the route to market and minimising your costs.

Enjoy all the benefits of a business software specific for your industry, while having the technology and the functional richness of an ERP leader such as *Microsoft*.

NAV

Microsoft
Dynamics

✓ **Prodware adjust Wine & Spirits offers the key functionality you need:**

- > CRM
- > Email integration
- > Marketing campaign management
- > Trade counter
- > E-business
- > Primeur
- > Winery
- > Governance and Customs
- > Production management and planning
- > Traceability
- > Finance and accounting
- > Capital management
- > Warehouse management (WMS)
- > Business intelligence (BI)
- > Maintenance management

PRODOU@NE La Douane au service des professionnels

- > **Prodware adjust Wine & Spirits** is certified by Customs (Gamma) in France

- > **PRODWARE adjust Wine & Spirits** also allows our users an international market for growth

ebusiness

suite by prodware

Flexible, wide-ranging, adaptable and natively integrated into ERP, ebusiness Suite is a single solution which meets all the requirements of B2B and B2C trading.

- > Native ERP connectors
- > Dedicated tool for upgrading product-marketing information
- > Simple, intuitive administration
- > Sustainability of a solution based on *Microsoft* standards
- > Profile and identification management
- > Research management and navigation universe
- > Shopping basket and preference list management
- > Monitoring of orders, history and budgets

ebusiness Suite supports you in your strategy for Internet dominance, while ensuring there is perfect consistency with your Information System.

mobility

suite by prodware

The perfect add-on to your Information System, Mobility Suite enables you to optimise your flows, increase your productivity and reduce the number of recalls by equipping your itinerant forces effectively and intuitively.

Designed to equip your deliverers, your service technicians or your salespeople, Mobility Suite enables you to supply your workforce with all the information needed for the management of approaches to and calls on your customers (taking orders etc.).

Mobility Suite, which can be carried across multiple platforms and natively integrated into your ERP, enables you to upload and use information where you need it, while supervising and optimising your teams' movements.

WMS

suite by prodware

Comprehensive physical management solution for logistical flows integrated natively into your ERP.

WMS Suite is a module which physically manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, WMS Suite manages and optimises locations and siting and enhances traceability by radio.

WMS Suite uses barcode printers, embedded computing and EDI.



Microsoft Dynamics CRM

Microsoft Dynamics CRM automates your itinerant Sales force (SFA) so that your business strategy can be applied in the field.

- > Identifying sales opportunities and growth potential
- > Profiling and intelligence on social networks
- > Building customer loyalty
- > Graphic organisation chart
- > Positioning
- > Sales cycle management, weighting
- > Simplified inputting of quotes and opportunities, in accordance with contracts
- > Catalogue management (items, images, products)
- > Organising records of meetings
- > Dashboards for monitoring sales activity
- > Marketing operations
- > Customer Services



The Services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS,
OPTIMISE COSTS AND IMPLEMENTATION
TIMESCALES



Business applications
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY,
CONSOLIDATING YOUR INFORMATION AND
KNOW - HOW



International Deployment
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT
FROM THE LATEST FEATURES TO INCREASE
YOUR PRODUCTIVITY



Upgrade
Methodology

Choose the help, training and service levels which suit you

✂ **Training and Help** to make your workforce more productive and support their skills enhancement - Online or on site.

✂ **Application Management** to steer your workforce towards value-added tasks with a guaranteed minimum security level.

✂ **Financing**
Prodware offers you tailored financing contracts which satisfy individual needs and constraints.

With more than 10 years' experience in this sphere of activity, *Prodware* has designed a suite of products and services especially for Distribution professionals.

- > Software integration
- > Dedicated hardware integration
- > Return management
- > Infrastructure support
- > Support for shops and central services
- > On-site support

Some of our Prodware adjust Wine & Spirits clients



Bordeaux Tradition, a family-owned wine wholesaler and importer based in Bor-Gable, France has 10 employees and more than 1,000 customers. With 70% of their turnover from export, and have 60% market growth. The "Primeurs campaign" is a business model used by this wholesale distributor, in addition to other ERP functions.



MARRENON
Vignobles en Luberon & Ventoux

Marrenon - vineyards in the Lubéron and Ventoux regions of France, bring together a co-operative of 1,200 wine growers who manage a vineyard of 7,600 hectares. The strength of the group is its control in production. Business activities are split 50% export and 50% in France (where business is shared between the GMS and the associated group of cafes, hotels, restaurants and wholesalers).

WINERY

UNE NOUVELLE APPROCHE DU VIN

Philippe Raoux SAS specialises in the sale of wine in large volumes. Philippe Raoux SAS has created a wine tourism site in the Medoc region in France; from an original concept which includes wine tasting, a restaurant and wine bar.



The Domaine Faiveley, located at Nuits-Saint-Georges, France; has more than 120 hectares of vineyards on exceptional soil, including 10 Grands Crus and 20 Premiers Crus. Since 1825, the Faiveley family has established its vineyards. Domaine Faiveley wines are valued and enjoyed by the greatest French chefs and around the world in 80 countries.



The St.-Sidonius cellar, in Puget-Ville, France; is a co-operative of Rosé winery specialists in Provence, with more than 300 members. About 750 hectares are located in the Provence coasts' AOC wine appellation area. 85% of wines produced are Rosé, clear and aromatic. These are mainly composed of Grenache, Cin-sault and Syrah grapes. The winery makes and sells (in bulk and smaller) with an active export strategy.



Olivier Leflaive

Olivier Leflaive, is a producer and distributor of wines from Burgundy, France. The area in Puligny-Montrachet is world-famous for its wines and its four star hotels. Olivier Leflaive is a wine-growing business in full expansion.



Prodware in figures



181,8 M€
2015 TURNOVER



1,275
EMPLOYEES



N°1
MICROSOFT DYNAMICS
(EMEA)



+19,000
CUSTOMERS



14
COUNTRIES



LISTED ON ALTERNEXT
(ALPRO)



42
OFFICES

Since being founded in 1989, Prodware has created, integrated and hosted IT solutions for businesses. A Microsoft Gold Partner and a key player for the installation and management of global IT solutions and applications, we specialise in Microsoft Dynamics CRM and Microsoft Dynamics ERP solutions and currently serve more than 20,000 active customers, offering industry designed solutions and strong IT expertise.

Prodware's expertise and strategic partner alliances has enabled them to become Europe's largest Microsoft Dynamics partner and one of the leading software and IT solution providers in the UK.

PRODWARE HAS ESTABLISHED AN INTERNATIONAL DIVISION TO DELIVER THE SAME HIGH-QUALITY SERVICE ACROSS THE WORLD. OUR INTERNATIONAL SUBSIDIARIES AND OUR GLOBAL ALLIANCE NETWORK ENSURES THAT YOU CAN DEPLOY YOUR SOLUTION IN MORE THAN 75 COUNTRIES.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

Prodware's global coverage



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