

DISTILLERIES, WINERIES AND BREWING

Benefits

Improve global supply chain visibility and meet changing consumer requirements

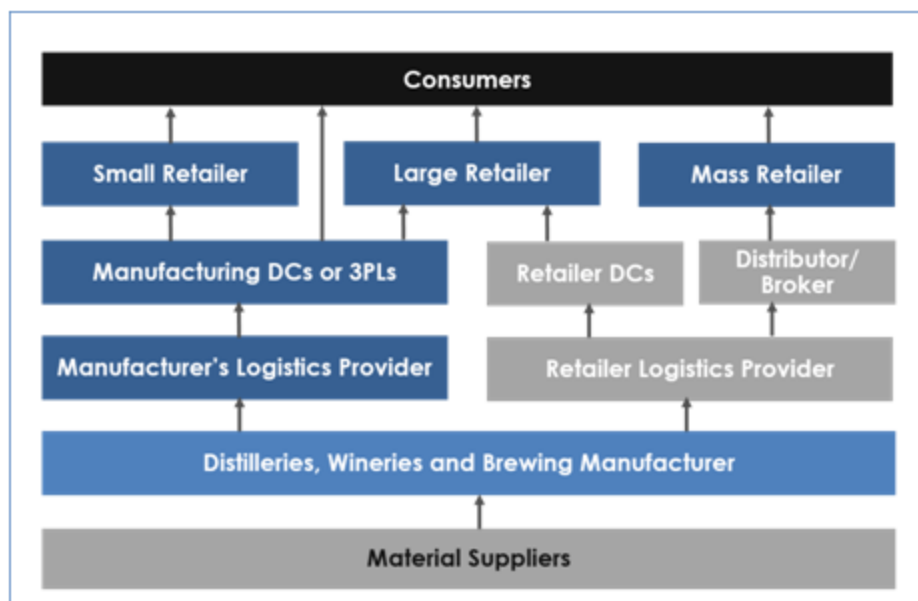
Manage the entire production process from harvest to bottle

Manage promotions to optimize profits

Achieve compliance with regulations and product traceability requirements

QAD offers distilleries, wineries and brewing manufacturers a complete solution to help meet the unique challenges of the highly competitive industry. The industry is earmarked by changing consumer preferences such as interest in craft beers, flavored spirits and innovative packaging. Effectively managing seasonality, promotions, distributors and brokers is essential to success. The comprehensive QAD solution helps companies synchronize critical processes to meet customer demand while also meeting compliance and international documentation requirements.

Distilleries, Wineries and Brewing Value Chain



Key QAD capabilities include material traceability, demand planning, supply chain execution, quality management, global financials and product traceability. These and the QAD for Wineries solution provide distilleries, wineries and brewing companies control of manufacturing processes while meeting compliance requirements, controlling risk and continuously improving operations that align with business strategy.

Better manage manufacturing cycles through better planning, improved supplier management and efficient manufacturing management.

Increase inventory turns and reduce inventory by using sophisticated forecasting methods and detecting demand forecast changes as they happen.

Improve promotion and distribution management through advanced trade activity management and transportation management capabilities.

QAD Distilleries, Wineries and Brewing Solution Overview

The distilleries, wineries and brewing segment consists of manufacturers who make all types of alcoholic beverages. These manufacturers face a variety of challenges that include producing high quality products in a rapidly changing consumer market while meeting a variety of regulations.

The traditional alcoholic beverage demand pattern is changing. Global distribution of smaller distilled and craft brewed products is increasing at a rapid rate as are laws and regulations for product quality, tracking and distribution. Larger manufacturers face new competition. Keeping up with consumers' shifting buying habits has dramatically changed the way the industry forecasts demand and manages promotions.

Government regulations in this industry have always been strict and every country has its own laws. In the United States and Canada, laws vary by province and state in terms of what products can be distributed. Regulations for product traceability and labeling documentation demand careful management by manufacturers to comply.

QAD Cloud ERP and related QAD capabilities help manufacturers address the unique challenges in the alcoholic beverage sector. The QAD solution is based on best-in-class, industry-specific business processes including the capabilities to meet regulatory requirements. The QAD for Wineries Module assists with the unique cost control and lot management needs in this industry. The solution manages the mixing of the grapes and other ingredients to control the manufacturing process up to the point the product is ready for bottling. This solution is also applicable to brewing and distilling.

The following are key processes provided by QAD to help distilleries, wineries and brewing manufacturers successfully address their challenges.

[QAD DSCP \(Demand and Supply Chain Planning\)](#)

[QAD TAM \(Trade Activity Management\)](#)

Lot Trace Workbench

[QAD QMS \(Quality Management System\)](#)

Item Level Serialization

[Planning and Scheduling Workbenches](#)

[QAD Supplier Portal](#) — **Supplier Management**

[QAD Warehousing](#)

[QAD Enterprise Asset Management](#)

[QAD TMS \(Transportation Management System\)](#)

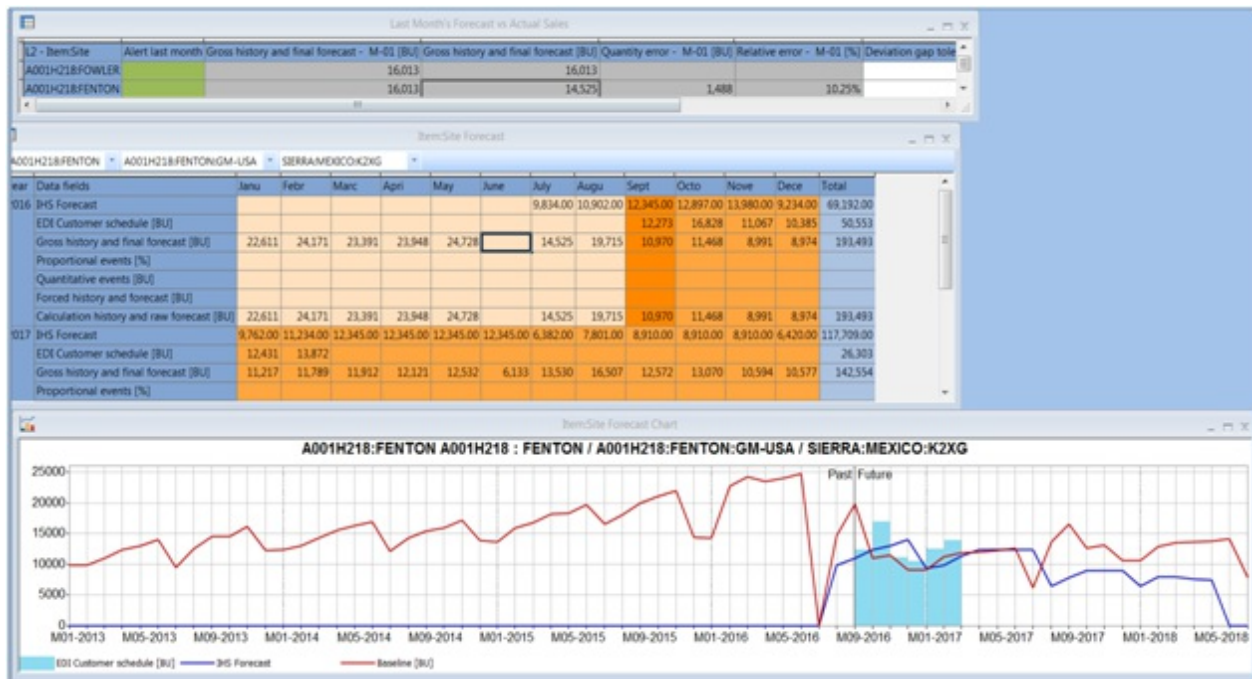
An overview of the key processes in this industry follows. For information about the other processes, please visit QAD.com.

QAD DSCP (Demand and Supply Chain Planning)

QAD DSCP supports the improvement of key metrics used by alcoholic beverage manufacturers by providing tools to better build and manage forecasts. QAD DSCP **improves the reliability and accuracy of forecasts** by ensuring collaboration across all departments and personnel involved in the forecasting process. **Manufacturers can manage forecasts at any level** – customer, item, group or family – with input from a variety of sources – sales representatives, customers, marketing and finance.

QAD Demand Planning creates sales forecasts based on historical data (typically EDI data), market analysis data and customer production data. It handles exceptional events such as holiday shutdowns. It uses **sophisticated statistical modeling to pinpoint anomalies that can skew demand**, can smooth historical data if applicable, determine the effect of exceptional events and generate a forecast for each individual item. It automatically selects the best-fit statistical model. It also supports situations where manufacturers rely on new product introduction for significant revenues.

QAD DSCP Long-Range Forecasting



QAD TAM (Trade Activity Management)

QAD Trade Activity Management provides the ability to use historical information to plan promotions. It provides **increased visibility of all discounts earned against promotional deals**, available on a real-time basis. Promotional data is maintained at the invoice line level and includes all relevant details needed for profitability analysis. Manufacturers can copy varying levels of detail from live promotions or create templates from past promotions.

QAD Trade Activity Management provides **flexible deal management capabilities for individuals and groups by customer and items**. Deal categories include Immediate discount and order line/order level discounts commonly referred to as Off-Invoice deals. These may include deferred discount – future discounts based on sales activity commonly referred to as Bill-back and Rebate deals; bonus goods – free or discounted goods based upon previous order lines; allocated funds – fixed monies with a defined payment schedule independent of sales activity commonly referred to as Lump Sum deals.

QAD Trade Activity Management delivers an efficient and powerful **solution for managing deductions**. Key deduction management capabilities include the Deduction Review Workbench for viewing and maintaining deductions and Earned Discount Visibility.

Trade Contracts Activity Center

The screenshot displays the 'TAM Contract Activity Center' interface. It features a search bar with filters for Customer, starts at, and a search button. Below the search bar, there are two main data tables. The first table, 'Customer Pricing Contracts', shows a list of contracts with columns for Customer, Sort Name, Active, Bill To, Class, List Type, Business Relation, Type, Site, Country Code, and Region. The second table, 'Contract Deal', shows details for a specific contract (CR-00250) with columns for Contract, Deal, Description, Deal Start Date, Deal End Date, Deal Category, Entity, Deal Effects, and Combination Type.

Customer	Sort Name	Active	Bill To	Class	List Type	Business Relation	Type	Site	Country Code	Region
10C1003	Pacific Health Care Systems	yes	DIST	customer	10-C1003	DIST	10-100	USA		
10C1004	Price Chopper	yes	WHSL	supplier	10-C1004	WHSL	10-100	USA		

Contract Code	Description	Contract Type	Status	Buying Group	Customer	Buy Start	Buy End
CR-00250	Return Distributor Contract	Distributor Contract	Closed	10C1003	11/28/2014	11/28/20	
CR-00248	Test Generate and Review Claims	Distributor Contract	Closed	10C1003	11/28/2014	11/28/20	

Contract	Deal	Description	Deal Start Date	Deal End Date	Deal Category	Entity	Deal Effects	Combination Type
CR-00250	Dist Service Fee	Distributor Service Fee	11/28/2014	11/28/2014	Deferred Discount	None		
CR-00250	Distributor Contract	Distributor Contract Pricing	11/28/2014	11/28/2014	Contract Pricing			Exclusive
CR-00250	One-Off Deferred	One-Off Deferred Incentive deal	11/28/2014	11/28/2014	Deferred Discount	None		

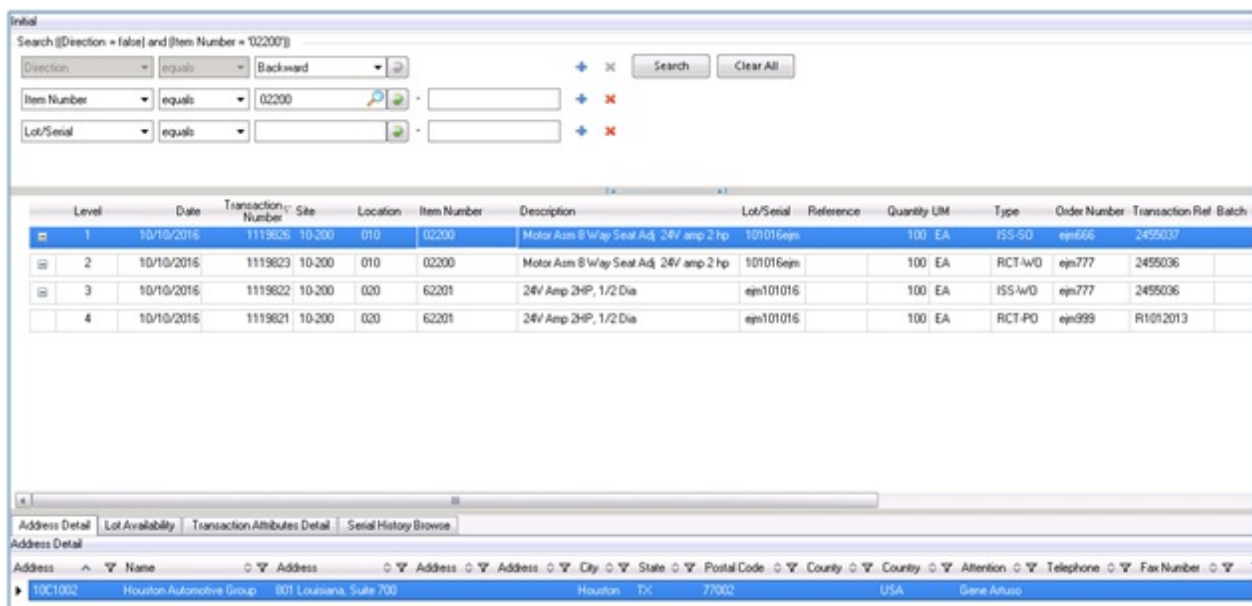
Lot Trace Workbench

The Lot Trace Workbench helps distilleries, wineries and breweries quickly access complete lot/serial-based transaction history. **It provides full traceability – from sourcing to manufacturing and shipment – and a complete audit trail of all lot or serial numbered**

items. In real-time, manufacturers can take any lot or serial number of a product and identify where it was used, where it was shipped it, and where it is now.

Recently the standards and directives to promote product safety have changed from reactive methods to proactive. Global regulating bodies now focus on problem prevention and are tailoring laws and compliance regulations to minimize events. Because of the enormity and complexity of complying with such requirements, having a fully automated quality management system is critical to track and meet these industry requirements. **QAD QMS (Quality Management System) works with Lot Trace Workbench to provide a complete set of tools distilleries, wineries and brewers need to continuously comply with regulations.**

Lot Trace Workbench Lot/Serial Item Search



Level	Date	Transaction Number	Site	Location	Item Number	Description	Lot/Serial	Reference	Quantity	UM	Type	Order Number	Transaction Ref	Batch
1	10/10/2016	1119826	10-200	010	02200	Motor Asm 8'Way Seal Adj, 24V amp 2 hp	101016ejn		100	EA	ISS-SD	ejn666	2455037	
2	10/10/2016	1119823	10-200	010	02200	Motor Asm 8'Way Seal Adj, 24V amp 2 hp	101016ejn		100	EA	RCT-WD	ejn777	2455036	
3	10/10/2016	1119822	10-200	020	62201	24V Amp 2HP, 1/2 Dia	ejn101016		100	EA	ISS-WD	ejn777	2455036	
4	10/10/2016	1119821	10-200	020	62201	24V Amp 2HP, 1/2 Dia	ejn101016		100	EA	RCT-PO	ejn999	R1012013	

Address	Name	Address	Address	City	State	Postal Code	County	Country	Attention	Telephone	Fax Number
10C1002	Houston Automotive Group	801 Louisiana, Suite 700		Houston	TX	77002		USA	Gene Altuso		

For more information on how the QAD solution for Distilleries, Wineries and Breweries Manufacturing can help your company, please contact QAD at +1-805-566-6100 or email info@qad.com.