

# Vintegrate Advantages

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*Vintegrate stands out from the competition, thanks to years of investment in our team, product, and real-world experience with wineries like yours. Here are a few key differentiators.*

## Complete Winery Solution

Vintegrate is a complete winery solution out-of-the-box, including rich winemaking features, compliance reporting, financial reporting, and integrations with external systems. Other systems may require customization to deliver even basic winery features like compliance reporting.

Vintegrate is the only CfMD (Certified for Microsoft Dynamics) winery management product in the market. CfMD is Microsoft's proof of Vintegrate's completeness as a product.

Vintegrate's development roadmap is driven by your needs, with regular software updates delivering valuable new functionality.

## Experienced Development and Support Team

Vintegrate's product development, implementation, and support team are all US-based and have deep experience serving wine industry clients with Dynamics NAV development and support. Key team members have been building, implementing, and supporting Vintegrate and NAV for 8-20 years each!

## Truly Integrated Winemaking

Vintegrate Winemaking is fully integrated with NAV's inventory and costing engine, which permits use of standard NAV tools like inventory value reporting, Revaluation Journal, Item Charges, etc. to manage wine inventory and costs. Your critical historical data is not locked in proprietary code.

Other NAV-based winemaking systems don't do this to avoid paying extra Microsoft licensing fees to use their advanced manufacturing technology. That means that your bulk inventory is not truly integrated with NAV inventory and costing, so you cannot use your regular inventory reporting and management tools with your bulk inventory. For example, you cannot in one step trace back from a bottle of wine all the way to the individual weigh tags and additive lots that went into it.

## Cellar Management

Vintegrate Winemaking Projects helps organize and schedule cellar activities over time. Project Templates let you lay out routine processes with estimated time separations and task durations. You can then quickly apply that template to a project, specify the start or end date, and have Vintegrate calculate the start and end date for each step of the project.

Vintegrate Winemaking Orders can be linked together, so that the result of earlier work orders become the input to downstream work orders before they are posted. This makes it easy to plan multiple steps into the future, and works great with Vintegrate Winemaking Projects. You can also run the "Expected Vessel Contents" report to see what your cellar will look like on a certain date after planned work orders are completed.

It's easy for everybody to see planned work orders in Vintegrate. Pending work is shown on the Vessel Card, the Vessel List, optionally on the Tank Map, in the Winemaking Order, on the Expected Vessel Contents report, and on the Winemaking Order List.

## Managing Wine *En Tirage*

Vintegrate's "Barrel Tank" Vessel Type is well suited for managing secondary fermentation *en tirage*. Vintegrate can precisely track *en tirage* bottle counts with each wine lot, and you can add to and split or partially remove bottles – all without leaving the bulk wine management system. When it's time for disgorging, the lees stay connected to the source wine.

Vintegrate's Winemaking Order lets you consume the bottles and closures, absorbing their cost into the inventory value of the wine, and tracking the packaging components to their sources for food safety purposes.

## Lab Analysis Tracking

Vintegrate is designed for efficient manual and automated lab data capture. The Analysis Entry Worksheet lets you quickly generate and complete multiple analysis cards, using a spreadsheet-like interface. You can also import data directly from lab systems that support electronic data export.

Outside Lab Integration with ETS Labs is standard in Vintegrate, and can be extended to other labs at your request. This feature quickly imports results from outside labs and in-house automated testing systems.

Vintegrate publishes your lab results as soon as the measurement value is entered. Winemakers and others can see the latest lab results, along with a full trace of lab history, on the Vessel Card, in reports, etc.

## And Much, Much More

Vintegrate provides a full range of winery-specific features, including:

- Managing case goods inventory, wholesale sales and distribution, as "Bottles" and "Cases"
- Tax and compliance reporting
- Interfaces to external systems and services like ShipCompliant, Vin65, etc.
- Financial analysis and reporting
- Inventory cost management and physical inventory counting
- Fruit and bulk wine contracts
- Bulk supply change management and demand forecasting (Program Management)
- Support for custom crush facilities and alternating proprietorships
- Barrel management and barrel cost allocation
- Pre-harvest vineyard block/subblock maturity tracking
- Etc.