

Interactive

# Orchestrated **BEER**™

Business Management Software for Craft Breweries.™

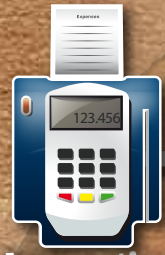
Sales & Fulfillment



Production & Recipes



Planning (MRP)



Accounting



Inventory Management



Purchasing & SCM





# OrchestratedBEER™

## Business Management Software for Craft Breweries.™

OrchestratedBEER™ is business management software for your brewery. Spend less time getting a handle on your business and more time behind the tap handles at your brewery. OrchestratedBEER manages all the complex processes in a brewery so you can focus on what you do best – brewing great beer.

Begin

### Supply Chain

Provides vendor supply information, so you know who to order from and when.



### BREWERY

#### Purchasing

Manage your purchasing process from "order-to-payment". Receive raw materials and track lots and lot attributes.

#### Accounting

Manage cash flow, book-keeping, reporting, and tax requirements. Know who owes you and who you owe.

#### Sales

Manage your sales process from "order-to-cash". Know what is "available-to-promise".

#### Production

Track each production process from raw materials to packaged beer. Know how much that beer costs you and manage production variances by each process.

#### Inventory

Know what you have in stock, committed, on-order and what is available.



### Retail

Increase the effectiveness of your sales force by managing sales activities with direct and indirect retail partners.



Finish



### Distribution

Know which orders need to be fulfilled and by what priority. Track sales and deliveries to your distributor network.

# Core Features



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## Centralized Accounting:

- GAAP Compliant
- Budget Management
- Complete Chart of Accounts
- Bank Statement Processing
- Banking
- Payment Processing
- General Ledger
- Financial Statements & Reporting
- Automated Journal Entries
- Production Variance Costs
- Basic Cost Accounting
- Sales Tax & Excise Tax

OrchestratedBEER™ has full Accounting functionality. Manage all brewery processes directly in your chart of accounts with an integrated, centralized accounting platform. Journal entries are automatically created as each process occurs. Manage your cash flow, production variances, inventory, sales, purchases and fixed assets from a financial perspective from a single piece of software.



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## Inventory Management:

- Item Master Data
- Inventory Transfer
- Inventory Levels
- Substitute/Alternative Items
- Batch & Lot Tracking
- Physical Inventory Counting
- Bill of Materials (BOM)
- Pick & Pack Management
- Good Receipt & Goods Issue
- Inventory Posting

OrchestratedBEER™'s Inventory Management integrates into your chart of accounts. View real-time inventory levels; what is in-stock, what is committed, what is on-order and what is available. The integrated inventory functionality also allows you to view work-in-progress production levels in different stages & storage tanks. Run a balance sheet anytime during the day to see how your money is sitting on your brewery floor.



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## Material Requirements Planning:

- Forecasting
- MRP Wizard
- Order Recommendation
- Planning Horizon

OrchestratedBEER™'s (MRP) function helps you anticipate the materials that are required to meet your demands. The MRP Wizard allows you to plan your production and purchases based on user-defined forecasts and sales demands while considering order intervals, minimum quantities, maximum quantities and tank capacity. Automatically generate purchase orders and production orders based on what is necessary to meet your demands.





# Core Features

## Production Management:



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- Recipes & Bill of Materials (BOM)
- Multi-process Production
- Digital Brew Sheet
- Cellar Worksheet
- Packaging Worksheet
- Production to Storage Tank
- Production Receipts
- Batch Production Management
- Variance Management
- Issue of Components

OrchestratedBEER™ has complete Production Management capabilities integrated in the General Ledger and Inventory. Track production cost variances and lab log data in a single production order menu. Store all of your recipes in the “bill of materials”. Use the “bill of materials” in the production order to produce beer based off of your recipe ingredients for each of your brews. Raw materials inventory automatically depletes as finished beer inventory increases.



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## Production Scheduler:

- Drag and Drop
- Visualize Production
- Visualize Orders
- Calendar View
- Warehouse View

OrchestratedBEER™'s production scheduling functionality allows users to visualize and schedule production schedules on a calendar. By simply dragging and dropping production orders on the calendar, you can automatically schedule or adjust production by date and time. Visualize production by a monthly, weekly or daily calendar view and by warehouse or storage tank.



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## Reporting:

- Drag & Relate Feature
- Drill Down Feature
- Search Assistance
- Full Crystal Reports Integration
- TTB Reporting
- Export to Microsoft Excel
- Workflow-based Alerts
- Built-in Analysis Tool
- Brewery Specific Reports

OrchestratedBEER™ has full Business Reporting and TTB Reporting. With integrated brewery specific Crystal Reports and analysis tools, you have the flexibility to access relevant information necessary to make decisions and run your business. The TTB Brewer's Report of Operations and TTB Excise Tax Report are built directly into the software application. Generate monthly reports with the real-time information that is automatically accumulated as you manage your brewery processes.



SAP

# Core Features

## Sales Order Fulfillment:



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- Sales Orders
- Delivery Notes (BOL)
- A/R Invoice & Reserve Invoice
- A/R Credit Memo
- Customer Based Pricing
- Document Drafts
- Document Generation Wizard
- Document Printing
- Pick & Pack Management

OrchestratedBEER™'s sales management feature contains specific documents that create both inventory and accounting transactions, automatically and in real time. Create sales orders to commit inventory for a future sale. Deduct inventory when the inventory leaves your warehouse. Convert to an accounts receivable invoice when you are ready to invoice and receive payment from your customers. Use the A/R Reserve invoice to book and collect receivables before delivering your beer.



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## Customer Relationship Management (CRM):

- Opportunity Management
- Pipeline Reporting
- Customer Contact Management
- Campaign Management
- Activity Management
- Sales Quotations
- Sales Orders
- Pipeline Management

OrchestratedBEER™ has integrated Sales Opportunities and Customer Relationship Management (CRM) functionality to help you manage sales activities and give your sales force the ability to manage existing customer and new customer sales opportunities. Attach sales quotations to automatically store the revenue and gross profit opportunity associated with the prospective sale. Convert your sales opportunity into a transaction from a single application. Manage your sales pipeline to anticipate future growth.



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## Purchasing & (SCM) Functionality:

- Purchase Quotes
- Purchase Orders & Deliveries
- Goods Receipts & Returns
- A/P Invoice & Credit Notes
- Automatic Order Replenishment
- Automated Order Recommendation
- Lead Time Purchase Management
- Order Cycle Purchase Management
- Minimum Stock Management
- Procurement Confirmation Wizard

Manage all of your purchases and vendor relations. Create a purchase order and automatically show the production department that raw materials are on order. Convert the purchase order into a goods receipt PO and make it available for production. Manage account payable invoices in the integrated financials module.





# Advanced Modules\*

## Quality Control Module:



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- Cellar Records
- Analysis
- Yeast Data
- Cleaning and Sanitation

The Quality Control Module captures QC data on specific batches throughout the different production processes. The QC module provides a single database for all to interact, while utilizing the Lab Data screen to capture and analyze data on different fermenters, bright tanks and samples.



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## Recipe Adjustment Module:

- Raw Ingredient Recipe Adjustment Definition
- Lot Attribute Consideration in Production
- Base Recipe Adjustment Automation
- Advanced Lot Attribute Definition

The Recipe Adjustment Module adjusts base recipes on the fly based off of ingredients attributes such as alpha acid or extract. By preselecting a lot of hops or grains with a documented attribute, recipes are automatically adjusted to account for the concentration attribute metric.



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## Multi-Location Production Module:

- Tank Storage Location Definition
- Warehouse Location Definition
- Location Specific Production Management
- Multi-Location Transfers
- User Specific Location Defaults

The Multi-location Production Module allows you to manage multiple production locations in the same company database by defining separate locations for production storage tanks and warehouses. This allows you to create production orders specific to the storage tanks and warehouses of each production location.



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## Business Analytics Module:

- Advanced Reports
- Visual Dashboard Reporting
- Predefined Analytical Cubes

The Advanced Business Analytics Module provides excel-based analytical cube reporting capabilities. This module gives you advanced views into the brewery to help you make better decisions using predefined executive level reports, visual dashboards and advanced analytical tools.



# Extension Modules\*

## Mobile Application:



- Alerts
- Approvals
- Mobilized Reports
- Task & Activity Management
- Opportunities Management
- Customer Contact Information
- Inventory & Stock Information
- Sales Quotes
- Sales Orders
- Offline Accessibility



The Mobile Application Extension Module (powered by coresuite mobile™) for the iPhone and iPad, gives you immediate access to the most relevant information to enable you to run your business from any location, at any time. Get mobile access to key customer and vendor information while viewing dynamic reports on the go. Receive alerts, approvals, tasks and activities to have control when you're away from the brewery.

## Customer Web Portal:



- View Account Balances
- View Sales History
- View Statements
- Accept Online Payments
- Accounting & Inventory Integration
- Inventory Integration
- Request Quotes
- Place Orders



The Customer Web Portal Extension Module, (powered by ZedSuite™), delivers a 24/7 self-service gateway to place orders, track the progress of their order, view statements and make payments. Your customers can view sales history, current sales, account balance, statements, quotes, orders, and inventory levels.





# A centralized system to manage every process of your brewery!

By consolidating all of your business processes into a single software application, OrchestratedBEER™ can streamline processes, create transparency, automate workflow, increase information flow, integrate departments and ultimately create a more cohesive brewery. OrchestratedBEER™ can help your brewery become more efficient, consistent, profitable and scalable. OrchestratedBEER™ provides real-time information and advanced business intelligence to help you make better decisions.



## For Procurement: Keep track of your materials!

By having all of the information about your inventory and stock, you can make better purchasing decisions so that you don't run out of beer. Monitor stock levels in real-time and across multiple warehouses or storage tanks. Run real-time inventory updates, availability checks, and utilize the pricing management function that allows you to automatically apply volume, cash and account discounts to transactions with vendors and customers. Use the Material Requirements Planning to help plan purchases based off of production requirements and sales demands. Spend more time making your purchases and less time worrying about what you will run out of.



## For Brewers: Organize your brewing process!

By managing all of the information relevant to your brewing process in OrchestratedBEER™, you are able to track any batch of beer at any time in the future. Look up the electronic record that is created for every batch of beer, from production order to delivery invoice. With automatic TTB Report generation you can drop the tedious task of filling out TTB Reports and leave it to OrchestratedBEER™. Spend more time brewing and less time worrying about reports.



## For Accounting: Automate your accounting!

By having all of your brewery processes automated into the centralized accounting platform, OrchestratedBEER™ automatically creates journal entries in your general ledger as processes occurs. Chart of account value balances automatically adjust as purchasing, sales and production occurs. No need to enter in tedious manual journal entries that may not be entirely accurate to begin with. Spend more time analyzing financials and less time entering in data.



## For Sales: Make better promises and sell more!

By having full visibility to the entire sales process, OrchestratedBEER™ allows you to make better promises to customers and sell more beer. Know when beer is due out of production and when it will be delivered. OrchestratedBEER™ also allows you to manage your entire sales process from lead-to-order, order-to-delivery, delivery-to-reorder. Manage customer relationships better with a 360 degree view of the customer interaction. Spend more time selling beer and less time wondering when you can.





# Product Comparison

**OrchestratedBEER™**  
Business Management Software For Craft Breweries™



## Recommended for:

# of Users	1 - 15 users	5 to 25 users	20 - 1,000 users
BBIs Produced	0 - 25,000 BBIs	25,000 - 100,000	100k+
Licensing Type	SaaS	Perpetual	Perpetual

## Features:

Centralized Accounting	✓	✓	✓
Inventory Management	✓	✓	✓
Supply Chain Management	✓	✓	✓
Production Management	✓	✓	✓
Production Scheduler	✓	✓	✓
MRP - Planning	✓	✓	✓
Sales Management	✓	✓	✓
Sales Opportunities (CRM)	✓	✓	✓
TTB Reporting	✓	✓	✓
Basic Quality Control	✓	✓	✓

## Capabilities:

Custom Configuration		✓	✓
Custom Integration		✓	✓
Custom Report Development		✓	✓
Custom Process Management			✓

## Advanced Modules:

Quality Control	<b>Not Available</b>	<b>Available</b>	<b>Included</b>
Multi-location Production			
Recipe Adjustment			
Business Analytics			

## Extension Modules:

Customer Web Portal	<b>Available</b>	<b>Available</b>
Mobile App(s)		
Payroll	<b>Not available</b>	
Retail POS		
Barcode Scanning		

## Implementation:

Chart of Accounts	<b>Pre-defined</b>	<b>Pre-defined</b>	<b>Custom</b>
Configuration	<b>Turn-key</b>	<b>Fine-tune</b>	<b>Custom</b>
Training	<b>*Virtual Training</b>	<b>On site Training</b>	<b>On site Training</b>
Transition	<b>**Remote Transition</b>	<b>On site Transition</b>	<b>On site Transition</b>
Stabilization Period	<b>30 Days</b>	<b>45 Days</b>	<b>90 Days</b>
Deployment Timeline	<b>5 weeks</b>	<b>3 - 4 months</b>	<b>4 - 6 months</b>
On site Days	<b>N/A</b>	<b>6 Days (2 Visits)</b>	<b>11 Days (3 Visits)</b>

<b>Hosting:</b>	<b>Cloud Only</b>	<b>Hosted Environment or Local server</b>	<b>Hosted Environment or Local server</b>
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\*Online role-based pre-recorded curriculum

\*\*Remote assistance provided by Orchestra consultant





# 1.3 Billion barrels of beer are produced each year using **SAP** Software.

## About SAP:

SAP is the world leader in enterprise applications in terms of software and software-related service revenue. Based on market capitalization, SAP is the world's third largest independent software manufacturer.

SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device, SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP does this by extending the availability of software across on-premise installations, on-demand deployments, and mobile devices.

## About Orchestra:

Orchestra is an SAP Gold Partner located in Portland, OR, and the company behind OrchestratedBEER. Orchestra is a business technology firm that brings enterprise level accounting and business management software to small and midsize businesses. By specializing in the SAP® Business One Platform, Orchestra has developed a full enterprise solution that meets the needs of any craft brewery at an affordable price.

OrchestratedBEER can help your business run better using business management software designed specifically for Craft Breweries.

**The World's largest breweries run **SAP**, now Craft Breweries can too.**

**OrchestratedBEER™**  
Business Management Software for Craft Breweries.™



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One Brewery. One Software

