

Unified Vineyard and Winery Solution



Streamline Your Vineyard and Winery Operations with Microsoft Dynamics 365 Supply Chain and the Unified winery and vineyard solution. By harnessing the power of Microsoft Dynamics 365 Supply Chain, we have built a comprehensive platform that caters to the unique needs and challenges of the wine industry. With the Microsoft Dynamics 365-based winery and vineyard solution, you can streamline your grower contracts, optimize batch production processes, gain full lot traceability from receipt of goods to the sale of the wine bottle or case and elevate your overall business performance.

Key Features and Benefits:

1. **Vineyard Management:** Efficiently manage your vineyard operations with features that enable tracking vineyard locations, grape varieties, planting and harvesting schedules, pest and disease management. Gain valuable insights into grape quality, optimize cultivation practices, and make informed decisions to maximize your yields.
2. **Grower Contracts:** Contract Management functionality from Unify Dots that allows you to have contracts in place with Vineyards with pre-negotiated pricing based on season, quality, varietal.
3. **Production Planning and Management:** Take control of your winemaking processes with comprehensive production planning and management capabilities. Seamlessly track and schedule activities from grape crushing to fermentation, aging, blending, and bottling. Ensure batch traceability, maintain quality control standards, and meet compliance requirements effortlessly.
4. **Inventory Management:** Effectively manage your inventory of raw materials such as grapes, barrels, and bottles, as well as finished products like wine bottles and cases. Gain real-time visibility into inventory levels, optimize stock rotation, and reduce wastage. Improve forecasting accuracy to avoid shortages and optimize production schedules.
5. **Lot Traceability:** Full lot and batch traceability from receipt of grapes to production to bottling to sale of goods.
6. **Sales and Distribution Management:** Drive sales growth and streamline distribution channels with features tailored to the wine industry. Manage customer and distributor orders, pricing, promotions, and discounts efficiently. Enable seamless order fulfillment, track shipments, and manage multiple sales channels, including direct-to-consumer, retail, and wholesale.
7. **Compliance and Regulatory Support:** Stay compliant with industry regulations and certifications effortlessly. The Microsoft Dynamics 365 ERP solution provides the tools to manage labeling laws, taxation, excise reporting, and certification standards. Compliance for excise tax based on the alcohol volume or other factors. Generate accurate reports and documentation required for regulatory audits with ease.
8. **Financial Management:** Ensure strong financial control and visibility with comprehensive financial management features out of Microsoft Dynamics 365 Finance. Get accurate cost per lot and cost per bottle by integrating your labor costs, vendor costs and processing costs while also including any

Unifying the Dots in your Business

wastage of grapes that are not usable. Streamline general ledger, accounts receivable and payable, budgeting, cost tracking, and financial reporting.

9. **Advanced Analytics and Reporting:** Make data-driven decisions with powerful analytics and reporting functionalities specific to the wine industry using Power BI embedded in Microsoft Dynamics 365 Supply Chain. Gain insights into sales performance, production costs, grape quality, inventory turnover, and profitability analysis. Identify trends, optimize processes, and uncover opportunities for growth and improvement.

Why Choose Microsoft and Unify Dots for Your Vineyard and Winery ERP Needs?

- **Industry Expertise:** With years of experience in ERP implementation and a deep understanding of the agriculture and distribution industry, we bring specialized knowledge to address your unique challenges effectively.
- **Microsoft Dynamics 365:** Our Agriculture and winery accelerator is built on top of Microsoft Dynamics 365 Supply Chain ERP, a powerful and scalable platform trusted by businesses worldwide. Leverage the robust capabilities of this cloud-based enterprise-grade solution.
- **Customization and Scalability:** We understand that every vineyard and winery has unique requirements. Our solution can be customized and configured to accommodate your specific processes and workflows. It grows with your business, ensuring scalability and adaptability as your needs evolve.
- **Seamless Integration:** Our ERP solution seamlessly integrates with other natively with Office 365 and offers a healthy API to integrate with any industry-standard solutions you need it to integrate with. This enables a unified ecosystem that enhances collaboration, data sharing, and overall productivity.
- **Proven Track Record:** Unify Dots has a track record of successful ERP implementations. Our dedicated team of global and local experts will guide you through the entire implementation process, ensuring a smooth transition and exceptional support.

Unlock the Full Potential of Your Vineyard and Winery Operations

Maximize efficiency, optimize production, and gain a competitive edge with Microsoft Dynamics Finance and Supply Chain ERP solution combined with the Unify Dots accelerator for growers, vineyards and wineries. Experience the power of Microsoft Dynamics 365 Supply Chain tailored to meet the specific needs of your industry. Contact us today to learn more about how our solution built on the Microsoft cloud can transform your winery and vineyard operations.





Unifying the Dots in your Business

About Unify Dots

UNIFY Dots helps you connect the Dots by providing solutions that enable digital transformation. Unify Dots specializes in AI-powered ERP, CRM, Customer Engagement, Field Service, Project Operations, Ecommerce and Point of Sale solutions.

AI Agents and Copilot enabled work	Finance, Accounting, Treasury, Budgeting, Financial Reporting	Supply Chain, Order Management, Manufacturing and WMS	CRM: Sales, Service, Field Service
Human Resources Management and Talent	Shop floor management, Sustainability and ESG	Data Analytics, Business Intelligence	Customer Experience - Customer Data Platform and Marketing
Power Platform – Power Apps, Automate	IP: Mobile Order Management, Contract Management	E-Commerce & POS	Industry Accelerators –Manufacturing, Agri, Insurance, Maritime, Real Estate

Unify Dots has local presence in Asia Pacific, Australia, New Zealand, Europe, North America and operate on a global scale with a local touch. Unify Dots is also committed to improving the world and has pledged to donate at least 25% of its profit towards the case of helping educate children from low-income families in developing countries.

Contact Unify Dots

Email us at **info@unifydots.com** to get more information on implementing Microsoft Dynamics 365 Winery and Vineyard solution or contact us by calling one of our office locations or visit us at <https://unifydots.com>

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For more information on automating your winery and vineyard operations with Microsoft Dynamics 365 email us at info@unifydots.com