





"Analyzing data is so much easier, so much more timely. We're looking at things in real time as far as understanding where the business is and where it's headed."

- Chuck Warren, CFO, G.H.C. Reid, Largest beverage distributor in American Samoa

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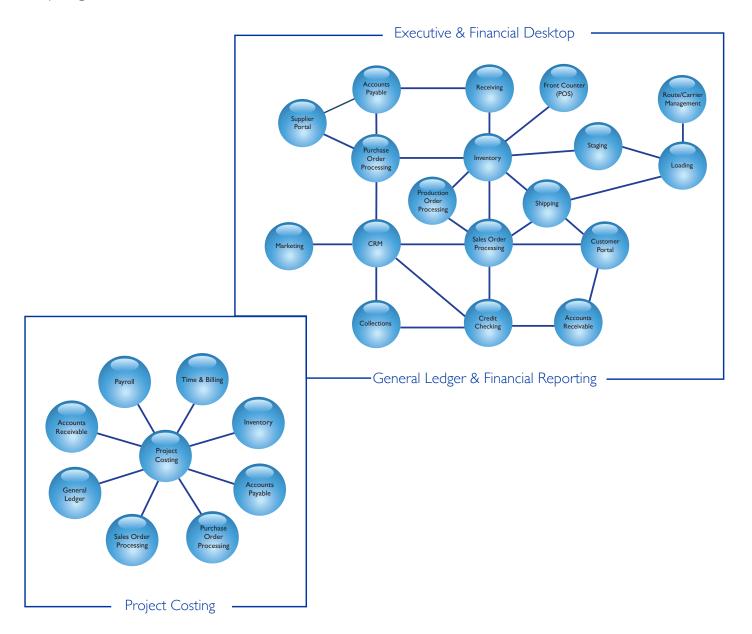
# End-to-End Contact Relationship Management

### Carillon ERP is a true enterprise system, designed to be used by everyone in your organization.

Carillon's Contact Relationship Management (CRM) capabilities are not as limited as other Customer Relationship Management systems. In an enterprise system, your activities with suppliers and other third parties need to be tracked in CRM in addition to your activities with customers. Carillon ERP's CRM is an integral part of the ERP system, not a third-party afterthought.

## Fully Integrated For a 360° View of Your Business

A fully integrated enterprise system designed to be used by everyone in the organization can be especially important in the beverage distribution industry, which can have long lead times for inventory, product with limited shelf life, and constantly changing inventory attributes (vintage, proof, packaging, etc). If purchasing, marketing, and sales are not working closely together in a single integrated system, inventory shortages and spoilages can almost be assured.



# Robust Sales Order Entry

## Ease of Entry

Carillon ERP's Sales Order Entry window is extremely easy and efficient. It's designed to be so fast you can enter orders while talking to customers on the phone and email them a quote or order acknowledgement before you hang up.

### Fully Integrated CRM

Carillon ERP's Contact Relationship Management (CRM) functionality is fully integrated into the sales order process. You can have three contacts associated with an order:

- The person placing the order
- The person the items should be sent to
- The person the invoice should be mailed or emailed to

## Create Purchase Orders

If you want to drop ship an order straight to a customer, you can create a purchase at the same time you save the sales order. It can even be emailed to the supplier at the same time the order is saved. Artwork, specifications, unlimited notes and documents can automatically be attached.

## Commissions

Carillon ERP has a very robust commissions calculation feature that even lets you split commissions among multiple salespeople.

## Available to Sell (ATS)

Know how many items you have available to sell as you're taking the order. See the next page for more on our ATS Dashboard.

## **Approval Process**

Quotes and sales orders can go through an approval process based on the security rights of the user.

## Quoting

In Carillon ERP, you can use the same window for quoting as you use for entering sales orders, giving you all of the features of the Sales Order Entry window even when providing quotes. Click send to email a quote for a customer to see while you are on the phone. You can then convert a quote into a sales order by simply clicking a radio button. Whether you're selling stock inventory, drop-ship inventory or a custom built manufactured item, you have all the capability you need in this one window.

## Historical Orders

With a single click, you can see everything a customer has ever bought from you. You can view it order by order or summarized by year.

## Copy Previous Orders

If a customer merely wants to copy their last order, you can do this by retrieving and copying their previous order. You can even change whatever is necessary prior to saving.

## Email and Fax Integration

Carillon ERP's mail functionality allows you to email order acknowledgements and purchase orders straight from the Sales Order Entry window. Invoices and statements may also be emailed directly to a contact.

## Pricing

Carillon ERP supports unlimited cascading price files and should be able to handle almost any pricing algorithm you can imagine.

## Notes

Unlimited notes can be created both at the header level and at the line item level. The user can specify where these notes appear. Each note can be over 32,000 characters long.



"We had pretty specific needs and were worried that a standard ERP system might not work for us. Carillon was the only package we found that could be customized to our business, including upgrades."

- Beth Thibodeaux, Red River Specialties

#### Custom Build An Item

Not only does Carillon ERP allow you to create items on the fly, it also allows you to customize the first level bill of material right in the sales order entry screen. You can even roll up the price of the components and add it up to the new price of the item you're selling. Finally, saving the sales order can automatically create a production order.

#### Pictures

Need to see item pictures? They're available in the Sales Order Entry window. Need to custom draw a picture? You can do that, too.

#### Create Ship Tos, Customers and Items

Subject to security rights, users of the Sales Order Entry window can create customers, ship tos and items on the fly.

#### Credit Checking

In addition to traditional credit limits, Carillon ERP has user-defined rules that you can create and then assign to customers as appropriate. For example, you can specify what should happen if a particular type of customer has a past due invoice or has gone over their credit limit. Of course, credit managers can always override any rules on an order-by-order basis.

#### Support for Unlimited Warehouses

You can source the product required to fill an order from unlimited warehouses without creating separate sales orders.

#### Process Downpayments

Downpayments can be entered and posted to deferred revenue. Once the order is shipped, the downpayment is automatically moved from deferred revenue to "real" revenue.

# Take Complete Control of Your Inventory

## ATS Dashboard

### Available to Sell

Carillon ERP calculates a time-phased available to sell amount for today or any date in the future. It considers all the known demands and supplies for an item out through the lead time to determine what is currently available. This is a far more sophisticated and accurate method of managing your inventory than the manual allocation process older systems use.

### Items are color-coded:

- **Green** You have adequate known supplies to meet known demands.
- **Yellow** You have adequate known supplies to meet known demands, but you will fall below the parameter defined in Item Maintenance, which functions similar to the safety stock level.
- **Red** You do not have adequate known supplies to meet known demands. You need to either increase or accelerate the availability of supply transactions or decrease or delay demand transactions.

Dashboard Inven	tory Class Timestamp																				
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Item	ID: 0 To:	777777777																			
Supplier	ID: 0 To:	9	99999999																		
	ed:  Purchase  Transfer																				
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	ate: 05/12/14		ATS, Quantity																		
Number Of Iter	ms: 1000		I Yellow Quanti	ity:																	
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cation Item	Item		Quantity	Yellow	Stocking	Suggested	Purcha		Order						Lead	Date	Do Not	Special	Freight		
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100000 183L	Vitamin A-30 - Lots	2.5000	8.8000	.0000			Pound	¥	.00	.00					30	06/11/14 🗸	00/00/94			00	De
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100000 26528.0001		72.0000	96.0000	.0000			Each	Ý	.00	.00					30	06/11/14	00/00/94	00/00/94		00	De
100000 26GA43CR	Crimson Red Coil	8,000.0000	8,000.0000	.0000			Pound	¥	.00	.00					7	05/19/14 🗸	00/00/94			00	De
100000 27	20% Breeder Cube	12,464.2800	7,964.2800	.0000			Pound	¥	.00	.00					30	06/11/14 🗸	00/00/94			00	De
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100000 36997.0000		93.0000	99.0000	.0000			Each	¥	.00	.00					30	06/11/14 🗸	00/00/94			00	C
100000 36L	Dyna-K - Lots	-30.6000	1.8000	.0000	LB		Pound	¥	.00	.00					30	06/11/14 🗸				00	0
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100000 37573.0000	16% Lay Pellet/Crumble	3.959.0000	3.959.0000	.0000			Pound	~	.00	.00					30	06/11/14 v				00	
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ATS can be calculated for any inventory item, including items that are consumed in the manufacturing process, kitted items, items with planned issuances to jobs, items that are purchased, items that are sold and items that are manufactured in-house. The information in the ATS dashboard can be used to show the need for production orders, as well as the need for purchase orders. It's a very powerful tool and a more modern way to manage your inventory levels.

## Purchasing

- - X

The primary purpose of a purchasing system is to facilitate:

- Deciding What To Buy Gather unfulfilled demand information from the Inventory Management System and (considering unfulfilled demand, lead times, minimum order quantities, order multiples, minimum stocking levels and maximum stocking levels) assist the purchasing agent in ordering cost effective quantities of items from suppliers.
- Obtaining Authorization Provide a mechanism whereby requisitions can be approved by the appropriate personnel (depending on the person placing the requisition and the cost of the requisitioned item).
- The Secure Issuance of Purchase Orders Allow authorized personnel to make approved purchases of inventory and non-inventory items from approved suppliers as efficiently as possible.
- Communicating Effectively communicate purchase orders, change orders, and cancellation order to suppliers timely and effectively using the suppliers' item IDs and descriptions when necessary or appropriate.

## Carillon ERP empowers your purchasing department with the following capabilities:

- Email or fax purchase orders merely by clicking File, Send
- Unlimited change order tracking
- CRM integration with document correspondence and conversations with suppliers
- Support for unlimited suppliers for an item
- Automatic updating of supplier price files
- Built-in approval process
- Support for supplier item IDs and item descriptions with the ability to print the supplier's item ID and description on purchase orders
- Order acknowledgement tracking
- Unlimited notes at the header level and for each line item
- Requisition Process
- Security Based Approval Process
- Three Way Matching
- Direct Ship
- Multiple warehouse/location support
- Multiple Date Tracking
- PO Drill Down Capability

## Balance the Workload with WebPack

WebPack is Carillon ERP's online portal for employees, customers, vendors and suppliers. It allows these individuals to perform simple, secure and safe information inquiries, thereby minimizing the workload strain on your Accounting, Human Resources, Purchasing and Customer Service departments. Employees can update their personal information and print paystubs, customers can check their order status and print invoices and suppliers can see purchasing and payment information. WebPack frees up your staff's time for more important tasks.

## Extensive Tracking of Item Information

Carillon allows you to record as much information as you need about each of your items. You can easily create custom item characteristics to ensure that your records are detailed.

Inquiry By Class	estamp										
Company II	<u>):</u> 01	ABC Distributor	Price Rang	e: .00	To:	99,999.99	Sort Order	1: Item Descripti	on	Ţ	
Pricing Location II	0: 10011		Vintag	e: 1900	To:	2100	Sort Order	2: Vintage		-	
Price File II	0: 1000		Inactiv	e: 🔘			Sort Order	3:		-	
Producer ID: BONTERRA Bonterra		Active:				Sort Order	4:				
		(Weinstein Providence)	Bot	h: 🔍			Sort Order	5:		-	
Bottle Size	: (All)										
Wine Regior	1: (All) - (All)							Calculate	ATS		
Туре	: (All)	Ţ	Grape Variet	y: (All)			¥				
Item ID Producer		Item Description	Vintage Proo	f Unit Of Mea	asure	Bottle Size	Wine Region	Туре	Available To Sell	Price	On Order
210476 Bonterra		(Organic) Sauvignon Blanc		0 Case of 12		75 cl	614	California White	200,002.00	167.60	.00
102051B Bonterra		Organic Cabernet Sauvignon		0 Bottle		75 cl		California Red C		14.70	.00
102052 Bonterra		Organic Cabernet Sauvignon		0 Case of 12		75 cl		California Red C		167.60	.00
102052B Bonterra		Organic Cabernet Sauvignon		0 Bottle		75 cl		California Red C		14.70	
101216B Bonterra		Organic Chardonnay		0 Bottle		75 cl	1.1.1.1	California White	2,500,020.00	14.70	.00
101216 Bonterra		Organic Chardonnay	2009	0 Case of 12		75 cl	612	California White	200,000.00	167.60	.00

## Eliminate Overages and Shortages with Historical Sales Analysis

When historical sales analysis considers variations in inventory attributes, seasonality and changing trends, it makes purchasing much easier. Carillon ERP understands that for products that are sold in multiple sizes, it's just as critical to know the total volume sold across all sizes as it is to know the sales of a single size.

	stamp														
Compan	y ID: 01	Beverage Distributor													
Location	n ID: 10011	MAIN Duty Paid Warehouse													
Per	riod: 5														
Y	fear: 2013														
_															
							Sales	Computed							
Item ID	Produ	er Item Description		Vintage	Master Item	Master Item Description	Forecast	Forecast	4-2013	3-2013			12,2012	11-2012	10.20
		item bescription	FIOOI	vintuge	muster nern	muster nem bescription	rorecast	rorecast	4-2015	3-2013	2-2015	1-2015	IL-LUIL		
210516	Silverado	(Miller Ranch) Sauvignon Blanc	0.00	2005	M1001	(Miller Ranch) Sauvignon Blanc - Silverado	100.00	.00		.00	.00	.00		.00	1
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210517 211080	Silverado Silverado	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc	0.00 0.00 0.00	2005 2007	M1001 M1001 M1003	(Miller Ranch) Sauvignon Blanc - Silverado (Miller Ranch) Sauvignon Blanc - Silverado	100.00 250.00	.00 .00	00. 00. 00.	00. 00. 00. 00.	.00 .00	.00 .00	00. 00. 00.	.00 .00	
210517 211080 210349	Silverado Silverado Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon	0.00 0.00 0.00	2005 2007 2006 2005/06	M1001 M1001 M1003	(Miller Ranch) Sauvignon Blanc - Silverado (Miller Ranch) Sauvignon Blanc - Silverado (Organic) Cabernet Sauvignon - Bonterra	100.00 250.00 500.00	00. 00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00.	.00 .00 .00	00. 00. 00.	.00 .00 .00	
210517 211080 210349 210351	Silverado Silverado Bonterra Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon (Organic) Chardonnay	0.00 0.00 0.00 0.00	2005 2007 2006 2005/06 2008	M1001 M1001 M1003 M1004	(Miller Ranch) Sauvignon Blanc - Silverado (Miller Ranch) Sauvignon Blanc - Silverado (Organic) Cabernet Sauvignon - Bonterra (Organic) Chardonnay - Bonterra	100.00 250.00 500.00 1,000.00	00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00.	00. 00. 00. 00.	00. 00. 00. 00.	
210517 211080 210349 210351 210350	Silverado Silverado Bonterra Bonterra Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon (Organic) Chardonnay (Organic) Chardonnay	0.00 0.00 0.00 0.00 0.00	2005 2007 2006 2005/06 2008 2008 2007	M1001 M1001 M1003 M1004 M1004	(Miller Ranch) Sauvignon Blanc - Silverado (Miller Ranch) Sauvignon Blanc - Silverado (Organic) Cabernet Sauvignon - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra	100.00 250.00 500.00 1,000.00 .00	00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00.	
210517 211080 210349 210351 210350 211241	Silverado Silverado Bonterra Bonterra Bonterra Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon (Organic) Chardonnay (Organic) Chardonnay	0.00 0.00 0.00 0.00 0.00 0.00	2005 2007 2006 2005/06 2008 2007 2005	M1001 M1001 M1003 M1004 M1004 M1004	(Miler Ranch) Sauvignon Blanc - Silverado (Miler Ranch) Sauvignon Blanc - Silverado (Organic) Cabernet Sauvignon - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra	100.00 250.00 500.00 1,000.00 .00 352.00	00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00.	
210517 211080 210349 210351 210350 211241 211242	Silverado Silverado Bonterra Bonterra Bonterra Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon (Organic) Chardonnay (Organic) Chardonnay (Organic) Chardonnay (Organic) Merlot	0.00 0.00 0.00 0.00 0.00 0.00 0.00	2005 2007 2006 2005/06 2008 2007 2005 2005 2006	M1001 M1001 M1003 M1004 M1004 M1004 M1005	(Miler Ranch) Sauvignon Blanc - Silverado (Miler Ranch) Sauvignon Blanc - Silverado (Organic) Cabernet Sauvignon - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra (Organic) Meriot - Bonterra	100.00 250.00 500.00 1,000.00 .00 352.00 .00	00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00.	
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210516 210517 211080 210349 210351 210350 211241 211242 210476 210477 210474	Silverado Silverado Bonterra Bonterra Bonterra Bonterra Bonterra Bonterra	(Miller Ranch) Sauvignon Blanc (Miller Ranch) Sauvignon Blanc (Organic) Cabernet Sauvignon (Organic) Chardonnay (Organic) Chardonnay (Organic) Meriot (Organic) Meriot (Organic) Sauvignon Blanc	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	2005 2007 2006 2005/06 2008 2007 2005 2006 2009 2008	M1001 M1003 M1003 M1004 M1004 M1004 M1005 M1005 M1005	(Miler Ranch) Sauvignon Blanc - Sixerado (Miler Ranch) Sauvignon Blanc - Sixerado (Organic) Cabardonnay - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra (Organic) Chardonnay - Bonterra (Organic) Kertol - Bonterra (Organic) Kertol - Bonterra	100.00 250.00 500.00 1,000.00 .00 352.00 .00 .00 .00	00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00. 00.	00. 00. 00. 00. 00. 00. 00. 00.	00.00 000.00 000.00 000.00 000.00 000.00	00. 00. 00. 00. 00. 00. 00. 00.	-

# Barcoding Capabilities for More Accurate Item Tracking

Carillon ERP has full support for barcoding built throughout the system.

Some examples of Carillon ERP's capabilities:

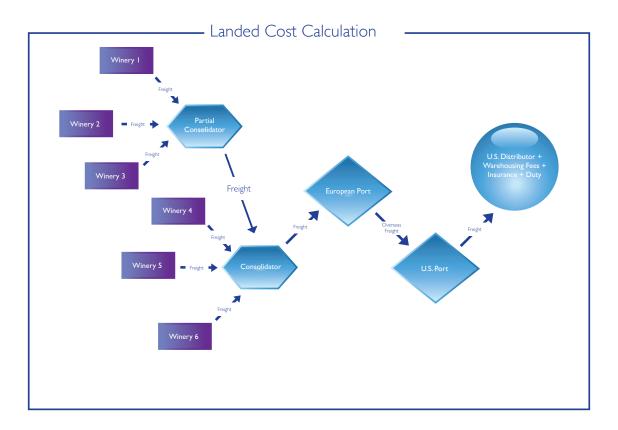
- Print custom designed barcode labels to be affixed to items during the processing of inventory receipts that can vary by item. Bigger labels for big items, and smaller labels for small items.
- Print custom barcoded shipping labels that can vary by customer.
- Scan barcodes during picking, staging, and loading.
- Generate and print barcode labels for repacked boxes that track its contents, so scanning during shipping or delivery can still be possible.
- Print barcodes on any document such as the remittance advice on a customer statement.
- Allow an item to have multiple UPC and/or EAN codes associated with it.
- And many more.

# Stay Organized with Document Imaging

Eliminate file cabinets and easily search, store and send documents electronically with fully integrated document imaging through an interface to **kwiktag** 

## Landed Cost Calculation

The accurate calculation of landed cost when a container has gone through one or more consolidators is necessary for reliable profitability analysis. Carillon ERP supports unlimited consolidators for a single container, as well as more optional costing factors than any client has ever needed.



# Specific Functionality for Beverage Distributors

## Warehouse Management

Physical inventory scanning Bin, lot and serial number tracking Unlimited inventory stocking locations Track on-hand quantities per location Reason tracking for inventory adjustments Source sales order from multiple stocking locations Fully integrated document imaging Full bonded warehouse capability Loss prevention capability

### Inventory

Link producer to an item Master item - groups items for historical analysis Multiple units of measure per item Assign industry-specific characteristics to an item (i.e, grape varieties) Each item can have multiple barcodes and UPCs Item specific unit of measure conversions Track inventory across unlimited bottle sizes and unlimited case sizes

## Purchasing

Change order capabilities Non-inventory purchase orders Unit of measure conversions Unlimited suppliers per item Ability to store suppliers' IDs and descriptions Variance tracking Open purchase order visibility Previous cost visibility

## Costing & Pricing

FIFO, average and standard inventory costing Robust pricing tools allow you to calculate new prices based on cost, bonded cost or other methods Price by customer and by item Unlimited cascading, multitier, date-sensitive price files

Production

Fully integrated production capabilities Full kitting capability Unlimited levels on bills of material

## Customer Management

Fully integrated Contact Relationship Management (CRM) Rule-based credit checking

Compliance tracking

Customer-level pricing, discounting, payment and terms

Credit approval options

Powerful sales order entry capabilities

Fully integrated customer portal

## Logistics

Route scheduling and delivery

Supports staging areas and loading zones

Pick orders to staging area/loading zone for holding before loading onto truck

Scan items from staging area to delivery truck to ensure shipment is correct

Print pick tickets, labels, packing slips and bills of lading Supports case unpacking and repacking, including tracking cases of assorted repacked items

Processes transfers within warehouses, between warehouses, between bins and between companies Coordinates shipments, direct shipments, returns

and point of sale

## Barcode Scanning

Improves inventory accuracy

Tracks transfer of inventory to other locations Tracks movement of inventory within warehouses from shelf to staging area/loading zone and onto delivery truck Tracks shipment and delivery of orders Streamlines order entry and point-of-sale processes Simplifies case unpacking and repacking

## Importing & Receiving

Calculates landed cost of inventory Duty, wharfage and ocean freight Currency tax calculation (if applicable) True multicurrency system Ability to add up to 10 additional costing factors Allocate a cost to a single PO or an entire shipping container Able to have multiple consolidators per container **Project Costing** Full job costing

Full promotional/marketing material costing



"A major benefit we didn't anticipate is the positive changes to our business practices that came in conjunction with implementing Carillon."

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- John Hall, Utah Department of Alcoholic Beverage Control

Visit: www.CarillonERP.com/beverage or call us at 800.739.9933 for more information today!

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