

Comparison of common enterprise resource planning (ERP) systems

	OrchestratedBeer		VicinityBrew		Ekos Brewmaster
Product offerings	On Demand – Cloud-hosted	Enterprise – Cloud-hosted	VicinityBrew integrated to QuickBooks Online	VicinityBrew integrated to Microsoft Dynamics	Ekos Brewmaster
Deployment	Cloud, SaaS, Web (Citrix XenApp) Mobile - iOS Native	Private cloud, Web (Citrix XenApp) Mobile - iOS Native	Hosted monthly subscription • Remote Desktop App & Browser (HTML 5)	Hosted or On-premise server • Windows Form (Remote Desktop)	Cloud, SaaS, Web • Mobile - Android Native • Mobile - iOS Native
Target brewery size	<30,000 BBL annual production	>25,000 BBL annual production	<30,000 BBL annual production	>30,000 BBL annual production	New brewery to 50,000 BBL annual production
Accounting	GAAP compliant accounting platform allowing: Automated accounting transactions • Brewery specific Chart of Accounts • Complete Financial reporting • Budgeting and cost accounting		VicinityBrew (Inv., SOP, POP) • Auto sync with QuickBooks Online (GL, AP, AR)	Auto syncs with Microsoft Dynamics (SL, GP, NAV)	Auto sync with QuickBooks Online and Desktop Editions • Have exports for Sage, Xero, Intaact, and MYOB • System generates financial transactions on the back-end
Process/batch manufacturing	Multi-process brewing process set-up available • Tank blending • Supplier contract management • Batch & Lot management • Inventory costing • Production calendar		Variable Input to Multiple Output • Flexible unit of measure • Batches can be associated with a location • Multi-process brewing process setup available • User defined process steps and instructions • Complete lot traceability		Multi-process brewing process setup available • Conditioning holds for finished goods • Inventory costing
Demand planning	Material Requirements Planning and Forecasting capabilities VIP order recommendations (integration module)		Material Requirement Planning (MRP): Ability to read sales orders or forecasts to measure and propose production schedule		Production forecasts inventory levels based on Purchase Orders, Inventory Receipts, Planned Batches, Planned Packaging, & Sales Orders
Inventory and recipe management	Raw Material replenishment reorder points • Full Recipe & Bill of Materials capabilities • Can handle contract manufacturing • Inventory counting module • Lot control (Batch Backtrace functionality)		Centralized recipe management with Master Formula's and recipe version tracking easily alter recipes on the fly or copy to a new brew • Real-time inventory transactions • Production based on a recipe (more granular) rather than a BOM		Keeps track of recipes and inventory levels based on batches planned, started, etc.
Quality control	Number of Core QC capabilities to input and track QC metrics from brewing, to fermentation and packaging		QC data on raw materials and brews in process • Export data to excel for analysis • User defined QC test can be customized for data entry		Keeps track of QC information on each batch
Yeast management	Schedule yeast source and track yeast generations		Track yeast as a by-product in and out of various brews to collect a complete profile of each strand to evaluate genealogy		Keeps track of costs of yeast strands in batches • Note: Yeast management tool in development
Barrel aging	Separate console to manage all aspects of your barrels available		Barrel aging and/or souring available within main software		Keeps track of all barrels as well as adding ingredients to specific barrels
Keg management	Kegs handled as inventory items • Keg tracking available		Keg management module		Keg tracking module keeps track of barcoded kegs • Also, sells keg tracking stickers if needed
TTB filing	Federal TTB report creation • Handles multiple proprietorships		Federal TTB available – Electronic filing coming soon • State excise tax available – Dynamic Grid Reports/ Vicinity View Query		Federal TTB report (monthly, quarterly, and brewpub) and provides numbers needed for state reporting
Training	Documentation/webinars or live online/in person		Documentation/webinars or live online/in person		Documentation/webinars or live online/in person
Ease of use	Medium – user friendly, but no takebacks		Medium – very customizable		Easy – drag and drop interface
Management dashboard	Dashboard not available upon login but there are many industry specific reports available to run		Dynamic Grid reports, Excel export (or live push feed), Connect via Power BI, VicinityView Query	Connect via Power BI, VicinityView Query, Custom report, Excel export	Customizable dashboard on home screen (for roles and users) as well as customizable reports
Customizable reporting	Yes, via Crystal Reports		Available upon request, may be an additional cost	Yes	Yes
Pricing	Upfront Fee - \$\$\$ (varies) includes set-up and training • OnDemand: \$500+/ mo. base subscription • Enterprise – SAP perpetual license purchase		Packages start at \$500/mo. – Includes: setup and hosting, unlimited user licensing, training and implementation	Upfront fee - \$\$\$ (varies) – Includes set-up and training • Packages start at \$300/month/user + training and implementation	Upfront fee - \$\$ (varies) • Packages start at \$149/mo. for unlimited users + training and implementation
Additional features and functions	Mobile Applications (Production, QC, Warehouse & Inventory) • Data import / export capabilities (payroll, credit card, POS, etc.) • Robust reporting with Advanced Analytics module • Various integrations: ShipCompliant, MicroStar, VIP, Web store • Fixed Asset tracking • Multi-location management • Role-based security		Integrated add-ons: automated forecasting, bar code data collection, mobile sales, MicroStar, & more • Customizable user interface • Easily make adjustments to modify what data is visible at any time • Multi-location management • Role-based security		Shipping Module • Distributor Portal (add-on) • KegMaster (add-on) • BrewPad (iPad native add-on) • Multi-location management • Role-based security



Data as of 2/2017

The information provided was obtained from individual company websites.



	QuickBooks	Barrel ERP	BeerRun
Product offerings	QuickBooks Advanced Inventory <i>Available only on QuickBooks Enterprise version</i>	NetSuite Suite Cloud platform	BeerRun Light BeerRun
Deployment	CO n Premise (Desktop version) • Hosted (SaaS/RDP/RDC)	Hosted (SaaS/cloud)	On Premise (Desktop version • Hosted (SaaS/cloud)
Target brewery size	<20,000 BBL annual production	New brewery to 100,000 BBLs annual production	<50,000 BBLs annual production >50,000 BBLs annual production
Accounting	Standard QuickBooks Enterprise software functionality available • Flexibility to adjust open period transactions • Auto download of bank and credit card transactions	Internal GAAP compliant accounting software • Alternating Proprietorship Accounting	Integrates with popular accounting systems including: QuickBooks (Pro, Premier, Enterprise, Online)/Sage 50 • Can build a custom sync with any accounting software that has a published SDK
Process/batch manufacturing	Assembly builds or bill of materials to track costs • Brewing tracked on spreadsheets • Limited brewery specific functionality • Lot number OR serial number tracking	Real-time production schedule / Customizable views • Multi-location production • Access anywhere from any device • Automate purchasing based on demand • Allocate inventory to orders	Cost tracking available • Production calendar available to display for brewers • Tank blending • Batch-wise costing
Demand planning	Materials management – Receipt to packaging at lot and warehouse levels	Full Materials Requirement Planning (MRP) capabilities for multi-location planning • Drag and drop production scheduling	Forecasting and planning based on sales and inventory values • Drive production off demand
Inventory and recipe management	Bill of Materials tracking (Premier and QBES) • Multiple units of measure (sales, purchases, inventory) • Moving average/FIFO inventory costing • Bar coding • Ability to track re-order points & item shortages	Global, real-time view of inventory management • Lot control & tracking Multiple units of measure	End-to-end inventory management: Moving average costing • On-the-fly recipe adjustments • Inventory control and traceability
Quality control	N/A	Advanced quality control features • Instant alerts on QC readings	Quality management module available
Yeast management	N/A	Yeast management features available	N/A
Barrel aging	N/A	N/A	Individual barrels managed as conditioning tanks until packaged
Keg management	N/A	N/A	Managed via KegMaster module (scan capable)
TTB filing	N/A	Federal TTB report creation • Mobile Brewer's Reports	Multi-state/Federal TTB & State creation & filing
Training	Online videos/Live web training	Documentation/Webinars • Live Online/In Person	Online videos/Live web training
Ease of use	Easy – many new features	Medium	Easy – no menus, icon driven
Management dashboard	Company Snapshot dashboard upon login • Integrated dashboard feature available	Role-based, customizable dashboards	Management dashboard available
Customizable reporting	Customizable reporting templates (Mostly via Excel)	Role-based, customizable dashboards	Yes, via Crystal Reports
Pricing	Subscription based (price starts from): Silver: \$84/mo. • Gold: \$109/mo. • Platinum: \$134/mo.	\$\$\$	Low upfront fee includes set-up and training • Packages start at \$200/mo. for unlimited users
Additional features and functions	Multi-location management • Vast extension modules • Ability to track work queues with "reminders" pane • Ability to synchronize with 3rd party POS systems • Customizable main page specific to users	POS & Payroll integration • COLA & Label registration management • R&D expense tracking • Mobile access • Multi-subsidiary consolidation	Highly customizable interface • Distributor order portal • Mobile application (Brewpad) • Integrations (Fintech)



Data as of 2/2017

The information provided here is of a general nature and is not intended to address the specific circumstances of any individual or entity. In specific circumstances, the services of a professional should be sought. Baker Tilly refers to Baker Tilly Virchow Krause, LLP, an independently owned and managed member of Baker Tilly International. © 2017 Baker Tilly Virchow Krause, LLP



beverages@bakertilly.com
608 240 ALES