



ENAVATE™

DRINK-IT
By NORRIQ

BROCHURE

Drink-IT

*The Ultimate Beverage Industry Software
Solution to Power Your Business*

Contents

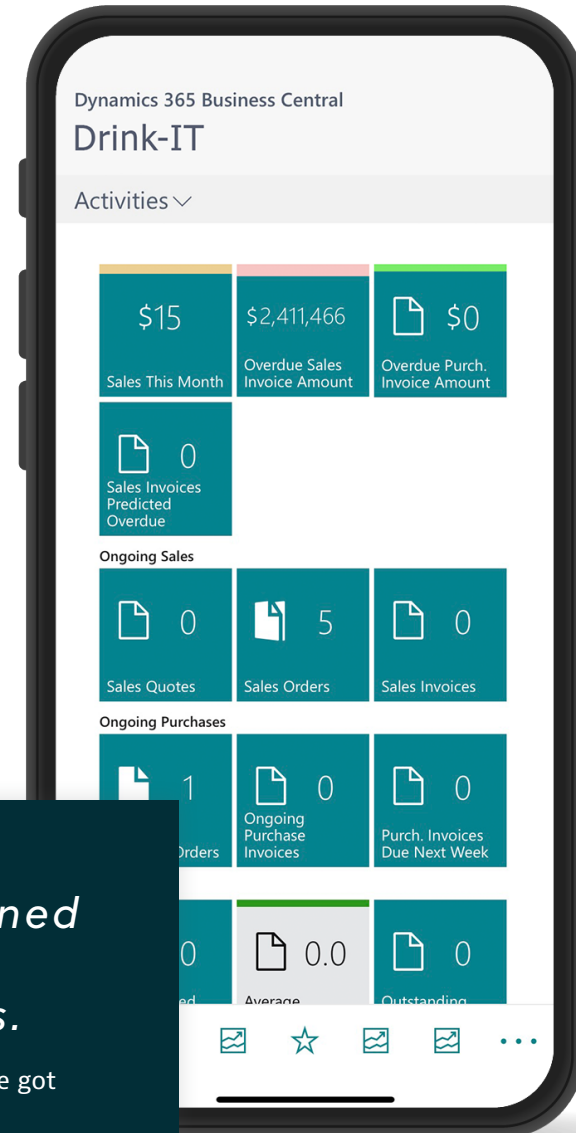
Introduction

1 Financial & Tax Management	3
2 Purchase & Inventory Management	4
3 Production & Quality Management	5
4 Warehouse & Distribution Management	6
5 Service Management	8
6 Sales & Marketing	9
7 Contract Management	10
8 Business Intelligence, Analytics & Reporting	11

8 Shortcuts to Operational Excellence with Drink-IT

*Drink-IT is designed
for all your
company's needs.*

Whatever your business is, we've got
you covered.



Introduction

OUR MISSION: MAKING BEVERAGE A BETTER BUSINESS

For ambitious and innovative beverage companies with a focus on capturing growth, boosting productivity, increasing profit or a combination of all three, there has never been a better time to consider an Enterprise Resource Planning (ERP) solution from Drink-IT.

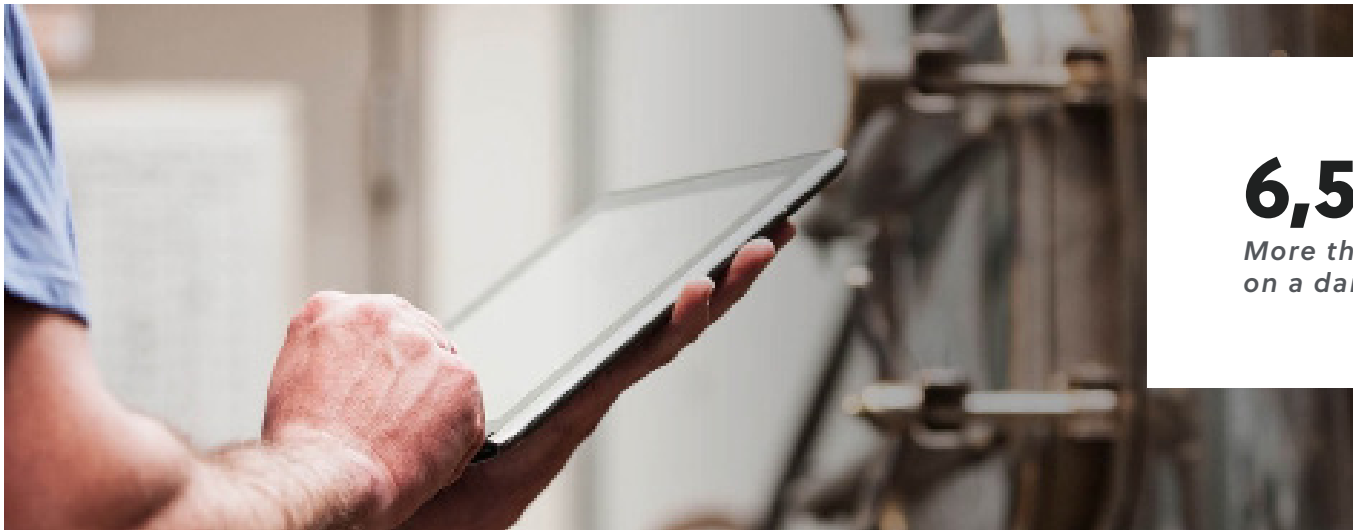
This document summarizes the key capabilities of Drink-IT and explains how it will help your business move forward faster.

Drink-IT is a complete and easy-to-use beverage industry solution covering your entire value chain. Drink-IT simplifies your business, makes your processes more effective and makes your business more profitable. Unlike many other ERP solutions, it is designed specifically to meet the challenges faced by the beverage industry.

Drink-IT powered by Microsoft Dynamics 365, is built with scalability in mind, enhances application performance and profiles real-time data analysis.

By combining financials, sales, CRM, inventory, operations and more in a single offering, Drink-IT enables beverage companies to make effective and informed decisions, increase productivity, manage compliance and grow profitability.

Drink-IT's beverage management solution is used by over 150 beverage distributors around the world. With 19 years in the sector, we know, understand and can help you manage the day-to-day challenges you face.



6,500

*More than 6,500 users
on a daily basis.*

1 Financial & Tax Management

Drink-IT combines accounting and finance, sales and marketing, inventory, production and more in a single offering so that you can put financial management at the heart of everything you do.

All of the data used by the departments that run your business is collected, collated and interpreted consistently. From sales forecasting to production scheduling, from purchasing to inventory management, all critical steps in the value chain can be managed and analyzed within one end-to-end solution.

For the CFO, this is nirvana: financial processes fully integrating with all other business functions. Drink-IT has applications for general ledger, journal entries, cost accounting, fixed assets, budgets, reporting, multi-currency support and many other functions so that the system can take care of all financial processing and all financial transactions.



Accounting

Automatically handle all key accounting processes, such as journal entries, accounts receivable and accounts payable.



Financial Control

Accurately manage cash flow, track fixed assets, control budgets and monitor project costs.



Tax Management

Take the complexity out of calculating item-specific taxes, such as excise duty, based on specific country legislation.



Deposit Management

Make deposit management an integrated part of your business processes – without complex administrative procedures.



Discount Management

Handle multiple simultaneous discounts and promotions with fully integrated with sales and purchase.



Reporting & Analytics

Run standard reports or create customized reports from real-time data for business planning and audit reviews.

2 Purchase & Inventory Management

Drink-IT automates and monitors your beverage company's purchase process and optimizes the entire purchase, inventory and payment workflow – streamlining and speeding up everything from product requests through buying to receiving goods.

Integrated reporting tools mean you can optimize buying and purchasing to increase margins and manage stock control and distribution for maximum profitability.

In the warehouse, enhanced visibility of your inventory allows you to improve responsiveness to supply chain variations so you can optimize stock levels, minimize stock outs or surplus and ensure maximum profitability.



Procurement

Streamline the process from purchase requests to vendor invoice payment.



Material Requirements Planning (MRP)

Generate system recommended POs based on forecasts created from historical sales and other parameters, such as minimum stock levels, order multiples, lead times, existing stock, etc.



Requisition & Materials Management

Organize and simplify complex distribution processes involving multiple products and suppliers. Define your stock levels and automatically get order proposals and ensure your purchase enough to trigger any agreed discount. Accepted proposals create a purchase order and the receipt, invoice and payment process is automated.



Invoice & Approvals Workflow

Increase speed, quality and capacity of your approvals and invoice system. Built-in approval workflows ensure the right people and departments are alerted when they have to approve purchases, prices, budgets and more.

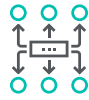


Reporting

Generate reports with real-time data and display them in various report formats or dashboards.

3 Production & Quality Management

Drink-IT helps beverage companies handle challenges such as unpredictable energy and raw material costs, complex customer demands and increasing food safety and quality concerns.



Traceability

Control expiration dates, track items and look into the future. Drink-IT creates a link between your beverage production company's purchasing, planning, quality assurance and production.



Planning

Share production information by offering planning capabilities that streamline and automate your procurement and logistics processes. Plan what you are going to produce when, and on which production line. Plus, use forecasting to guide short and long-term planning. This ensures you always have the right quantity of raw material in stock.




Manufacturing Execution System (MES)

Drink-IT's MES capability is based on Creonis MES and simplifies the monitoring of your beverage production processes. Drink-IT interfaces with other MES systems as well. Track the entire material flow, from raw materials to finished goods and back, and analyzes all processes in between.



Reporting

Generate reports with real-time data and display them in various report formats or dashboards.



Striving for Operational Excellence

Closely manage your business from the purchase of raw materials to end-production packaging. Drink-IT's capabilities equip you to drive efficiency by enabling automated production order management and capacity planning for equipment, automated forecast-based macro planning calculation, and automated lot traceability of raw materials and intermediate and finished products.

You can manage based on measurements of the intermediate and finished goods in your production processes. It also includes the initial quality testing of ingredients as part of the receiving process.

4 Warehouse & Distribution Management

Managing your beverage company's warehouse and distribution is key for a more efficient and cohesive supply chain. With Drink-IT you streamline your warehouse and distribution processes and transform complexity into increased efficiency.

It empowers you to easily plan your beverage company's transportation and move goods more efficiently, reliably and cost effectively. And all the while reducing your freight spend and optimizing your customer service and warehouse efficiency.



Integrate Scanning

A fully integrated online scanning system provides you faster and more accurate information for an array of benefits. These include increased warehouse and distribution efficiency through simplified SSCC pallet tracking, elimination of data entry errors and dramatically increased visibility.



Shop Management

Have quick access to a detailed overview of all available products in different item categories. You can link various means of payment, such as cash, credit cards or coupons, as well as combine the module with product scanning to speed up shop operations.



Excise Movement and Control System (EMCS)

If your beverage company ships alcoholic beverages under suspension of duty, you need an EMCS. It manages your movements and submits shipment details to the Member State Administration. It's also fully integrated with the purchases, sales and transfer processes in your company.



Reporting

Generate reports with real-time data and display them in various report formats or dashboards.

5 Service Management

You get the tools you need to respond to customers' needs and deliver superior service experiences, while maximizing efficiency and minimizing costs.



Field Service Made Mobile

Minimize administrative hassle and give your fridge and pipe-cleaning service professionals immediate customer insights that will help them deliver even greater service. All while gaining tighter control of your spare part inventory.



Resource Planning

Streamline your beverage company's services resources and customer needs. This ensures you can significantly improve the overall handling of your inventory, employees and response times.



Reporting

Generate reports with real-time data and display them in various report formats or dashboards.



Predictive Service Maintenance Planning

Easily plan ahead and make better purchasing decisions with a complete overview of service orders that need to be filled and when. See whether spare parts and items will be available when you need them. Gather requisitions so you know what needs to be ordered on open service orders.

It helps you increase profits from your existing customers by enabling you to respond to their needs effectively and consistently.

The result is highly personalized and valued services.



6 Sales & Marketing

With Drink-IT you get all the marketing and sales tools you need to drive your business success. Track all your customer, marketing and sales information in a single, integrated system.

Drink-IT has extensive experience in standardizing and automating the marketing and sales processes with ready-to-use IT solutions.

The drastic changes that the new digital reality has created require close collaboration between marketing and sales. Marketing contributes valuable customer data and insights that can automate a large part of the sales process and increase both customer loyalty and earnings. Sales have to a greater extent become an advisor who can put the product in relation to the

customer's business and work processes. But common to both functions is that today there are many opportunities to automate and digitize the work processes in favor of both marketing, sales - and the customer.

Sell Smarter and Faster

- Reap the benefits of sales force automation
- Master email marketing
- Capture and grow leads with marketing automation
- Sell more efficiently with mobile sales
- Sell around the world with e-commerce
- Engage your customers with loyalty management
- Get the most out of telesales
- Handle events efficiently

7 Contract Management

Effortlessly create and manage sales contracts with pubs and outlets, monitor which customers are meeting agreed sales volumes and manage penalties and bonuses.

Drink-IT enables you to manage everything from blanket contracts and subcontract for each type of contract (loan, ongoing loan, rent and more), to volume commitments and contact information. It makes it easy to revise a contract at any time.



Quick and Easy Contract Creation and Monitoring

Closing a contract isn't the end of a process, it's the start. The start of ensuring that each contract delivers the business you expect for your beverage company. Drink-IT Contract Management helps you to effortlessly create, monitor and manage your contracts. Its smart, fast processes ensure the kind of transparency that can boost your bottom line.



Complete Visibility

With Drink-IT Contract Management you can place all your contracts with outlets or pubs in one place. Know exactly where to find contracts for agreed sales volumes, loans, loaned material such as draft installations or fridges, and more. With quick access to this information you can easily see actuals vs. budget, analyze profitability over the year and revise contracts if needed.



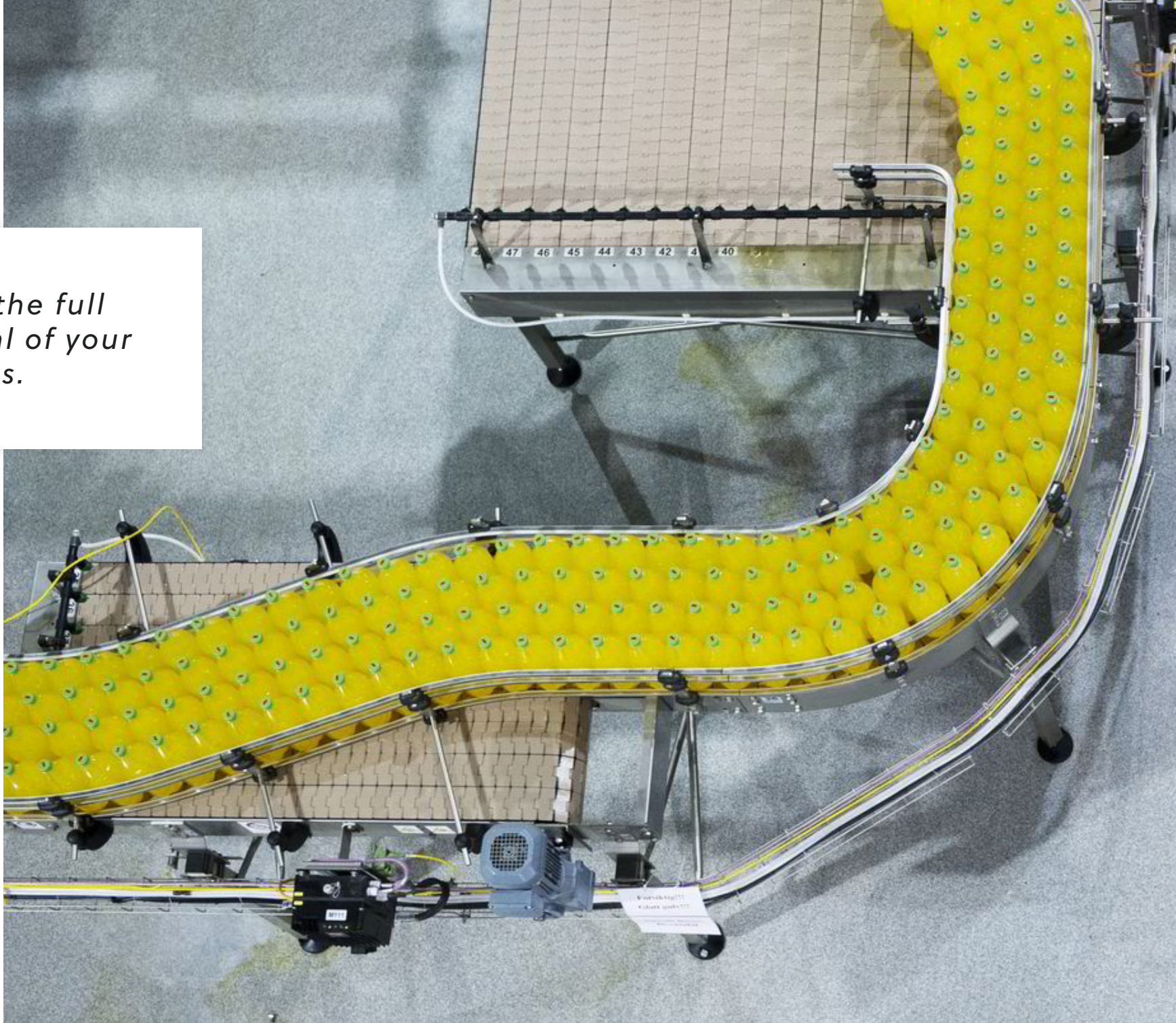
Manage Everything in One Place

Drink-IT enables you to manage everything from blanket contracts and subcontracts for each type of contract (loan, ongoing loan, rent and more), to volume commitments and contact information. Drink-IT makes it easy to revise a contract at any time.

- Easily handle contract volumes per item or item group
- Blanket contract statistics show actual vs. budgeted volume agreements
- Handles both direct and indirect sales volumes
- Expenses and revenue can be registered to any contract directly, as you want
- Flexible handling of loan contracts
- Monitor and manage periodic discounts and penalties



*Realize the full
potential of your
contracts.*



8 Business Intelligence, Analytics & Reporting

With data drawn from across the business managed in a single solution, you no longer need to generate departmental reports in isolation, only for them to be manually integrated with other reports from elsewhere in the business – an oftentimes consuming and error-prone process.

Individual departmental reporting can be consolidated into a single consistent view of overall business performance which is instantly available company-wide, empowering your employees to create accessible, accurate and timely reports and dashboards, homing in on your specific KPIs and make smart, confident decisions faster.

With many pre-defined reports at your disposal, you can build detailed, insightful reports quickly and easily using data drawn from across the business from financials and sales through to inventory and distribution, guaranteeing unsurpassed levels of business clarity.



Report Creation & Customization

Access data from multiple sources, generate new ad-hoc reports and tailor existing ones in a variety of layouts with minimal IT overhead.



Intuitive Tools

Drag and relate drill downs, search assistance, and workflow-based alerts.



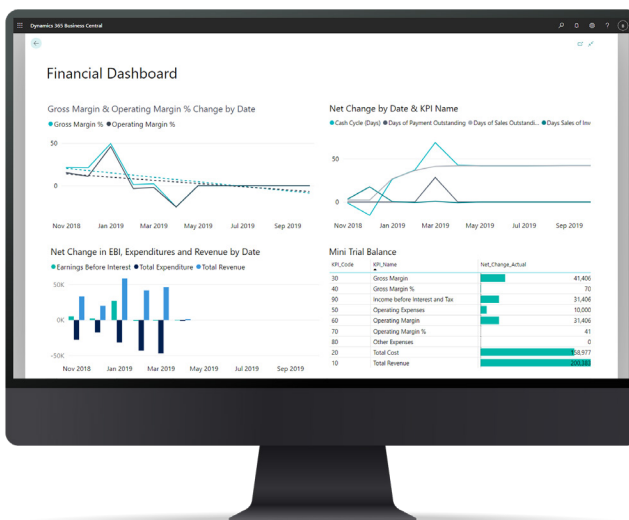
Analytics

As your operations grow in complexity and scale, Drink-IT can provide the descriptive and predicted analytics to uncover trends and reveal insights that will accelerate business growth. With Power BI, visualize your data using customizable dashboards and KPIs.



Enhance your Reports

With power visualizations by Power BI, gain the ability to slice and dice your data to fit your business needs.





8 SHORTCUTS TO OPERATIONAL EXCELLENCE WITH DRINK-IT

1. Gain Value Fast

Drink-IT offers all the functionality and process flows you need, out of the box, to run your business.

2. Excellence Built In

Drink-IT has built-in operational excellence based on best practices from the best run beverage companies.

3. Start Small or Start Big

Thanks to the modularity of Drink-IT you have the flexibility to harvest the low hanging fruit first.

4. Powered by Microsoft Dynamics 365 Business Central

Drink-IT is built on the world's strongest ERP-platform, Microsoft Dynamics BC, providing you with proven and future-proof technology.

5. Benefit from 50% Lower TCO

Drink-IT costs less to run. The Total Cost of Ownership is typically 50% lower than comparable solutions.

6. Get Up and Running 30% Faster

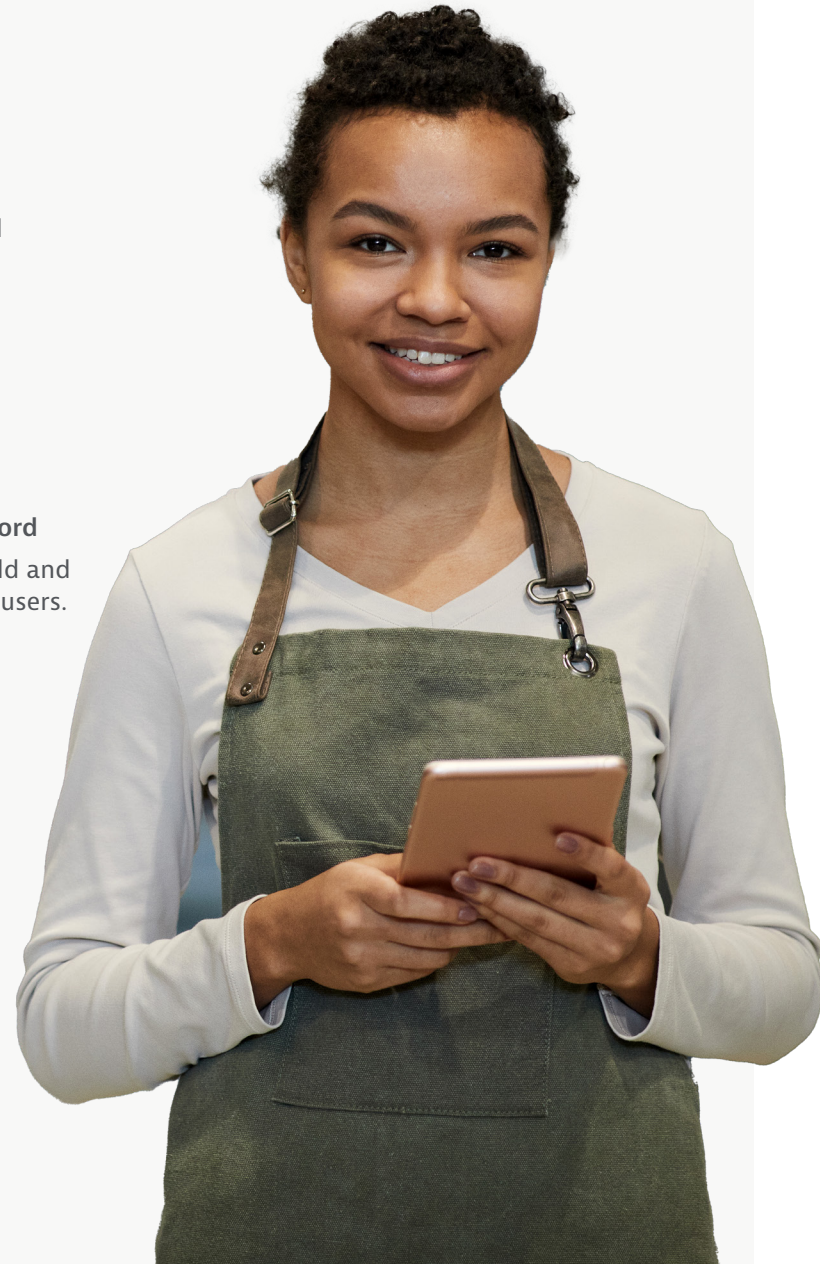
Drink-IT is faster to implement. Typically, you save 30% or more time by choosing Drink-IT.

7. Benefit from a Proven Global Record

Drink-IT is trusted all over the world and is used every day by thousands of users.

8. Grow your Business Easily

Drink-IT is scaleable, enabling you to grow easily and expand your business into new markets.



Just some of our references



Enavate transforms businesses and the lives they touch. Our consulting, Cloud and managed IT support services enable beverage companies to focus on their overall mission. Drink-IT is a leading business management solution for beverage companies - a complete and easy to use end-to-end technology that ties the entire beverage business process into one seamless, efficient and transparent flow to boost productivity, increase revenue and capture growth.

**Start a conversation
today!**

[Talk to an Expert](#)

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