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CARILLON® ERP
Beverage Distribution Solution



“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

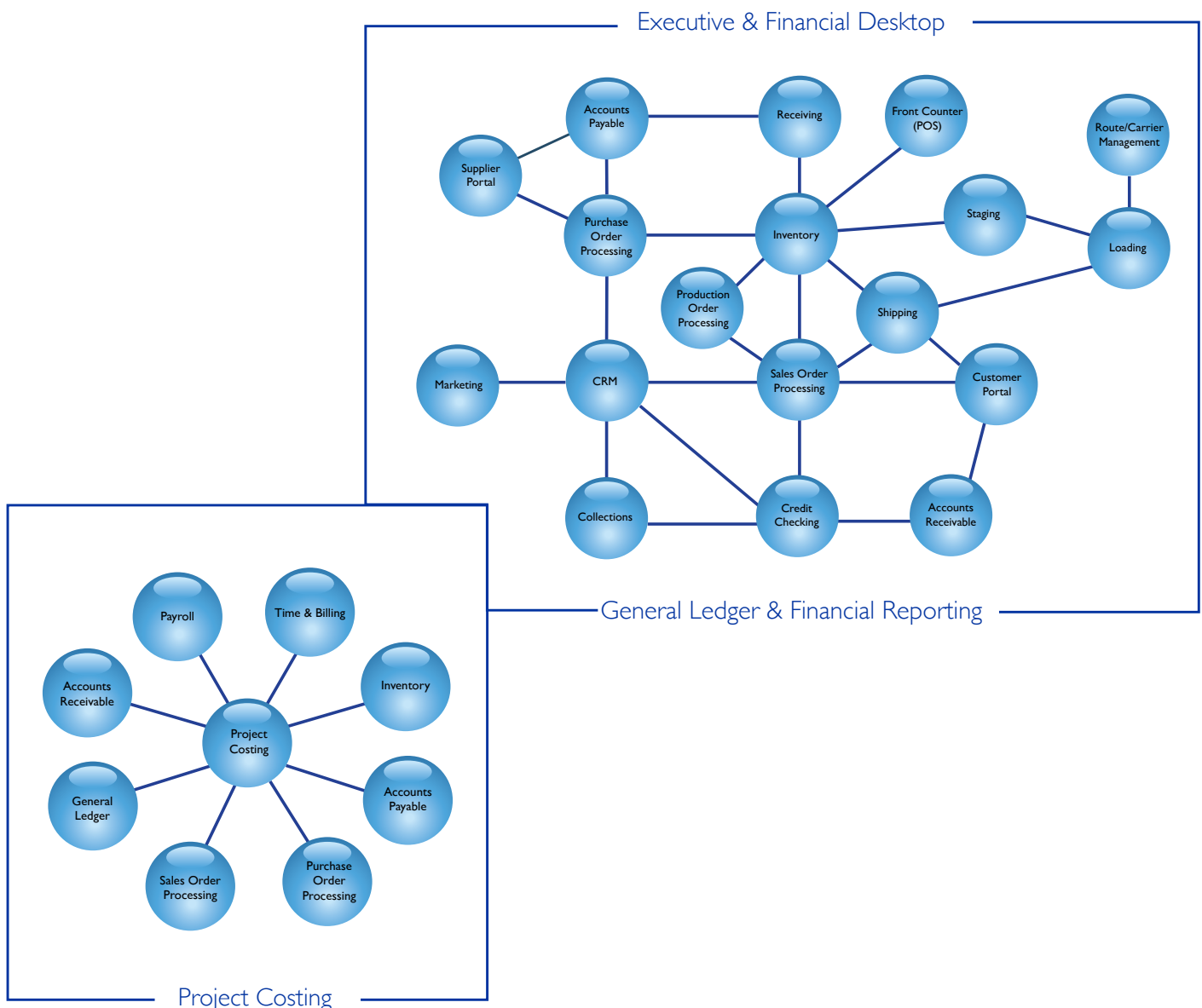
End-to-End Contact Relationship Management

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 order 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. This is shown later in the brochure.

Approval Process

Quotes and sales orders can go through an approval process based on the security rights of the user. Approval processes can also be established for credit and margin checking.

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 to a customer 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 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.

Document Imaging

Attach an electronic copy of correspondence such as a purchase order directly to the sales order. Then launch the document by clicking a button.

Custom Build An Item/Kit

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.

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.

Credit Checking

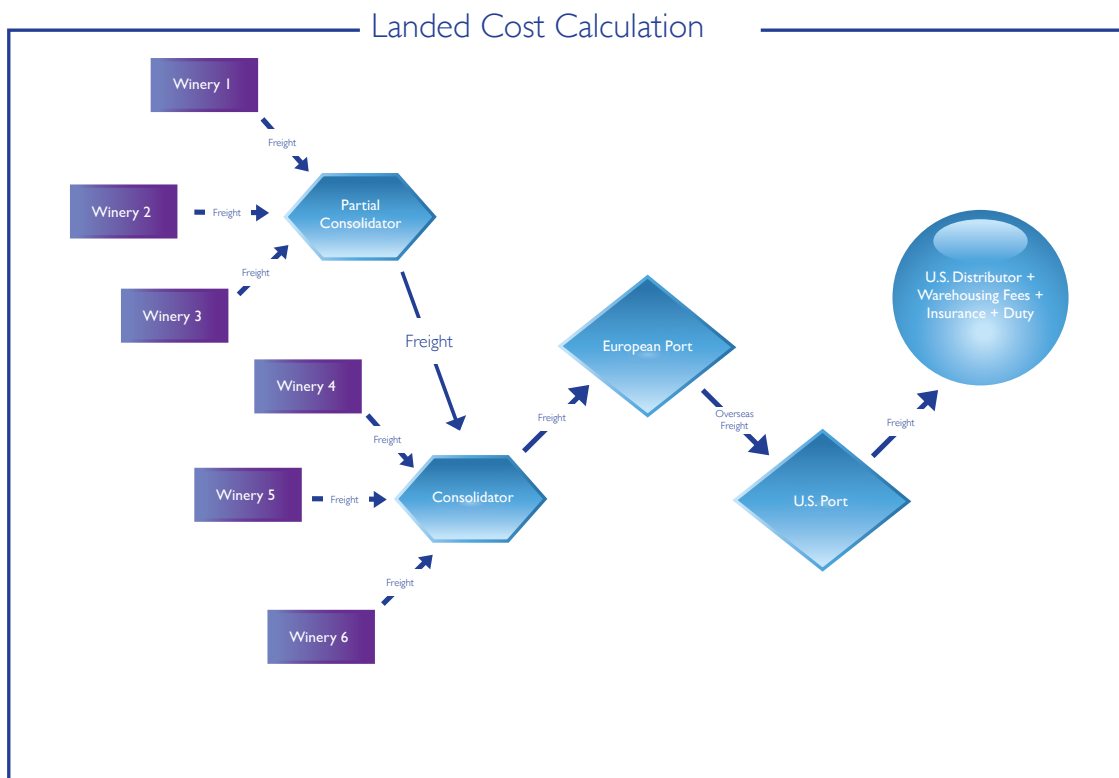
In addition to traditional credit limits, Carillon ERP has user-defined rules that you can create and then assign to customers as appropriate. For example, you can specify what should happen if a particular type of customer has a past due invoice or has gone over their credit limit. Of course, credit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



Ecommerce

Carillon ERP's Ecommerce capabilities are not from some bolted on 3rd-party after-thought that updates two sets of data at night. Carillon ERP's Ecommerce site is fully integrated into the Carillon ERP system on a real-time basis. Changes to prices and availability are instantaneously available on the Ecommerce site. Orders are available to be immediately approved and shipped (subject to credit approval and margin checking). There's no reason to ship tomorrow what can be shipped today thereby increasing customer satisfaction.

Unlimited featured item categories, pictures and detailed descriptions are part of the system. Powerful search capabilities let customers see what they have purchased in the past and find any item in your inventory.

Repack Rooms

Beverage distributors face an additional challenge since customers commonly order by the bottle and not just in full cases. Carillon ERP has full support for repack rooms to accommodate this need. Sales order line items that are not for full cases can be printed on separate pick tickets and/or be displayed on monitors in one or more repack rooms. As items are repacked into cases the items' barcode can be scanned. When the box is sealed a new barcode is printed to place on the sealed box. With this barcode, Carillon ERP will know what content items are being scanned into the staging area (if used) and what content items are being scanned onto the delivery vehicle.

In addition, Carillon ERP's Repack Demand Window shows what cases of items are needed to fulfill known orders for each repack room. As cases are moved to a repack room, the stocking clerk merely needs to scan the barcode on the side of the case and the cases will automatically be electronically unpacked with the contents placed into inventory within the repack room.

Unlimited Featured Items



Search Functionality





“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

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**

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.

WIND0320 - ATS Dashboard

Company: Originaltek Company

Location ID: 0 To: 909999999

Item ID: 122222222

Supplier ID: 0 To: 909999999

Method Acquired: Purchase Transfer Make All

Stockable: Show Green ATS Items:

As of Date: 05/12/14 Show Zero ATS, Quantity On Hand and Yellow Quantity:

Number of Items: 1300

Refresh

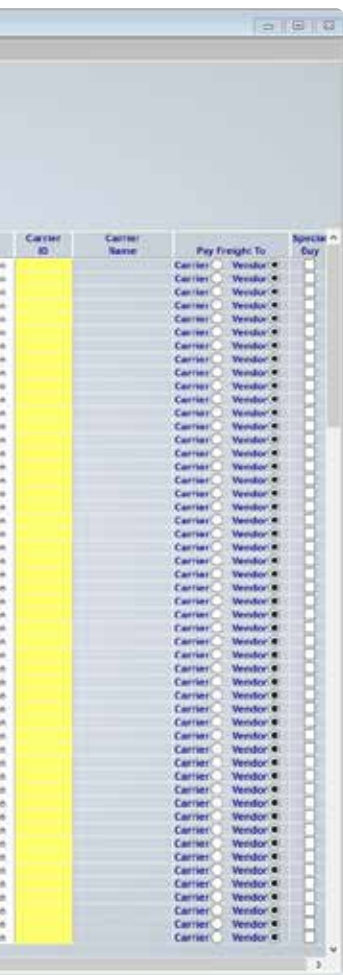
Location ID	Item ID	Item Description	ATS	Quantity On Hand	Yellow Quantity	STOCKING UOM	Suggested Order Quantity	Purchasing UOM	Order Quantity	Cost	Supplier ID	Supplier Name	Vendor ID	Vendor Name	Lead Time	Due In	Do Not Ship Before	Special	Freight Amount	Terms	FOS
100100	00056.0000	Detail Cordly in Plumbing Code	13 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	00001.0000	Detail Wiring - Electrical	13 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	00076.0000	Wt. Pipe #5-32	10 1000	96 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	01006.0000	Screw, Tross Head #5-32 x .21	11 1000	97 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	01031.0000	Screw, Tross Head #5-32 x .21	10 1000	94 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	01092.0001	Screw, Pan Head #5-32 v. 30	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	02006.0000	Screw, Pan Head #5-32 v. 30	10 1000	102 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	02002.0002	Screw, Hex #5 x .30	10 1000	90 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	02007.0000	Detail Use Quick Break Panel	10 1000	90 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	02009.0000	Panel, Non-Dual	10 1000	90 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	01	Term 1	10 1000	10 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	115	Berlin	100 000 0000	100 115 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	120	Carlson Carbons	90 000 0000	90 000 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	120L	Carlson Carbons - Loks	40 000 0000	40 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	120V-3.8PS	Cable	8 1000	8 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	130	DL Washbasin	1 140 2000	1 140 2000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	140A-02-02	1/8 Tube Filing MP PPS Straight	10 1000	10 0000	0000	EA	0000	20 Each	00	00	180111 Motion and Flow Control	180111 Motion and Flow Control			7	05/10/14	00/00/14	00/00/14	00	00	00
100100	140A-04-04	1/8 Tube Filing MP PPS 90°	10 1000	10 0000	0000	EA	0000	20 Each	00	00	180111 Motion and Flow Control	180111 Motion and Flow Control			7	05/10/14	00/00/14	00/00/14	00	00	00
100100	146	L-Lysine	42 0000	42 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	170	Realty Science Premix	1 000 0000	1 000 0000	0000	EA	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	178L	Burnham Science Premix - Loks	3 7100	15 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	180L	Vienna A-30 - Loks	2 1000	8 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	21	Term 2	9 1000	9 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	21	Corn Check	90 000 0000	100 000 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	21L	Corn Check - Loks	40 000 0000	40 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	29L	CSM Solvent Extract 1% - Loks	120 000 0000	120 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	30K20.0001	Leg. 4 0 Adjustable	10 1000	96 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	3034493R	Crossin Sed Cell	2 000 0000	8 000 0000	0000	LB	0000	Pound	00	00					7	05/10/14	00/00/14	00/00/14	00	00	00
100100	31	20% Brewer Cube	11 242 0000	7 042 2000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32A4303	30 Gauge 43 wide end Chassis	14 284 0000	41 797 0000	0000	EA	0000	Each	00	00					7	05/10/14	00/00/14	00/00/14	00	00	00
100100	32548.0000	Detail Back Set, Digital Timer	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32555.0000	Cover Top	10 1000	99 0000	100 0000	EA	800 00	Each	00	00	800 00				30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32569.0000	Rezeal, Balcon	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32612.0000	Wall Stop	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32640.0000	Guide Rail, Left	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32642.0000	Guide Rail, Right	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32658.0001	Bezel	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32658.0001	Hood	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32658.0000	Outlet	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32696.0000	Detail Control Panel	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32658.0001	Trunk	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32677.0000	Panel Bottom	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32682.0000	Bake	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32697.0000	Panel Back	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	326L	Dyna-K - Loks	1 0000	1 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32724.0001	Electrical Schematic	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32758.0000	Disp. Dispenser Front	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	32751.0000	Detail Decorative	10 1000	99 0000	0000	EA	0000	Each	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	40	16% Lay-Flat-Cumtite	3 909 0000	3 909 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	41	22% Chik-Grow-Layer	3 909 0000	3 979 0000	0000	LB	0000	Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00
100100	40	Feed Mix Salt	181 776 0000	100 253 0000	50 0000	LB	0000	20 Pound	00	00					30	06/11/14	00/00/14	00/00/14	00	00	00

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

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
- Fully Integrated Document Imaging

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 such as grape varieties.

Item ID	Producer	Item Description	Vintage	Proof	Unit Of Measure	Bottle Size	Wine Region	Type	Available To Sell Price	On Order	
210476	Bonterra	(Organic) Sauvignon Blanc	2009	0	Case of 12	75 cl	614	California White	200,000.00	167.60	.00
1020518	Bonterra	Organic Cabernet Sauvignon	2006	0	Bottle	75 cl	711	California Red C	2,500,000.00	14.70	.00
102052	Bonterra	Organic Cabernet Sauvignon	2009	0	Case of 12	75 cl	711	California Red C	199,999.00	167.60	.00
1020529	Bonterra	Organic Cabernet Sauvignon	2009	0	Bottle	75 cl	711	California Red C	2,500,000.00	14.70	.00
1012168	Bonterra	Organic Chardonnay	2009	0	Bottle	75 cl	612	California White	2,500,000.00	14.70	.00
101216	Bonterra	Organic Chardonnay	2009	0	Case of 12	75 cl	612	California White	200,000.00	167.60	.00
10143	Bonterra	Organic Chardonnay	2010	0	Case of 12	75 cl	612	California White	200,000.00	167.60	70.00

Eliminate Overages and Shortages with Historical Sales Analysis

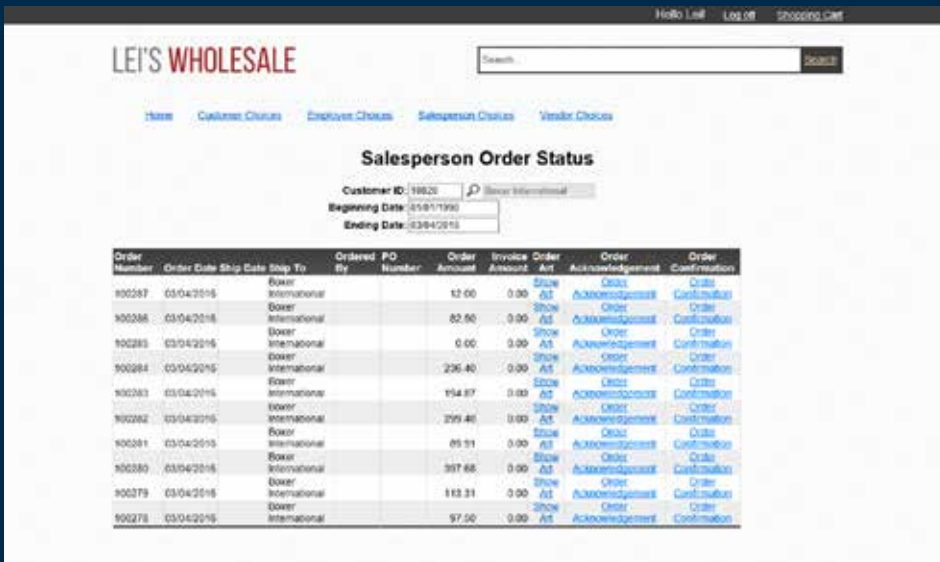
When historical sales analysis considers variations in inventory attributes, seasonality and changing trends, it makes purchasing much easier. Carillon ERP understands that for products that are sold in multiple sizes, it's just as critical to know the total volume sold across all sizes as it is to know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

Item ID	Producer	Item Description	Proof	Vintage	Master Item	Master Item Description	Sales Forecast	Consolidated Forecast	4-2013	3-2013	2-2013	1-2013	12-2012	11-2012	10-2012
210116	Silverado	(Miller Ranch) Sauvignon Blanc	0.00	2005	N1031	(Miller Ranch) Sauvignon Blanc - Silverado	110.00	.00	.00	.00	.00	.00	.00	.00	.00
210117	Silverado	(Miller Ranch) Sauvignon Blanc	0.00	2007	N1031	(Miller Ranch) Sauvignon Blanc - Silverado	210.00	.00	.00	.00	.00	.00	.00	.00	.00
211083	Bonterra	(Organic) Cabernet Sauvignon	0.00	2006	N1013	(Organic) Cabernet Sauvignon - Bonterra	500.00	.00	.00	.00	.00	.00	.00	.00	.00
210349	Bonterra	(Organic) Chardonnay	0.00	2005/09	N1034	(Organic) Chardonnay - Bonterra	1,600.00	.00	.00	.00	.00	.00	.00	.00	.00
210351	Bonterra	(Organic) Chardonnay	0.00	2009	N1034	(Organic) Chardonnay - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
210358	Bonterra	(Organic) Chardonnay	0.00	2007	N1034	(Organic) Chardonnay - Bonterra	340.00	.00	.00	.00	.00	.00	.00	.00	.00
211241	Bonterra	(Organic) Merlot	0.00	2005	N1033	(Organic) Merlot - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
211242	Bonterra	(Organic) Merlot	0.00	2006	N1033	(Organic) Merlot - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
210476	Bonterra	(Organic) Sauvignon Blanc	0.00	2009	N1036	(Organic) Sauvignon Blanc - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
210477	Bonterra	(Organic) Sauvignon Blanc	0.00	2005	N1036	(Organic) Sauvignon Blanc - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
210478	Bonterra	(Organic) Sauvignon Blanc	0.00	2006	N1036	(Organic) Sauvignon Blanc - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00
210479	Bonterra	(Organic) Sauvignon Blanc	0.00	2007	N1036	(Organic) Sauvignon Blanc - Bonterra	.00	.00	.00	.00	.00	.00	.00	.00	.00

Enterprise Portals

Carillon has mobile friendly, encrypted, web based portals available for:

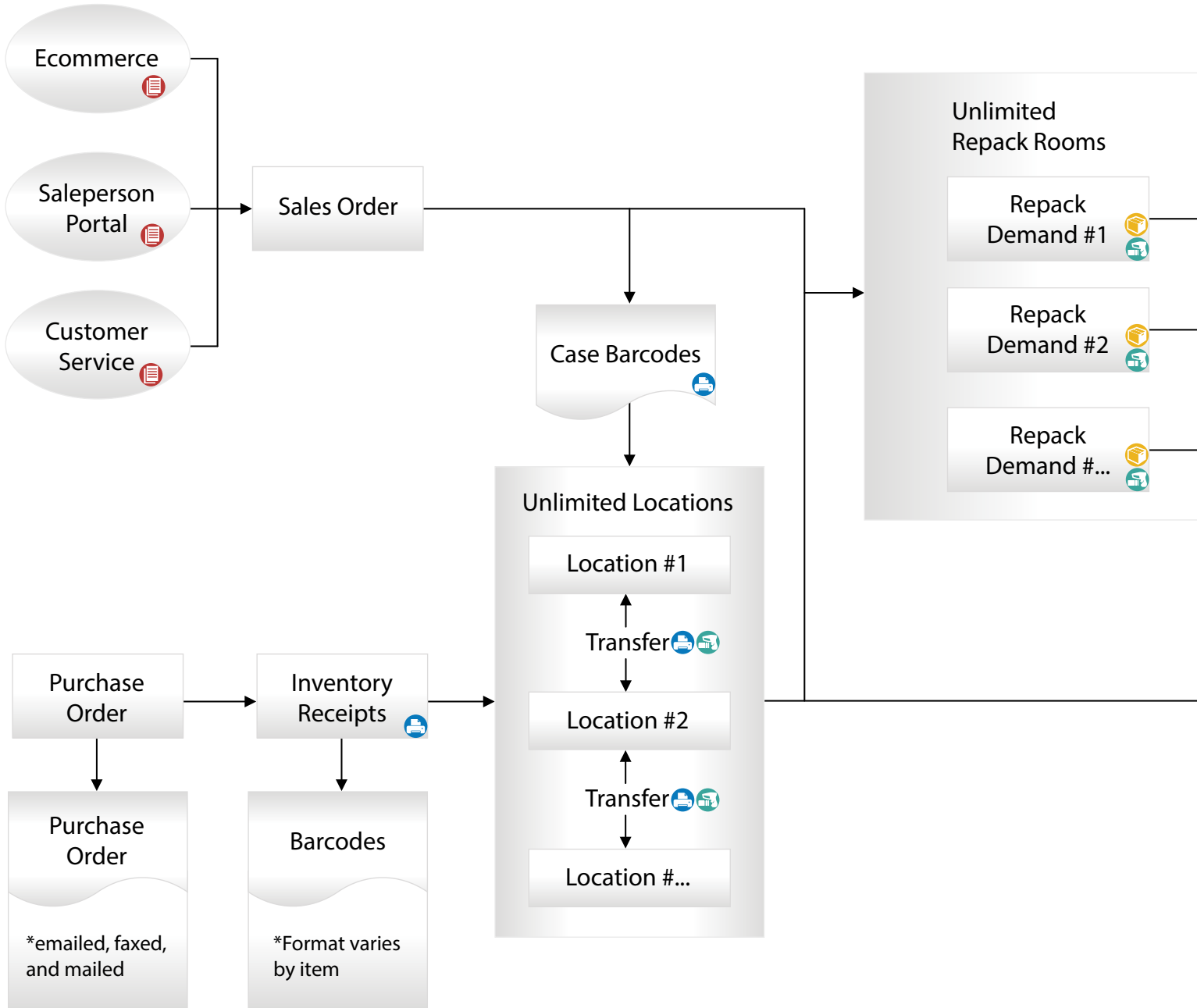
- Customers – Subject to security, customers can:
 - o Get Copies of Invoices
 - o See How Payments Have Been Applied
 - o Check Availability and Pricing
 - o More
- Vendors – Subject to security, vendors can:
 - o Get copies of purchase orders
 - o See payment status
 - o More
- Salespeople - Subject to security, salespeople can:
 - o See everything they would want to know about a customer before walking in to meet with them
 - o More
- Employees – Subject to security, employees can:
 - o Get All Current and Previous Pay Stubs
 - o Get their W-2s for the current and past years
 - o Get their 1095c
 - o Change their address
 - o Change their W-4
 - o More



Interface of Portals

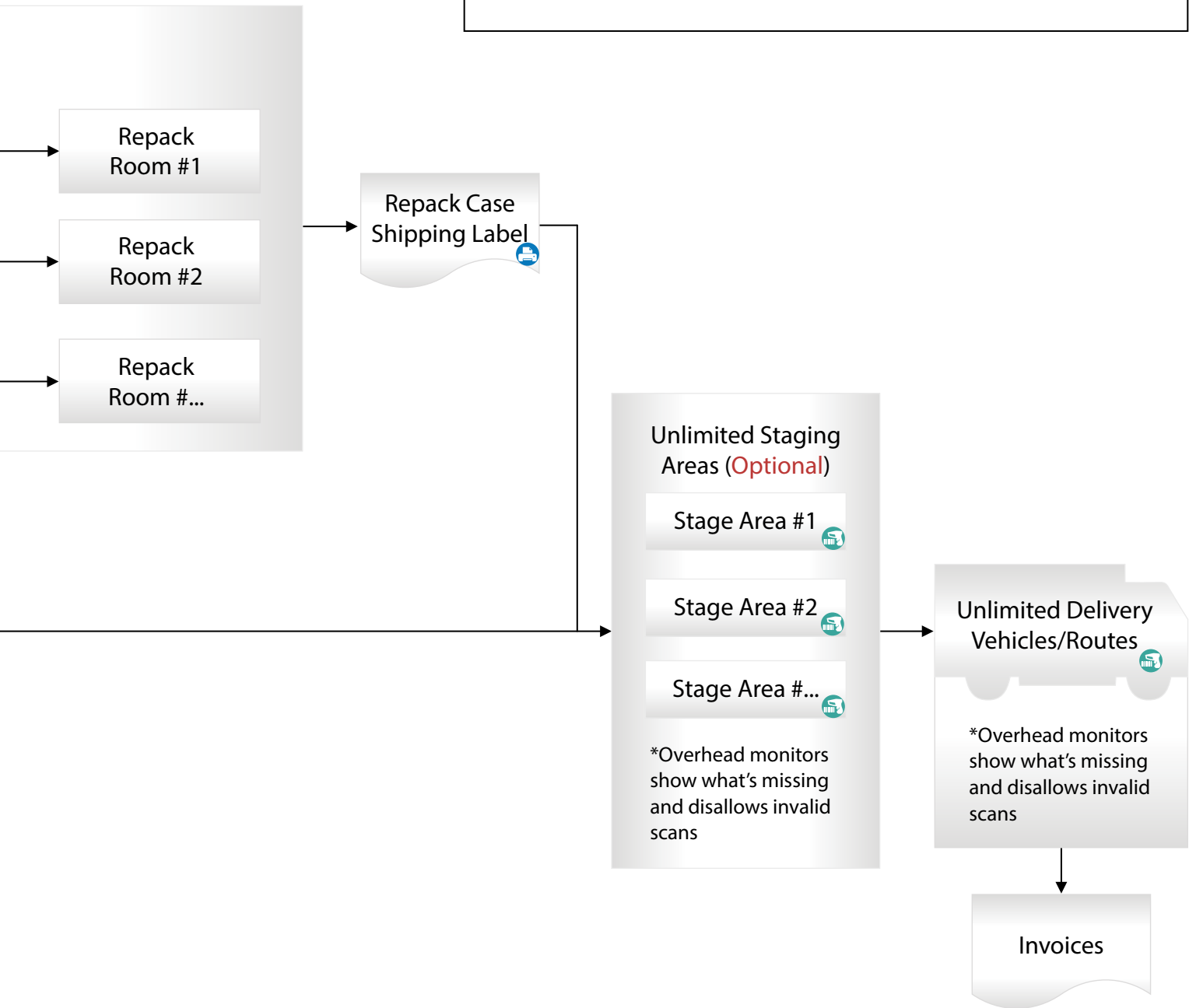
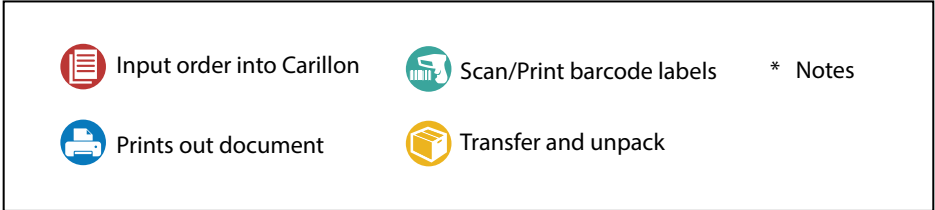
Everything That Is Supposed To Be On The Truck And Only What Is Supposed To Be On The Truck

Carillon ERP's Warehouse process is designed with only one thing in mind. Make sure that everything that is supposed to be on the truck is on the truck and make sure that only what is supposed to be on the truck is on the truck. This properly implemented process helps eliminate shortages upon delivery and helps eliminate theft by stocking clerks "accidentally" substituting expensive products for less expensive products. Customers are happier and shrinkage can be eliminated.



Warehouse Process

KEY



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.”

- 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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