Product Review: POS Software

Company Name / Location / Phone / Web site	Software Title	Pricing	Full suite*	Wine Club Integration	E-commerce Integration
Active Club Management Livermore, CA 925-447-2582 activeclubmanagment.com	Active Club Management	One time set-up fee of $500. Takes 0.5% of sales through POS per month with a maximum of $50.	Yes	Proprietary Wine Club Software	Yes, via WineWeb
Advanced Management Systems Santa Rosa, CA 707-539-7990 www.amssoftware.com	AMS Winery Software	Not available (NA)	Yes	NA by press time	Yes
CORESense Saratoga Springs, NY 866-229-2804 www.coresense.com	CORESense	$15,000 for POS on unlimited workstations including set-up, data import, web site, wine-of-the-month club and email promotions	Yes	Proprietary Wine Club Software	Yes, own application included
Cypress Solutions Irvine, CA 714-389-6250 www.winerypos.com	Infinity	$1,495 to install first terminal, $995 for each terminal after that.	Yes	Infinity Wine Club and Vin65	Yes, own customizable application
Elypsis Inc. Napa, CA 707-257-8912 www.elypsis.com	Elypsis Retail for Wineries	Base POS is $1,190 per register up to five, discount after that. Additional modules can be purchased separately.	Yes	Built on Microsoft Dynamics RMS	Yes, web service to eWinery Solutions web sites and file import/export for others
EVT Solutions Redmond, WA 425-860-1715 www.evtsolutions.com	bLoyal	Starting at $1,190 per register, w/additional charges for multiple location wineries	Yes	Proprietary Wine Club Software	Yes, own hosted and can connect to any 3rd party through web service APIs.
Microworks Technologies, Inc. Napa, CA 877-642-7696 www.winesoftware.com	Wine Direct	$1,495 for POS software integrating credit card processing and compliance checking	Yes	Proprietary Wine Club Software	Yes, through web services
Missing Link Networks, Inc. Calistoga, CA 707-942-9700 www.missinglink.net	eCellar	$4,195 for licensing at one POS register and 2 virtual terminals, plus $130 per month for unlimited application support and automatic upgrades and updates	Yes	Proprietary Wine Club Software	Yes, have own application
Napa Valley POS Napa, CA 707-320-2478 www.napavalleypos.com	Microsoft Dynamics RMS	$1,190 per register plus Microsoft annual maintenance fee	Yes	Interface to Vin65, IBG, Submerce	Yes, interface to Vin65, IBG, Submerce
Orion Wine Software Santa Rosa, CA 877-632-3155 www.orionwinesoftware.com	Wims - Winery POS, POSR Retail Suite	$3,000 to $10,000 depending on winery size, configuration, number of users, options	Yes for Wims, No for POSR	Yes, built-into Wims, No for POSR	Yes, standard open interface used to integrate to many ecommerce providers
Submerce Napa, CA 707-255-4390 www.submerce.com	Submerce POS	$4,999 for unlimited seats.	Yes	Proprietary Wine Club Software	Yes, built in
Technology Consulting Alliance Santa Rosa, CA 707-544-1559 www.winerypro.com	Winery Pro	$4,800	Yes	Proprietary Wine Club Software	No
Update Software, Inc. Hopland, CA 707-744-1898 www.vinnow.com	VinNOW	Starts under $5,000 for complete software package	Yes	Proprietary Wine Club Software	Yes, integrate with Kreck Design and VinterActive
Ingio Walla Walla, WA 866-993-1616 www.vinbalance.com	VinBalance Winery Software	$5,000 to $20,000 depending on number of users	Yes	Proprietary Wine Club Software	No
WineWeb Enterprises Santa Fe, NM 888-236-0058 www.wineweb.com	WineWeb POS	$600 to set up and 0.5% of net sales, not to exceed $50 per month. Additional modules can be added for an additional fee.	Yes	Proprietary Wine Club Software and also through Active Club Management	Yes, have own module
WineWare Software Corp. Paso Robles, CA 805-227-0202 winewaresoftware.com	SmartPOS	$695 to $995 for software, $3,800 including hardware, training, tech support	Yes	Proprietary Wine Club Software	In process

* (POS, Wine Club and eCommerce)

Accounting Integration	Plug-ins for gift cards	Multiple tenders on a sale	Touch screen capable	PCI Compliance	Compliance Integration	Platform	Database Integration
Yes w/QuickBooks, Business Works, General Ledger Accounting	Yes	Yes	No	Yes	Integrated	PC	SQL server/ Sybase
Yes, NA by press time	No	Yes	Yes	In process	Batch processed	PC	Pervasive SQL
Yes, QuickBooks	Yes	Yes	Yes	Yes	In process	Web-based	MySQL
Yes, QuickBooks, SAP, Great Plains	Yes	Yes	Yes	Yes	Batch processed	PC	Microsoft SQL server
Yes, built on Microsoft Dynamics NAV	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL server
Yes, QuickBooks among others	Yes	Yes	Yes	Yes	Integrated	POS is PC-based Add-ons are web-based	Microsoft SQL server
Yes, QuickBooks, PeachTree, SAP, AMS	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL server
No	No	No	Yes	Yes	Integrated	Web-based	Microsoft SQL server
Yes, Dynamics Great Plains, QuickBooks, MYOB, Peachtree	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL server
Yes for Wims w/PeachTree, Great Plains, Business Works, MAS, QuickBooks and more. No for POSR	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL server
Yes, QuickBooks, JD Edwards, SAP	Yes	Yes	Yes	Yes	Integrated	Web-based	Microsoft SQL
No	No	Yes	No	Yes	Batch processed	Mac & PC	FileMaker 10
Yes, QuickBooks complete API integration	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL
Yes, built in	No	Yes	Yes	Yes	Batch processed	PC	Microsoft SQL server
Yes, QuickBooks through WebConnect, PeachTree and more through an export file	No	Yes	Yes	Yes	Integrated	Web-based	Windows SQL server
Yes, QuickBooks	Yes	Yes	Yes	Yes	Integrated	PC	Microsoft SQL server

NOTE: Information for this table was provided by vendors.