

Vineyard Management Software

Company	ScanControl, Inc.	eSkye Software	Fairport Farm Software	Premiere Viticulture	SureHarvest
Software title	CropTrak	eSkye Vineyard Management	PAM AusVit	PremiereVision	SureHarvest
Pricing	\$350 base price for stand-alone version. Enterprise version (multi-user) varies depending on scale.	\$5,000+, depending on features.	\$1,695 to \$3,950 for desktop software. \$300 for PDA software. Annual licensing fee.	Acreage-based. One-time setup fees \$400-\$2,000. Support fees \$540 to \$1,800/year with an additional service fee per acre (e.g., \$7,200/year for 100 acres)	Acreage-based; options for purchase, lease-to-own or annual subscription. System may be purchased as modules.
User-configurable data fields?	Yes	Limited	Yes	No, modifications available.	Yes
Smallest vineyard unit tracked	Sub-block	Sub-block	Sub-block (smaller units may be defined)	Sub-block (smaller units may be defined)	Sub-block (smaller units may be defined)
PDA utility?	Yes	No	Yes	Accessible through an Internet-enabled PDA	Yes
GPS compatible?	Yes	No	Yes	No	Yes
Labor tracking and payroll	Time in/out	No	Tracks labor to tasks and to location; not specifically tailored for payroll functions.	Tracks work order data based on a farm plan; does not support individual time tracking or payroll.	In development
Chemical application and reporting	Records chemical applications and locations applied. Does not generate use reports, but can export data into other systems.	Can track materials applied in the vineyard. No usage reports are built-in.	Thorough tracking of chemical applications; currently uses Australian database. Tracks inventory. Reports are not formatted for usage reports.	Work order-based planning and tracking, including products needed for applications. Prepares county pesticide use reports.	Work order scheduling and tracking. Can generate a California pesticide use report. In development: inventory tracking.
Farm planning and tracking	No farm planning. Records task details as they are performed.	Activities may be scheduled, including applications, sampling, etc.	Farm planning and tracking are functions of the software.	Yes, extensive planning tools. Prepares Gantt charts for task tracking.	Farm planning, including scheduling of all activities for a season.
Resource (equipment) management	Records equipment usage while being used for tasks.	No	Records equipment usage while being used for tasks.	No	Can track equipment usage and associated costs.
Vineyard economics and budgeting	Costs are tracked at a block level and vineyard return on investment can be determined.	No	Extensive capabilities in vineyard cost tracking.	Farm plan provides a budgeting tool. Does not build budget based on low-level unit costs.	Equipment and supplies cost tracking. In development: labor cost tracking and cost estimates during planning.
Vineyard scouting	Any user-definable scouting parameter may be addressed. Photos may be attached to scouting records.	Primarily used for fixed block information, but many tracking parameters are available.	Any user-definable scouting parameter may be addressed.	Vineyard scouting is a strong point of this application. Pests, water status, yield components, etc. may be tracked.	Any user-definable scouting parameter may be addressed.
Irrigation	Vineyard water status may be tracked, but there is no provision for scheduling.	No	Tracks applied irrigation, but is not a scheduling tool. Water status observations used to generate recommendations.	An evapotranspiration (ET)-based scheduling tool is available free to the public on their website.	Tracks applied irrigation, but is not a scheduling tool. Water status observations used to generate reports.
Tracking of phenology, yield components, fruit maturity, etc.	Yes	Yes	Yes	Yes	Yes
Decision support / expert Systems	No	No	Some expert system functionality per Australian research products. Prediction of insect and disease outbreaks.	Harvest date prediction.	No
GIS and mapping	Enterprise edition has mapping tools with real-time data rendering and secure web access.	No	Mapping is integrated with the other tools, including active maps for entering field observations.	No	Yes
Laboratory sample tracking	Any user-definable parameter may be sampled and tracked. No provision for importing laboratory analytical results.	User-definable	Samples may be tracked from the vineyard to the laboratory and data from the laboratory may be imported.	Samples may be tracked from the vineyard to the laboratory, and data from the laboratory may be imported.	Sample tracking to and from the laboratory may be performed.
Traceability to/from wine lots	Weigh tag number may be referenced in harvest tracking function for interface to winery databases.	Weigh tags in field may be tracked all the way through winery to shipping of product.	Not directly, but vineyard areas may be assigned to winery purchasers.	In development	Supports tracking from vineyard to associated winery tracking numbers.
Report generation	No built-in reports. GIS interface can be used to represent information.	40 pre-defined reports built-in.	Numerous built-in reports where data may be filtered to focus results.	Pre-defined reports and user-defined reports are available.	Pre-defined reports and user-defined reports are available. Tabular and graph formats too.
Strengths	Vineyard scouting. Low cost per unit makes it a good solution for small to large operations.	Tracking from the vineyard all the way through product shipment. Tying wine attributes back to vineyard.	A complete package, except for payroll. Highly integrated with mapping and set up for precision viticulture.	System has been designed and built by viticulturists and has a viticulture/quality emphasis.	A complete package that tracks anything desired and provides tools for exploring the data in different ways.
Weaknesses	Data analysis and report generation capabilities are not strong.	Not really a vineyard management tool or a scouting tool; clearly winery-focused	Geared for the Australian industry. Lack of local (U.S.) support at this time.	Annual maintenance fees. Web access by PDAs in the field may be limited in some areas where coverage is poor.	Farm planning tools and payroll features are not yet available, but are in development.
	ScanControl, Inc.	eSkye Software	Fairport Farm Software	Premiere Viticulture	SureHarvest
Contact Information	Pleasanton, CA 925-249-9463 www.scancontrol.com	Glen Ellen, CA 707-996-9754 www.eskyesolutions.com	South Perth, Western Australia 61-8-9367-5814 www.fairport.com.au	Napa, CA 707-261-8750 www.premierevit.com	Soquel, CA 831-477-7797 www.sureharvest.com

Orange Enterprises, Inc.	Agcode, Inc.	Wornboot Geographics	Vinsight Software	Modular Information Systems, Inc.	The Winemaker's Database
Tiger Jill / Pocket Jill	Total Scout / Total Ranch	Vineworks	Vingrow	Vintner's Advantage	The Winemaker's Database
Modular structure for software, pricing. Can purchase only modules that are desired.	Based on acreage and/or number of field personnel.	Licensed based on vineyard size.	Licensing fee: \$1,995 for first year and \$795 per year thereafter.	\$7,000 (winery operations module), \$2,000 (grower contracts module). Other options available.	Contact company for a quote.
Yes	Yes	Yes	No	Yes	Yes
Sub-block (smaller units may be defined)	Sub-block (smaller units may be defined)	Block-level	Sub-block (smaller units may be defined)	Sub-block	Block
Yes (Pocket Jill is the PDA version)	Yes	No	No (PDA tool in development)	No	Yes
Yes	Yes	Yes	No	No	No
Time and attendance system. Detailed tracking of employees and job costing.	Hourly or piece-rate data may be entered for individual or field crew.	Work orders may be generated and tracked in database.	Labor costs may be tracked on a block level by manual data entry.	Labor may be tracked on an hourly or piece rate basis.	No
Tracks chemical applications. Generates county, state and federal use reports. Inventory tracking and worker protection standards posting.	Tracks chemical applications as they are entered. (Pesticide use reports are in development.)	Chemicals and application rates may be specified in each work order.	Tracks applications of chemicals, fertilizers, etc., and handles purchase ordering and receipt of goods.	Application of chemicals. (Ordering and reporting functions are currently in development.)	No
Tracks all aspects of farming operations, but is not a strong planning tool.	Farm planning, including scheduling of all activities for a season.	Software is built around work orders. Farm plans are created by a series of work orders.	No	In development	No
Can track equipment usage and associated costs, including maintenance records.	Very detailed tracking and documentation of equipment and resources used for tasks.	Equipment may be associated with work orders.	Equipment may be cataloged as stock items, but maintenance and operating costs are not tracked.	In development	No
Detailed budget for each managed unit. Tracks deviations from budget. Will prepare a profit and loss report.	Detailed costs are tracked for personnel, equipment and materials. Both employee and contract labor tracked.	Costs are tracked with work orders.	Per block determination of costs may be obtained, as can costs per operation type.	There is no budgeting functionality yet, but costs may be tracked.	No
Pocket Jill may be used for field scouting of numerous parameters. Photos may be attached to scouting records.	Any user-definable scouting parameter may be addressed. User may define measurement scales.	No	Field scouting will become available upon release of the PDA software, currently in development.	No	Yes, there is a PDA application for vineyard observations.
Tracks applied irrigation as well as inputs required for irrigation, but is not a scheduling tool.	In development	Irrigation orders may be generated along with quantities, but there is no scheduling utility.	Work orders for irrigation may be made, but there is no scheduling tool.	In development	Irrigation applications may be recorded, but there is no scheduling utility.
Yes	Yes	Yes	Yes	No	Yes
No	Harvest date and yield prediction.	No	No	No	No
Export to GIS only. Mapping module to capture and create block maps.	No, export to GIS only.	Product is a lightweight GIS utility and provides thematic mapping of vineyard data.	No	No	No
Sample tracking to and from the laboratory may be performed.	Field samples for laboratory analysis may be tracked.	No	No	No	No
Harvests from field may be tracked up to the point of delivery.	Will interface with major winery software databases.	Not directly	A unique harvest number is attached to each harvest unit and can be used to trace back from winery to the vineyard.	Product is winery-centric and may be used to trace fruit from vineyard through the entire process, including sales.	Product is winery-centric and may be used to trace fruit from vineyard through the entire process, including sales.
Hundreds of built-in reports, and there are user-customizable reports also.	Built-in and customizable reports. Formatted both in editable "views" and hard-coded output.	Data are exported to Excel for reports. Thematic maps can serve as visual reports.	Several built-in report formats in the software.	Built-in and user-definable reports are available.	Built-in and user-definable reports are available.
Longevity of company; efficient "drill down" access of high-level data down to details.	Vineyard farm planning, budgeting and cost tracking. Labor tracking and payroll functions.	Easy-to-use GIS system and database. A useful tool for small vineyard operations.	A simple database that requires very little effort to get started.	Strong grower tracking functionality. Primarily a winery operations software that tracks grower lots through to sales.	This product is intended to be a winemaker's tool for quality tracking from a vineyard.
Product not developed specifically for vineyards. Not directed towards high-end vineyard production.	Some functionality is still in development.	No capacity for field data collection. Lacks sophisticated farm planning, budgeting and labor tracking needed for larger operations.	Costly annual fee structure. No user-definable data fields. Limited support in the U.S.	The grower module is robust from a winery standpoint but is quite limited in its vineyard operations abilities.	Not really a vineyard management tool and will not serve that purpose for most operations.
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Fresno, CA 559-229-2195 www.orangesoftware.com	Glenwood, MN 877-250-8435 www.agcode.com	British Columbia, Canada 604-374-7963 (no website)	Auckland, New Zealand 415-335-4453 (U.S.) www.vinsight.net.nz	San Ramon, CA 925-244-5930 www.miscorp.com	Sonoma, CA 707-933-8635 www.wmdb.com