Comparing Five Popular Winery Software Suppliers

Company	WMDB	eSkye	Blend (owned by eSkye)	MIS (owned by eSkye)	AMS
Product	Winemaker's Database	Wine Production System (WiPS) Enterprise Edition	Blend Winemaker Edition	Vintner's Advantage	AMS Software- Multimodule
Pricing	Contact company for quote on desired modules	Consult with company for quote on modules/functionality needed. Vineyard Module is $5,000+ depending on features.	Consult supplier for package quote. Module packages are $6,000-$18,000	Winery Module, ~ $7,000, most add-ons are less than $4,000, multiple modules get 10% discount	Average cost/module is $2,000, range from mostly $3,000-$750
Available Modules	Modular, over 25 available. You can buy the modules you want covering vineyard management, production and cellar, costing and multi-facility "entreprise" version	Core Production Module. Barrel Management, Barrel Scanning, Data Abstract and Grape Intake sub-modules. Also have a Vineyard Management module available.	Four levels of Production software: Basic, Basic +, Premier, Elite/SQL. Also: Vineyard Module, Package Module, Sales & Distribution Module.	Basic Winery module as well as full suite of vineyard planting, grower contract, supply management, packaging, tasting room, wine club, sales and distributor modules available.	Modular. Buy the modules you need (over 20 different production, finance and accounting modules)
Years in Business	Since 1983	Since 1988. Have been doing alcohol beverage industry since 1999	Since 1980's. Acquired by eSkye March 2007	22 years, 10 years in the wine business. Acquired by eSkye	Since 1981
What makes it unique?	"Made by winemakers for winemakers," according to company principals. Owner Jim Vahl is a wine scientist with a PhD and practical winemaking experience, support staff all have winemaking experience. Clients from 1,000 cases to well over a million, on three continents	Works well for large multiple user facilities and interfaces with SAP for full Enterprise Resource Planning (ERP) solution	A "smaller winery" philosophy with the intellectual capital and partnering capabilities of a much bigger company (eSkye)	A full enterprise solution: vineyard, grower contracts, harvest scheduling module, cellar, work orders, grape to distributor to sales, TR, to final customer. Full production planning.	The Integration ("Cradle to Grave" integration, not just interfacing), automation and flexibility.
What is the processing reach, i.e. grape to bottle only or beyond?	Can do some vineyard data inputs in the basic module and even more data in the Vineyard Management module. Solid in the cellar and bottling functions. Does brandy and spirits. Can interface with accounting, sales and channel management software systems. Custom interfacing available.	Can track details from the vineyard, through cellar, to finished product and all the way to the end user. Accounting, management, marketing, compliance are all end-users of data, as well as "outside" partners like trucking companies and distributors. Also does brandy and spirits.	Tracks grapes down to the sub-block. Also does brandy and spirits. Vineyard module allows for greater detail on the vineyard side. Core production module doesn't do sales, distribution, AR, AP, etc. but "Blend Sales & Distribution" module will track finished goods.	Will bring in vineyard data, ripple it up through cellar to finished bottle product. Goes down supply chain to wholesaler, distributor, TR, wine clubs, and retailers. Also does brandy and spirits. Can interact with "outside" partners like growers.	Tracks "cradle to grave," vineyard to end buyer. Does bottling, bulk wine, case goods management, AP/AR, can do financial/reporting, general inventory, wholesale order processing.
Platform	Windows-based, don't need any special equipment other than a personal computer.	Needs special hardware and servers. IBM "iSeries" platform. SQL and ODBC compliant.	Windows-based or SQL-based. Needs Access or Jet Database.	Needs dedicated purchase of hardware, databases of certain types.	Windows-based. Needs standalone Windows server for security reasons. Formerly HP3000-based, now all users are converted to Windows.
User-configurable data fields?	Yes	Yes	Yes	Yes	Yes
PDA/Smartphone compatability?	Reports can be emailed once they are saved as Excel or PDF's	Reports can be emailed once they are saved as Excel or PDF's	Reports can be emailed once they are saved as Excel or PDF's	Reports can be emailed once they are saved as Excel or PDF's	When on a workstation, you can email reports to phones directly through outlook as a pdf attachment
Barcode, RFID or other field data device capable?	Barrel barcodes, interaces with TankNet. Working on the future with a leading vineyard management software firm.	Barrel barcode capable, pending interface with TagStream RFID Barrel Trak	Barrel barcode capable (Percon Falcon 320). Interfaces with TagStream's RFID Barrel Trak.	Barrel barcode only for now. Working on being able to write work orders from a PDA, while walking around the cellar, for example	Barcode scanner. Vineyard field data device capabilities in development.
What kind of planning tools does it feature?	Trial blending. Can transmit historical reports to excel for further data analysis and manipulation.	Interfaces with SAP-brand enterprise management software. Grape intake function allows you to see what you've taken in vs. what you've planned. Business process flow planning capabilities across multiple facilities.	Does have a work scheduler- can schedule events in the cellar. With Vineyard Module can schedule events in the vineyard. No enterprise-wide executive planning features.	The bottling module has a bottling master schedule that looks at wine inventory, supply inventory as well as the capacity of your bottling line. Grower contract module can help you work out future years and their future costs based on past years. Winery module can do product forecasting based on what you're planning on bringing in, what you've brought in.	Deep financial reporting capabilities. Effective budgeting: dollar budgets and by case budgets. Supports harvest planning, i.e. projected tons vs. actual tons received
Production Costing- how does it work?	Can add cost individual to blends, can spread costs over tanks, over facilities, over a period of time, etc.	Can track costs by intended use, by brand or by blend in cellar as well as at finished good level. High-level executive cost reporting show cost by plant, brand, varietal and intended use level.	Can add costs in many ways, by generally spreading, by attaching costs to certain movements, etc.	Can add events individually, can spread costs over tanks, can spread over a period of time.	Detailed straightline costing. Tags to general ledger, accounting journal entries, etc.
Decision Support/ Expert Systems	Not in itself, but will interface with existing ERP software.	With interfacing and other software within the company, can be key part of a company-wide ERP program. Program blending, harvest planning and forecasting.	Some bottling line scheduling capability and out-of-stock point predictiing with "Package" module. Not really an company-wide ERP solution but can interface with other ERP programs	Somewhat- integrated AP/AR and general ledger. Also product planning and forecasting.	Sales and profit analysis for different distributors. Calculates distributor bill-backs. "Cube" reporting where extensive data available to go directly into Excel for easy charting and data manipulation.
Generates Work Orders	Yes	Yes	Not yet- coming in June 2007 as an add-on module	Yes	No, allows each winery to manage that how they want
Internal Tank Chart/ Cellar Map?	Yes	Yes	Yes-with "Elite/SQL" package only	Yes	No
Tracks individual barrels or "barrel groups" only?	Either	Either	Either	Either	Either
702 Forms	Yes	Yes	Yes	Yes	Yes
Multiple Facilities?	Yes, with Enterprise Module	Yes	Yes	Yes	Yes

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Company	WMDB	eSkye	Blend	MIS	AMS
Allows multiple Users? Security Access?	Yes, supports number of users based on licensing. One person (or a team) can control who has access to what- data entry, master coding, report-only, etc.	Can supports hundreds of users. Detailed user groups and security levels. Useful for large, possibly international, companies with hundreds of employees.	Multiple users but security isn't as rigid as in WiPS	Allows Multiple users. You can assign which people have which access.	Yes
Hypothetical modelling (trial blends) function?	Yes	Yes	Yes-if you purchase above the "Basic" module	Yes	Yes
Attach tasting notes to blends?	Yes	Yes	Yes	Yes	Yes
Analysis tracking?	Yes	Yes	Yes	Yes	Yes
Grape sample/pre-harvest data tracking?	Yes (if you purchase Grape Sampling module)	Yes	Yes- with Vineyard Module even more specific (sampler, field testing notes)	New in 2006- advanced field sample maintenance. Define your own QC standards over multiple locations, multiple samplers. Generates reports, forecasting, etc. Email functionality.	Yes
Traceability to/from Growers, Vineyards, blocks?	Yes, through basic module grower block code or Vineyard Module, which gives you 4 levels of control	Yes	Yes- and more, if you have the Vineyard Module	Yes	Yes
Traceability to/from additives and supplies (for FDA Bioterrorism Act Rules)?	Yes, tracks by lot number of additives through upgraded Dry Goods Module, ripples lot number all the way through into the wine and shipping reports. Barrels can be tracked by individual number also.	Yes, lot tracking through dry goods module	Yes, user inputs the lot numbers of additives. Automatically embedded in the wine. Can track forward or back. For packaged goods as well, with "Package" module	Yes, every work order calls for a lot number automatically. Good for "training" people. Does physical inventory adjustment at end of period. Additive composition traced by lot #.	Yes, though onus is on the cellar workers to record lot #'s used, data entry enters lot #'s at time of entering work orders because AMS doesn't have a work order module. This still is compliant with the act as long as records are being kept internally. Lot #'s will ripple up to the bottled product.
Dry goods/bottling supply tracker?	Yes	Yes	Yes, with Package module	Yes	Yes
Web-available?	Working with a Central Coast custom crush facility for web-based monitoring of tanks	No	No	No	Not in the true sense of the word, but are finishing up a web-based shopping cart for retail modules
Report Generation Method	to screen, printer, Excel, PDF.	Print to screen, paper, excel pdf	Prints to screen, to Excel, to PDF, which are then able to be emailed. No direct email, must save reports in other format first.	Print to screen, paper, excel, pdf	Print, print to screen, PDF or Excel
Customizable/Custom Reports?	Yes, will work with customers to create custom reports	Data screens are sortable so you can tailor reports. eSkye encourages customers to educate themselves on Crystal Reports (see below) so they can write what works for them	Yes, only if you have the "Elite/SQL" version	Yes	Yes, sometimes in general updates, sometimes by individual request
Data Interface to/from other software packages?	Interfaces with SAP, JD Edwards, Quickbooks, Great Plains, SAP and others. Can do custom interfaces to and from other products. Lets client decide what other enterprise products they have/need/want.	To many programs including Excel and SAP. WiPS is visible to ODBC, SQL compliant, and to Crystal Reports so you can write your own queries and reports.	To many programs including Quickbooks, PeachTree, Great Plains and more. Can create interfaces to "talk" to just about anybody.	Can interface with many programs including JD Edwards, Solomon and Quickbooks. Totally SQL and ODBC Compliant	No, data within the system is directly linked, no need to "interface". Will export to other systems like SAP.
Reports export to Excel?	Yes	Yes	Yes	Yes	Yes
Support highlights	Customer training, "Within-Product" online help manual. Phone support.	3X yearly "user group" meetings with all customers. Customers get a chance to give input back to provider and to interact w/ ach other. Publish release updates to all customers.	Online help replaces old manual.	Online help, customer training, web-based support, "house calls" for education, installation	Provides IT and networking support
Cool feature	Spanish language version enables cellar team empowerment and increased training possibilities	Allows direct input from capillary electrophoresis in lab- immediately inputs data to avoid data-entry lag	Barrel Group Module and Barrel Subgroup Modules allow extensive barrel tracking and data.	When writing a work order, if you accidentally "add" something over the legal limit, an alert lets you know	You can "save" often-used reports to your workstation- they'll automatically update for you.
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