

## Drink-IT® 2008 –

the integrated business software for breweries, beverage  
producers and specialised beverage wholesale traders

**Drink *it***  
**2008**

The internationally proven ERP / business software for breweries, beverage producers and specialised beverage wholesale traders, Drink-IT® 2008, is now available for the German-language market. prisma informatik has entered into an exclusive partnership with the manufacturer Helios-IT nv, Belgium. By entering this partnership, prisma informatik has taken over the distribution and system support for Germany, Austria and Switzerland. With more than five years of market experience with Drink-IT®, both in the international market as well as in German companies, a complete redesign of the Drink-IT® solution was carried out, with Drink-IT® 2008 as the final product. With a pricing model, which is both attractive and oriented towards small to medium-sized businesses, the software solution is aimed at breweries and producers in the beverage industry as well as specialised beverage wholesale traders. The software is constructed with Microsoft Dynamics™ NAV (formerly Navision) and enables these companies to comprehensively cover their entire business management including production with a single integrated ERP solution.

In this manner, the users have a central source of information at their disposal.

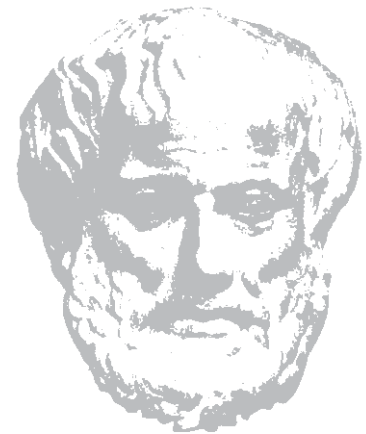
### Individual software solution

Drink-IT® 2008 is constructed in a modular manner. Therefore, the application can be comprised in an individual manner that meets the particular requirements of the company in question. Modules for production control, quality management, logistics, procurement & allotment, storage, sale, financial management and much more are available.

Due to the fact that the application is based on Microsoft Dynamics™ NAV, this results in perfect compatibility with all other Microsoft applications such as Word, Excel or Outlook, enabling seamless integration of Drink-IT® 2008 in virtually all operational environments.

Drink-IT® 2008 has been officially certified as an international business solution. Localisation for the German-language market (language, use of the respective country version of Microsoft etc.) will be performed by prisma informatik GmbH, which is based in Nuremberg.

Reference customers are various noted companies such as Duvel-Moortgat (Belgium), Hardys & Hansons (UK) or Ommegang (USA) as well as several German breweries and beverage producers.



“The whole is greater than the sum of its parts.”  
(Aristotle, 60 BC)



Microsoft Dynamics™ NAV is one of the most used ERP solutions for small to medium-sized businesses in the world. It offers fully integrated functions for all business processes and combines the safety of a proven standard solution with the flexibility of an individual solution.

The graphical user interface is based on Microsoft Office products and therefore the use of Dynamics™ NAV is both intuitive and easy. Microsoft Dynamics™ NAV enables a comprehensive automation of business processes between employees, customers, suppliers and partners. This facilitates quick and sound decision-making.

Microsoft Dynamics™ NAV in connection with Drink-IT® 2008 covers the fields of the business activities in the brewery and beverage production industry. The utilised technologies have been chosen in such a manner that easy adaptability is ensured at all times while maintaining the general update capability.



	<b>Stammdaten &amp; Administration</b>
	<b>Geschäftsbeziehungsmanagement</b>
	<b>Vertrags- &amp; Absatzstättenverwaltung</b>
	<b>Beschaffung &amp; Disposition</b>
	<b>Materialwirtschaft &amp; Lager</b>
	<b>Produktion &amp; Qualitätsmanagement</b>
	<b>Verkauf</b>
	<b>eCommerce</b>
	<b>Logistik &amp; Vertrieb</b>
	<b>Finanzmanagement</b>
	<b>Management-Informationssystem</b>
	<b>Shortcuts</b>



The evaluation of a sales location (restaurant, festivals etc.) is performed comprehensively by means of a cost/profit analysis. In addition to the specific types of contracts, which have been drawn up with a sales location, the turnover of a sales location, which has not been achieved by direct distribution, must also be incorporated in the calculation.

A further significant aspect is the accurate planning and budgeting for specific sales locations (e.g. provision of equipment for a festival) in order to ensure that the present resources are utilised in an optimal manner.

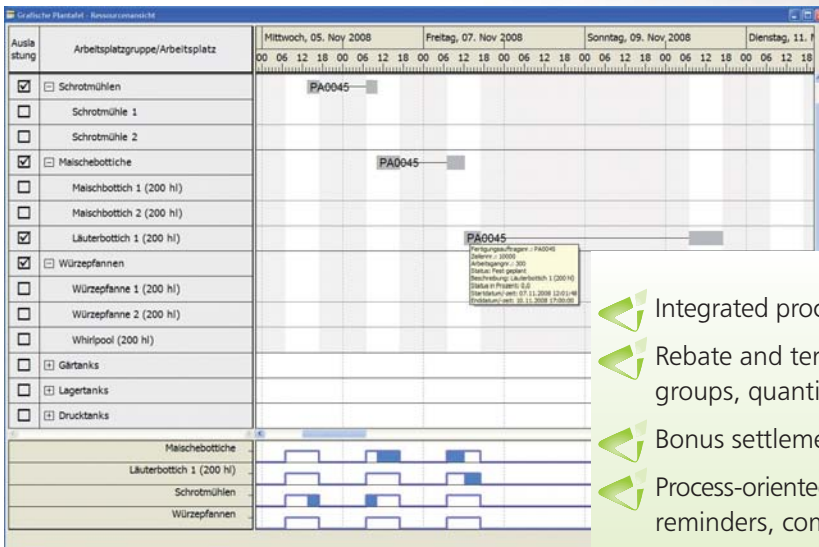


- Management of sales locations (restaurants, events, festivals)
- Planning of festivals and events
- Logging of the history of a sales location including the booking possibility of pendulum lists
- Object management and building management (maintenance and servicing of the installations and infrastructure)
- Contract management for lease and loan management, purchase commitments

Optimal procurement processes and an efficient allotment are receiving particular importance in a time of increasing prices of raw materials and energy.

Your employees will be supported by intelligent management possibilities in the area of procurement management for complex rebate and term agreements as well as general process control and monitoring for all procurement transactions and in this manner will accelerate the overall process.

With the integrated utilisation of Microsoft Dynamics™ NAV it supports the parameter-controlled planning function for the ensuring of the production and distribution readiness with simultaneous inventory minimisation (“just in time”) by means of using the data from the production and sales module as a basis for the calculation.



- ▶ Integrated procurement planning with flexible allotment parameters
- ▶ Rebate and term management for periods, article and supplier groups, quantity scales, rebates in kind, promotions etc.
- ▶ Bonus settlement, surcharges and discounts
- ▶ Process-oriented depiction of requests, orders, blanket orders, supplier reminders, complaints and returns
- ▶ Authorisation and release processes
- ▶ Barcodes, EAN numbers, supplier article numbers (references)

The efficiency and quality of the processes in stock and storage management can be improved considerably with the utilisation of Microsoft Dynamics™ NAV. All significant value added processes immediately trigger activities in the warehouse. The stock management is a central connection hub for the procurement, production and distribution.

All functions of modern storage management – from the simple warehouse organisation up to the chaotic warehouse management in high-bay storage – can be covered in a scaleable manner. The modern architecture of the modules is the perfect platform to tackle the technical challenges in the field of warehouse automation (e.g. order picking robots, RFID technology) in a professional manner.

Additionally, an exact and permanent determination of the storage value makes it possible to not only log and evaluate the quantity flows, but also the parallel value flows.

- ✔ Complete article management including article management per storage location
- ✔ Permanent inventory and availability calculation, reservation system
- ✔ Scaleable set-up of the storage management (simple storage locations, zones, storage site systems, dynamic (chaotic) storage site management)
- ✔ Integrated empties and load carrier management with deposit values
- ✔ Different methods of outward stock movement (FIFO, LIFO, average, selected) for the utilisation sequence and detailed storage evaluation, new evaluation
- ✔ Monitoring of shelf-storage life data
- ✔ Process-oriented depiction of receipt of goods, storage proposals, goods output and order picking proposals, internal storage processes for storage site rearrangement and rearrangement orders
- ✔ Support of different stock-taking methods
- ✔ Possibility of bar-coding and RFID
- ✔ Possibility of connection to storage management systems

In the production of foodstuffs very high standards apply in regard to quality assurance and documentation guidelines. With the modules in the area of production planning and controlling that have been especially developed for the brewery and beverage industry, these integral processes can be presented on the basis of a uniform business software. Therefore possible third party systems become redundant.

The traceability of batch numbers is elementary during process production, during which all utilised ingredients and initial products as well as the utilised storage facilities and production systems, which the product has run through, can be retraced. The batch sizes in regard to the sales plan, the capacity load and the energy efficiency can be determined by means of the parameter-controlled planning

calculation of the production module. The basis for the cost unit calculation in the financial management is the actual booking in production, in which the consumption of raw, auxiliary and operational materials, capacity utilisation and defective products can be compared against the preliminary costing.

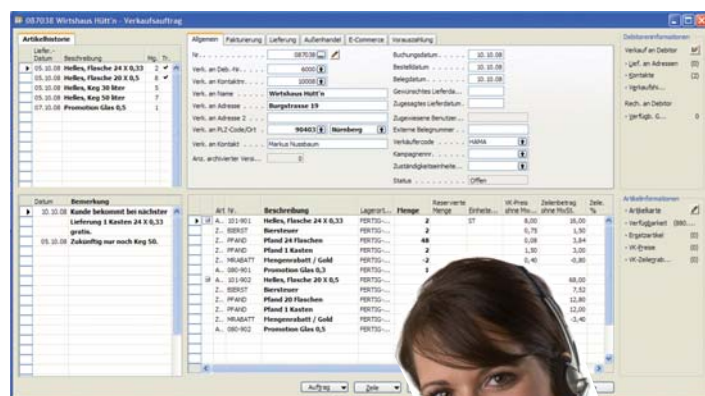


Art	Qualitäts-Nr.	T.	Beschreibung	Einheiten	Festgelegter Wert	Festgelegter Toleranzwert	Minimalwert	Maximalwert	Nennwert	A. Altkv. Einhaltst...	Notwendig	Oberer Kontrollwert	Unterer Kontrollwert	Unterer Alarmwert
M...	STAMMW	D...	Stammwürze	%	0,00	0,00	2,00	22,00	0,00	M...	✓			
M...	EXTRGEM	D...	Extrakt-Gehalt	%	0,00	0,00	85,00	87,00	0,00	M...	✓			
M...	PH-WERT	D...	pH-Wert	ABS	0,00	0,00	5-40	5-80	0,00	M...	✓			
M...	LOS-STICK	D...	löslicher Sickerstoff	MG/L	0,00	0,00	750,00	950,00	0,00	M...	✓			
M...	ZINK	D...	Zink	MG/L	0,00	0,00	0,10	0,25	0,00	M...	✓			
M...	FARBE	D...	Farbwert	ERC	0,00	0,00	8,00	10,00	0,00	M...	✓			
M...	KOAG-GT	D...	Koag. Sickerstoff	MG/100ML	0,00	0,00	1-40	2,00	0,00	M...	✓			
M...	JODWERT	D...	Jod Wert	ABS	0,00	0,00	0,50	0,80	0,00	M...	✓			
M...	SAUERST	D...	Sauerstoff	MG/L	0,00	0,00	7,00	8,00	0,00	M...	✓			
M...	HEFE-ZELLE	D...	Hefe tote Zellenzahl	MG/ML	0,00	0,00	15,00	20,00	0,00	M...	✓			
M...	HEFE-ZELLE	D...	Hefe tote Zellen Anteil	%	0,00	0,00	0,00	5,00	0,00	M...	✓			
M...	MEL-STÄ	O...	Microbiologischer Befund		0,00	0,00	0,00	0,00	0,00	M...	✓			
M...	ZINK	D...	Zink	MG/L	0,00	0,00	0,10	0,20	0,00	M...	✓			
M...	GURHENG	O...	Gurthing		0,00	0,00	0,00	0,00	0,00	M...	✓			
M...	VSKOZL	D...	Viskosität	MPA/S	0,00	0,00	1,20	1,50	0,00	M...	✓			
M...	DIMETHYL	D...	Dimethyl Sulfid	MG/GR/L	0,00	0,00	20,00	60,00	0,00	M...	✓			
M...	BITTER	D...	Bittereinheiten	ERC	0,00	0,00	35,00	65,00	40,00	M...	✓			
M...	SAUERST	D...	Sauerstoff	MG/L	0,00	0,00	7,00	8,00	0,00	M...	✓			
M...	ENDVERG-G	D...	Endvergärungsgrad (EVG)	%	0,00	0,00	80,00	83,00	0,00	M...	✓			

- Version-oriented master data management for parts lists and recipes, working plans and quality standards (control plans)
- Planning calculation for material and capacity demand with flexible planning parameters and sales planning
- Graphical planning table, change planning
- Process-oriented depiction of production orders, quality checks, regular quality controls, consumption bookings and actual booking for the completed products and capacity utilisation
- General batch retracing (single batches of the utilised raw, auxiliary and production materials in the semi-finished products and end products)
- Release and blocking of batches in the scope of quality assurance, general logging of all measurement and inspection data
- Possibility of connection of process controlling systems as well as BDE systems
- Administration of maintenance and service cycles

An increasing degree of independence of customers and growing competitive pressure requires quick and flexible responses in the sales processes. Service-oriented actions are simplified by increased transparency of the customer relation and are implemented in a structured manner in the respective processes. This leads to the acquisition of new customers and the safeguarding of sales.

The efficient carrying out of advance sales via telephone play an important role, during which employees have all relevant information at their disposal during the call. You will be supported by Drink-IT® 2008 in an optimal manner while carrying out administrative processes, the administration of complex rebates and term structures and the cyclical settlement of bonuses, reimbursements and the applicable accruals.



- ▶ Supported presales via telephone with instructions on the customers that are to be called and optimised order quick entry
- ▶ Direct access to customer information and history
- ▶ Rebate and term management for periods, article and customer groups, quantity scales, rebates in kind, samples, promotions etc.
- ▶ Bonus settlement, accruals, surcharges and discounts (e.g. surcharges for advertising)
- ▶ Process-oriented depiction of offers, orders, blanket orders, complaints and returns
- ▶ Invoicing according to different methods (e.g. collective invoice), preparation of credit notes, reminder mechanism, credit limit warning
- ▶ Automatic deposit settlement, empties accounts
- ▶ Possibility for the connection to a cash register or cash register screen including cash bookkeeping direct in the application
- ▶ Representative and commission calculation
- ▶ Management of beverages destined for domestic consumption
- ▶ Budgeting of the sales in amounts and values, integration in the reporting system

Leergut Abrechnung 10. Oktober 2006  
Seite 1  
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Periode:  
Nürnberger Brauhaus AG  
Debitor Nr.: 6000, Datumstiller: 01.08.06, 10.10.06

Buchung	Leergutartikel	Beschreibung	Bewertete Menge	Pfandmenge (MW)	Pfandsaldo zum (MW)
<b>Saldo am 01.08.06, Debitor 6000 63</b>					
05.10.08	080-101	Flasche 0.33 liter	450	35.40	
05.10.08	080-101	Flasche 0.33 liter	240	19.20	
05.10.08	080-101	Flasche 0.33 liter	268	23.04	
Artikel 080-101 Flasche 0.33 liter			1.008	80.64	
05.10.08	080-102	Flasche 0.5 liter	160	12.80	
05.10.08	080-102	Flasche 0.5 liter	300	24.00	
Artikel 080-102 Flasche 0.5 liter			460	36.80	
05.10.08	080-201	Keg 30 liter	5	150.00	
Artikel 080-201 Keg 30 liter			5	150.00	
05.10.08	080-202	Keg 50 liter	7	210.00	
Artikel 080-202 Keg 50 liter			7	210.00	
05.10.08	080-301	Kästen 24 Flaschen	20	30.00	
05.10.08	080-301	Kästen 24 Flaschen	10	15.00	
05.10.08	080-301	Kästen 24 Flaschen	12	18.00	
Artikel 080-301 Kästen 24 Flaschen			42	63.00	
05.10.08	080-302	Kästen 20 Flaschen	8	12.00	
05.10.08	080-302	Kästen 20 Flaschen	15	22.50	
Artikel 080-302 Kästen 20 Flaschen			23	34.50	
Debitor 10.10.08 6000					<b>574.94</b>

The operation of a dedicated logistics department or the assignment of a logistics service provider pose a considerable cost factor. Simultaneously, the service quality, which is perceived by the customer, is fundamentally influenced by logistics.

Efficiency and a high degree of reliability are therefore indispensable and are supported by the logistics processes featured in Drink-IT® 2008.

Additionally, access to information of the field service is of paramount importance. Mobile access to the current data is an important factor for success for carrying out work in the field and the concentration on the requirements of the customer.






-  Planning of routes and supporting of the creation of loading lists
-  Support of the field service by utilisation of mobile terminals
-  Administration of the various deliverers and modes of transport
-  Delivery papers and export documentation including ATLAS method, sanction monitor
-  Interface with the field service distribution solution PROFITSYSTEM by the merkarion GmbH company

Microsoft Dynamics™ NAV and Drink-IT® 2008 support modern methods of e-Commerce, which is gaining an increasing degree of importance.

On the one hand the B2B (Business To Business) communication is covered by the EDI method (digital document exchange via Electronic Data Interchange) and on the other B2C (Business To Customer) requirements can be met during operation and in the connection to common webshops. Certain access groups (employees, suppliers, customers, cooperation partners) can be supplied with the required data from Drink-IT® 2008 via portals in order to ensure that processes can also be performed across companies.



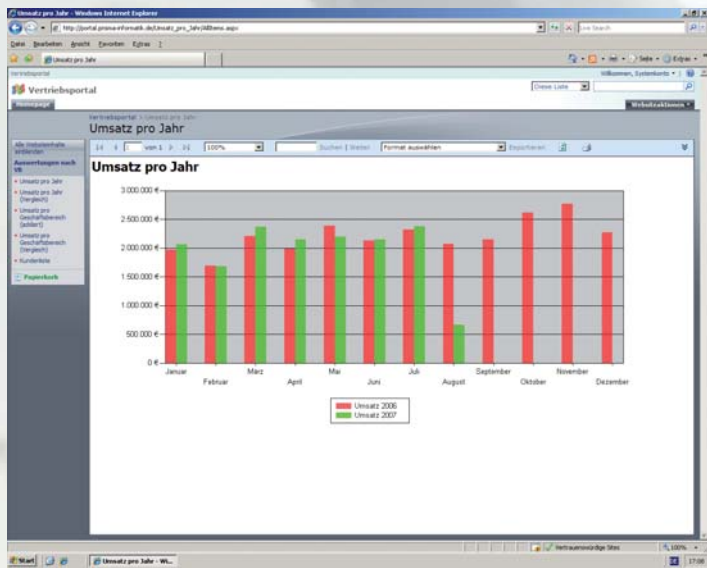
-  Web-based distribution extranet, customer portal
-  Support of EDI methods
-  Connection possibilities for webshops (among others OXID EE eShop)

The financial management does not only contain accounting, but also unites different aspects of finance, controlling and the cost as well as performance calculation. In this manner, the value components of all other areas such as purchasing, sales, storage and wages/salaries are integrated in the financial management. You can access the

core information with the push of a button and determine and analyse sources and connections at any time.

In order to create additional transparency you can perform an analysis of your data in regard to dimensions by creating your own evaluation dimensions and carry along an unlimited amount.

Provide desired and actual figures with company-specific dimensions and in this manner enable a specialised report



- Integrated financial accounting (general ledger, debtors and creditor sub-ledgers), bank management and monetary transactions
- GdPdU module, Intrastat report
- Monthly and annual statement (flexible finance reports for GuV, balance sheet, HGB, IFRS, US-GAAP)
- Inter-company transactions
- Asset bookkeeping, insurances, maintenance
- Cost and performance calculation
- Personnel, wage and pay slips
- Integrated liquidity prognosis and possibility of connection to financial planning software (such as Denzhorn / BPS One)
- Depiction of excise and beer duties












By means of evaluation across all areas of the company you can evaluate the past and plan improvements for the future.

The requirements for a modern management information system however have a broader scope: Undesirable trends (such as slumps in article and/or customer-specific turnover, quantity or profit contribution) should trigger immediate warnings. Trends should be recognisable and it must be possible to connect data from different company areas to create a uniform impression of the overall situation.

After all, an image says more than a thousand words – and a great deal more than a thousand numbers.

Graphical representations of data make it possible to recognise connections on a single glance and emerge from the labyrinth of figures in a list of numbers and abbreviations. With the functions for the graphical report generation and automatic report distribution that are integrated in the SQL Server, it is possible to precisely determine the information pertaining to your company and distribute it precisely in the company.



-  Large number of pre-engineered standard reports, ad-hoc reporting and Microsoft Office Excel Integration
-  Comparison of desired / actual numbers with the presence of planning levels in the amount and value framework
-  Integrated query and report generator
-  Individual evaluation possibilities with the dimensions that can be defined freely
-  Freely definable analysis and evaluation patterns for the data of financial accounting, for sales, purchasing, production and storage
-  Graphical evaluation and rule-based report creation and distribution
-  Data analysis with OLAP tools, data mining
-  Trend calculations (key performance indicators)
-  Benchmark evaluations regarding internal and external factors
-  Summary of the information in the management cockpit
-  Internal benchmarking and operating comparison

## We are there for you!

prisma informatik GmbH performs an analysis of your respective requirements and creates well-balanced, future-proof concepts for your IT platform. The realisation and commissioning of the software is performed in the framework of a consistent project management. prisma informatik has established data migration procedures and set-up templates for the set-up parameters at its disposal, which ensure a reliable and calculable introduction process and additionally possesses well-founded know-how in regard to the beer and beverage line of business. The maintenance of the software following the successful introduction is a very comprehensive term at prisma informatik.

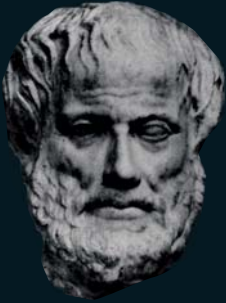
We believe the usefulness of an ERP system only appears in the actual operation. Therefore, we place a great emphasis on a continuous process of improvement.

Our customers have for instance made the best experiences with our maintenance and provisioning service, which is designed for continuous improvement. An important factor for success for the stable operation of a software system that increases in value is the high availability of our qualified support staff for the entire life cycle of the software.

During the operation of complex software systems that are installed company-wide, it is unavoidable that questions continuously arise during operation, which require professional support that is rendered quickly and successfully.

By supporting your IT systems, prisma informatik ensures that both you and your staff receives quick and qualified answers for questions regarding the operation of the system. With this support we ensure that your system is available at all times, is adjusted to changes in the system environment, which were not known during installation, and achieves the increase of personal productivity of each user.

In order to ensure that your staff achieves optimal results with the utilised software and thereby increases their personal productivity, education and individual training measures are essential.



“The whole is greater than the sum of its parts.”  
(Aristotle, 60 BC)

Drink-IT® 2008 on the basis of Microsoft Dynamics™ NAV is a modern business software for all areas of use and in particular the brewery and beverage market. As a certified Microsoft Gold Partner, prisma informatik GmbH offers you years of experience in order to perform your company processes in an integrated and efficient manner.

Small and medium-sized businesses are faced with increasing requirements in their dynamic markets.

Cross-company process integration, effective data consolidation, ad-hoc evaluations and automated business transactions via Internet portals often rapidly push existing systems to their limits.

It is only possible to achieve an overall increase of productivity of the business and of each individual employee with consistently controlled, continuous improvement processes.

We develop trend-setting platforms with the utilisation of products such as Microsoft Dynamics™ NAV, the Microsoft Sharepoint and SQL Server technologies. These platforms are attuned to the current requirements of customers and thereby create a flexible, yet stabile bridge to the IT world of tomorrow.

effizienz**durch**dynamik

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