

The background features a series of overlapping, semi-transparent white and brown shapes that create a dynamic, layered effect. The shapes include large, sweeping curves and straight lines, suggesting a sense of movement and depth. The overall color palette is warm, dominated by various shades of brown and tan, with the white shapes providing high contrast.

# Orchestrated<sup>TM</sup>BEER

Business Management Software for Craft Breweries.

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Optional Modules not included in the core OrchestratedBEER solution.

# THE CORE FOUNDATION



## FOR *YOUR* BREWERY



OrchestratedBEER is an all-in-one business management software solution that helps you manage every aspect of your brewery from accounting in the back office to iPads on the brewery floor.



# Automate Your Accounting

Generate instantaneous financial views

3/17/2014



## Financial Overview Dashboard

as of 3/17/2014 3:12 pm

### Cash & Revenues

#### Cash Balances

	LM Ending	Current
Cash on Hand (HO, USA, GA )	\$0.00	\$0.00
Cash at Bank - Checking (HO, USA, GA )	\$2,652,686.55	\$2,652,686.55
Cash at Bank - Payroll (HO, USA, GA )	\$311,281.68	\$311,281.68
Cash at Bank - Savings (HO, USA, GA )	\$84,343.56	\$84,343.56
Cash at Bank - Credit Card (HO, USA, G	-\$834.25	-\$834.25
Credit Card Clearing (HO, USA, GA )	\$0.00	\$0.00

#### Revenues

Booked MTD	Add'l Estimated	Total This Month	Booked YTD
\$0.00	\$331,869.30	\$331,869.30	\$453,134.08

[Open Sales Orders & Returns](#)  
[Month to Date Invoices](#)

### Top 5's

#### Customer Balances

Distributor OR	\$195,577.27
Distributor ID	\$15,862.56
Distributor NV	
Distributor UT	
Distributor WA	

#### Vendor Balances

Grain Supplier	\$181,260.00
Labeling Supplier	\$3,600.00

#### Distributor OR (D1001)

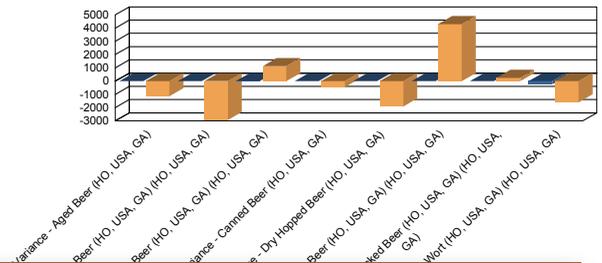
Doc #	Doc Date	Due Date	Item	Qty	in BBLs	Amount
87	2/6/2014	3/21/2014	Keg 1/2 bbl - OrchestratedBeer IPA	99.00	49.50	\$10,707.84
94	3/1/2014	3/1/2014	24 Pack - 12oz - OrchestratedBeer Summer Brew	144.00	10.45	\$2,917.44
			24 Pack - 12oz - OrchestratedBeer IPA	144.00	10.45	\$2,590.57
			24 Pack - 12oz - OrchestratedBeer Winter Ale	72.00	5.23	\$1,540.80
			Keg 1/2 bbl - OrchestratedBeer Winter Ale	60.00	30.00	\$7,022.40
			Keg 1/2 bbl - OrchestratedBeer IPA	60.00	30.00	\$6,489.60
			Keg 1/2 bbl - OrchestratedBeer Summer Brew	60.00	30.00	\$6,842.40

Drill down for more details

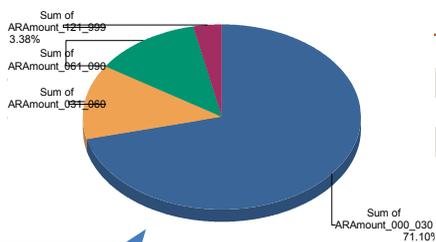
### WIP Variances

Account	Average Last 3 Mos	Now
WIP Variance - Wort (HO, USA, GA) (HO, USA, GA)	(242.99)	(1,605.20)
WIP Variance - Green Beer (HO, USA, GA) (HO, USA, GA)	0.00	4,306.80
WIP Variance - Bright Beer (HO, USA, GA) (HO, USA, GA)	16.90	1,135.40
WIP Variance - Bottled Beer (HO, USA, GA) (HO, USA, GA)	0.00	(2,938.21)
WIP Variance - Racked Beer (HO, USA, GA) (HO, USA, GA)	0.00	250.77
WIP Variance - Dry Hopped Beer (HO, USA, GA) (HO, USA, GA)	0.00	(1,911.95)
WIP Variance - Aged Beer (HO, USA, GA) (HO, USA, GA)	0.00	(1,134.12)

Control production variances



### Current Agings

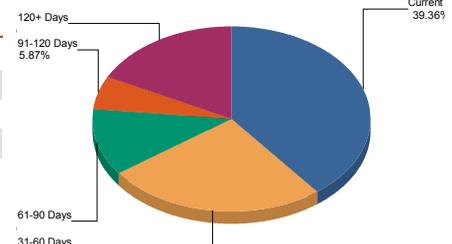


View financial health snapshots

#### Receivables

Current	61-90 Days	91-120 Days	120+ Days
\$275,342.67	\$50,879.92	\$47,958.88	\$0.00
\$6,284.83	\$4,097.06	\$1,870.16	\$937.02
\$2,776.48			

#### Payables



# Effortless Inventory Management

View real time and future inventory stock levels



## Future Inventory Status Analysis

for 2/19/2015 - 3/11/2015 (in Units)

IPA Items		2/19/2015	2/20/2015	2/21/2015	2/22/2015	2/23/2015	2/24/2015	2/25/2015	2/26/2015
IPA - Case 4/6/12 Btl 1003-B46	Starting Balance:	-31.00	-31.00	-31.00	-91.00	-91.00	959.00	3,179.00	3,179.00
	Supply	0.00	0.00	0.00	0.00	1,110.00	2,220.00	0.00	0.00
	Demand	0.00	0.00	-60.00	0.00	-60.00	0.00	0.00	0.00
	End of Day Balance:	-31.00	-31.00	-91.00	-91.00	959.00	3,179.00	3,179.00	3,179.00
IPA - Keg 1/2 BBL 1003-K12	Starting Balance:	0.00	1,692.00	1,692.00	1,668.00	1,668.00	1,644.00	1,644.00	1,644.00
	Supply	1,692.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Demand	0.00	0.00	-24.00	0.00	-24.00	0.00	0.00	0.00
	End of Day Balance:	1,692.00	1,692.00	1,668.00	1,668.00	1,644.00	1,644.00	1,644.00	1,644.00
IPA - Keg 1/6 BBL 1003-K16	Starting Balance:	0.00	1,085.00	1,085.00	1,069.00	1,069.00	1,053.00	1,053.00	1,053.00
	Supply	1,085.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Demand	0.00	0.00	-16.00	0.00	-16.00	0.00	0.00	0.00
	End of Day Balance:	1,085.00	1,085.00	1,069.00	1,069.00	1,053.00	1,053.00	1,053.00	1,053.00
IPA - Firkin 1003-KF	Starting Balance:	0.00	997.00	997.00	997.00	997.00	997.00	997.00	997.00
	Supply	997.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Demand	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	End of Day Balance:	997.00	997.00	997.00	997.00	997.00	997.00	997.00	997.00

Demand details

Demand		
Type	Transaction	Quantity
Sales Order	6/1/2013 Sales Order - 10037; Based On Sales Quotations 10098.	24.00
	6/1/2013 Sales Order - 10038; Based On Sales Quotations 10097.	16.00
	6/1/2013 Sales Order - 10045; Based On Sales Quotations 10090.	8.00
	7/1/2013 Sales Order - 10046; Based On Sales Quotations 10089.	24.00
	7/1/2013 Sales Order - 10047; Based On Sales Quotations 10088.	16.00
	7/1/2013 Sales Order - 10054; Based On Sales Quotations 10081.	8.00
	8/1/2013 Sales Order - 10055; Based On Sales Quotations 10080.	24.00
	8/1/2013 Sales Order - 10056; Based On Sales Quotations 10079.	16.00
	8/1/2013 Sales Order - 10063; Based On Sales Quotations 10072.	8.00
	9/1/2013 Sales Order - 10064; Based On Sales Quotations 10071.	24.00
	9/1/2013 Sales Order - 10065;	
	9/1/2013 Sales Order - 10072;	
	10/1/2013 Sales Order - 10073	
	10/1/2013 Sales Order - 10074	

View supply details



### Daily Transaction Details

for Item# 1002-K12 on 3/24/2014

Day's Beginning Inventory Balance: -117.00

#### Supply

Type	Transaction	Quantity
Production Order	Production Order - 10051;	200.00

Day's Ending Inventory Balance: 83.00

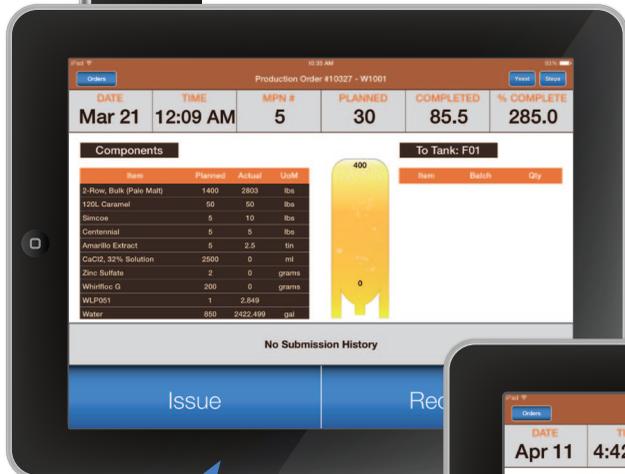


Core Feature

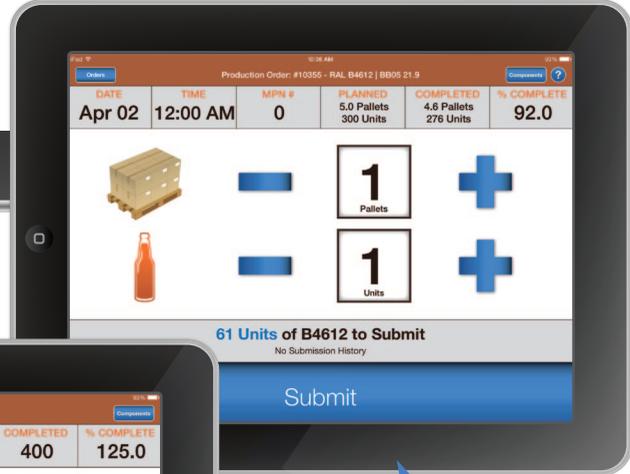


# Streamline Production Processes

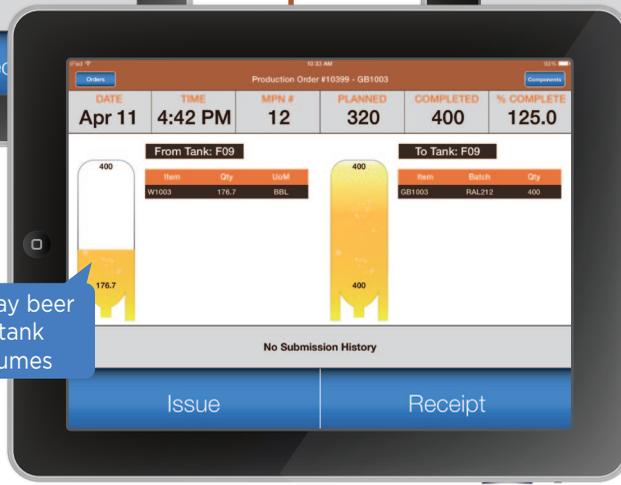
Execute production orders on an iPad or in the application



Relieve raw materials



Simple user interface design



Display beer in tank volumes

# Anticipate Purchasing Needs

View requirements for raw materials based on demands



3/31/2014



## MRP Purchase & Production Recommendations

for Raw Materials Planning (3/31/2014 - 5/31/2014)

### Items Due the Week Of 4/6/2014

Purchase Order Items			
Item Group	Item	Quantity Due	Release Date Details
<b>RM: Malt</b>	Malt Caramunich (RM5019)	30.33 /	04/09 (30.33)
	Malt Munich Type 1 (RM5030)	72.02 /	04/09 (72.02)
<b>RM: Hops</b>	Hops - German Tradition (RH5014)	1.14 /	04/09 (1.14)
	Hops - Saaz (RH5025)	0.38 /	04/09 (0.38)

### Items Due the Week Of 4/27/2014

Purchase Order Items			
Item Group	Item	Quantity Due	Release Date Details
<b>Packaging</b>	Label body - Amber Ale (PG5015-1001)	100.00 /	05/01 (100.00)
	Label body - Oktoberfest (PG5015-1010)	100.00 /	05/01 (100.00)

### Items Due the Week Of 4/27/2014

Purchase Order Items			
Item Group	Item	Quantity Due	Release Date Details
<b>Packaging</b>	Label body - Amber Ale (PG5015-1001)	100.00 /	05/01 (100.00)
	Label body - Oktoberfest (PG5015-1010)	100.00 /	05/01 (100.00)
	Label neck - Amber Ale (PG5020-1001)	12,384.00 /	05/01 (12,384.00)
	Label neck - Oktoberfest (PG5020-1010)	1,296.00 /	05/01 (1,296.00)
	Six Pack Carrier - Amber Ale (PG5035-1001)	2,064.00 /	05/01 (2,064.00)
	Six Pack Carrier - Oktoberfest (PG5035-1010)	216.00 /	05/01 (216.00)
	Carton 12oz - Amber Ale (PG5060-STD)		
<b>Packaging</b>	Carton 12oz - Oktoberfest (PG5060-STD)		
	Package item (PG5060-STD)		
<b>Packaging</b>	Bottles - 12oz (PG5082)		

Displays quantities & dates required



### Items Due the Week Of 5/4/2014

Purchase Order Items			
Item Group	Item	Quantity Due	Release Date Details
<b>RM: Malt</b>	Malt Caramunich (RM5019)	68.23 /	05/09 (68.23)
	Malt Munich Type 1 (RM5030)	162.04 /	05/09 (162.04)
<b>RM: Hops</b>	Hops - German Tradition (RH5014)	2.56 /	05/09 (2.56)
	Hops - Saaz (RH5025)	0.86 /	05/09 (0.86)

View by item groups



Core Feature



# Sell & Fulfill Orders

Track and report on your shipment history



## Taxable Shipment Details by State

From Brewery #1 for the state of "OR" for documents dated 3/1/2013 - 7/31/2013

### Pale Ale

#### Keg 1/2 BBL (K12)

Doc Num	Doc Date	Business Partner - Address	Units (ea)	BBLs	Gallons
10036	7/1/2013	RJ BarrintonDist. (C1045) - 3415 Main Street , Portland, OR 54633	8.00	4.00	124.00
<b>Keg 1/2 BBL (K12) Totals:</b>			<b>128.00</b>	<b>64.00</b>	<b>1,984.00</b>

#### Keg 1/6 BBL (K16)

Doc Num	Doc Date	Business Partner - Address	Units (ea)	BBLs	Gallons
10000	3/1/2013	Pacific Distributing Inc. (C1005) - 1215 Elm Street , Portland, OR 90210	16.00	2.67	82.67
10009	3/1/2013	Pacific Distributing Inc. (C1005) - 1215 Elm Street , Portland, OR 90210	16.00	2.67	82.67
10020	5/1/2013	Pacific Distributing Inc. (C1005) - 1215 Elm Street , Portland, OR 90210			82.67
10029	7/1/2013	Pacific Distributing Inc. (C1005) - 1215 Elm Street , Portland, OR 90210			82.67
					330.67

Access invoice records from report



Beaverton, OR 97006  
Tel: 877-683-2648  
Fax:  
Email: info@OrchestratedBEER.com

### Invoice

Invoice #: 10000  
Date: 3/1/2013  
Due Date: 3/31/2013  
Terms: Net 30 Days  
Ref#:

### IPA

#### Case 4 x 6pa

Doc Num

**Bill To:** Bill To  
1215 Elm Street  
Portland, OR 90210

**Ship To:** Ship To  
1215 Elm Street  
Portland, OR 90210

Item Code	Description	Quantity	Unit Price	Ext Price
1001-B212	Amber Ale - Case 2/12/12 Btl	120.00	16.15	1,938.00
1001-B46	Amber Ale - Case 4/6/12 Btl	60.00	17.00	1,020.00
1001-K12	Amber Ale - Keg 1/2 BBL	32.00	85.00	2,720.00
1001-K16	Amber Ale - Keg 1/6 BBL	32.00	42.50	1,360.00
1002-B46	Pale Ale - Case 4/6/12 Btl	120.00	16.15	1,938.00
1002-K12	Pale Ale - Keg 1/2 BBL	24.00	80.75	1,938.00
1002-K16	Pale Ale - Keg 1/6 BBL	16.00	40.38	646.00
1003-B46	IPA - Case 4/6/12 Btl	60.00	15.30	918.00
1003-K12	IPA - Keg 1/2 BBL	40.00	78.20	3,128.00
1003-K16	IPA - Keg 1/6 BBL	32.00	38.25	1,224.00
1004-B212	Stout - Case 2/12/12 Btl	60.00	24.65	1,479.00
1004-K16	Stout - Keg 1/6 BBL	24.00	63.75	1,530.00
1004-K12	Stout - Keg 1/2 BBL	16.00	123.25	1,972.00
19950-K12-Deposit	Deposit - Keg Deposit (1/2 Bbl)	112.00	30.00	3,360.00
19950-K16-Deposit	Deposit - Keg Deposit (1/6 Bbl)	104.00	25.00	2,600.00

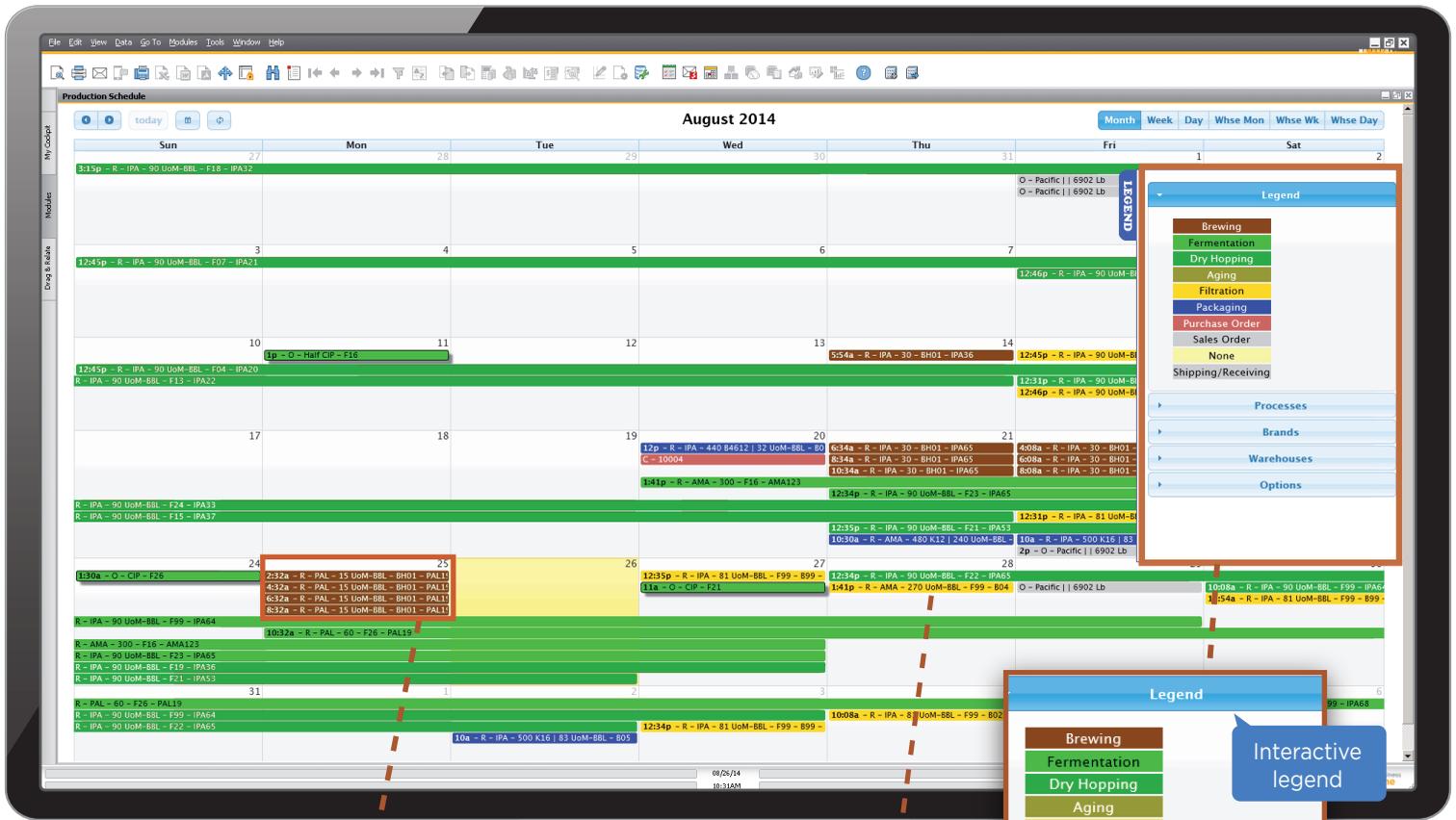
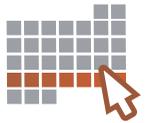
Volume Summary:	BBLs	Gallons	Liters	Ounces	ML
	103.813	3,218.205	12,183.680	227,610.000	18,806.520

View volume summary



# Plan & Schedule Production

Optimize your production schedules



25

2:32a - R - PAL - 15 UoM-BBL - BH01 - PAL19

4:32a - R - PAL - 15 UoM-BBL - BH01 - PAL19

6:32a - R - PAL - 15 UoM-BBL - BH01 - PAL19

8:32a - R - PAL - 15 UoM-BBL - BH01 - PAL19

Drill down to view production details

Legend

- Brewing
- Fermentation
- Dry Hopping
- Aging
- Filtration
- Packaging
- Purchase Order
- Sales Order
- None
- Shipping/Receiving

Processes

Brands

Warehouses

Options

Interactive legend

24

5:30p WT1002

1

5:30p WT1002

Drag & drop scheduling





# Maintain Quality Consistency

Capture QC metrics associated with each batch of beer

**Batch Backtrace**

Backtrace by:

Production Order	Transaction	ItemName	Type	Batch	Item Code	Item Name	Prod
10113	10040	Amber Ale - Keg 1/6 BBL	Goods Issued	AMA140	BB1001	Bright Beer - Amber Ale	Filter
	10045	Amber Ale - Keg 1/6 BBL	Goods Receipt	AMA140	1001-K16	Amber Ale - Keg 1/6 BBL	Pack
10112	10041	Amber Ale - Keg 1/2 BBL	Goods Issued	AMA140	BB1001	Bright Beer - Amber Ale	Filter
	10046	Amber Ale - Keg 1/2 BBL	Goods Receipt	AMA140	1001-K12	Amber Ale - Keg 1/2 BBL	Pack
10111	10042	Amber Ale - Case 4/6/12 Btl	Goods Issued				
	10047	Amber Ale - Case 4/6/12 Btl	Goods Receipt				
10110	10037	Wort - Amber Ale	Goods Issued				
		Wort - Amber Ale	Goods Issued				
		Wort - Amber Ale	Goods Issued				
		Wort - Amber Ale	Goods Issued				
	10042	Wort - Amber Ale	Goods Receipt				
10109							

Backtrace batches

Capture brew data

Packaging data

**Brew QC**

DocNum:

Pdo Number:  Original Gravity:

Brewer:  Original pH:

Planned QTY:

Batch Number:  Comments:

Item #:

Item Name:

Mash | Lauter | Kettle | Whirlpool

Start Time:

Strike Temp:

Liquor Vol:   Temp:

Mash pH:  Conv Start Time:

Salt Type:  Conv End Time:

Phos Acid Added:  Conv Time:

2nd Salt Type:  GrindNum:

2nd Salt Added:

3rd Salt Type:

3rd Salt Added:

Mash Comments:

**Packaging QC**

Doc No.:

Pdo Doc No.:  Master Process:

Date:  Brand:

User:  Tank:

Item Code:  Item Name:

Batch:

Bright Tank Data

DO:  Start Volume:

CO2:  End Volume:

PS1:  Final Volume:

Temp:

Kegging Data

Start Time:  Partial A:  Projected Units:

End Time:  Partial B:  Packaged Units:

Pull Date:  Partial C:  Retail Units:

Initials:  AM pH:

PM pH:

**Fermentation Data**

Item Code:  DocNum:

Item Name:  Batch Number:

Tank:  Original Gravity TRG:

Notes:  Original Gravity:

Original pH TRG:

Original pH:

Fermentation QC Data:

#	Entry Date	Entry Time	°P	pH	VDK	Cell Count	Limit	CV Valve Closed	Dppm	↓ 30° F	Temp	Temp(Lab)
03/13/14	12:00PM	13.00	4.46	0.00	20.36	0.00			8.20		68.30	65.30
03/14/14	11:45AM	2.30	4.05	0.00	20.3	0.00			9.50		68.00	66.50
03/15/14	12:12PM	2.20	4.32	0.00	21.45	0.00			9.60		68.50	66.10
03/16/14	12:30PM	3.50	4.69	0.00	22.52	0.00			9.40		69.00	67.50
03/17/14	11:55AM	3.30	4.63	0.00	22.36	0.00			9.20		70.00	68.30
03/18/14	12:10PM	4.50	4.42	0.00	22.12	0.00			11.00		71.00	69.50
03/19/14	11:55AM	4.40	4.36	0.00	21.53	0.00			22.00		70.50	69.35
03/20/14	12:15PM	4.30	0.00	0.00	22.54	0.00			33.25		70.60	70.10

Fermentation logs

# Generate TTB Reports

Accumulate information as operational processes occur





**DEPARTMENT OF THE TREASURY**  
ALCOHOL AND TOBACCO TAX AND TRADE BUREAU (TTB)

**BREWER'S REPORT OF OPERATIONS**  
*(You must follow the instructions following this report.)*

OMB No. 1513-007 (01/31/2014)

Our Brewery EIN Is:  
0

Our Brewery Number Is:  
BR- 0

TTB can reach us by telephone at:  
877-683-2648

**\*\* Original Document \*\***  
*From Orchestrated Beer*

What is your brewery's name?  
**OrchestratedBEER**

What is the location of your brewery?  
15220 NW Greenbrier Pkwy, Suite 340      Beaverton      Washington      OR      97006  
*(Number and Street)      (City)      (County)      (State)      (ZIP Code)*

Reporting Period (Enter Year) 2012      Quarterly Report for  
Monthly Report for (Enter Month) June      OR       January - March       July - September  
(See instruction 4.)       April - June       October - December

Part 1 - Beer Summary (Barrels)						
Operations	Cellar	Racking		Bottling		Totals
(a)	(b)	Bulk (c)	Keg (d)	Bulk (e)	Case (f)	(g)
<b>Additions to beer inventory (round your entries to the nearest second decimal)</b>						
1. On hand beginning of the report period	28.66		89.02		70.77	188.45
2. We produced by fermentation	268.00					268.00
3. We added water and other liquids in cellar operations						0.00
4. Beer received from racking and bottling						0.00
5. Beer received in bond from other breweries and pilot brewing plants of same ownership	2.00		1.28		0.36	3.64
6. Beer received from cellars		65.00		123.00		188.00
7. Beer returned to this brewery after removal from this brewery						0.00
8. Beer returned to this brewery after removal from another brewery of the same ownership						0.00
9. Racked			55.39			55.39

Close All

Details #1

Details #2

Details #5

Details #6

Details #9

M	N	O	P
ItemCode	ItemName	Warehouse	Pack Code
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB02	90005
BB1099	Bright Beer - OrchestratedBEER IPA	BB01	90005

Line item detail drill down

TTB Brewer's Report of Operations

OMB No. 1513-0083 (03/31/2016)

**DEPARTMENT OF THE TREASURY**  
ALCOHOL AND TOBACCO TAX AND TRADE BUREAU (TTB)  
**EXCISE TAX RETURN**  
*(Prepare in duplicate - See instructions below)*

<p>2. FORM OF PAYMENT <input type="checkbox"/> CHECK   <input type="checkbox"/> MONEY ORDER   <input type="checkbox"/> EFT   <input type="checkbox"/> OTHER (Specify) _____</p> <p>4. RETURN COVERS (Check one)      BEGINNING      6/1/2012 <input type="checkbox"/> PREPAYMENT   <input checked="" type="checkbox"/> PERIOD      ENDING      6/30/2012</p> <p>5. DATE PRODUCTS TO BE REMOVED (For Prepayment Returns Only)</p> <p>6. EMPLOYER IDENTIFICATION NUMBER      7. PLANT, REGISTRY, OR PERMIT NUMBER 0      BR- 0</p> <p>8. NAME AND ADDRESS OF TAXPAYER (Include ZIP Code) OrchestratedBEER 15220 NW Greenbrier Pkwy, Suite 340 Beaverton, OR 97006</p>	<p>1. SERIAL NUMBER</p> <p>3. AMOUNT OF PAYMENT</p> <p><small>NOTE: PLEASE MAKE CHECKS OR MONEY ORDERS PAYABLE TO THE ALCOHOL AND TOBACCO TAX AND TRADE BUREAU (SHOW EMPLOYER IDENTIFICATION NUMBER ON ALL CHECKS OR MONEY ORDERS). IF YOU SEND A CHECK, SEE PAPER CHECK CONVERSION NOTICE BELOW.</small></p> <p style="text-align: center;"><b>For TTB Use Only</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>TAX</td><td></td></tr> <tr><td>PENALTY</td><td></td></tr> <tr><td>INTEREST</td><td></td></tr> <tr><td>TOTAL</td><td></td></tr> </table> <p>EXAMINED BY:</p> <p>DATE EXAMINED:</p>	TAX		PENALTY		INTEREST		TOTAL	
TAX									
PENALTY									
INTEREST									
TOTAL									

**CALCULATION OF TAX DUE (Before making entries on lines 18 - 21, complete Schedules A and B)**

PRODUCT (a)	AMOUNT OF TAX (b)
9. DISTILLED SPIRITS	\$
10. WINE	\$
11. BEER	\$ 847.00

TTB BRO & TTB Excise tax with the click of a button

Excise Tax Return

Core Feature

**OrchestratedBEER**  
Business Management Software for Craft Breweries.

# CORE FEATURES



## Accounting

OrchestratedBEER has full accounting functionality which eliminates the need for bookkeeping software. Spend less time keeping track of costs and more time analyzing profits. Know what your beer is actually costing you by style and SKU.



OrchestratedBEER automates journal entries as each process occurs to provide instantaneous financial views of your business. As production, purchasing, and sales occur, OrchestratedBEER automatically creates system generated journal entries behind the scenes to account for financial changes in your business. Run a balance sheet at anytime during the day to see how your money is sitting on your brewery floor. Run a profit and loss statement to see true bottom line profits at anytime and for any date range. See gross profits by each invoice and line item of the invoice to ensure true profitability.

## Inventory

OrchestratedBEER's inventory management functionality means no more convoluted, multiple tab spreadsheets. Spend less time counting inventory and more time analyzing inventory trends. View real-time and future inventory stock levels for each inventory item.



OrchestratedBEER automates inventory postings as each process occurs to provide real-time inventory stock levels. As you receive, produce or sell, OrchestratedBEER automatically decrements or increments inventory behind the scenes to make inventory tracking nearly effortless. Get an insight into future inventory by anticipating what inventory stock levels will be in the future based on expected delivery and production dates. Run a Future Inventory Status report to see what inventory quantities will be, days or weeks from now.

## Production

OrchestratedBEER's brewery-specific production management functionality eliminates the need to keep track manually. Spend less time recording production records and more time planning production. Manage recipes and production processes for each style of beer. Create production runs to plan the necessary production steps, lead times and order intervals for each brand of beer with the Production Order Creation Wizard.



OrchestratedBEER streamlines production by managing the different processes of each style of beer. Use the OrchestratedBEER Brew Sheet, Cellar Worksheet and Packaging Worksheet on an iPad or in the application to execute production orders that have been planned and scheduled ahead of time.

## Purchasing & Receiving

OrchestratedBEER's purchasing and receiving capabilities keep raw materials inventory up-to-date so you can anticipate purchasing needs. Spend less time worrying about what you are going to run out of and more time planning for what you need to purchase in the future to meet demand. Manage all purchases and contract agreements with various purchasing lead times, order intervals and order multiples.



OrchestratedBEER optimizes purchasing by providing purchasing management capabilities to ensure that you always have enough ingredients available. Create a purchase order and automatically show the production department that raw materials are on order with an expected delivery date. Receive purchase orders with goods receipt POs to bring raw materials into stock and make it available for production. Anticipate purchasing needs by knowing how much raw materials are required and when you need it to keep up with demands using the material requirements planning (MRP) capabilities.

# CORE FEATURES



## Sales & Fulfillment



OrchestratedBEER's full sales management capabilities is designed to do away with dual entry. Spend less time matching up orders and more time selling beer. Run multiple sales reports to see sales by dollars, volume and units; which can be categorized by customer, state, styles and more. View gross margin by order or SKU with every invoice in real time to know your true profitability.

OrchestratedBEER makes sales and fulfillment processes more efficient by creating both inventory and accounting transactions, automatically and in real-time. As orders are fulfilled, inventory quantities are automatically decremented and customer account balances are simultaneously incremented. Use the Available-To-Promise (ATP) feature to see when inventory will be available so you can make better promises.

## Planning & Scheduling



OrchestratedBEER's production planning and scheduling functionality means you can say goodbye to whiteboards and multi-tab spreadsheets. Spend less time updating spreadsheets and more time optimizing production schedules. Streamline production schedules by dragging and dropping production orders on a calendar or for a specific tank. Plan for future demands by considering lead times and scheduling each step in the production process to ensure that you never run out of beer.

The OrchestratedBEER production scheduler allows users to visualize and schedule production on a built-in digital calendar. Automatically schedule or move production by date and time by simply dragging and dropping production orders on the calendar. Visualize production by a monthly, weekly or daily calendar view and by warehouse or storage tank. Use the Materials Requirements Planning (MRP) capabilities to anticipate what to produce, when, and how much based on future demands.

## Quality Control (QC)



The QC functionality eliminates the need to keep track of batches separately. Spend less time maintaining data and more time maintaining the consistency of your beer. Capture raw material attributes, brewing QC, fermentation logs and more as purchasing and production occurs. Trace problematic batches from finished beer to raw materials at any time to see what went wrong and where. View what other batches may have been impacted from a problematic batch and why.

OrchestratedBEER automatically associates quality control metrics with each batch of beer and each tank to make record keeping easy. Automatically assign system generated batch numbers to each production order. During the production process, capture relevant QC data associated with the batch of beer being produced. This information automatically links itself with the appropriate production order, tank, batch, date and time to allow for a 360-degree association.

## Brewery Specific Reporting



OrchestratedBEER has full brewery specific reporting and TTB reporting that eliminates the need to calculate numbers after the fact. Spend less time crunching numbers and more time viewing reliable information. Generate the TTB reports with the click of the button. Run the Taxable Shipment Details by State report to see what beer was sold in which states and to what customers by dollars, units, barrels, gallons or liters to get the necessary information to file state tax reports.

OrchestratedBEER allows for a centralized location for all brewery activities to be consolidated and reported on from various views. With integrated brewery specific reports and analysis tools, access relevant information about brewery operations at any time. Generate the TTB Brewer's Report of Operations and TTB Excise Tax Return for any time period with information that is automatically accumulated as operational processes occur. Run brewery specific reports from one centralized location which spans from production, sales, inventory, financials, purchasing and more.

# OPTIONAL MODULES

## ADVANCED MODULES:



### Advanced QC

The OrchestratedBEER Advanced Quality Control Module expands upon the core out-of-box quality control capabilities to allow for more advanced quality control management. This module allows cellar and lab teams to have more advanced capabilities to manage additional quality controls such as Micro Analysis Scheduling, Water Analysis, Milled Sample Sieve, CIP, Line Cleaning, Grundy Records, Packaging data, Volume & Fill data, Air Tests and much more.



### Recipe Adjustment

The OrchestratedBEER Recipe Adjustment Module adjusts recipes on the fly based off of ingredient attributes such as alpha acid or extract. This module allows recipes to be automatically adjusted to account for the concentration attributes of hops or grains. This improves consistency in each batch of beer and automates recipe adjustments based off of pre-defined adjustment definitions.



### Multi-Location Production

The OrchestratedBEER Multi-location Production Module segregates the production activities of multiple production facilities for each specified user while still allowing for a consolidated view of all activities in the same company database. This module allows you to isolate information that is specific to the inventory, production activities, tanks and warehouses of each production location by defining separate locations for specific production tanks and warehouses. Individual users can be assigned to specific locations to create a more focused view of production activity, tank utilization and location specific inventory stock information.



### Advanced Analytics

The OrchestratedBEER Advanced Analytics Module provides enterprise level analytical capabilities to analyze multiple views of your data. This module allows you to use an excel based user interface to create pivot table that you can "slice-and-dice" however you want. By utilizing the analytical cubes and using the excel based functionality, you can easily analyze your data and create custom excel based reports.

## MOBILE MODULES:



### Mobile Sales/CRM Application

The Mobile Sales/CRM Application provides mobile sales reps with access to the most relevant information on their iPhone, iPad or Silverlight web client to enable them to conduct sales and CRM activities on the road from any location, at any time. View sales information, item stock availability, contact information and more to keep your sales reps informed. Create sales quotes, orders and activities with offline sync capabilities.



### Mobile Production Application

The Mobile Production app allows users to process production orders access on the brewery floor from an iPad. View streamlined scheduled production orders for the brewing, cellar and packaging processes. Issue and receive components in real time with the tap of the screen.

## WEB MODULES:



### Customer Web Portal

The Customer Web Portal allows your customers to view sales history, current sales, account balance, statements, quotes, order status, and even inventory levels. Allow customers to place orders online to flow into OrchestratedBEER for fulfillment.



### Web Scheduler

The Web Scheduler module allows users to access the drag and drop production scheduler from a web browser. The web scheduler allows users to visualize and change production schedules on a web browser from any device including a Smart TV.

# PRODUCT COMPARISON CHART

OnDemand

Enterprise

Recommended For:	Number of Users	1 - 15+ users	10 - 200+ users
	BBLs Produced	0 - 30,000+	25,000 - 1,000,000+
	Licensing Type	SaaS*	Perpetual**

## Features

### Core Features:



Accounting	✓	✓
Inventory	✓	✓
Production	✓	✓
Purchasing & Receiving	✓	✓
Sales & Fulfillment	✓	✓
Planning & Scheduling	✓	✓
Quality Control (QC)	✓	✓
Brewery Specific Reporting	✓	✓
Utilities	✓	✓

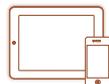
## Optional Modules

### Interface Modules:



FinTech Import	✓	✓
POS Import	✓	✓
Expense import	✓	✓
Payroll Import	✓	✓
Payables Import	✓	✓

### Mobile Modules:



Mobile Production/Packaging	Available	Available
Mobile Sales/CRM Application	Available	Available
Mobile Inventory Counting	Coming Soon	Coming Soon
Mobile Quality Control	Coming Soon	Coming Soon

### Web Apps:



Customer Web Portal	Available	Available
Web Scheduler	Available	Available

### Advanced Modules



Advanced QC	Available	Available
Multi-Location Production	Available	Available
Recipe Adjustment	Available	Available
Advanced Analytics	-	Available

## Services

### Service packages:



Fast-Track <sup>+</sup>	Available	-
Accelerated <sup>++</sup>	Available	Available
Extended <sup>+++</sup>	-	Available

### Hosting:



	Cloud Only	On-premise Server or private cloud
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\* Monthly subscription fee

\*\*Purchase of software licenses

+Our most affordable service package consists of a 6-week online training & implementation package held in a group setting.

++An accelerated version of our Extended Service Package using a preconfigured Chart of Accounts, which includes on-site training and on-site Go-live.

+++Our most comprehensive service package includes on-site training and on-site Go-live with 2 implementation consultants. Custom built from the ground up.

✓ = included in core functionality

# ORCHESTRATEDBEER CUSTOMERS PRODUCE OVER 10% OF THE CRAFT BEER IN THE U.S.

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## **“All-in-One” Software for Craft Breweries**

OrchestratedBEER is an “all-in-one” business management software solution that helps you manage every aspect of your brewery from accounting in the back office, to iPads on the brewery floor. OrchestratedBEER solves the common problems that breweries of all different sizes encounter as a result of using convoluted spreadsheets, limited bookkeeping software, white boards, pen & paper, and other make shift tools. OrchestratedBEER consolidates information in one centralized location to reduce unnecessary work, eliminate dual-entry, increase transparency, and streamline processes. OrchestratedBEER provides real-time Key Performance Indicators (KPIs), accurate future inventory projections, flexible production planning and insightful business reporting.

OrchestratedBEER is developed, supported and maintained by Orchestra Software under one roof in Beaverton, Oregon, USA. Our team is passionate about craft beer and committed to solving the complicated dynamics of the craft brewery business by utilizing proven best practices.

## **Orchestra Software - The Company Behind OrchestratedBEER**

Orchestra Software delivers enterprise level business management software that is scalable enough for large breweries and affordable enough for small growing breweries. As a SAP Gold Partner, Orchestra Software provides a tailored enterprise solution for craft breweries by utilizing SAP Business One. Our goal is to help breweries consolidate all company operations into one single application, providing an unparalleled insight into the business, and creating opportunity for cost savings and increased profitability.

OrchestratedBEER can help your business run better by using business management software designed specifically for craft breweries.

*“The Best Craft Breweries Run OrchestratedBEER.”*

