BEVICA™

Enotria&Coe®

AN **ENDURING, ROBUST** PARTNERSHIP THAT CONTINUES TO DELIVER **TANGIBLE BUSINESS BENEFITS**

An introduction to Entoria&Coe

Enotria&Coe (E&C) is the UK's leading wine and spirits distributor. They are the UK's only distributor to service all channels of the drinks industry since their expertise spans both national and regional on-trade, off-trade and direct-to-consumer channels (through specialised e-commerce retailers, The Great Wine Co. and Spirits Kiosk).

In addition to a world-class portfolio and industry-leading service, they support their customers with a full suite of value-add services, including training, menu design, trends insight and bespoke promotional calendars. Established in 1972 by Remo Nardone as an Italian wine specialist, E&C has now grown into a multi-million-pound business employing around 300 people across the UK.

Going back to the beginning of the relationship

TVision Technology's relationship with Enotria&Coe predates Bevica. In fact, it is TVision's work with E&C that led to the development of our dedicated ERP solution for the drinks industry, branded as Bevica in 2017. It began in 2002 when E&C (then called Enotria Winecellars) decided that they needed a replacement ERP system. Claudio Martell, Bevica's Product Director, was working for E&C at the time and it was his responsibility to research and compare the various different ERP solutions that were available on the market. E&C were looking for a package that included a long-term solution with strong finance and operations capabilities that could handle HMRC warehousing, duty, and the intricacies of drinks distribution.

E&C eventually selected Microsoft Dynamics NAV, with TVision Technology as the implementation partner because they "loved the whole concept". NAV provided the best overall package with an intuitive user experience, and, most importantly, the ability to be modified to meet E&C's specific drinks industry needs. E&C recognised the ability to modify and configure the solution was important not only for the initial implementation, but also going forward so they could keep the system relevant to economic and business changes.

The initial NAV implementation went very smoothly. Right from the off, E&C regarded the relationship between them and TVision Technology as "a perfect match". E&C felt that the TVision implementation team were extremely knowledgeable and were very happy to challenge E&C's thinking on the implementation as and when required.

An enduring, robust partnership

Twenty years later, the relationship between E&C and TVision Technology is still going strong. Bevica is now firmly entrenched at the heart of Enotria&Coe's finance and operational management system. The Bevica system that E&C currently uses is built on the strong foundations of Microsoft Dynamics NAV, and is seamlessly integrated into the vast range of business management applications used by the business.

These include:

- OCR-driven business automation software applications, Continia Document Capture and Esker
- Tasklet Factory (warehouse management system with handheld pick/scan equipment)
- Paragon (routing and scheduling software)
- AGR Dynamics (stock forecasting software)
- FlexiPOD (delivery tracking software)
- Power BI (business intelligence and data analytics)
- HMRC's Making Tax Digital service
- Banking integration

"The relationship between TVision Technology and Enotria&Coe is an excellent one. They have been our trusted adviser since the beginning. Any proposed changes are thoroughly discussed. We have always valued and respected the advice they have given, even when they have challenged our preconceptions of what we need to do. This is not a 20-year business relationship between TVision Technology and Enotria&Coe, but a 20-year partnership!"

Zoe Cottrell, Head of Business Solutions, Enotria&Coe

Bevica: delivering tangible and long-lasting business benefits

When E&C initially went live with NAV in 2002, a key business benefit that they achieved almost immediately was a dramatic improvement, i.e. reduction, in their creditor days. This improved business metric is one that the business has managed to maintain over the subsequent years and it is now a key benchmark metric for their business.

Twenty years on from their initial implementation, Bevica is continuing to deliver business benefits for E&C. These include:

1 **Good control over their debtors**: As part of Bevica's credit control features, any customer who is at risk of going into bad debt has their orders monitored and credit held awaiting authorisation.

2 **Ease of access to data within the system**: With Bevica, if a customer asks for a specific report, it is easy for E&C to produce it for them on either an ad hoc or scheduled regular basis.

3 **Increased process automation**: Bevica's seamless integration with E&C's many 3rd party applications has led to increased automation of their business processes. 80% of orders are now captured by either EDI/OCR or on the web.

4 **Robust HMRC reporting**: The business has not faced any challenges in adapting to HMRC requirements in 20 years and partly credits this achievement to Bevica's flexibility and adaptability to HMRC's changing demands.

5 **Bevica's ability to adapt to E&C's changing business environment**: Over 20 years, E&C has grown and changed as a business. One major change has been their core customer base. In 2002, this was mainly owner operators and local restaurants. Now it includes national chains and catering companies. Bevica has been flexible enough to accommodate the business process changes that this shift, and many others, have brought.

Looking to the future

Looking ahead, Enotria&Coe continues to have an ambitious business growth strategy. They want to keep growing both the national side of their business and the digital side of their business, both in the B2B and B2C business channels.

They also have plans to continue to improve their complex IT landscape which has Bevica at its heart. Particular issues that they are looking to achieve include improved system performance, more configurable integrations such as bank and direct debit mandates, auto cash allocation and EPOS integration capabilities for their B2C channels.

"We sometimes have staff leave the business and then return to us later. They always say how much they appreciate Bevica and what it can do when they see what other systems out there are like!"

Bhavik Parikh, Applications & Technology Manager

About Bevica

Bevica is a powerful best practice cloud-based ERP (Enterprise Resource Planning) solution that has been developed over the last 20 years to help businesses in the drinks industry, such as yourselves, to manage and gain insight from every part of their business.

Powered, by Microsoft Dynamics 365 Business Central, Bevica is a modern and user-friendly system that offers innovative and dynamic businesses in the drinks industry complete control over their finance and accounting, seamless supply chain management, and effective management of their duty and VAT responsibilities.