



*"from grape to glass"*  
<http://www.vinpro.co.nz>

## Why MoneyWorks?

As an Accountant and Financial controller of several businesses over many years, I've had real hands on experience with many different small business accounting software packages and larger financial and ERP systems.

As a Chartered Accountant and Application Specialist who owned his own business for several years that employed up to 5 staff at one time that all specialised in implementing and training clients on about 15 different accounting software packages, I understand from experience what all the various small and medium sized accounting systems that are available are capable of.

As a Project Manager for the implementation of IT projects in some quite large businesses in NZ, I've also seen the power, flexibility and constraints of some quite complex and expensive financial and ERP systems that are installed here and overseas.

When I was employed as the Chief Operating Officer / Financial Controller for VinPro I knew there was only one solution really worth considering when it came time to upgrade our own systems and that was - MoneyWorks Datacentre.

I really enjoyed using some of the other accounting software packages on the market and acknowledge some are very simple and clever solutions to "Mind Your Own Business". However, once I discovered MoneyWorks I could never go back and now always recommend MoneyWorks instead of those other solutions for any size business and especially if they employ staff to process their invoices and receipts. MoneyWorks is a solution that has the power and flexibility necessary for the larger business with more complex needs, yet it's ease of use and pricing structure also makes it very affordable and suitable for the very small businesses.

VinPro is a contract winery, wine bottling, warehouse and logistics company based in Central Otago, the premier Pinot Noir wine region of New Zealand. VinPro offers the complete bottling, warehousing and fulfilment services to our clients who are all the wineries that dot the region.

We employ 30 people most of the time and up to 50 during harvest and needed a financial solution that would allow us to not only budget and report by cost centre, but also to create significant KPI reports and manage our costs and income to a very high level of detail. We also have some pretty unique requirements such as production scheduling for bottling and stock control and dispatch logistics for our clients. We also chose MoneyWorks because I already knew it could provide a seamless interface to other 3rd party products that could provide the specialist solutions we needed at a cost we can afford.



The power of the report writer and flexibility of the MoneyWorks chart of accounts, the structure and combination of departments, department groups, account categories, classifications and job costing enables us to capture and create custom reports to analyse and report on the data most important to us considerably easier and more efficiently than I could do with any other SME software package. We now have Financial and KPI reports that provide our managers with the knowledge and information critical to helping them manage their costs all at the push of a button at any time.

Our stock control and logistics requirements are now managed by a customised FileMaker Pro solution called O'Doc that has been designed and developed by Graeme Pettigrew and his team at Cachet de Software Ltd in Christchurch. This solution provides the stock control and reporting necessary to accurately manage the movement of our client's wine from the bottling production stage into our warehouse storage and then to dispatch the wine according to our clients orders. This all seamlessly integrates with our MoneyWorks Datacentre for back-end accounting.

By using the FileMaker-managed web front end, VinPro clients can monitor and report on their own stock levels and reprint copies of orders and invoices whenever they want via the internet. The VinPro client can also use their web browser or smart phone to enter their dispatch request as an on-line sales order to instruct VinPro where and how to dispatch their wine anywhere in the world. These orders appear instantly in VinPro's system so the VinPro staff can accurately pick and dispatch the wine complete with a customised packing slip that has each specific client's name as the header on the packing slip. The sales orders are managed in FileMaker, and upon fulfilment are automatically transferred to MoneyWorks, which handles all the accounting functions. The FileMaker system also provides reports for managing other functions of our business such as accounting for excise tax.

Because MoneyWorks provides the easy interface to such a powerful product as FileMaker, it gives us confidence to work with our developer to design and build solutions specific for our unique needs. For example we are currently working on two new solutions:

1. A production scheduling system that will interface direct with our purchase order and stock control systems for managing our other resources and raw material needs more efficiently and accurately. And:
2. An auto billing system to generate all the warehouse storage invoices to each client based on the quantity of their wine in our store during a month.

Did we make the right choice with MoneyWorks? **ABSOLUTELY!**

Murray Kennedy  
Chief Operating Officer

VINPRO LIMITED

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