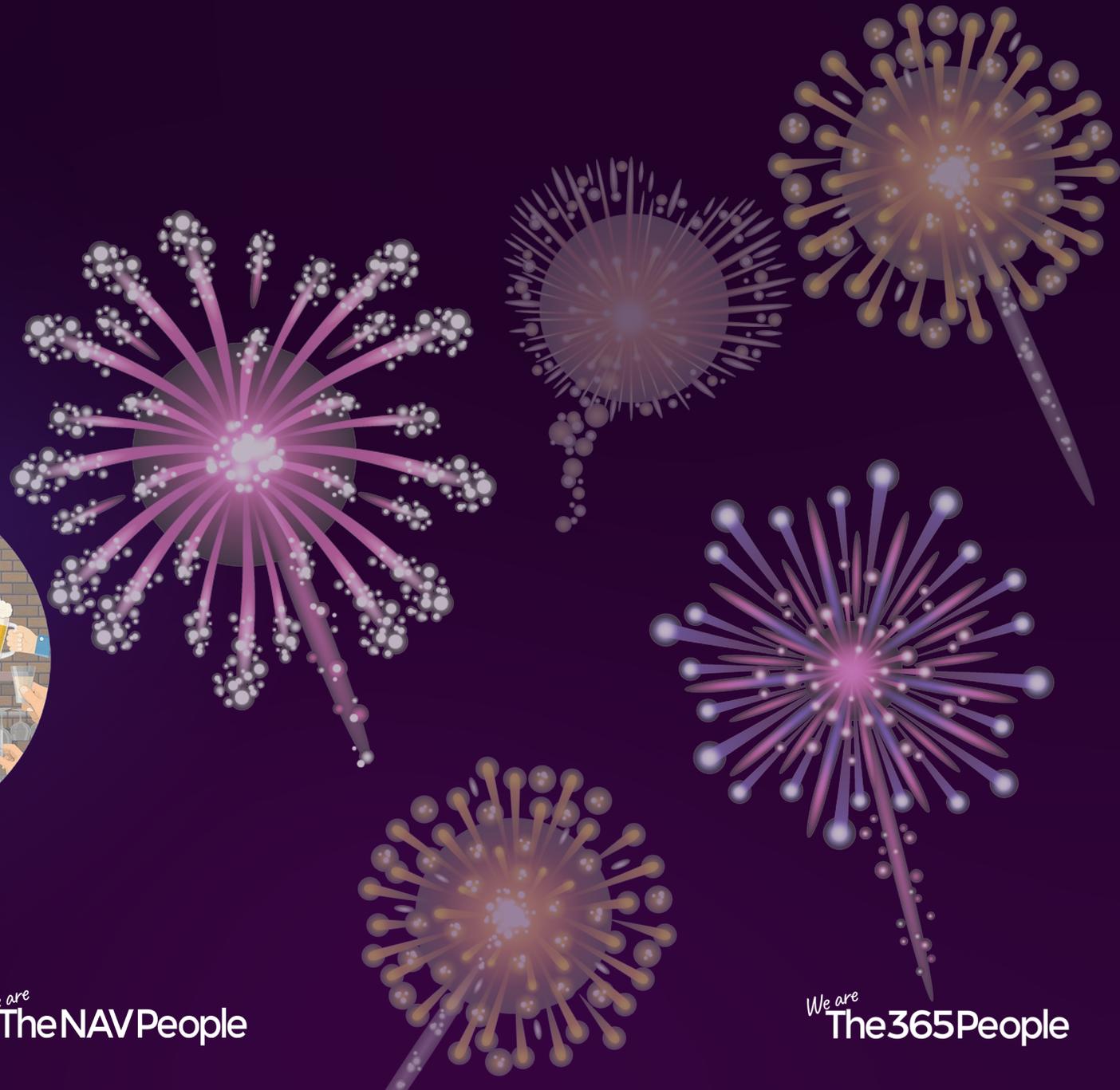


DRINKS & DRINK-IT

*Sarah Broux
Inge Vroonen
James Douglas*



Drink-IT Journey

- ✦ +150 customers in 45 countries
- ✦ More than 6.500 named users on a daily basis
- ✦ +20 years of industry expertise and thorough sector knowledge
- ✦ Local SME's and market leading companies
- ✦ Strong connection with implementation partners globally and direct customers in our home markets





We are The Power People

We are The NAV People

We are The 365 People

DRINK-IT IN THE UK

TNP - The partner for the UK and Ireland





At Drink-IT by NORRIQ, we stand for:

- ★ Deep sector knowledge
- ★ International focus and experience
- ★ High ambition and innovative approach
- ★ Newest technology

We are
The Power People

We are
The NAV People

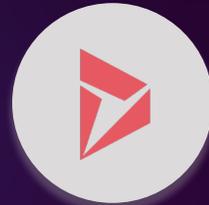
We are
The 365 People



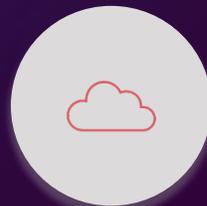
CLOUD VISION FOR DRINK-IT



Be the number one solution for beverage companies on the Dynamics 365 Platform



By embracing the potential of the Dynamics 365 & Power Platform to the full extent to meet the beverage industry's requirements



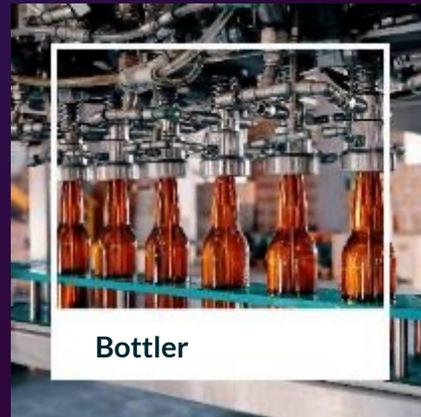
By providing a SaaS solution scaling from small companies to market leading companies

We are
TheNAVPeople

We are
The365People

Drink-IT addresses the needs of beverage producers and distributors

All sizes – Local & International – Affiliates



Drink-IT adds comprehensive beverage functionality

Common industry requirements

- › Tax Management
- › Empty Goods Management
- › Sales & Purchase Conditions
- › Advanced Sales Management
- › Contract Management
- › Quality Control Management
- › Advanced Warehouse Management
- › Logistics
- › Customs Document Management

Breweries

- Production <
- Volume reporting <



Distilleries

- Production <
- Alcohol balance <
- Alcohol % reporting <

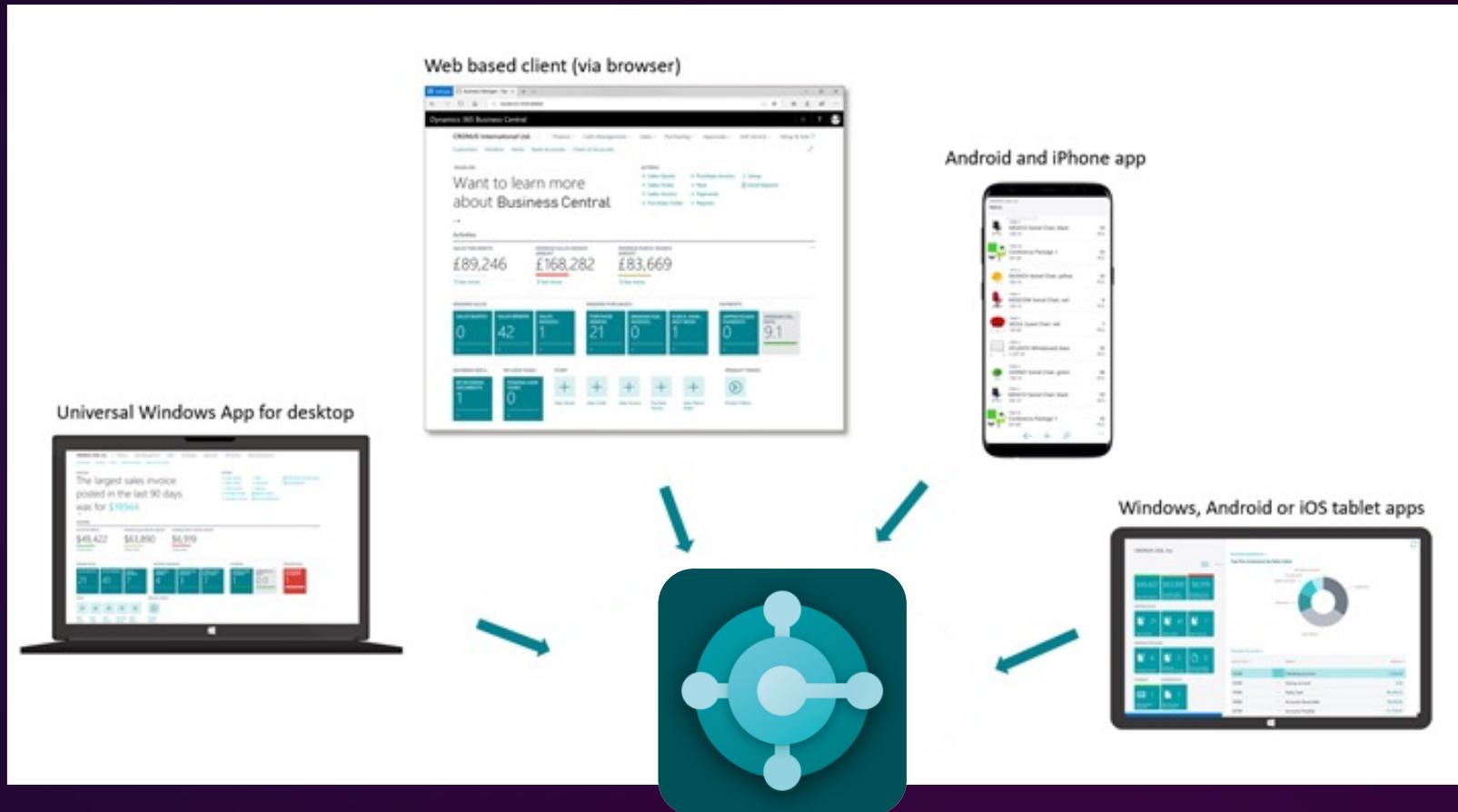


Wholesalers

- Landed cost <



Same processes & requirements but different technology!



SAME FUNCTIONALITY, DIFFERENT TECHNOLOGY

Dynamics NAV

CODE

C/AL
</>

Direct into the core code of NAV

Business Central

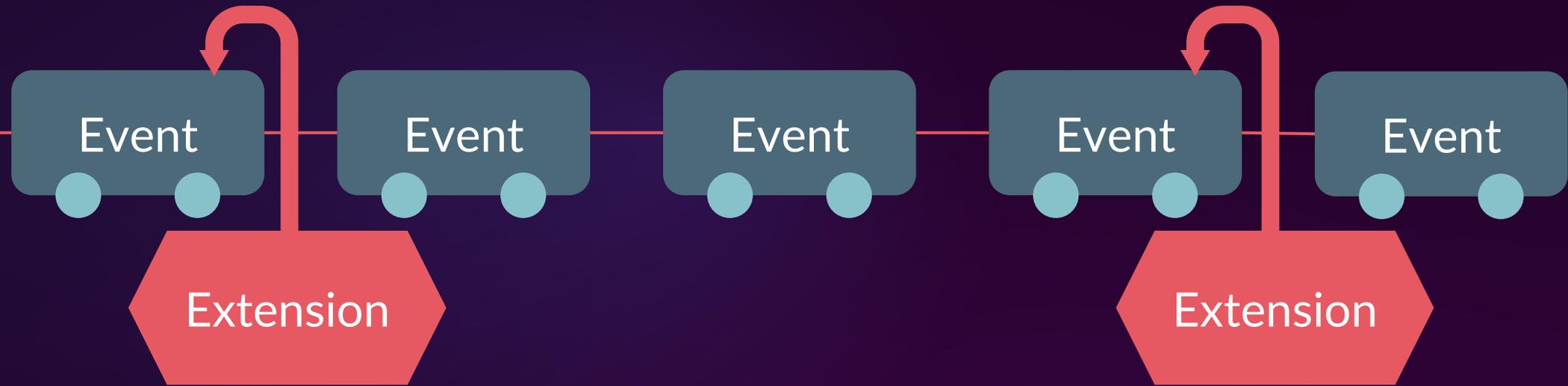
EVENTS + DATA

AL
⚡

Hooks-principle

Code in extensions &
Extensions before or after events

HOOKS PRINCIPLE



The new way to get vertical solutions and customisations



Microsoft

AppSource



Travel & Expense
Management



Invoice Workflow



NORRIQ
Your Business - Simplified

DRINK-IT
By NORRIQ

We are
The Power People

We are
The NAV People

We are
The 365 People

Drink-IT - Our Journey

- NORRIQ has gone back to the drawing board to reflect on the requirements of their current 150 customers - Not an easy road

WHY? WHAT? WHOM? HOW?

- NORRIQ wants to be prepared for the next 15Y
- We were the solution for the last 15Y and want to be for the next 15Y



Contract Management
Realise the full sales potential of your contracts

Production and Quality
Improve your end-to-end efficiency and Quality

Marketing and sales
Sell smarter and faster

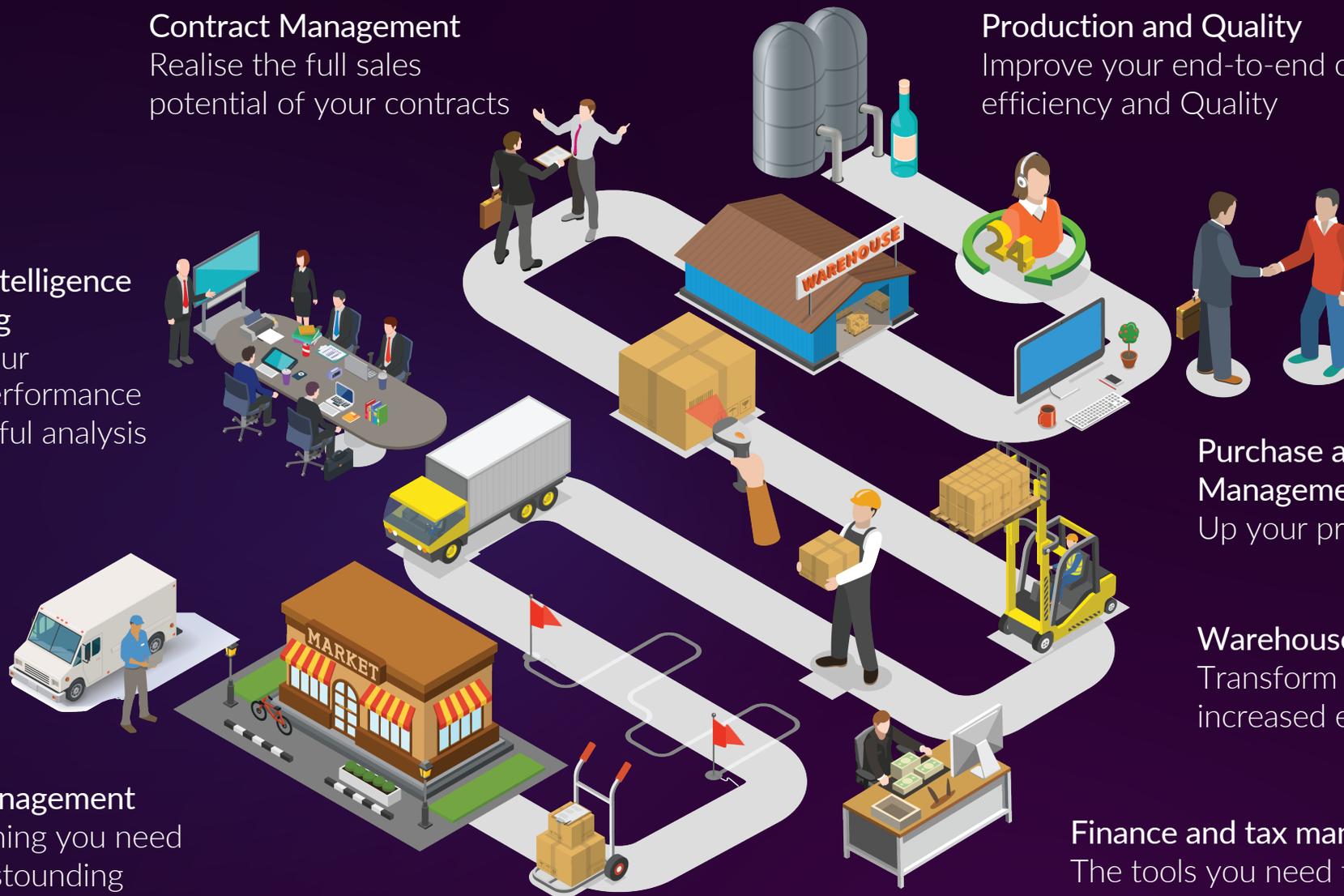
Business Intelligence & Reporting
Catapult your business performance with powerful analysis

Purchase and Inventory Management
Up your procurement processes

Warehouse & Logistics
Transform complexity into increased efficiency

Service Management
Get everything you need to create astounding customer service

Finance and tax management
The tools you need to be a finance and tax wizard



The Beverage Ecosystem



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We are
The NAV People

We are
The 365 People

Build your own ecosystem with Drink-IT

NORRIQ Industry-wide Apps on AppSource



Invoice Workflow



Online Warehouse Management



Manufacturing Accelerator



Business Central Accelerator



Interface Framework



Quality Control Management



Travel & Expense Management



eCommerce



Advanced Warehouse Management



Customs Document Management

NORRIQ Beverage Apps - Drink-IT® modules on AppSource



Empty Goods & Deposit Management



Sales & Purchase Conditions



Logistics



Tax Management



Advanced Sales Management



Alcohol Balance



Beverage Production



Landed Cost



Contract Management



Event Management

Your Individual PowerApps



Power BI



Power Automate



PowerApps

Per Tenant Extensions



Partner Localisations



Your Individual customisations

3rd Party AppSource



Master Data Management



Intercompany

Build your own ecosystem with Drink-IT



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UPGRADE

- *It's still Drink-IT – just a new version*
- *Same processes, with more features and technology to make use of BC*
- *New TNP team built around the product & industry expertise*
- *Repeatability – aim to have a “UK Brewery/Cider Mill/Drink Manufacturer” database as a starting point so everyone's setup is consistent*
- *TNP and NORRIQ working closely – Monthly Steerco*

UPGRADE

- *KEEP IT STANDARD!*
- *We have worked with NORRIQ to make processes “out the box” to include the features we need in the UK*
- *I’ve had to re-learn the product and take on new processes rather than re-create what I was “used to”*
- *You might need to change your business processes to match the way the product works rather than go down the “mods” route*

UPGRADE

If you are on SaaS

- *Automatic software update of the individual apps every 2 months*
 - *BC minor release every month*
 - *Drink-IT Apps – release every 2 months*
- *You can still have customizations*
- *Fully integrated to O365 & Power Platform*
- *Embedded Security & Telemetry and snapshots (Performance Optimization)*

UPGRADE

Customers on the new AL Version

Drink-IT SaaS

- Ziegler (DE)
- GDC (BE)
- Traunstein (DE)
- Karlsberg 8 Breweries (DE & FR)
- Trador (LUX)
- Vicente (LUX)

Drink-IT On premise

- Vattanac (Cambodia)
- Haelterman Group (BE)

Coming Soon on the new Version

Drink-IT SaaS

- Radnor Hills (UK)
- Van Honselbrouck (BE)



UPGRADE

Technical Bit:

- *BC uses “Configuration Packages” to import data*
- *We have a set of templates for all areas of the business*
- *Migration Tool - Table structures haven't changed significantly so old data not “wasted”*
- *Think now about what you plan to bring over*

NEXT STEPS

- *Open invitation to talk with you about this process further*
- *Round Table sessions on key areas - Property*
- *Question - best method for us to “get you all together”?*
- *Gemma and I always a call away 😊*

QA

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**DON'T FORGET
TO RATE THIS
SESSION IN THE
USER DAY APP**

