

# From Planning to Pouring

**A guide to launching beverage  
tech on time and on budget**



**BEVICA™**  
Drinks ERP software

# Getting beverage tech to market without a hangover

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In the drinks industry, growth is often held back not by lack of demand, but by operational complexity. Legacy systems, disconnected data, and manual processes slow teams down, reduce visibility, and create compliance risks. For businesses ready to scale, the right ERP system isn't just a back-office upgrade — it's a strategic move toward smarter operations, better decision-making, and sustainable profitability.

But implementing new technology often feels daunting — long timelines, high costs, and disruptive change can stall progress before it starts. What if you could overcome all of that with a clear, proven roadmap that gets you from planning to pouring in under four months?

## **This white paper shows you how.**

We'll walk you through a practical five-step implementation approach designed specifically for the drinks industry — one that balances speed with stability, keeps costs under control, and minimises disruption. Along the way, we'll share expert insights and real-world advice from ERP specialists who have helped drinks businesses like yours achieve digital transformation, fast.

# Table Of Contents

1. Our five step ERP implementation roadmap
2. Introducing Bevica Select: a quick cost-effective approach to ERP implementation
3. Talk to us about launching your ERP the smart way

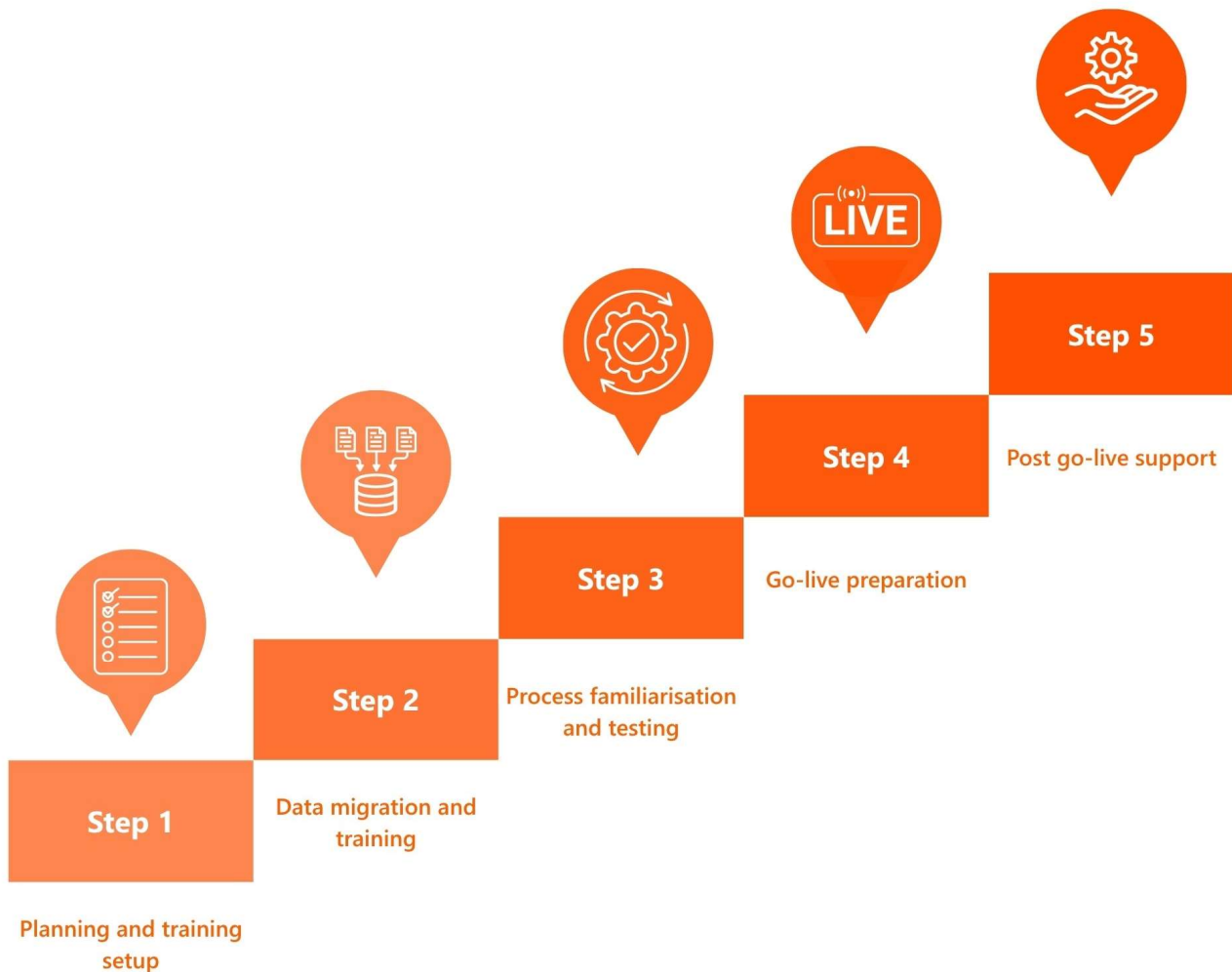
# 01

## **Our five step ERP implementation roadmap**

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# Our five step implementation roadmap

Implementing an ERP system quickly and effectively requires careful planning, focused execution, and expert guidance. Here's our practical roadmap to keep your project on time and on budget, with helpful tips and advice directly from our team of implementation experts.



## Step 1: Planning and training set up

- Environment setup, including creating a training company with dummy data.
- Scheduling and booking all your training sessions. For a quick implementation, we recommend two training sessions per week, one for operations and one for finance.
- Early introduction to data migration, encouraging you to start preparing and formatting your data in Excel.

### TOP TIP

**Training is most successful when you commit to the pre-reading and self-learning**

Your training sessions will work best if all the participants come prepared. The more you invest in preparation, the more value you will gain from expert guidance.

### Step 2: Data migration and training

- Deeper focus on data migration, ensuring your business understands the data structure and requirements for the new system.
- Continued training with a mix of high-level overviews and detailed discussions based on your questions.
- Reinforcing the importance of using your real business data in the training environment. This will make your learning and testing much more effective.

#### TOP TIP

##### **Start your data migration early**

It is important that you don't leave data preparation until the end of your project. The sooner you start migrating real data, the faster your team can train and test in a familiar environment.

### Step 3: Process familiarisation and testing

- Ensuring your users have established and understood your standard business processes such as month-end close and VAT returns.
- Heavy focus on testing. Your users should be practising real business scenarios in the system.
- Finalising data migration, aiming to have all your data fully loaded into the test environment by the end of this phase of the project.

#### TOP TIP

##### **Stay responsive and decisive**

It is vital that everyone working on the project understands the value of responsiveness. Your project will only deliver on time and within budget if you make timely decisions and provide feedback quickly. Delays in making decisions will slow down your implementation and lead to inefficiencies.

### Step 4: Go-live preparation

- Full migration of your data into the live environment, including customer, vendor, and inventory data.
- Intensive testing of your financial imports and key processes to ensure accuracy.
- User readiness check. Make sure super users are confident and able to support your teams.
- Finalising permissions and resolving minor setup issues ahead of go-live.

#### TOP TIP

##### **Define your go-live priorities**

You need to have a clear plan on what is essential from day one. Less critical elements can be phased in later. This will ensure that your implementation process remains focussed and your go-live deadline is achievable.



### Step 5: Post go-live support

- At least four weeks of hands-on support from your implementation consultants to help with month-end close, VAT returns, and duty reconciliations.
- Ensuring ongoing access to consultants for critical business events, even beyond the initial support period.

# Our top five expert tips for ensuring implementation success

To help you stay on track with our five step implementation roadmap, we've gathered expert insights from our ERP implementation consultants who have guided numerous clients through seamless implementations.

*It is essential that you identify your super users early on. These individuals become the go-to internal experts in your business.*

**Patryk Niedzwiedzki, Bevica Finance Consultant**

*It is important that your super users display strong leadership and ownership throughout the project.*

**David Brown, Bevica Implementation Consultant**

*It is very valuable to have a mindset of adaptability and willingness to change processes rather than trying to replicate old systems.*

**Hamish Kirwan, Bevica Implementation Consultant**

*It is essential that you take a structured approach to learning the system. Prepare for your consultant-led training sessions to ensure the time you spend with them is focused on practical, business-specific applications.*

**Sarah Hardwick, Bevica Project Manager**

*Treat your implementation partner as your collaborator. Success will come when both you and your ERP partners invest equal effort.*

**Claudio Martell, Bevica Product Director**





## How can you ensure your ERP project stays on budget

### 1. Have a predefined scope & pricing

One of the most important steps in ensuring your ERP project stays on track is clearly defining the scope and pricing before you begin. This helps both you and your implementation partner understand what will be delivered, by when, and for how much.

Here's what a well-defined scope typically includes:

- **Core functional areas to be implemented**  
Define which modules are in scope for the initial implementation (e.g. finance, inventory, sales, purchasing, production). Leave room to phase in additional features later.
- **Business processes to be supported**  
Outline the key business processes that will be automated or improved, such as order-to-cash, procure-to-pay, duty management, and reporting.
- **Data migration requirements:**  
Be clear on what data will be migrated (e.g. customers, vendors, stock levels, financial history), and who is responsible for preparing, validating, and importing it.
- **Training expectations**  
Agree on how training will be delivered, who will attend, and the level of preparation expected from your team.

- **Project roles and responsibilities**  
Document who is responsible for what — both on your internal team and on the implementation partner's side — to avoid confusion during the project.
- **Timeline and key milestones**  
Set out a realistic project timeline with clear milestones to help track progress and maintain momentum.
- **Pricing model**  
Whether you're working on a fixed-fee, time-and-materials, or milestone-based approach, make sure it aligns with your budget and the project's scope. Watch for areas that could trigger extra costs, such as custom development or scope changes.

Taking the time to define these elements upfront will give your implementation structure, predictability, and a far better chance of success — especially if you're aiming to go live quickly

### 2. Avoid scope creep

Scope creep – when additional features are added to the project mid-implementation – will also have an impact on project budget and timelines. It is therefore very important to plan thoroughly upfront and manage change requests carefully. If possible, define what is essential for day one of go-live and focus on this in the project's initial phase. It is always possible to phase less critical or additional elements in for later.



### 3. Leverage industry best practices and templates

Implementing a new ERP system doesn't mean starting from scratch. One of the fastest ways to keep your project on track is by using pre-built templates and proven best practices specific to the drinks industry. These reduce complexity, accelerate decision-making, and help ensure a smoother go-live.

What does this look like in practice?

- **Pre-configured environments that include industry-specific setups** — such as duty management, bonded warehouse tracking, and batch-level inventory.
- **Process blueprints for key operations** like sales order processing, purchasing, month-end close, and compliance reporting — all designed around how drinks businesses actually work.
- **Reporting templates** that give immediate visibility into margins, stock positions, and key financial metrics — without the need for custom builds.
- **Data migration tools** using structured Excel templates for rapid, accurate import of customer, product, and historical data.
- **Training programmes tailored to drinks businesses**, with examples, test data, and common scenarios your team will recognise.

By building on tested tools and approaches, you not only speed up implementation but benefit from the knowledge of businesses that have successfully gone before you. It's a smarter, safer route to ERP success.

#### Why does speed and budget control matter in an ERP implementation?

Speed and budget control matter when implementing tech such as a new ERP solution because they directly impact both short-term efficiency and long-term success.

- **You can minimise operational downtime:** The longer an implementation drags on, the more disruption it causes to your day-to-day operations, leading to missed orders, delayed production, and frustrated customers.
- **You will achieve faster ROI:** A quicker implementation means you start seeing the benefits of your ERP — like streamlined processes and better data visibility — sooner.
- **You can avoid scope creep:** Clear budget control ensures the project stays focused, avoiding costly add-ons and unnecessary customisations.
- **You can protect cash flow:** Predictable costs help businesses manage cash flow without the risk of unexpected expenses.
- **You will maintain team momentum:** A well-paced project keeps teams engaged and avoids fatigue from overly long implementation periods.

**What if we told you that you could achieve all this and more in only four months?**

**Read on to find out more about Bevica Select and how Astrum Wine Cellars broke our implementation speed record when they went live with Bevica in under four months.**



# 02

## **Introducing Bevica Select:**

**A quick cost-effective approach  
to ERP implementation**

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# Why choose Bevica as the ERP for your drinks business?



Choosing the right business management tool is a critical decision for any drinks business, and Bevica stands out as the ideal choice. Designed specifically for the beverage industry, Bevica offers a combination of industry expertise and powerful technology that will help you streamline operations, maintain compliance, and drive growth.

- **Built for the drinks industry**  
Unlike generic ERP systems, Bevica is tailored to the unique needs of drinks businesses, whether a wine merchant, a spirits producer, or a beverage distributor.
- **Proven platform**  
Built on Microsoft Dynamics 365 Business Central, Bevica combines industry-specific capabilities with the reliability and scalability of one of the world's leading ERP solutions.
- **Fast and efficient installation**  
With a four-month installation roadmap, Bevica helps your business get up and running quickly, minimising disruption and keeping your project on time and within budget.

- **Trusted by industry leaders**

Bevica is used by successful drinks businesses of all sizes, thanks to its deep understanding of the industry's unique challenges and opportunities. Our satisfied customers include Chapel Down, Silent Pool Distillers, Enotria & Coe, Boutinot Wines and Astrum Wine Cellars.



## Bevica's core features and functions

### Comprehensive financial management

Our integrated finance tools will provide you with real-time visibility into your cash flow, profitability, and financial performance.

### Duty management and compliance

Your business will remain industry compliant with our simplified duty calculations, customs processes, and regulatory reporting.

### Advanced inventory management

Track your stock down to the batch and bottle level, manage all your warehouses, and handle complex pricing structures with ease.

### Lot traceability

You will have full visibility of your products throughout the supply chain, making recalls and quality control more manageable.

### Customer relationship management (CRM)

Maintain strong relationships with your customers through integrated CRM capabilities that track interactions, orders, and preferences.

### Data-driven insights

Make informed decisions about sales, inventory, and business growth by accessing our real-time reporting and analytics tools.

### Scalability and flexibility

Whether you're operating locally or internationally, Bevica supports multi-location, multi-currency, and multi-language requirements, adapting as your business expands.

### Bevica Select Rapid – our fast track installation programme

Bevica Select Rapid has been deliberately designed for those companies that need a quick and straightforward setup with an implementation time of approximately four months.

Key features are:

- No upfront fees
- Dedicated Project Manager
- Core Bevica module functionality which includes Finance/KPI, Inventory, Production, Sales and Purchase Management, and CRM
- Basic configuration tailored to your operations
- A well-defined project plan so you can achieve a rapid go-live
- An online training portal with a full training environment
- A production environment with packaged drinks industry features and setup
- Easy-to-use, excel based, data migration templates.

# Implementation success in action

## Astrum Wine Cellars



### Background

Astrum Wine Cellars have been supplying fine wine and spirits to the on and off trade across the UK for over 26 years. From a small unit in South London back in 1997, today Astrum is widely recognised and highly regarded as a specialist importer who have an unwavering commitment to quality. They proudly serve some of the UK's most prestigious hotels, renowned restaurants, top retailers, and independent wine merchants. Leading specialists in Italian wine, with a growing selection of wine and spirits from Central Europe and beyond, they exclusively represent over 90 producers in the UK market.

### The solution

Astrum's key requirements were for an integrated business management system with good stock and duty management capabilities at its heart. In addition, they were looking for a system with easy, accessible reporting tools. Astrum also wanted to move to a system with built-in industry-specific data fields such as ABV and import tariff codes (such as HS codes).



*"Working with Bevica felt less like hiring a service provider and more like building a partnership. Their expertise combined with our team's commitment to success meant we could make confident decisions quickly, which kept the project moving and delivered results on time. A timescale which was well below their standard scheduled one! Despite low probabilities to achieve this, going live in under four-months was only possible because of the very strong collaboration between the two teams."*

**Stefano Benato, Finance Director,  
Astrum Wine Cellars**

### **The implementation journey**

From start to finish, Astrum Wine Cellars' implementation journey took under four months, a record for Bevica Select projects! During this time, their super users prioritised the implementation and made quick, informed decisions at key project milestones.

Their roadmap was as follows:

- **Month 1:** Environment setup, training, and initial data migration discussions
- **Month 2:** Intensive data migration and user familiarisation
- **Month 3:** Process testing and ensuring data accuracy in the test environment
- **Month 4:** Finalising data migration, ensuring accurate records, and preparing for go-live

### **Key factors in their implementation success**

- **Exceptional leadership and ownership**  
Astrum's success was driven by strong leadership and ownership from their super users. They knew the business well and made quick, informed decisions which streamlined the process.
- **Previous implementation experience**  
Astrum had completed another system implementation within two years prior, giving them a mindset ready for change and adaptation.

- **Proactive and engaged approach**

Astrum treated the Bevica consultants as partners, not just service providers, taking equal responsibility for the project's success. They also prioritised responsiveness, quickly addressing queries and making decisions within 24 hours.

- **Willingness to adapt processes**

Astrum were open to suggestions on best practices and willing to adapt their processes for the new system. This was a key factor in their quick and successful implementation.

- **Structured training & data migration**

Training sessions were complemented by pre-reading and self-learning. This ensured that their users always came to the sessions prepared.

- **Meticulous go-live and post-implementation support**

Two weeks before go-live, Astrum ensured that their data was accurately imported and that all records were meticulously kept. Bevica consultants were also on hand for a month after go-live to assist with major business processes

- **Collaborative project management**

Astrum's approach combined with Bevica's focused consultant-driven project management enable a swift and smooth implementation.



# Talk to us about launching your ERP the smart way

Whether you're aiming to get your system up and running quickly, minimise downtime, or ensure a hassle-free transition, Bevica has the expertise and tools to make your implementation seamless. Our proven methodology, industry-specific templates, and expert guidance help you stay on track, on time, and within budget. By choosing Bevica Select, you're not just investing in an ERP system — you're empowering your business with a solution designed to drive efficiency, ensure compliance, and support future growth.

We'd love to hear from you!  
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Scan the QR code below to request a demo

