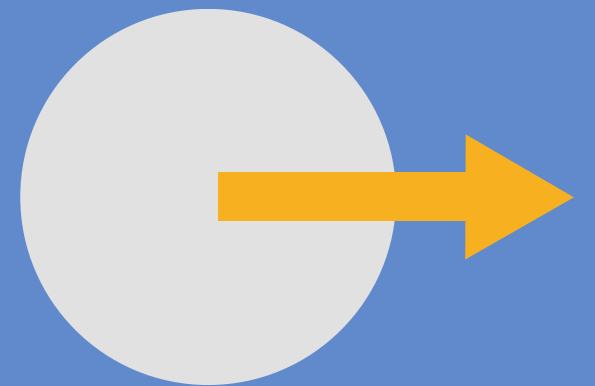


# WHAT SETS US APART

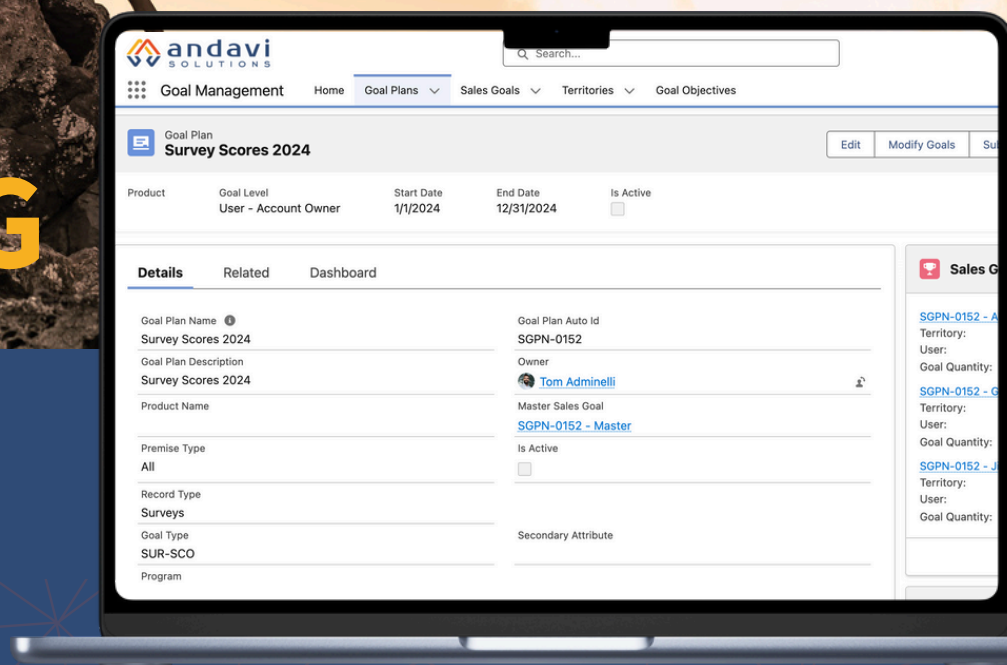
Let us tell you what  
we do best...



# GOAL PLANNING

**GreatVines allows you to clearly define Goals for your sales network**

Develop and distribute strategic goal plans that translate large lagging indicators into actionable tasks for your sales network, down to the distributor, state, territory, or even to the salesperson, directly supporting your company's overarching key sales objectives while accounting for historical trends.





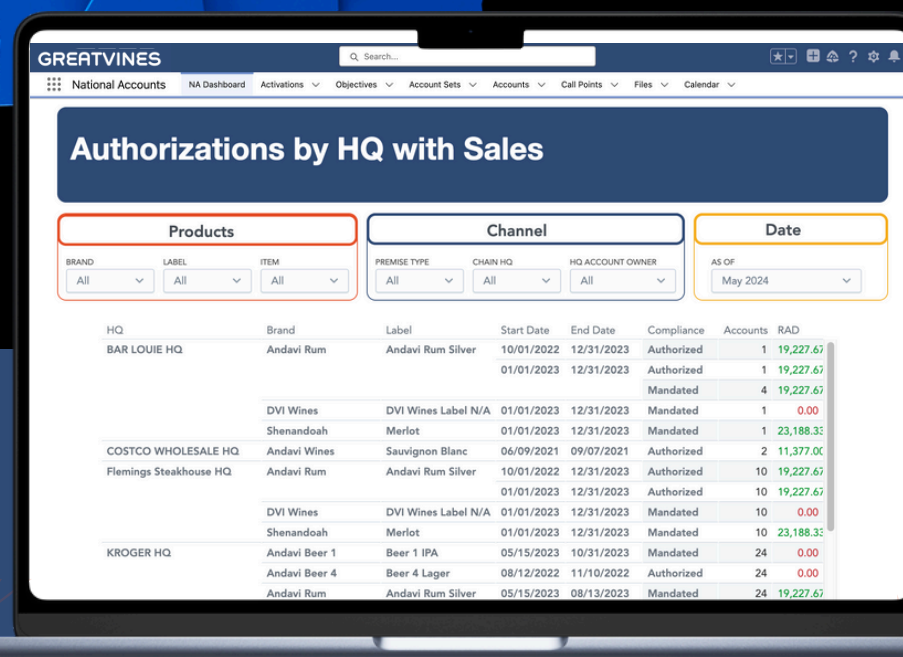


# NATIONAL ACCOUNTS

GreatVines gives you the keys to unlocking your full distribution potential when managing your Chain relationships

Supporting you in **tracking planning, presentations, and secured authorizations**, you will gain visibility into execution gaps to increase your market share and work towards **perfect compliance**.

Regardless of the complexity of your retailers' authorization hierarchies and store configurations, our solution can help transform your data into actionable insights, enabling **optimal product placement** across your retail network.



**GREATVINES**

Search... National Accounts NA Dashboard Activations Objectives Account Sets Accounts Call Points Files Calendar

### Authorizations by HQ with Sales

Products			Channel			Date	
BRAND	LABEL	ITEM	PREMISE TYPE	CHAIN HQ	HQ ACCOUNT OWNER	AS OF	
All	All	All	All	All	All	May 2024	
HQ	Brand	Label	Start Date	End Date	Compliance	Accounts	RAD
BAR LOUIE HQ	Andavi Rum	Andavi Rum Silver	10/01/2022	12/31/2023	Authorized	1	19,227.67
			01/01/2023	12/31/2023	Authorized	1	19,227.67
					Mandated	4	19,227.67
	DVI Wines	DVI Wines Label N/A	01/01/2023	12/31/2023	Mandated	1	0.00
	Shenandoah	Merlot	01/01/2023	12/31/2023	Mandated	1	23,188.32
COSTCO WHOLESALE HQ	Andavi Wines	Sauvignon Blanc	06/09/2021	09/07/2021	Authorized	2	11,377.00
Flemings Steakhouse HQ	Andavi Rum	Andavi Rum Silver	10/01/2022	12/31/2023	Authorized	10	19,227.67
			01/01/2023	12/31/2023	Authorized	10	19,227.67
	DVI Wines	DVI Wines Label N/A	01/01/2023	12/31/2023	Mandated	10	0.00
	Shenandoah	Merlot	01/01/2023	12/31/2023	Mandated	10	23,188.32
KROGER HQ	Andavi Beer 1	Beer 1 IPA	05/15/2023	10/31/2023	Mandated	24	0.00
	Andavi Beer 4	Beer 4 Lager	08/12/2022	11/10/2022	Authorized	24	0.00
	Andavi Rum	Andavi Rum Silver	05/15/2023	08/13/2023	Mandated	24	19,227.67



# NATIONAL ACCOUNTS

“The Back Bar Project team believes Andavi's National Account Management solution within GreatVines is such a useful tool. We are thrilled with our updated National Accounts Dashboard, its associated reports for Account Sets, their Authorizations, and Compliance reporting. We will be implementing Regional and Local initiatives around identifying new customer opportunities to align with Authorizations and Compliance reporting, integrating this reporting across our entire team to bring them visibility into the performance of all National programs!”

**Bob Wagner**  
Director of Operations  
Back Bar Project





# WORK OFFLINE

GreatVines allows you to work offline for quick performance wherever you are

It's equipped with **fully configurable offline capabilities** that saves your changes and automatically syncs later when you have a connection again

No more jotting down notes on the back of an old business card... we've all been there!

