



Nothing but the wine.

Brown Brothers Milawa Vineyard
Victoria, Australia
www.brownbros.com.au

Industry:

Consumer Products

Employees:

250

Oracle Products & Services:

JD Edwards EnterpriseOne
Financials
Production and Distribution
Planning
Manufacturing and Supply
Chain Management

“The Brown Family are pioneers and innovators in many aspects of the winemaking business. The EnterpriseOne foundation that underpins our IT infrastructure is no exception. We have found the software provides endless possibilities for enabling a highly flexible and customer focused business environment.” – Cam Saunders, Chief Information Officer, Brown Brothers Milawa Vineyard

Brown Brothers Winery Dramatically Improves Response with Agile Systems

Founded in 1889 and still a family business, Brown Brothers Milawa Vineyard is a producer of Australia’s largest range of varietal wines. For more than 115 years, the company has been known for its willingness to invest in research and development, as well as for the quality of its award-winning wines. Now selling its products in Australia, the United Kingdom, Europe, New Zealand, United States, and Japan, Brown Brothers is a small winery with a big reputation for excellence, innovation, and business acumen.

Challenges

- Replace legacy wine industry software with complete ERP system
- Improve business processes so more effort is focused on making and marketing wine
- Speed response to changing demands and action on new opportunities

Solution

- Implemented JD Edwards EnterpriseOne and cut the time needed to process credit card orders by 80%
- Used EnterpriseOne’s enhanced functionality to enable faster data selection and a more accurate system of tracking debtors
- Consolidated budget information, allowing rapid analysis of past and present budgets
- EnterpriseOne electronic funds transfer capabilities have reduced the cumbersome and time consuming practice of paying by personal check to only 10% of all payments
- Reconfigured software with minimal effort when Australian government instituted new goods and services tax
- Flexible data import/export interfaces used to synchronize UK sales and customer data.
- Integral component for short and long term resource planning; from grape to wine to bottle to shelf.