



# THE WINE HUB

INTRODUCED TO YOU BY



WINE OWNERS

The Hub is equally adept at the fundamentals and sector specifics intended to simplify the day to day running of a wine and spirits business, as it is at connecting it to channels to market and sources of supply.

# Your Path to Growth

*The Wine Hub is a software as a service (SaaS) business management platform that makes it easier for wine merchants, retailers and importers to realise their potential.*

Whether you're looking to start up, improve how your business operates, or are looking to fulfill growth plans, the Hub provides you with a complete sector-specific business management platform.



# Get started with an affordable, industry specific SaaS

The Wine Hub includes all core functions needed by a wine business, along with integrations with mainstream accounting packages.



Getting started is made simple with data migration services, data matching and data importing tools. No up-front software fees.

Because we know wine, going live with your new business system is straightforward, and de-risked. You're buying into a fully-featured solution driven by the needs of wine retailers and importers.



Implementing the Hub was a simple process that involved minimal effort. After discussing the requirement and doing a 1 day training workshop, I literally started selling wines through the Hub as the UI (user interface) is very user friendly, and the Wine Owners' team was very helpful guiding me through every step of the way.

With the Hub API functionality the business was able to set up a web store in a very short period of time, and enabled us to expand our broking business massively by integrating inventory from our vendors.

The result has been beyond satisfactory as both our turnover and number of clients have grown exponentially.

Iris Chan, Founder of Cote d'Or Fine Wines.

# Become more efficient

The integrated workflow management systemizes everyday tasks and communication with suppliers and customers.

The Hub helps you stay on top of order management and deliver an exceptional customer experience time and again. Not forgetting that it'll save precious time that can be spent focusing on developing your business.



*I have never felt overwhelmed, always managed to keep on top of things and have not had to worry about dropping the ball. To me, that's about risk management and protecting or enhancing one's reputation.*

Bud Cuchet, Founder of Cuchet & Co

# Master your inventory

The Hub supports all types of stockholding models, through its flexible approach to inventory management and workflow management.

The Hub connectivity makes it possible to create a unique blend of inventory feeds that can include multiple sources of supply including Liv-ex and private collections.



# Take advantage of market opportunities

## E-commerce with the Hub Web Shop

The Hub Webshop completes an omni-channel solution that covers fully featured e-commerce, phone, email and in-store.

The Hub Webshop instantly gets you online visibility, puts you in front of a larger addressable market and integrates with many payment processing and fulfilment services.

*The Hub's inventory feeds your new, fully-branded e-commerce in real-time, 24/7, along with all your content that helps you to sell more - bottle shots, labels, condition images, reviews and scores, drinking dates, wine style, retailer tasting notes and recommendations.*

## Connect your world

The Wine Hub connects merchants and retailers to distributors, importers and opens up new sales channels. The Wine Hub gives you the possibility to shape your own network of partners, to grow existing relationships, create new ones, and sell multi-channel.



FEATURES & BENEFITS

## Give your business a head start



State-of-the-art business management platform designed ground-up for independent wine operators



No adaptation for the sector needed, resulting in very low upfront costs and a drama-free migration



Based on well-established inventorying software used by top wine trading and storage businesses



Road tested technology guarantees successful adoption and underpins the investment in your business's future



API Integrations with market-leading Cloud accounting packages and other specialisms such as CRM



Leverage best in class business applications that benefit from domain expertise and are future proofed



Manage client stored wines with capabilities including reserves and collection management with self-directed options



Connect clients to their stored wines and deepen engagement to increase loyalty and spend

FEATURES & BENEFITS

## Make your business more efficient



Designed to master all wine and spirits inventories and stock types, for a unified, 360° view of your products



Determine exactly which stocks to sell, via which sales channel, optimising sales to your addressable market



Integrated workflow management to systemize everyday tasks and communication with suppliers and customers



Stay on top of order management and deliver an exceptional customer experience time and again



Make use of preloaded referential data, market pricing, and related wine specific information



Reduce the effort of maintaining an ecommerce channel, and let product information drive buying decisions

FEATURES & BENEFITS

## Level up & grow



Fully integrated ecommerce, content-rich web shop, no rekeying or additional data entry overhead



Go digital without the expense of systems integration, and reduce ongoing administrative overheads



Variable pricing capability per sales channel, and flexibility to assign specific products to each channel



Optimise margin, by pricing to market demand and cost of channel, and by choosing what to sell and when.



Link with sources of supply for a connected and flexible approach to sourcing and purchasing stock



Significantly improve cash flow, align purchasing with demand, deepen relationships with suppliers




GET IN TOUCH

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