



Ollie

a Next Glass company

Optimize Your Brewery Sales Process in 2023

Brewers Association Collab Hour with Next Glass' Kyle Kensrue & Dustin Jeffers

Ollie

a Next Glass company

Who We Are



KYLE KENSRUE
Brewery Sales Manager
For Next Glass



DUSTIN JEFFERS
Solution Consultant
For Next Glass



Four Key Areas to Optimize Your Brewery



CRM

Logistics & Fulfillment

**Inventory & Product
Management**

Reporting

Most Common Pain Points Across These Areas



CRM

Missing key information about your customers

Logistics & Fulfillment

Wasting time trying to get orders out the door

Inventory & Product Management

Running out of inventory after accepting an order

Reporting

Making decisions based on faulty or incomplete data

Lack of Inventory Control



"Inventory control was a problem for our brewery before we found Ollie," says Derek DeFranco, Co-Owner and Director of Brewing Operations.

"Ollie takes care of my back end while propelling my brewery forward," says DeFranco.

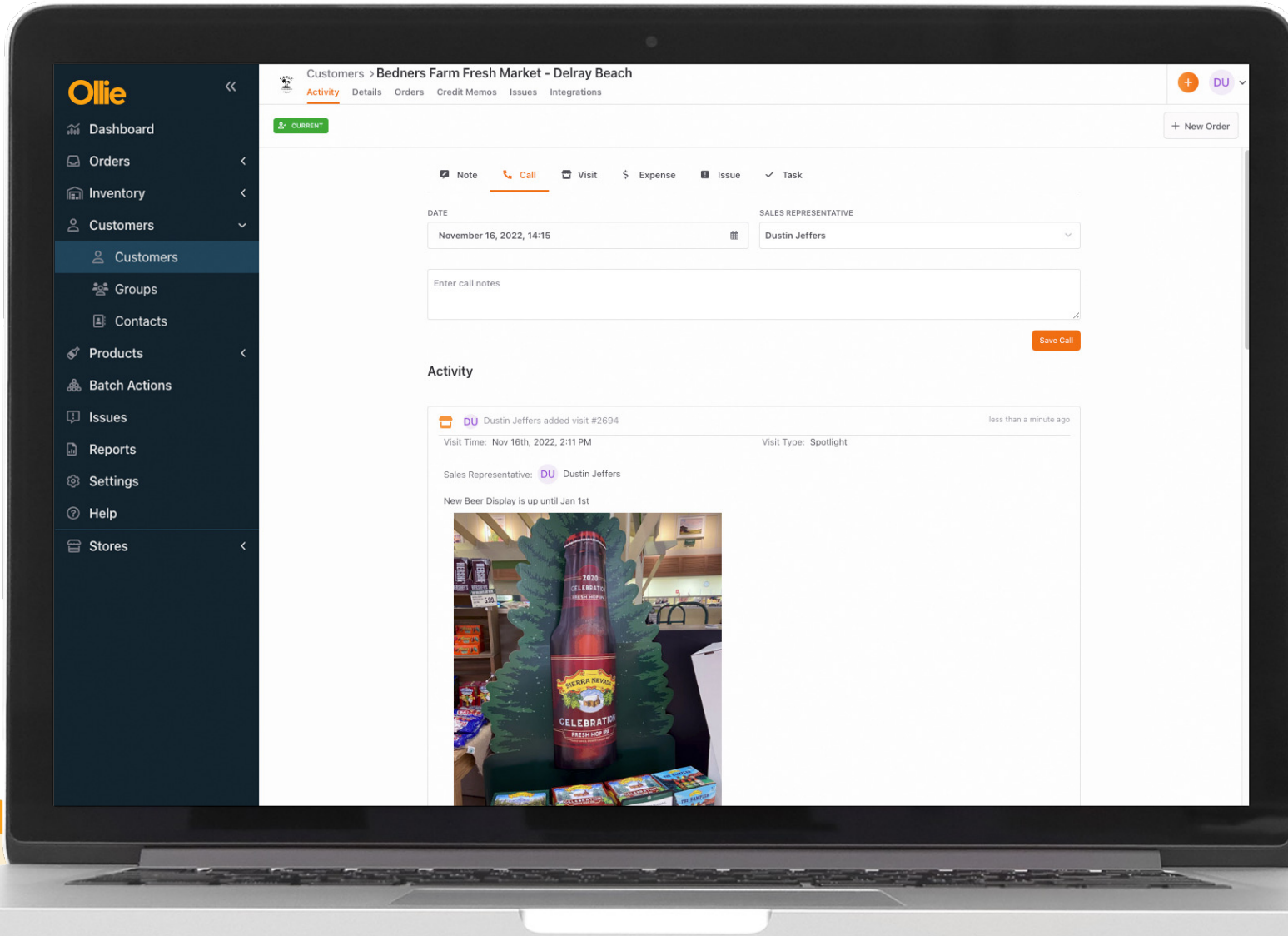
"At Mirror Twin Brewing, we enjoy brewing the best beer possible for our customers coast to coast. I wouldn't look at any other brewery management system on the market."

CRM

(Customer Relationship Management)

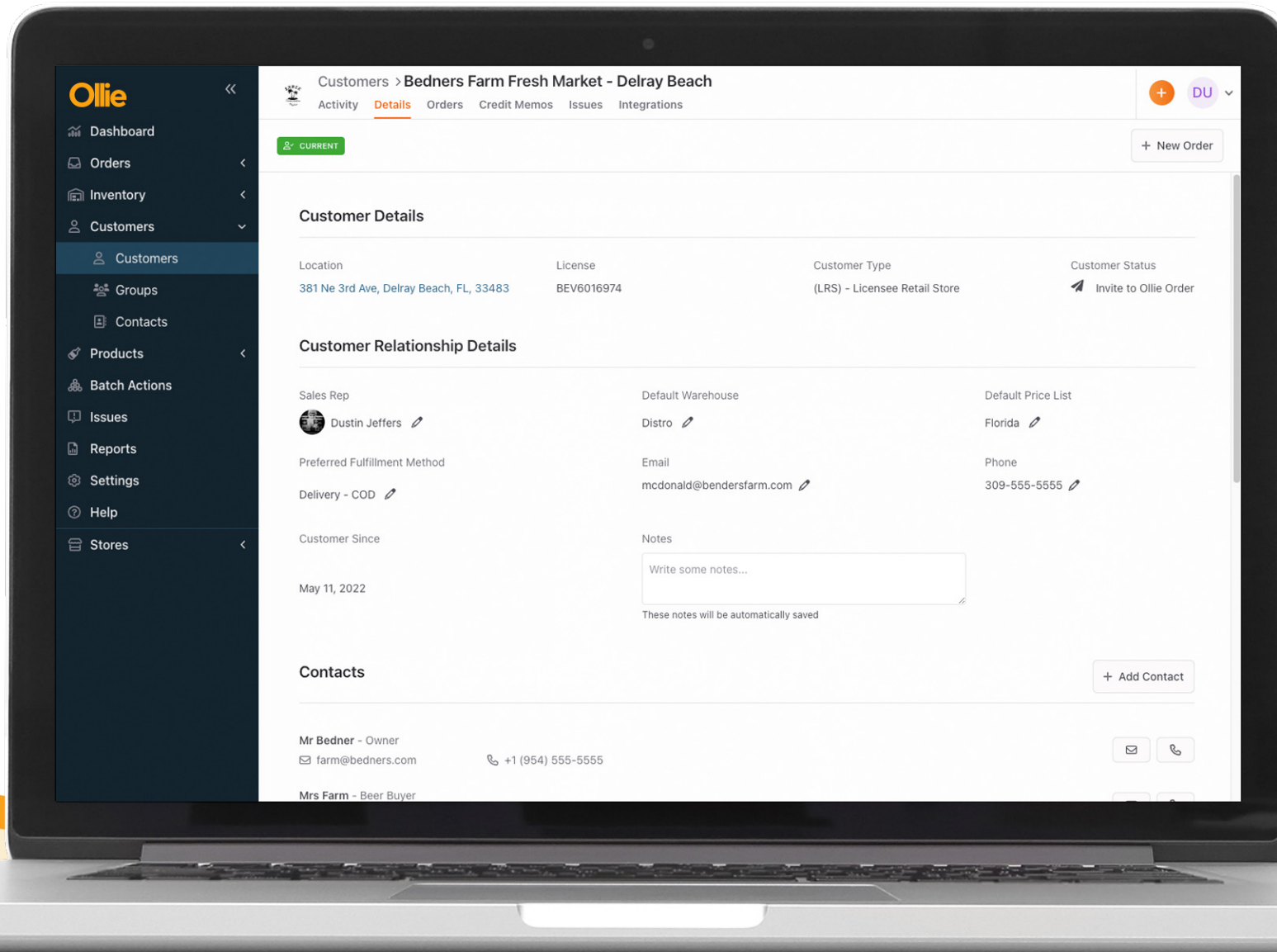
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**One-Stop Shop to Manage
All Your Customers**



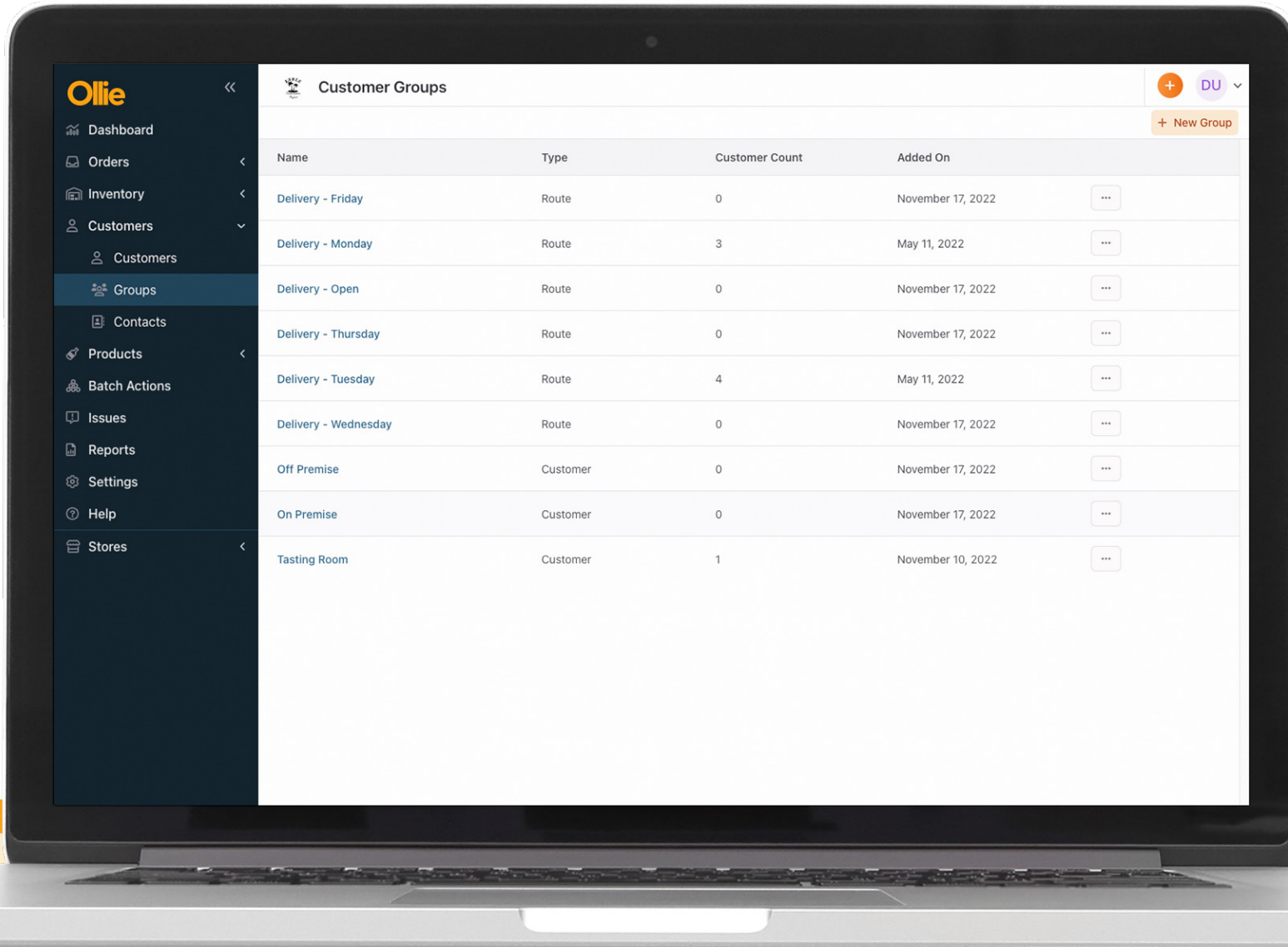
CRM Functionality

Centralize all the
communication and
activity between you
and your customers



CRM Functionality

Personalize all your
customer details



CRM Functionality

Slice and dice with
unlimited Customer
Groups



Ollie Customers > Lokal Burgers And Beers

Activity Details **Orders** Credit Memos Issues Integrations

CURRENT

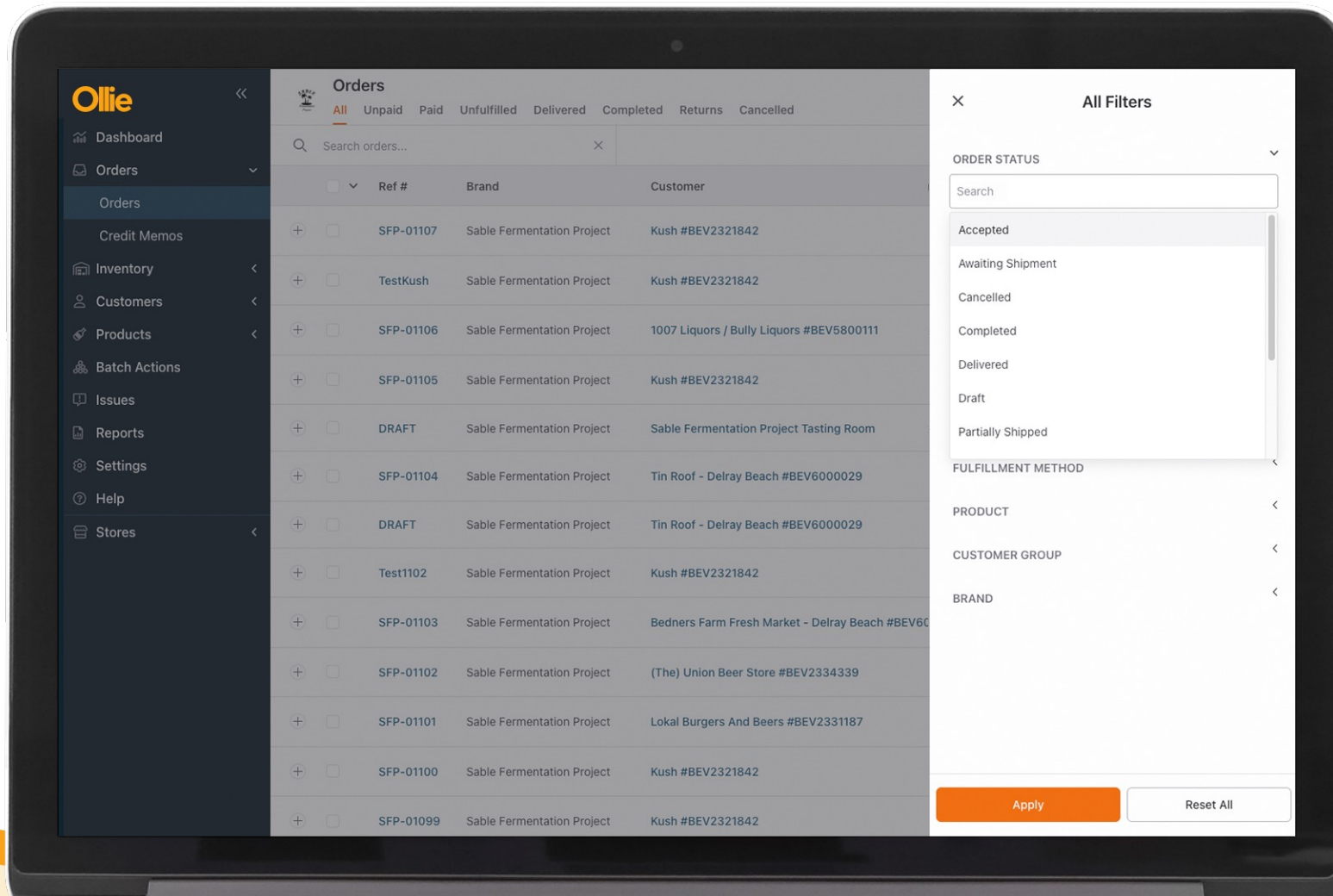
<input type="checkbox"/>	Ref #	Brand	Customer	Status	Sales Rep	Warehouse	Date	Total		
<input type="checkbox"/>	SFP-01101	Sable Fermentation	Lokal Burgers And Beers	ACCEPTED		Distro	Mon, Oct 31, 2022	\$712.00		
<input type="checkbox"/>	DRAFT	Sable Fermentation	Lokal Burgers And Beers	CANCELLED		Distro	Fri, Jul 29, 2022	\$0.00		
<input type="checkbox"/>	SFP-01058	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Thu, Jul 28, 2022	\$106.00		
<input type="checkbox"/>	SFP-01056	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Thu, Jul 28, 2022	\$459.00		
<input type="checkbox"/>	22-LKL0719	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Tue, Jul 19, 2022	\$446.00		
<input type="checkbox"/>	SFP-01042	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Mon, Jul 18, 2022	\$530.00		
<input type="checkbox"/>	SFP-01041	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Fri, Jul 15, 2022	\$25.00		
<input type="checkbox"/>	SFP-01040	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Fri, Jul 15, 2022	\$81.00		
<input type="checkbox"/>	DRAFT	Sable Fermentation	Lokal Burgers And Beers	CANCELLED		Distro	Wed, Jul 13, 2022	\$358.00		
<input type="checkbox"/>	SFP-01037	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Wed, Jul 13, 2022	\$25.00		
<input type="checkbox"/>	SFP-01035	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Fri, Jul 08, 2022	\$1,400.00		
<input type="checkbox"/>	SFP-01019	Sable Fermentation	Lokal Burgers And Beers	POSTED		Distro	Fri, Jun 03, 2022	\$48.00		

CRM Functionality

Combined and
ordered management
and relationship
management

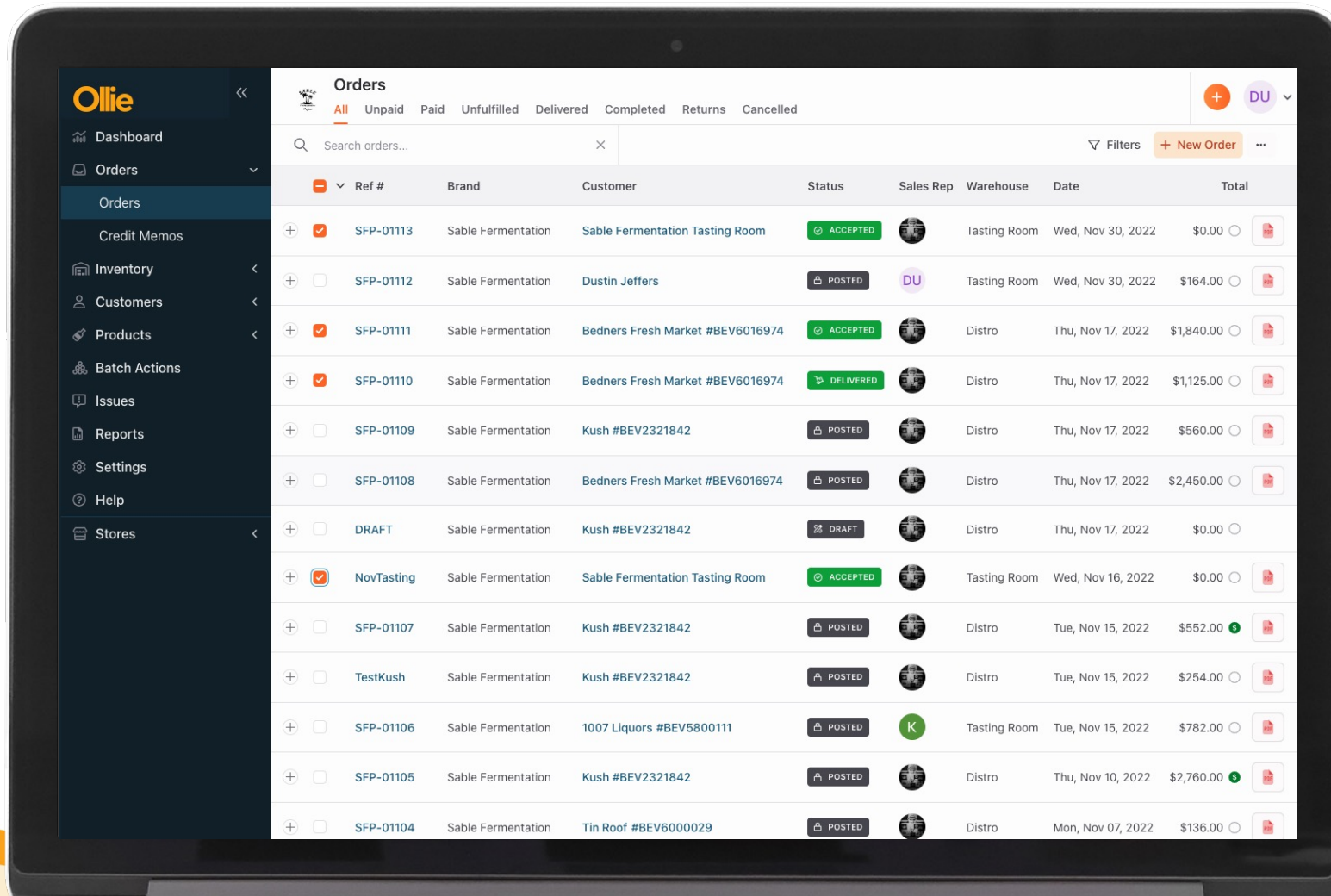
Logistics & Fulfillment

**Total Control of the Sales
Order Fulfillment Process**



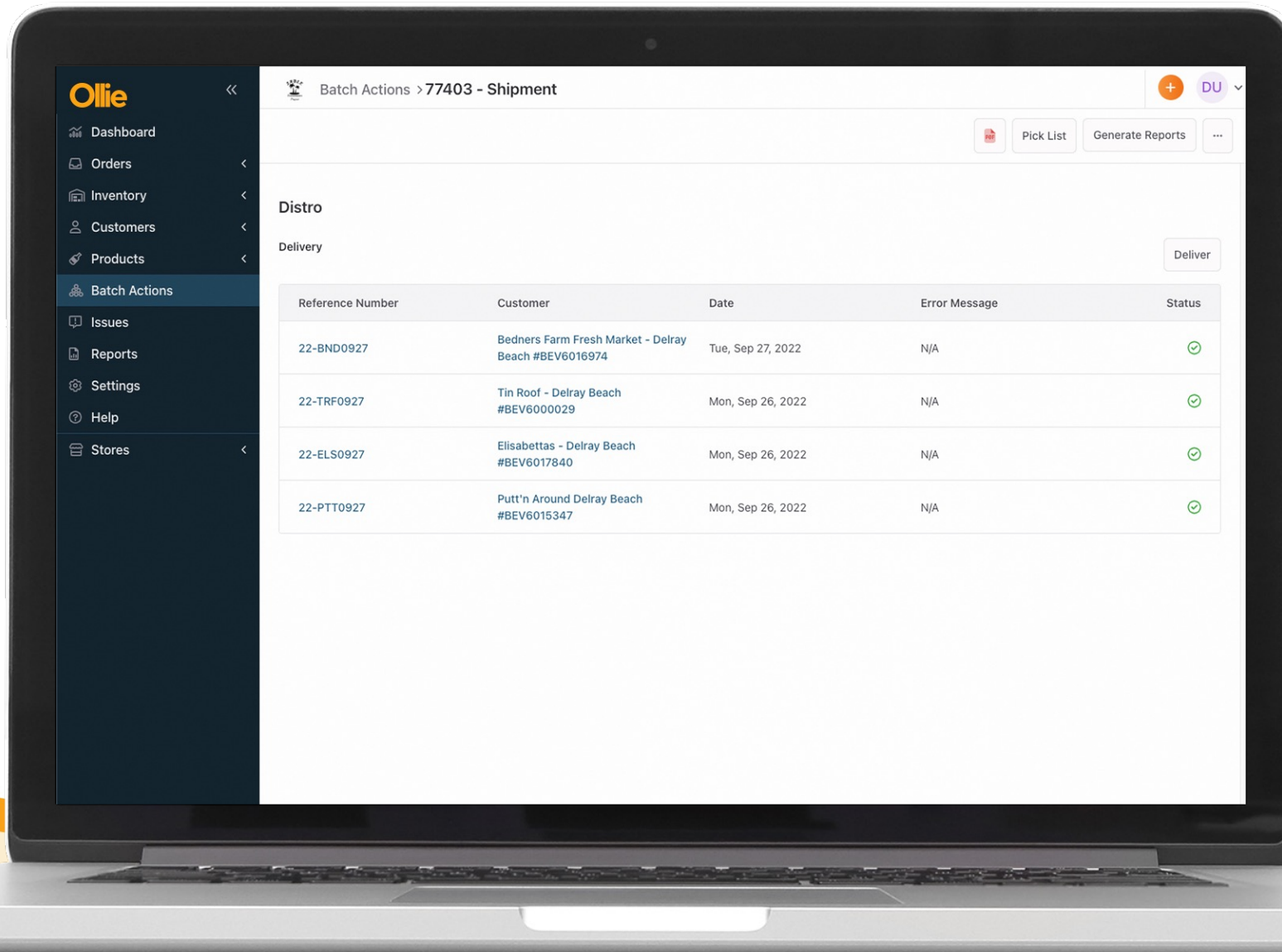
Logistics & Fulfillment Functionality

Grab the exact orders you need with powerful order filters



Logistics & Fulfillment Functionality

Streamline order preparation by grouping orders into batches



Logistics & Fulfillment Functionality

Execute everyday tasks in bulk with Batch Actions



3109 LAKE SHORE DRIVE
DEERFIELD BEACH, Florida 33442
Phone: 609-280-8464

BILL TO

Kush

2003 North Miami Avenue
Miami, Florida 33127

INVOICE

SFP-01107

P.O. Number:
22-KSH1115



Order Date: November 15, 2022
Warehouse: Distro
Shipping Type: Delivery - Fintech

SHIP TO

Kush

2003 North Miami Avenue
Miami, Florida 33127
License: #BEV2321842 - FL Retail

ITEM CODE	DESCRIPTION	QUANTITY	CASES	UNIT PRICE	EXT PRICE
16	Sap IPA - 1 x 5.2us_gal 1/6 BBL Kegs	6	-	\$92.00 ea.	\$552.00
TOTAL VOLUME		SUBTOTAL		\$552.00	
1.006 bbl		DEPOSIT		\$0.00	
		ORDER TOTAL		\$552.00	
		AMOUNT DUE		\$552.00	

CHECKED BY

PREPARED BY

SIGNATURE OF DRIVER

Confirms received in good condition

SIGNATURE OF RECEIVING LICENSEE OFFICER

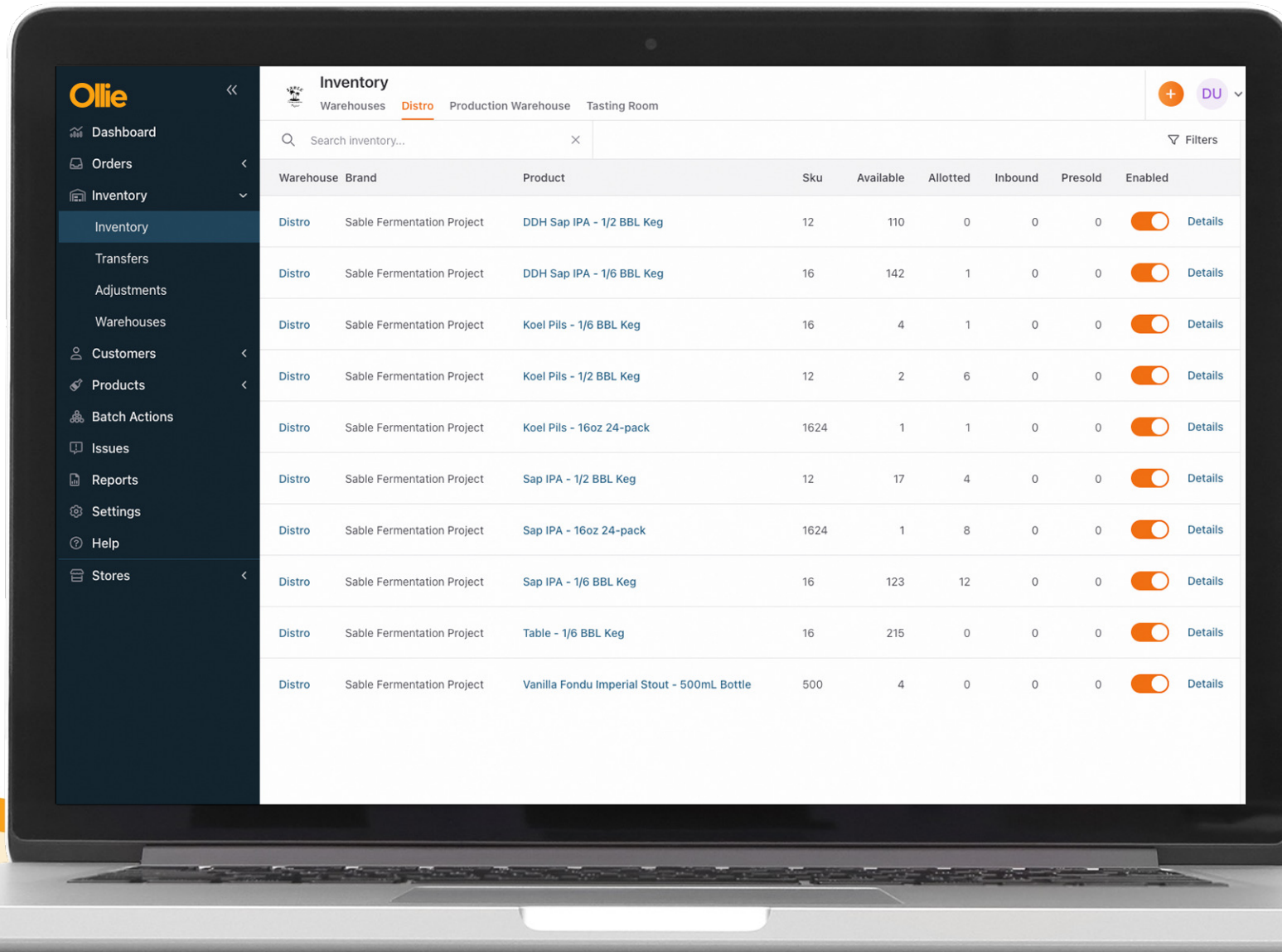
Confirms quantity and vintage

Logistics & Fulfillment Functionality

Real-time delivery updates with invoice QR codes

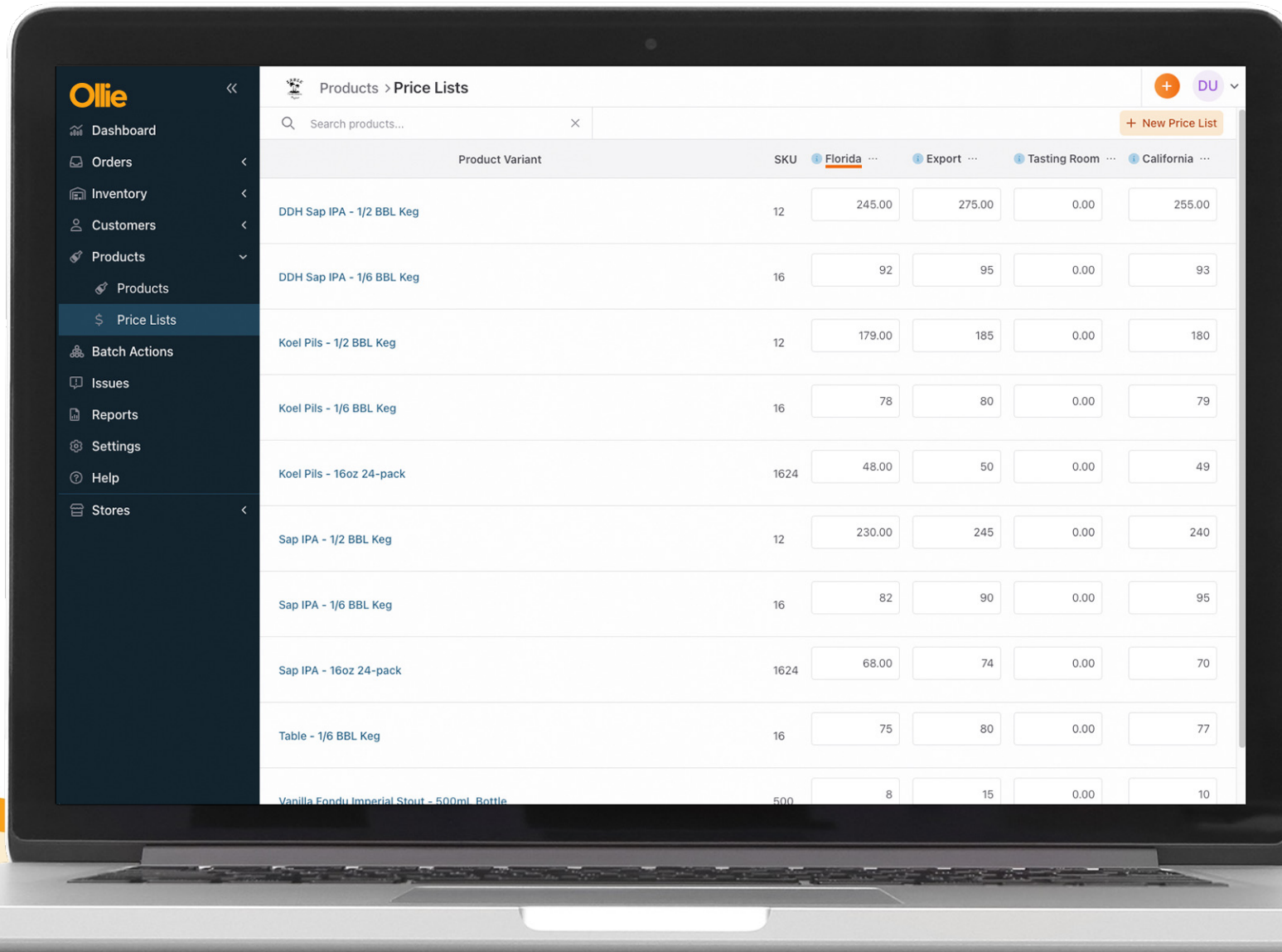
Inventory & Product Management

End-to-End Inventory and
Product Visibility



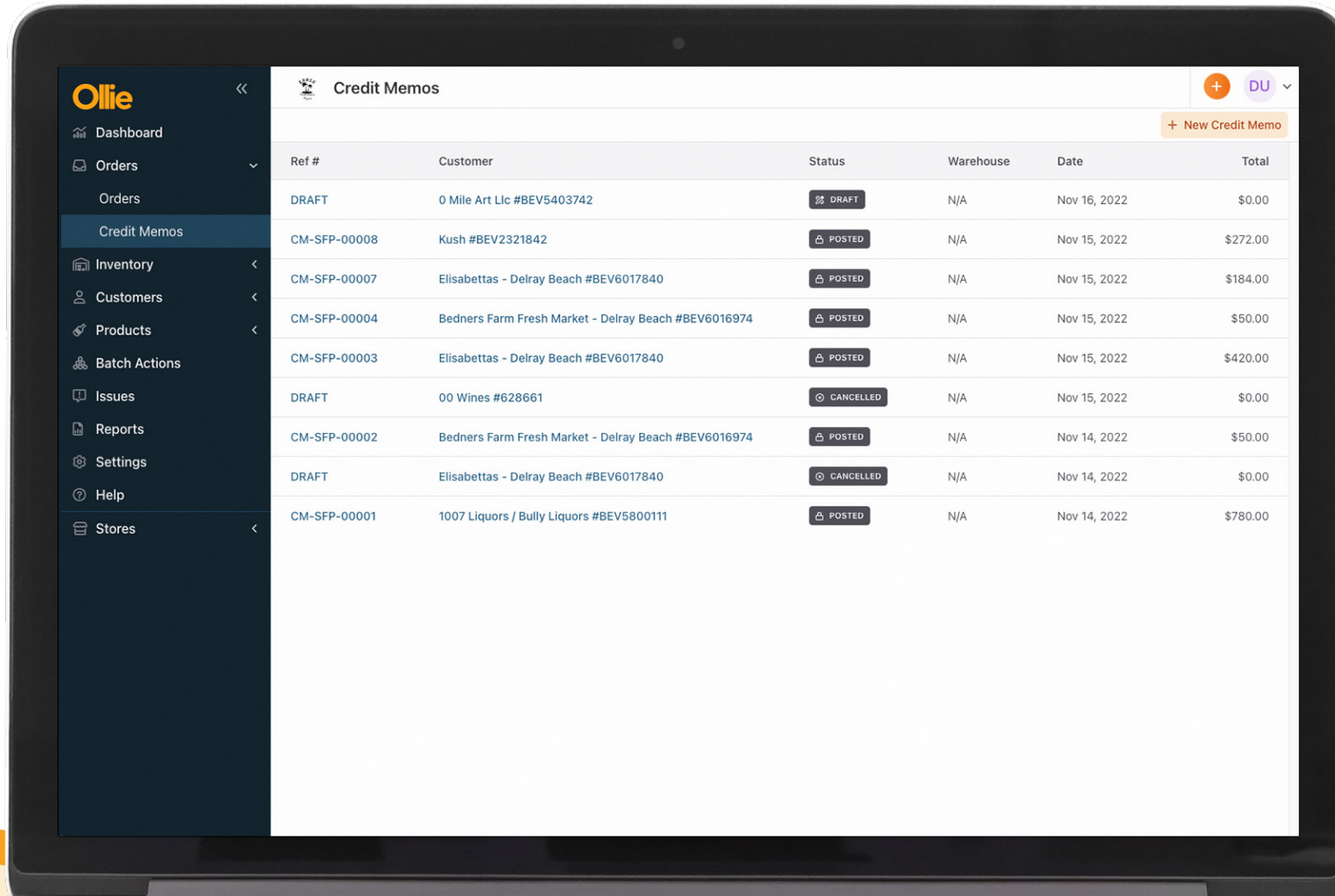
Inventory & Product Management Functionality

Allocate inventory and track in real-time



Inventory & Product Management Functionality

Always accurately charge your customers with Price Lists



Inventory & Product Management Functionality

Automatically assign keg deposits

Reporting

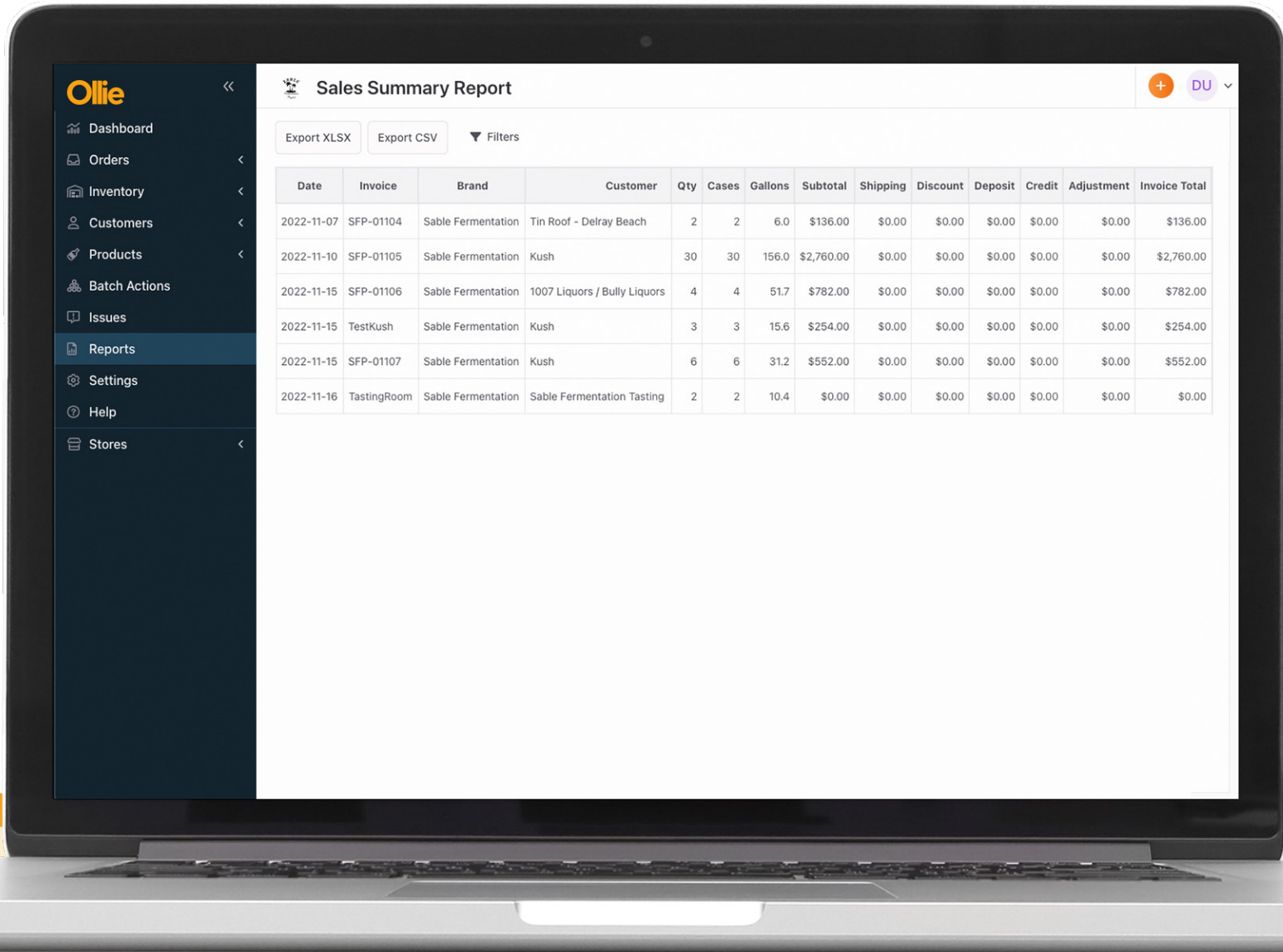
All the Reports You Need,
in Less Time



Reporting Functionality

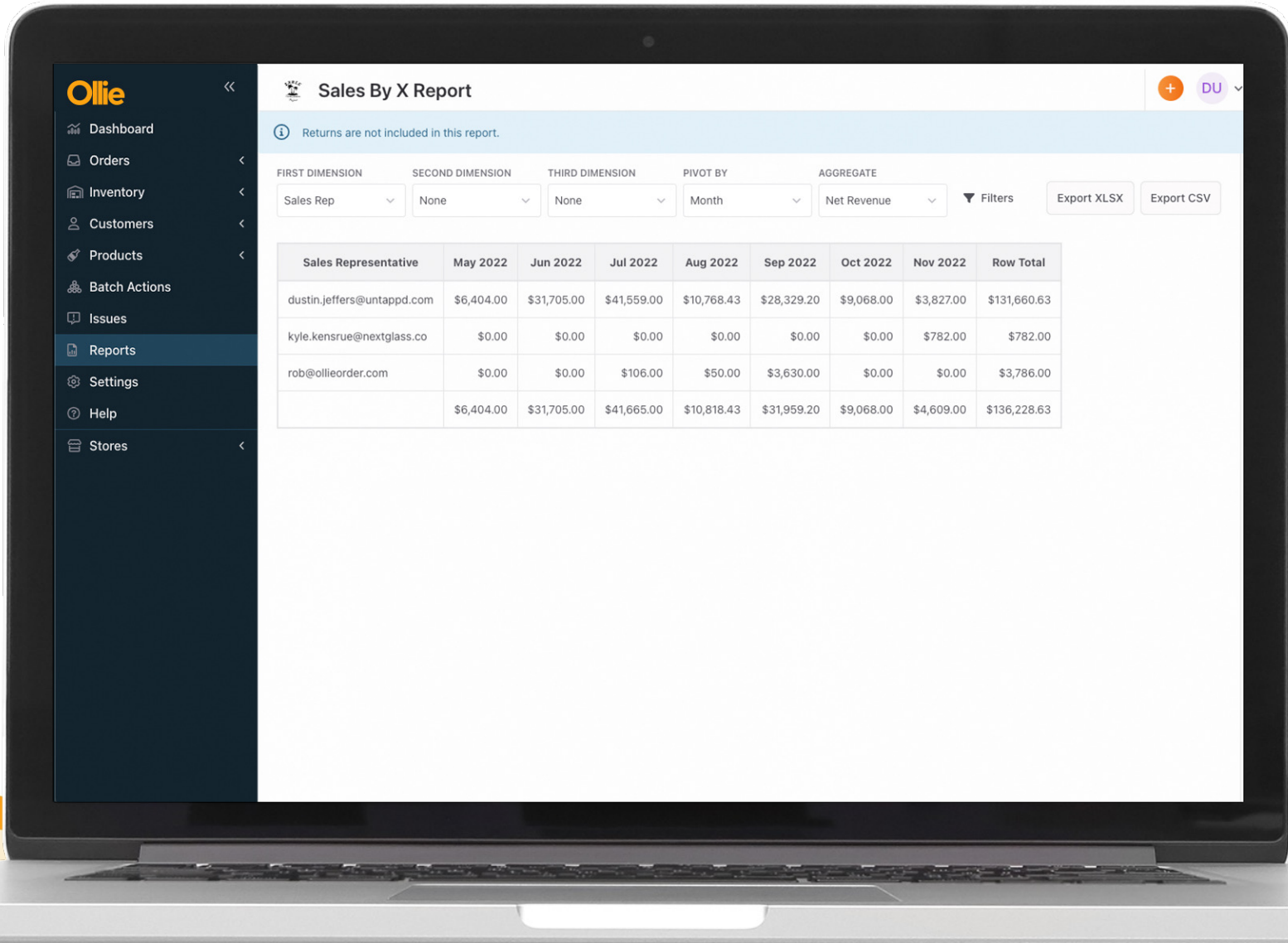
Inventory Depletion Report																	
Brand	Product	Cases Sold	Cases Remaining	Avg Monthly Depletion	Months Remaining	Nov-2022	Oct-2022	Sep-2022	Aug-2022	Jul-2022	Jun-2022	May-2022	Apr-2022	Mar-2022	Feb-2022	Jan-2022	Dec-2021
Sable Fermentation Project	DDH Sap IPA - 1/2 BBL Keg	354	30	29.5	1	28	30	28	31	28	30	31	28	30	31	28	31
Sable Fermentation Project	DDH Sap IPA - 1/6 BBL Keg	779	42	64.9	0.6	64	65	64	66	64	65	66	64	65	66	64	66
Sable Fermentation Project	Koel Pils - 1/2 BBL Keg	269	4	22.4	0.2	23	26	23	19	23	26	19	23	26	19	23	19
Sable Fermentation Project	Koel Pils - 1/6 BBL Keg	586	13	48.8	0.3	45	47	45	55	45	47	55	45	47	55	45	55
Sable Fermentation Project	Koel Pils - 16oz 24-pack	3162	6	263.5	0	264	254	264	270	264	254	270	264	254	270	264	270
Sable Fermentation Project	Sap IPA - 1/2 BBL Keg	525	51	43.8	1.2	42	41	42	48	42	41	48	42	41	48	42	48
Sable Fermentation Project	Sap IPA - 1/6 BBL Keg	1105	87	92.1	0.9	95	90	95	90	95	90	90	95	90	90	95	90
Sable Fermentation Project	Sap IPA - 16oz 24-pack	2817	57	234.8	0.2	203	254	203	260	203	254	260	203	254	260	203	260
Sable Fermentation Project	Table - 1/6 BBL Keg	879	154	73.3	2.1	70	73	68	78	70	73	78	70	73	78	70	78
					Case Total	834	880	832	917	834	880	917	834	880	917	834	917

Confidently forecast your sales based on historical sales by volume



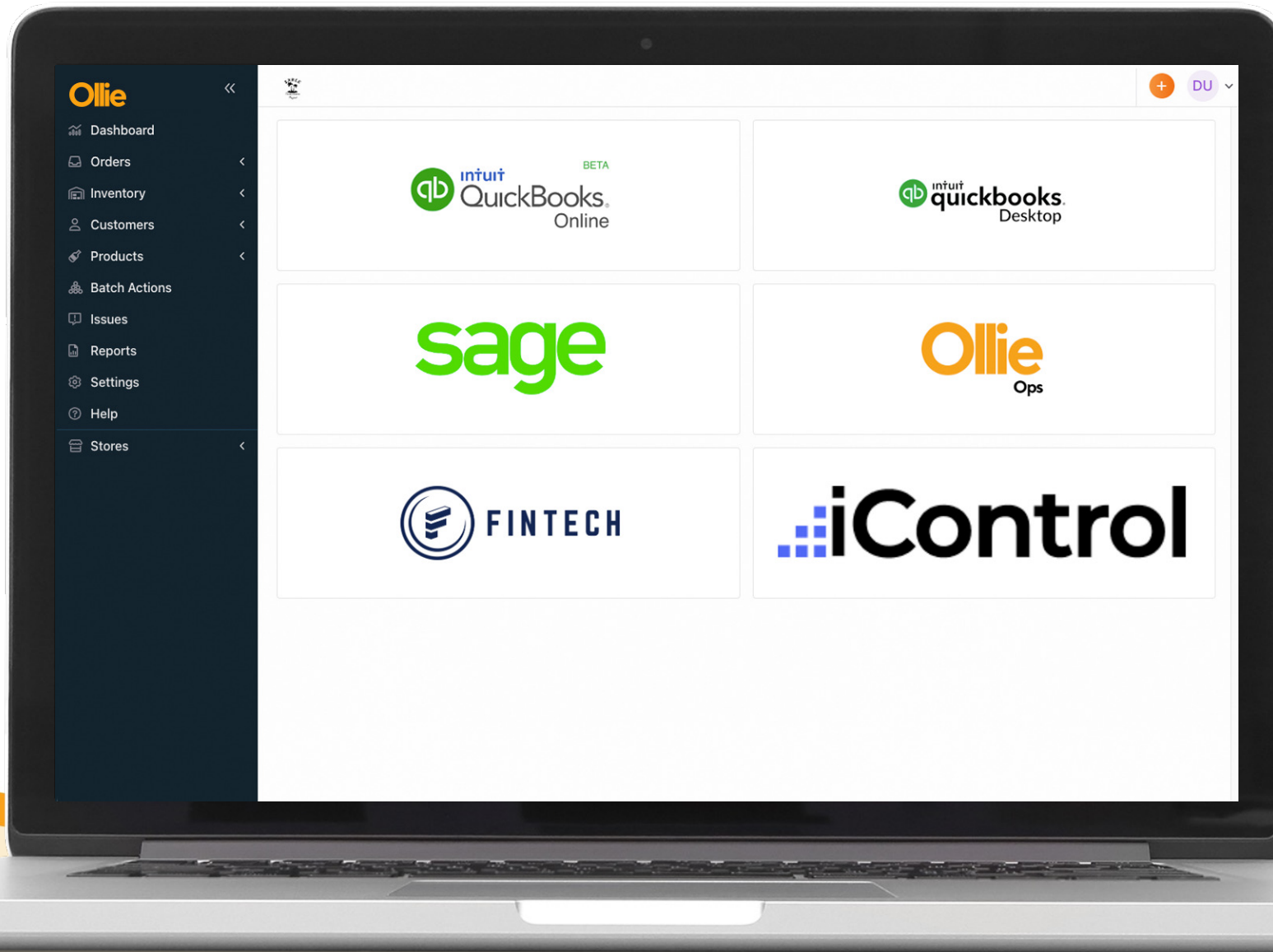
Reporting Functionality

Analyze and compare
your customers side
by side



Reporting Functionality

Motivate and encourage your sales staff with accurate numbers



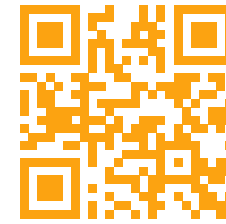
Reporting Functionality

Connect with all your
financial programs



Ollie

a Next Glass company



Request a Demo

Or fill out our contact form with your questions at:

[GetOllie.com](https://www.getollie.com)