

Automate Your Beverage Compliance

Adapt to new markets with automated state compliance and reporting.

State Compliance Made Easy

ShipCompliant solves your state compliance needs by consolidating all of your wine and spirits product and distribution information in one place. Send alert reminders for report deadlines, product registration due dates, price-posting timelines and signature-ready forms using one easy interface. ShipCompliant even runs real-time compliance checks on wholesale orders to ensure that products have been properly registered or price-posted.

“99%
of ShipCompliant clients would recommend ShipCompliant to an industry colleague.”

Customer Survey 2009

What is Automated Compliance?

ShipCompliant is an intelligent, rules based system that uses efficient workflow and alert reminders to keep producers, importers and distributors compliant with state wine and spirits laws.

For example, when you launch a new product and enter it into ShipCompliant, an automated workflow is launched to determine how the product introduction affects your compliance status.

First, a series of alerts guide you through the steps required to distribute the product compliantly, including confirming distributor relationships and posted prices.


Next, ShipCompliant determines product registration requirements. Our rules-based compliance engine will only create registrations when required.

Finally, ShipCompliant automatically generates product registrations packets, complete with high-resolution label images (no scanning required) and filing instructions that you download with a click of a button.

Automated distributor reporting works similarly with electronic signatures built in and batch printing capabilities.

How Does This Work?

ShipCompliant's one-of-a-kind TTB integration to automatically pull our clients' COLA information, including high resolution label images. This reduces data entry and makes matching new products to existing labels a point-and-click process.



COLA Information Pulled From TTB Database

Serial Number: 090011
TTB ID: 09280001000207
Brand: Great Dane
Permit Number: BW-NY-817
Serial Number: 090011
Fanciful Name: SCULPTURE GARDEN
Date Completed: 10/8/2009
Date Approved: 10/8/2009
Vendor Code: 13387
Class: 80 TABLE RED AND ROSE WINE
Appellation: THE HAMPTONS, LONG ISLAND
Vintage: 2007
ABV: 12.5
Net Contents: 750 MILLILITERS

Click on the label icon to edit this label's information

With this integration, the label information is always consistent with what the TTB has on file, and we use the same high-resolution images to create your state product registration packets. This eliminates the tedious task of scanning and gluing labels to registration forms. This unique TTB integration pulls down the most current information on all registered distributors.

What Does This Mean For You?

Our web-based software solution enables diverse and geographically distributed work forces the ability to access real-time compliance status, distribution information and price data. ShipCompliant turns traditionally complicated tasks into one easy-to-use interface.

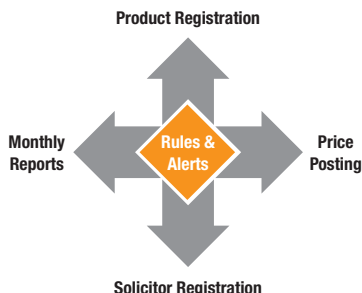
Who Uses ShipCompliant? Why Should You?

Producers, importers and anyone that distributes wine and/or spirits through traditional wholesale distribution channels will benefit from this powerful tool. Over 60% of top wine producers utilize ShipCompliant's unparalleled service and 99% would recommend us to a colleague. Please contact us to determine how we can help you.

1. Basic Information
2. Distribution Preferences
3. Distributors
4. Distributor Territories
5. Licenses
6. Report Frequencies
7. Brands
8. Products
9. Labels
10. Label Territories
11. Price Management

You have completed all required Basic Information

At-a-Glance Compliance Status Views



Automate Your Beverage Compliance

Risk Management

Eliminate financial and legal exposure related to halted distribution that results from compliance-related errors

- **Don't miss another price posting** In many control states, if a deadline is missed, you can't distribute until the next period, which is usually a quarter!
- **Don't miss another license renewal** Losing sales because of missed license renewals can take up to two months of wasted time, cash flow and lost revenue.
- **Eliminate distribution of unregistered products** Multiple offenses can result in the loss of a distributor license in that state temporarily halting distribution.

What Does it Cost?

In one cost analysis, an importer will be able to **save as much as \$280,000** over a 3-year period with the switch from traditional state compliance management to ShipCompliant's automated solution.

With your monthly subscription fee, you receive a sophisticated set of compliance tools complete with training and phone support.

You can have unlimited user profiles and various access levels. Pricing is based upon the number of labels in distribution and the volume of orders processed annually. Contact sales@shipcompliant.com to learn more.

Features & Setup

What is Included?

State Rules Tracking	✓
Distributor & Territory Management	✓
Signature-Ready Distributor Reports	✓
Automated Product Registration Packets	✓
Vintage, ABV and Bottle Size Revision Alerts	✓
Automated Price Posting	✓
Solicitor License Management	✓
Support for Wine and Spirits	✓
Alert Reminders for Upcoming Deadlines	✓
One Time Setup Included	
State Distribution Preferences Configuration	✓
Distributor & Territory Setup	✓
Synchronization with TTB Database	✓
Label Territory Configuration (Labels associated with states in which they are sold)	✓
State Price Management Setup (price posting)	✓
Brand, Label and Product Setup	✓
License Entry	✓
Historical Price and Product Data Imports	✓
Legacy Order Entry	✓
Salesperson License Entry	✓

Estimated 3-year savings with ShipCompliant

	Assumptions	Savings
Efficiency	Increase the bandwidth of your compliance managers with ShipCompliant's automated tools.	70% less time to manage compliance work \$105,000
Scalability	Grow your product offering without adding additional employee costs.	Product growth within 2 years requiring addition of 1 full-time equivalent. \$100,000
Streamlined Technology	ShipCompliant's open standards and web-based technology will integrate with existing and future systems. Save on implementation, training, maintenance and system upgrade costs.	1 technology change (i.e. ERP system upgrade): \$40k technology investment \$4k decision and training time \$5k setup \$49,000
Employee Turnover	Eliminate costs of training new employees to manage compliance functions that ShipCompliant performs automatically.	Estimated turnover rate of 1 every 1½ years Training time saved is 2-36 hours per turn \$12,000
Visibility Savings	Time saved on communication between compliance, marketing and sales teams.	8 hours per month at \$50 per hour \$14,000
3 Year Savings		\$280,400

About ShipCompliant

ShipCompliant is the leading automated compliance software solution for the wine and spirits industry with more than 1,900 active users representing 2,000+ brands in 33 states.

Through established relationships with leading wine industry associations, software companies, third-party shippers, compliance consultants and common carriers, ShipCompliant

is recognized as the industry compliance standard. To view a demo, please visit www.shipcompliant.com/demo or call toll-free 888-449-5285.