

Northern Monk Raises a Pint to the Future With Brutos, an End-to-End Brewery Management Solution



ABOUT



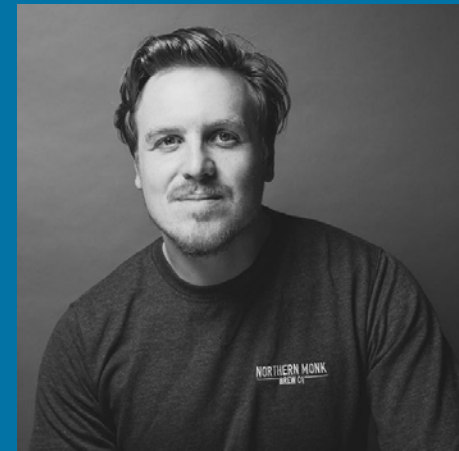
Northern Monk co-founders Russell Bisset and Brian Dickson met in 2013 at a beer festival, where they realized they shared a dream of opening a “proper northern brewery.”

Russell and Brian began their venture by brewing small amounts of beer in a basement in the northern English county of West Yorkshire. After three months of selling their IPAs at local farmers markets, the pair secured an initial investment.

Northern Monk was born in 2014 in The Old Flax Store, an abandoned mill in Leeds, United Kingdom—and it’s still home to the fast-growing brewery.

Faith, Northern Monk’s flagship beer, is billed as the best core pale ale in the United Kingdom. Eternal, an IPA, made Northern Monk the first English brewery to win a medal in the IPA category at the World Beer Cup.

Northern Monk’s growth journey has included opening three bars, launching two beer festivals, and selling brews online and in large grocery stores. The brewery’s mission has never wavered: Northern Monk wants to deliver the best beer experiences in the world.



Russell Bisset
Founder/Managing Director



Brian Dickson
Founder/Technical Director

Complexities Were Brewing

Initially, Northern Monk used Sage 50 as its finance solution and a commonly used brewery software for production—but things didn't go as planned.

“Our original brewery software worked well if you made a few different beers repeatedly, but that’s not our business model,” explains Ciaran Shier, Northern Monk’s continuous improvement manager. “Northern Monk constantly adapts to change and innovates. We’re always creating new products to stay fresh and current. We brew 120 different recipes a year, and the software couldn’t handle that complexity.”

Ciaran says the company had “spreadsheets all over the place”— plus business finance challenges.

“We were duplicating work,” says Stacey McLaughlin, Northern Monk’s production finance manager. “We’d have purchase orders in one system and we’d have the invoices in Sage.”

Northern Monk needed new software, but more importantly, the company needed a trusted technology partner to support its growth — including distribution to 15 countries and opening a second, larger brewery.



A Second Round

In 2019, Northern Monk replaced their software with OrchestratedBEER (OBeer) and partnered with Vision33, a multi-award-winning SAP partner, to replace Sage 50 with SAP Business One.

SAP Business One is the go-to enterprise resource planning (ERP) solution for growing small and mid-sized businesses. From financials and accounting to inventory and customer relationship management, SAP Business One integrates critical areas to capture data in a centralized location and provide clear visibility into operations.

“SAP Business One helps finance massively,” Stacey says. “Now everything is in one place. I can look at purchase orders or goods receipts and see what’s due to be invoiced.”

OBeer enabled Northern Monk to process all its production and get a handle on stock control — but there were drawbacks.

Team members wanted to use OBeer’s iPad apps on the production floor and in the warehouse, but the apps were inflexible, causing frustration and requiring workarounds.



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Stacey McLaughlin
Production Finance Manager

“We deliberately kept OBeer at a bit of arm’s length from people because we were so tentative about the information it was giving us,” Ciaran says.

Northern Monk needed a production solution to replace OBeer and work alongside SAP Business One.

Vision33, Northern Monk’s trusted technology partner, brewed up a solution.



Raising the Bar With Brutos

Vision33 has lived and breathed SAP Business One for over 20 years and has developed exclusive technologies to maximize SAP Business One's functionality and value.

Vision33 unveiled Brutos, a cloud-based, end-to-end brewery management solution, around the same time Northern Monk's frustrations with OBeer peaked.

"We've always had a good relationship with Vision33, and they've supported our growth," Stacey says. "I always knew if we had any frustrations, our customer relationship manager

would solve them. When she introduced Brutos to us, we thought it would be a fantastic opportunity."

Built on the SAP Business One platform, Brutos aligns breweries' entire teams — from brewmaster to packaging and sales — with centralized access to critical, real-time data and 360-degree visibility into operations for ultimate control and decision-making.

Brutos is perfect for breweries like Northern Monk that require robust production, inventory, and brand management tools.



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CREATING THE
BEST BEER
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NORTHERN
MONK

“Vision33 has taken a deep dive into how Northern Monk operates,” Ciaran says.

“They really listened to us, understood the root causes of our frustrations, and delivered Brutos the way we needed it to work. Often, software providers tell you, ‘This is how the system works, this is what it does, and this is what you need to do with it.’ With Vision33, it’s the other way around.”

Smooth Production, Reliable Data

Brutos has significantly improved Northern Monk's production. With 120 beers to make in a year and multiple SKUs in each brand, when one thing moves in the schedule, it's not the only thing that moves. But Brutos makes schedule changes easy and intuitive.

"When you move one thing, other items move around it by applying Brutos's logic," Ciaran says. "Brutos handles production way better than OBeer ever did."

Northern Monk's production team is no longer limited by a few iPads and rigid apps—anyone can access Brutos via any web browser from any tablet, desktop computer, laptop, or mobile phone.

And gone are the days of spreadsheets and unreliable data.

"Soon, we'll have three users who live and breathe Brutos; that's all they'll do," Ciaran says. "They'll be in the system day in and day out because of how confident we are that we can rely on the data we're getting out of Brutos."

Northern Monk is laser-focused on service, and Brutos helps the company deliver exceptional customer experiences. There's more confidence in stock numbers and fewer production delays thanks to Brutos's material resource planning.



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Ciaran Shier
Continuous Improvement
Manager



Northern Monk and Vision33 staff enjoy Northern Monk X Tripping Animals 28.06, Leimai Lemaow, Sour Party Garys, Fruited Pale Ale.

Finding Peace of Mind

The right software is critical to a growing business's success, but having a trusted, long-term partner makes all the difference.

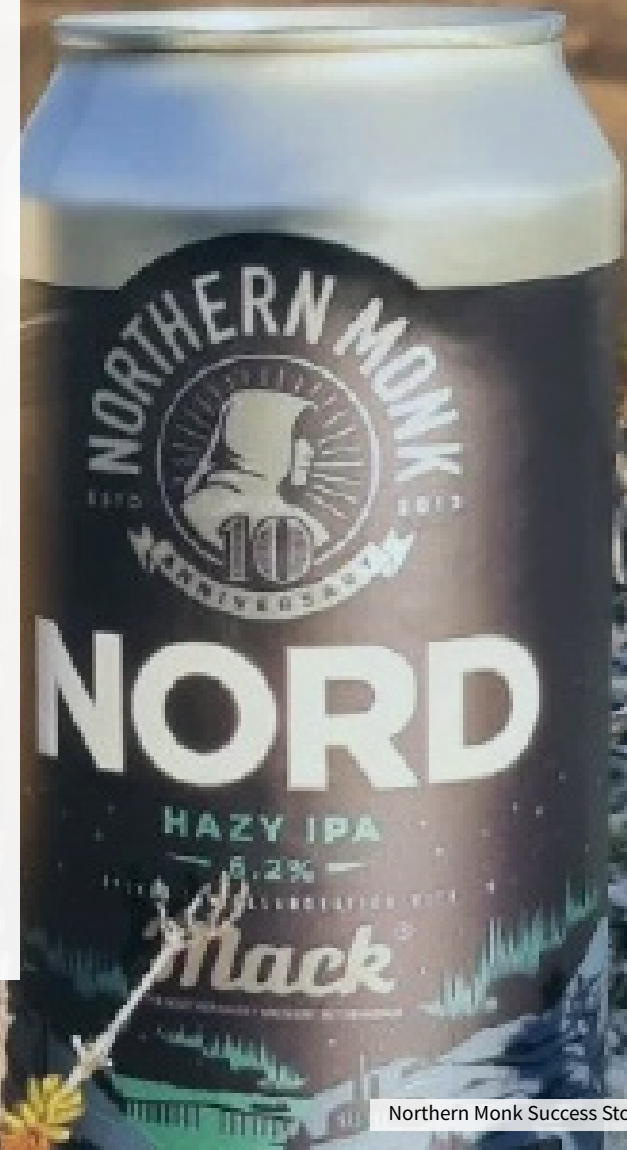
"Knowing Brutos has been designed around us has really helped the buy-in," Ciaran says.

"People are saying, 'I want to use Brutos as my tool,'" Stacey adds. "They know that if there's something Brutos doesn't have, we can ask Vision33 for it. That kind of mentality is really positive."

Northern Monk recently opened its third bar, The Northern Market, and the opening weekend was a rousing success.

The venue features a food market and beer hall, with a fully stocked bar pouring the freshest Northern Monk beers—including Faith, its beloved Hazy Pale Ale—from 10 tap lines.

"The bar has tank beer on site," Stacey says. "We have so much confidence now with Brutos that we can get the pack size and everything sorted in the system."



Cheers to the Future

Northern Monk has no plans to slow down. The company launched an ambitious three-year growth plan to double the size of the business — and Brutos will be a critical factor in that growth.

“Northern Monk is going to be everywhere, and Brutos is going to be the biggest driver for the company,” Stacey concludes.



There's a clear message from the owner of the company that says, 'I want to support everyone using Brutos as a tool for us to make good business decisions.'

Stacey McLaughlin





For over 30 years, Vision33 has transformed business processes for customers by delivering value through the promise of technology and its benefits for growing businesses.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether it's a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 developed Brutos, business management software that gives beverage manufacturers unified visibility into financial and

operational health, streamlines operations, and grows profit margins. Brutos provides anytime, anywhere access to brand management, production, packaging, quality control, inventory, sales, accounting, and more via a single, intuitive cloud-based interface.

Vision33 has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive integration and automation products.

For more information about Vision33, visit www.vision33.com.

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

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