

Scheid Vineyards

Scheid Vineyards is one of the largest independent growers of premium wine grapes. Their primary business is the production and sale of wine grapes and bulk wine to wine producers. Scheid Vineyards' vision has always been to maintain and enhance quality without losing high-production-rate capabilities. To maintain such a strong leadership in a competitive market, Scheid Vineyards manages open market grape sales and bulk wine sales in addition to their original large contracts. In order for this to happen successfully, Scheid Vineyards is continuously innovating with up-to-date, business process improvement technology.



The Business Process Challenge

Scheid Vineyards wanted to standardize on a mobile software solution to streamline their business operations. Prior to purchasing MobileFrame's software, Scheid's field supervisors used paper forms to track viticultural data about their crops. The supervisors had to call the office several times a day to relay the information so the office staff could manually enter the data into their business systems. This process was prone to human error and added unnecessary payroll hours to the bottom line.

Management's goal was to provide immediate insight into how many vines were left in partial rows for any block in the operation. They also wanted to give field personnel immediate feedback on where to re-enter partially harvested blocks with a precise accounting of remaining acres that had fruit that needed to be picked. Recognizing how inefficient and labor intensive this process was, Scheid Vineyards realized that they needed to find a mobile platform that would allow them to deploy custom mobile apps across the company.



"Prior to MobileFrame, our entire process had gotten more and more complex, and we had to manage a lot more detail. This made the paper system breakdown and it was only by brute force that we were able to get through it"

Tyler Scheid , Viticulture Technology Coordinator

To learn more about the MobileFrame Platform, visit www.MobileFrame.com

The MobileFrame Solution

After researching several vineyard-specific software packages, Scheid selected MobileFrame's platform as their standard for enterprise mobility and they've deployed a long list custom apps to manage the business, including an inventory control app. By automating harvest tracking down to the individual row level, the company was able to streamline their operations.

With their mobile apps doing all the work, Scheid's supervisors no longer have to make spot checks in the field, call the office to relay information or try to read hand-written notes. The company saw immediate ROI because they save 2 payroll hours for administrative tasks every day, along with another 5 hours each day for the Head Wine Maker and Operations Manager since they've eliminated the manual processes. The company has also experienced a notable increase in efficiency because the management team now spends more time in the field and less time in the office.

"For two years we asked for some simple changes to one of our previous solutions but the changes never made it into the product. With MobileFrame I can make those changes myself and deploy the new apps in a couple of hours. I'm not a computer programmer, but I went from not knowing anything about this software to having a fully deployed harvest inventory system in 5 weeks. We've been able to run more efficiently since we eliminated our paper-based system and our administrative team has been able to save several hours per day since they no longer have to enter data manually."

Tyler Scheid, Viticulture Technology Coordinator



MobileFrame is the leading mobile enterprise application platform (MEAP) in the industry and several thousand successful deployments. MobileFrame's platform is a complete enterprise mobility solution all the tools and features that a successful mobile solution requires, including: rapid application development, mobile device management, project administration, GPS tracking, and an Integration Wizard. Our Platform is an integrated software development lifecycle (SDLC) platform to design, develop, test, deploy and manage multi-channel applications. We also offer several ready-to-run apps that enable customers to quickly mobilize their business.

For more info, please visit www.MobileFrame.com. Or follow us on Facebook, Twitter & LinkedIn.

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