

The role of Marketing

The Marketing team in 2020 with the enhancement of AEB4U wanted to be even closer to the needs of Vedite, through:

- the creation of a new APP and a new look for the Web version, available on all devices
- easier access thanks to the login with the same credentials of Office 365;
- an optimized navigation experience
- accessibility to the APP also in offline mode

Moreover, thanks to the valuable contribution of our salespeople, both in Italy and abroad, we continue to constantly improve performance, to offer a service in line with the needs of the market and the sales force.

Extra to support the vintage period

Harvest is here and we're ready to give you some extra support!

We have prepared video tutorials to show you in a simple and immediate way how to create a new winemaking protocol and especially how you should use the "old" protocols.

In addition, you will be able to find all the new products announced in preview at the convention so that you can include them within the new protocols and propose them to your customers.

Finally, we have made available to you a resource from the Marketing team for any needs, here are the references:



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AEB4U DESKTOP

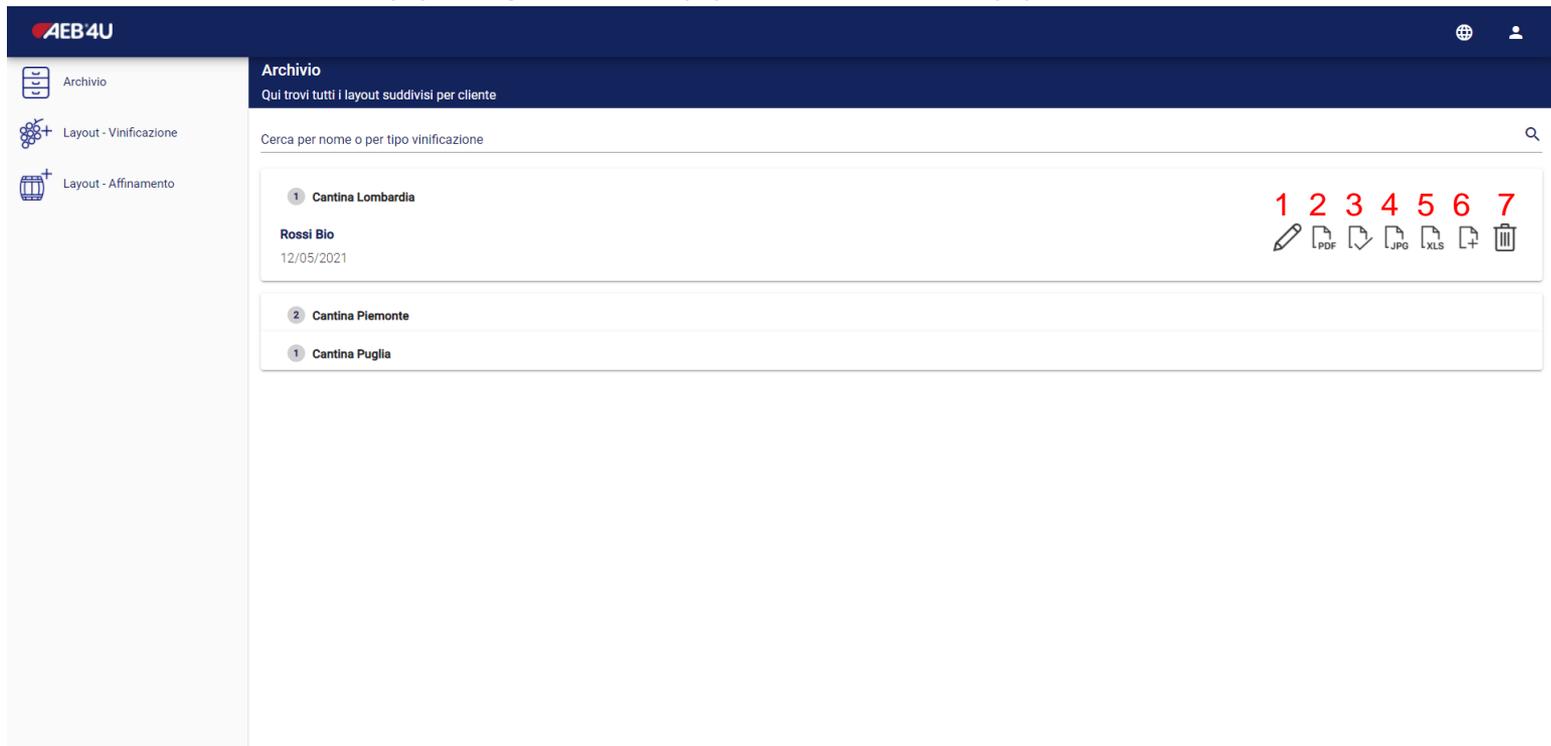
Guide for update and optimization of previous layouts

Edoardo Di Dio Reno

Premise

Once you have logged into AEB4U you will be directly sent to the **archive** where you will find your **previous** and **new layouts**.

After having clicked on a certain client, you will be able to modify the layout (1), view and download the PDF layout printing in A4 format (2), view and download the simplified PDF (3), view and download the JPG printing in A3 format (4), download the layout in excel file for the calculation of the Price (5), duplicate it (6) and delete it (7).



Introduction

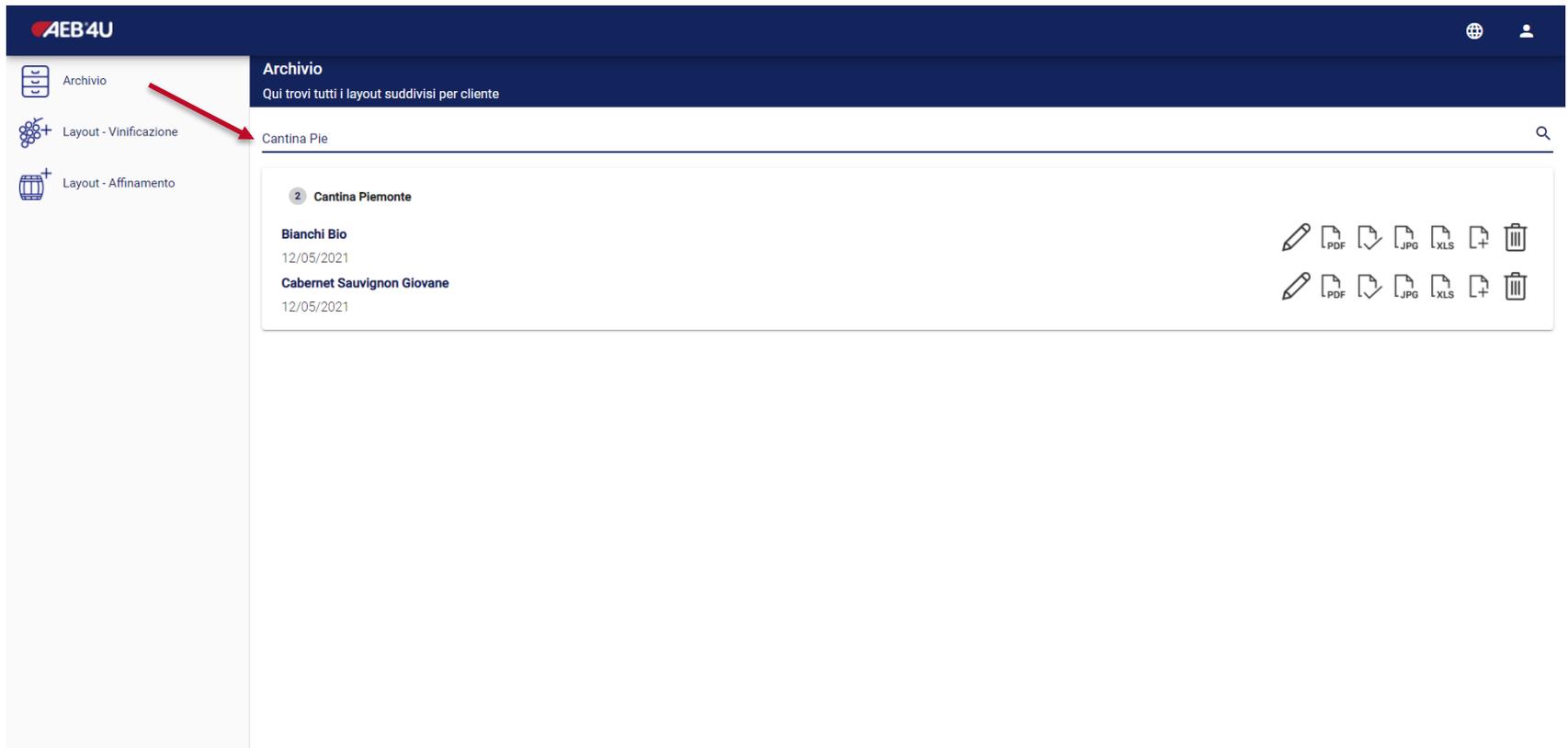
This guide is designed to help you **duplicate** and **print** your **previous layouts with new settings** and **updates** because thanks to your feedback, we have made changes and optimizations.

To make these changes visible, **we suggest you to always duplicate your previous layouts and then make changes** so that they are updated and optimized correctly for printing.

The new layouts you are going to create will already be updated according to the new changes, so you won't have to duplicate and save/edit them.

Search layout

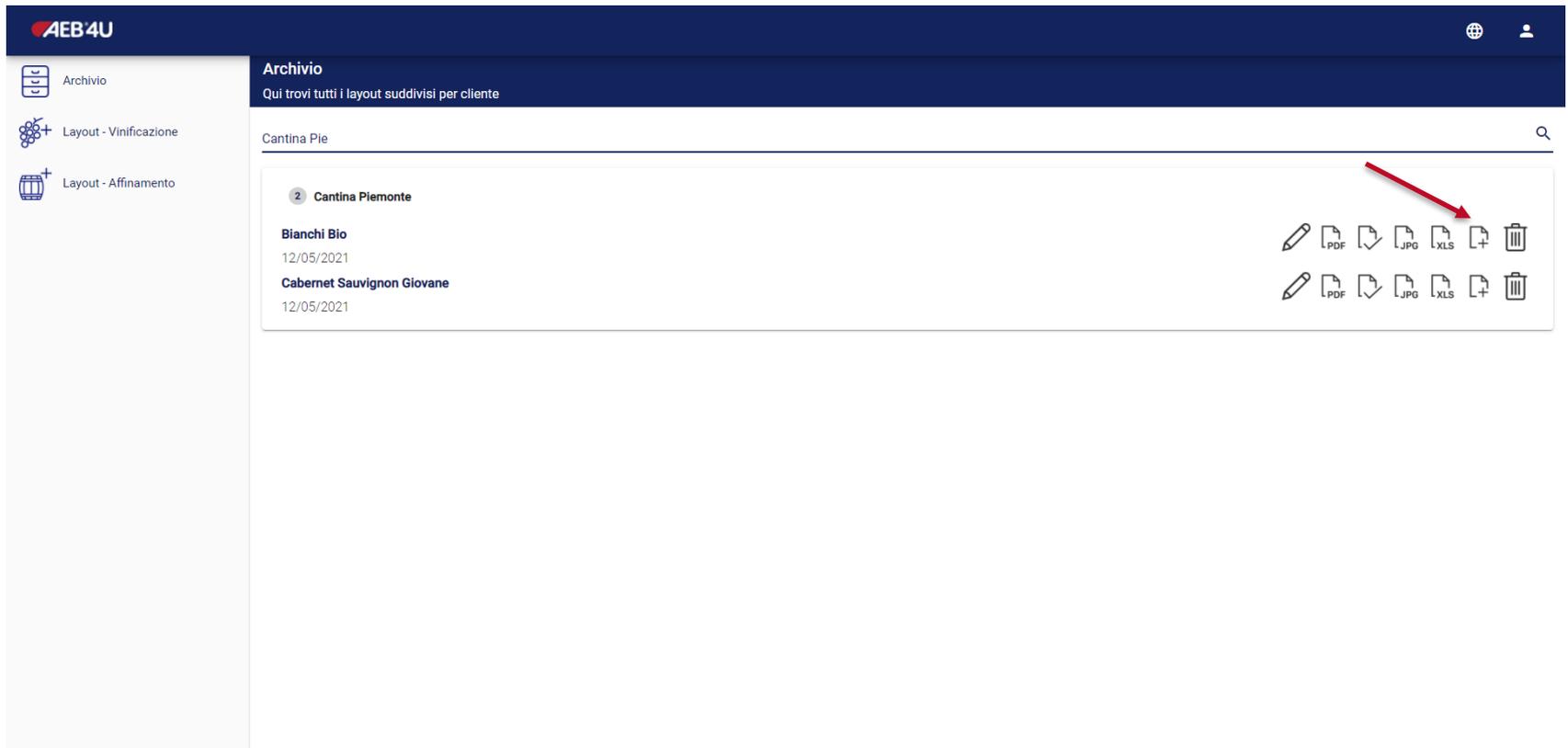
To carry out a search, you will have to **type** in the space provided (see red arrow) the **type of winemaking** or **the name of the client**. **The search is automatic** and, while you are typing, you will see the results.



The screenshot shows the AEB4U software interface. The top header is dark blue with the AEB4U logo on the left and a search icon on the right. Below the header, there is a navigation sidebar on the left with three items: 'Archivio' (with a folder icon), 'Layout - Vinificazione' (with a grape cluster icon), and 'Layout - Affinamento' (with a barrel icon). A red arrow points to the search bar in the main content area. The search bar contains the text 'Cantina Pie'. Below the search bar, there is a search result for 'Cantina Piemonte' (indicated by a '2' in a circle). The result is a list of two items: 'Bianchi Bio' and 'Cabernet Sauvignon Giovane', both dated '12/05/2021'. To the right of each item are icons for editing (pencil), downloading (download arrow), and deleting (trash can).

Duplication

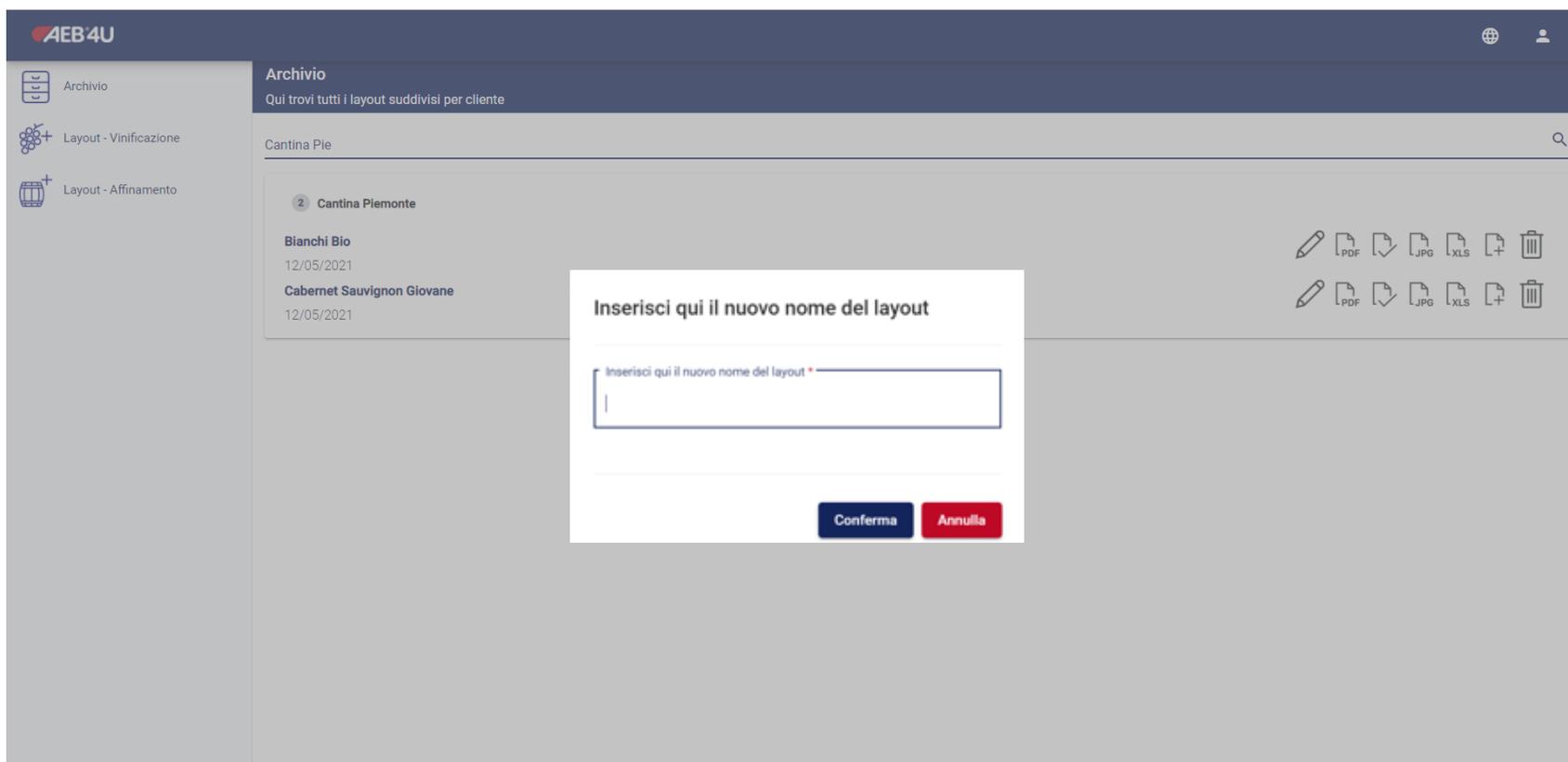
Once you have found the layout you want to duplicate, **click on the penultimate icon** (red arrow).



The screenshot displays the AEB4U software interface. The top navigation bar is dark blue with the AEB4U logo on the left and a globe and user icon on the right. A left sidebar contains three menu items: 'Archivio' (with a folder icon), 'Layout - Vinificazione' (with a grape cluster icon), and 'Layout - Affinamento' (with a wine barrel icon). The main content area has a dark blue header with the text 'Archivio' and 'Qui trovi tutti i layout suddivisi per cliente'. Below this, the section is titled 'Cantina Pie' with a search icon on the right. The main area shows a list of wine layouts under the heading '2 Cantina Piemonte'. The first layout is 'Bianchi Bio' with a date of '12/05/2021'. The second layout is 'Cabernet Sauvignon Giovane' with a date of '12/05/2021'. To the right of each layout is a row of icons: a pencil (edit), a PDF icon, a download icon, a JPG icon, an XLS icon, a document with a plus sign (duplicate), and a trash can icon. A red arrow points to the duplicate icon for the 'Bianchi Bio' layout.

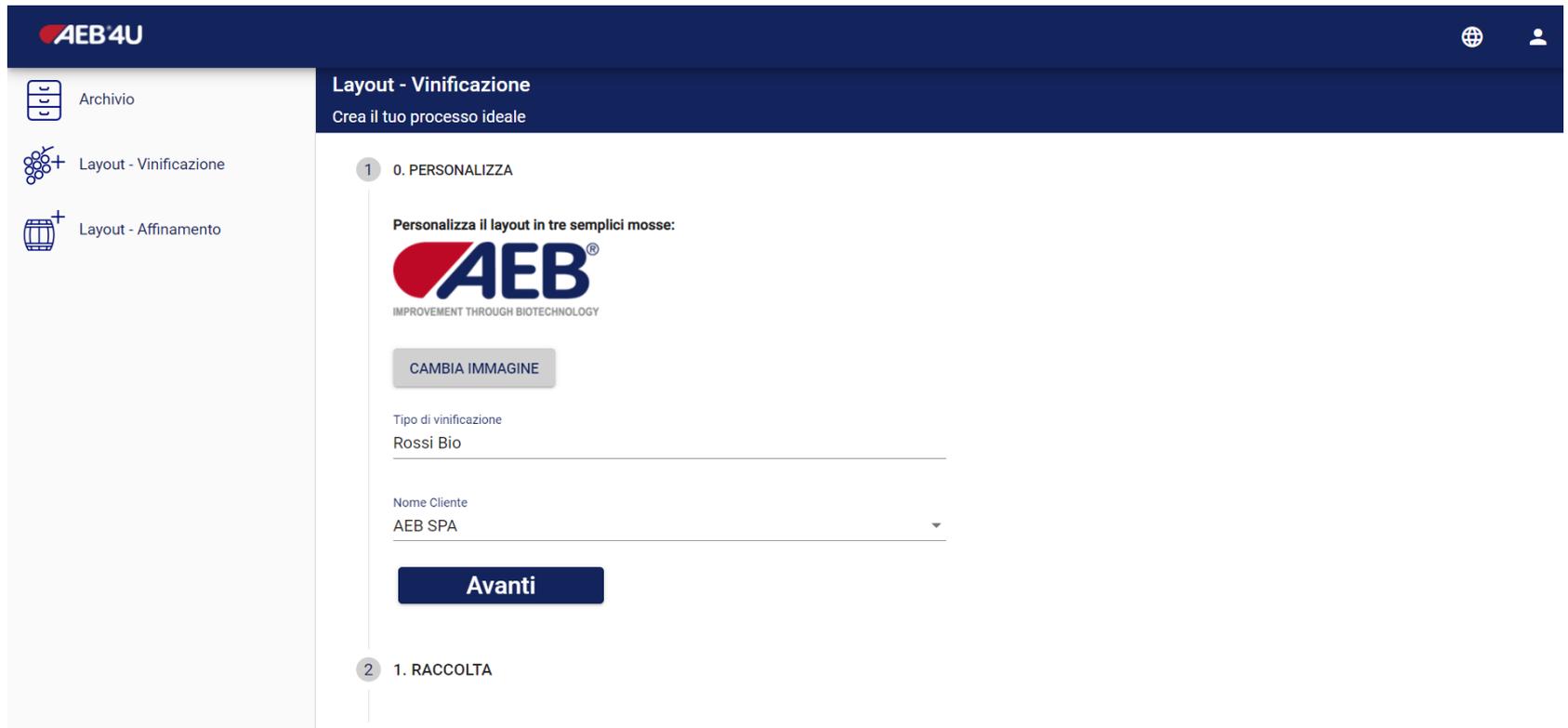
Rename new layout

Once you have clicked on duplicate, the system will ask you for the **new name of the layout** - **the new name will be visible immediately** in the **archives** and **inside** the **layout** itself. Once you have chosen the name, confirm the action by clicking on "**Confirm**", if you want to cancel the operation, click on "**Cancel**". Then you will have to search, thanks to the search bar, for your new duplicate layout.



Customize layout

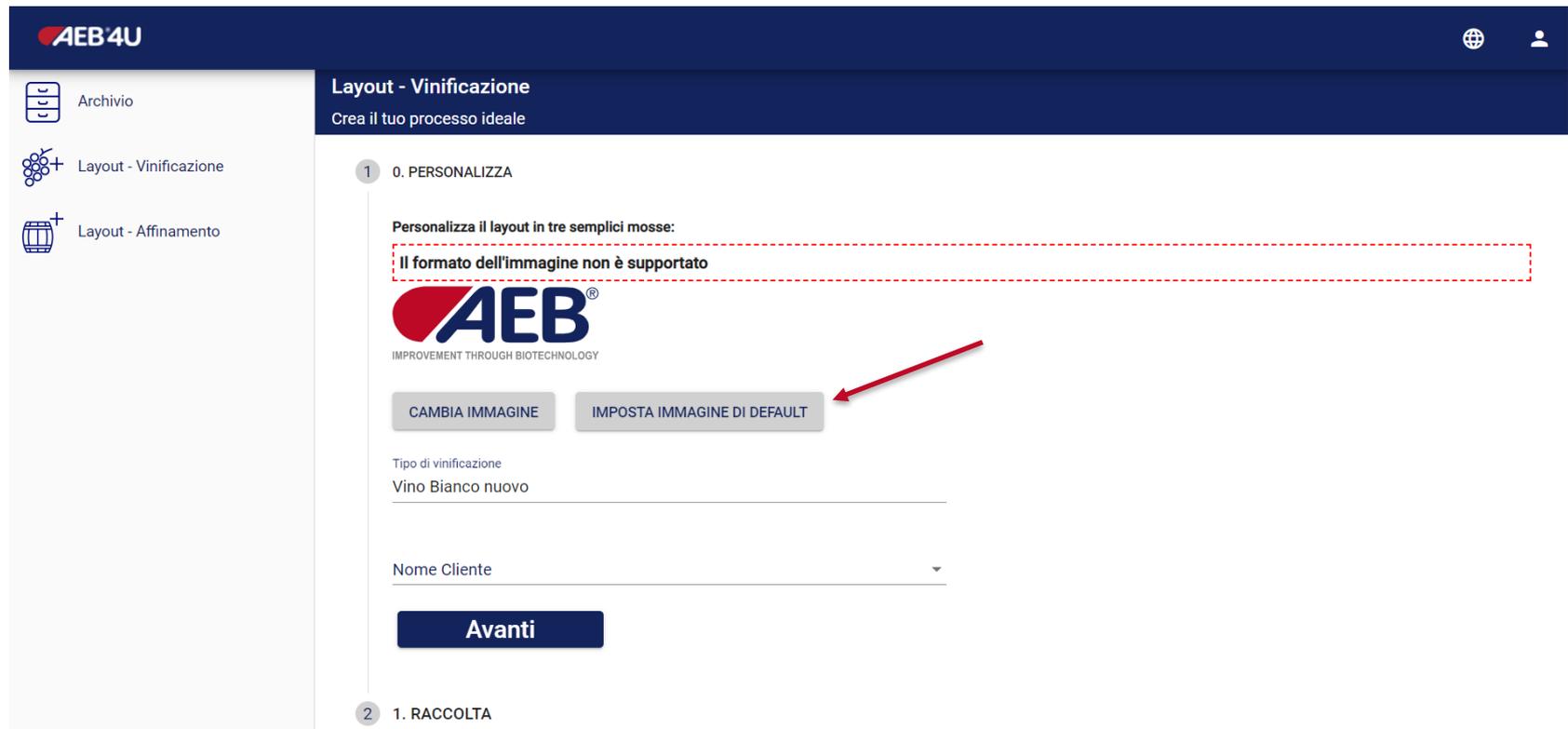
When we will go to edit our duplicate layout, we will find the **client logo** that was present in the other layout and with the **new name** that we assigned during the duplication. The **client** will **automatically be the one from which we duplicated the layout** but we can **reassign** our new layout to another **client** and **change the logo**.



The screenshot displays the AEB4U web application interface. At the top, there is a dark blue header with the AEB4U logo on the left and a globe icon and a user profile icon on the right. Below the header, a sidebar on the left contains three menu items: 'Archivio' (with a folder icon), 'Layout - Vinificazione' (with a grape cluster icon), and 'Layout - Affinamento' (with a barrel icon). The main content area is titled 'Layout - Vinificazione' and has the subtitle 'Crea il tuo processo ideale'. It features a progress indicator with two steps: '0. PERSONALIZZA' (active) and '1. RACCOLTA'. Under step 0, the text reads 'Personalizza il layout in tre semplici mosse:'. Below this is the AEB logo with the tagline 'IMPROVEMENT THROUGH BIOTECHNOLOGY'. A 'CAMBIA IMMAGINE' button is positioned below the logo. Further down, there are two input fields: 'Tipo di vinificazione' with the value 'Rossi Bio' and 'Nome Cliente' with the value 'AEB SPA'. A dark blue 'Avanti' button is located at the bottom of the form.

Previous logo not supported

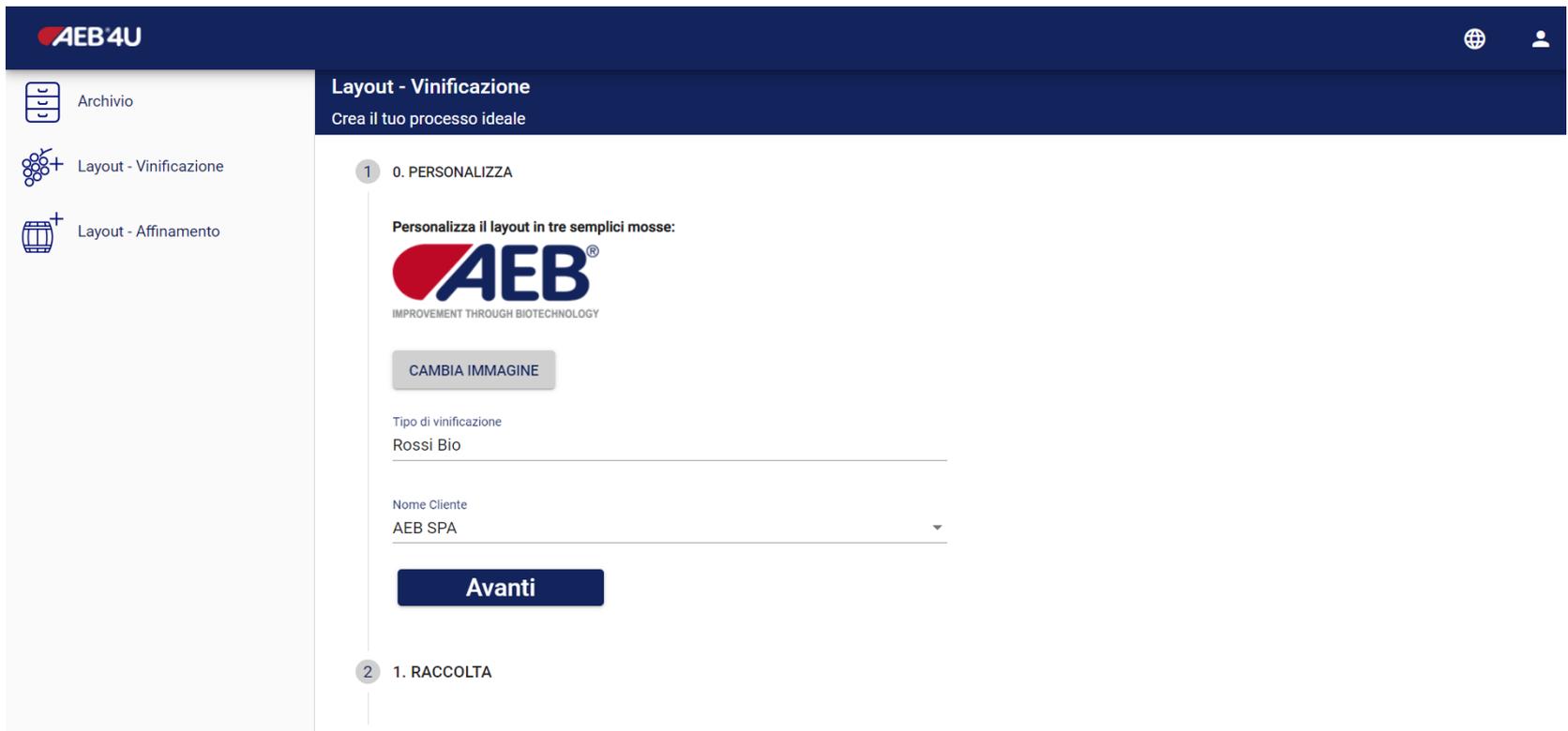
It is possible that the **previous logo is not supported** by the new system. In order to proceed and save the layout correctly, click on "**Set default image**" to **update the logo**. The new logo will not be visible because that is the space dedicated to the customer logo, but in this way **you can save the layout** or, if you want, you can load the customer logo. The AEB4U logo is already fixed at the top right of the layout (see next slide).



The screenshot shows the AEB4U web interface. The top navigation bar includes the AEB4U logo and a user profile icon. The left sidebar contains menu items: Archivio, Layout - Vinificazione, and Layout - Affinamento. The main content area is titled "Layout - Vinificazione" and "Crea il tuo processo ideale". It features a progress indicator with two steps: "0. PERSONALIZZA" and "1. RACCOLTA". Under step 0, there is a section for personalizing the layout. A red dashed box highlights the error message "Il formato dell'immagine non è supportato". Below this, the AEB logo is displayed with the tagline "IMPROVEMENT THROUGH BIOTECHNOLOGY". Two buttons are visible: "CAMBIA IMMAGINE" and "IMPOSTA IMMAGINE DI DEFAULT", with a red arrow pointing to the latter. Below the buttons, there are input fields for "Tipo di vinificazione" (set to "Vino Bianco nuovo") and "Nome Cliente". A dark blue "Avanti" button is at the bottom of the form.

AEB4U logo and customer logo - old layout

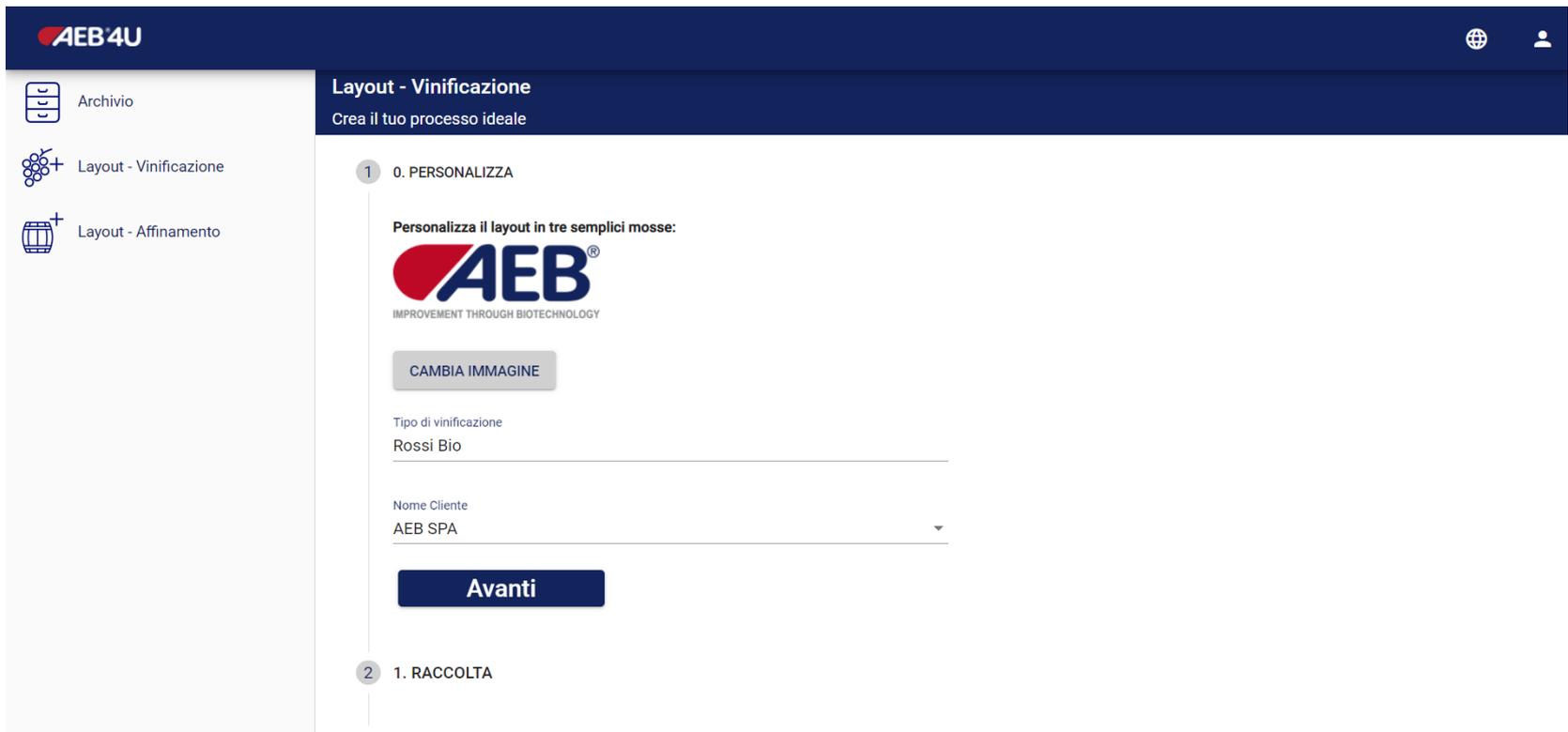
By **duplicating an old layout**, there will be **two logos**: on the left the **AEB** logo and on the right the **AEB4U** logo. If you want to **remove the AEB logo**, you will have to **upload a white image** or **upload the customer's logo** that will be displayed instead of the AEB one.



The screenshot displays the AEB4U web interface. At the top, there is a dark blue header with the AEB4U logo on the left and a globe icon and a user profile icon on the right. Below the header is a sidebar with three menu items: 'Archivio' (with a folder icon), 'Layout - Vinificazione' (with a grape cluster icon), and 'Layout - Affinamento' (with a wine barrel icon). The main content area is titled 'Layout - Vinificazione' and has the subtitle 'Crea il tuo processo ideale'. A progress indicator shows '1 0. PERSONALIZZA' and '2 1. RACCOLTA'. The main content area contains the text 'Personalizza il layout in tre semplici mosse:' followed by the AEB logo (with the tagline 'IMPROVEMENT THROUGH BIOTECHNOLOGY') and a 'CAMBIA IMMAGINE' button. Below this, there are two form fields: 'Tipo di vinificazione' with the value 'Rossi Bio' and 'Nome Cliente' with the value 'AEB SPA'. At the bottom of the form is a dark blue 'Avanti' button.

AEB4U logo and customer logo

The **AEB4U logo** is always present in the layout at the top on the right - the **customer logo** is instead **editable** (first step of the protocol creation/editing): if the customer logo is loaded, the logo will appear at the top on the left, if no logo is loaded, only the AEB4U logo will appear at the top on the right.



The screenshot displays the AEB4U web application interface. At the top, a dark blue header contains the AEB4U logo on the left and a globe icon and a user profile icon on the right. Below the header, a sidebar on the left lists three menu items: 'Archivio' (with a folder icon), 'Layout - Vinificazione' (with a grape cluster icon), and 'Layout - Affinamento' (with a wine barrel icon). The main content area is titled 'Layout - Vinificazione' and includes the subtitle 'Crea il tuo processo ideale'. A vertical progress indicator on the left shows two steps: '0. PERSONALIZZA' (highlighted) and '1. RACCOLTA'. The '0. PERSONALIZZA' step contains the instruction 'Personalizza il layout in tre semplici mosse:' followed by the AEB logo (with the tagline 'IMPROVEMENT THROUGH BIOTECHNOLOGY') and a 'CAMBIA IMMAGINE' button. Below this, there are two input fields: 'Tipo di vinificazione' with the value 'Rossi Bio' and 'Nome Cliente' with a dropdown menu showing 'AEB SPA'. A dark blue 'Avanti' button is positioned at the bottom of the form.

Layout changes

Once we have passed the first phase, 0. Customize, we can start to modify our layout in all its parts. **Beware that if we remove the check and put it back (see the red arrow), all the products and texts previously inserted and associated to that point will be deleted and will have to be reinserted manually.**



The screenshot displays the AEB4U software interface. The top navigation bar includes the AEB4U logo, a globe icon, and a user profile icon. The left sidebar contains menu items: 'Archivio', 'Layout - Vinificazione', and 'Layout - Affinamento'. The main content area is titled '3. RICEZIONE' and '4. AMMOSTAMENTO'. Under '4.1 Qual è il tuo metodo di ammostamento?', there is a list of options with checkboxes. Three red arrows point to the checked options: 'Dosaprop HI-Flow', 'Pressa continua soffice', and 'Seconda'. Below this list, there is a section for '4.2 Dosaprop HI-Flow' featuring an image of a blue industrial machine and a 'CAMBIA IMMAGINE' button. At the bottom, a text prompt reads 'Associa i prodotti alla fase : Dosaprop HI-Flow'.

Information not present on the new layout template

If you see a warning like the one shown in the image, you won't need to do anything if you want to keep the duplicate layout information - uncheck the checkmark and the information will be lost. Once you save the duplicate layout, the warning will not appear again.



Layout saving

Once you have finished all the changes, **to have your layout updated according to the new changes**, you simply go to "PDF Summary" and once the layout is generated click on "save".

Don't worry if you see any blank spaces, they will be removed in the JPG (single A3 file) - in the PDF (A4) it will be on two sheets in case the layout is too long.

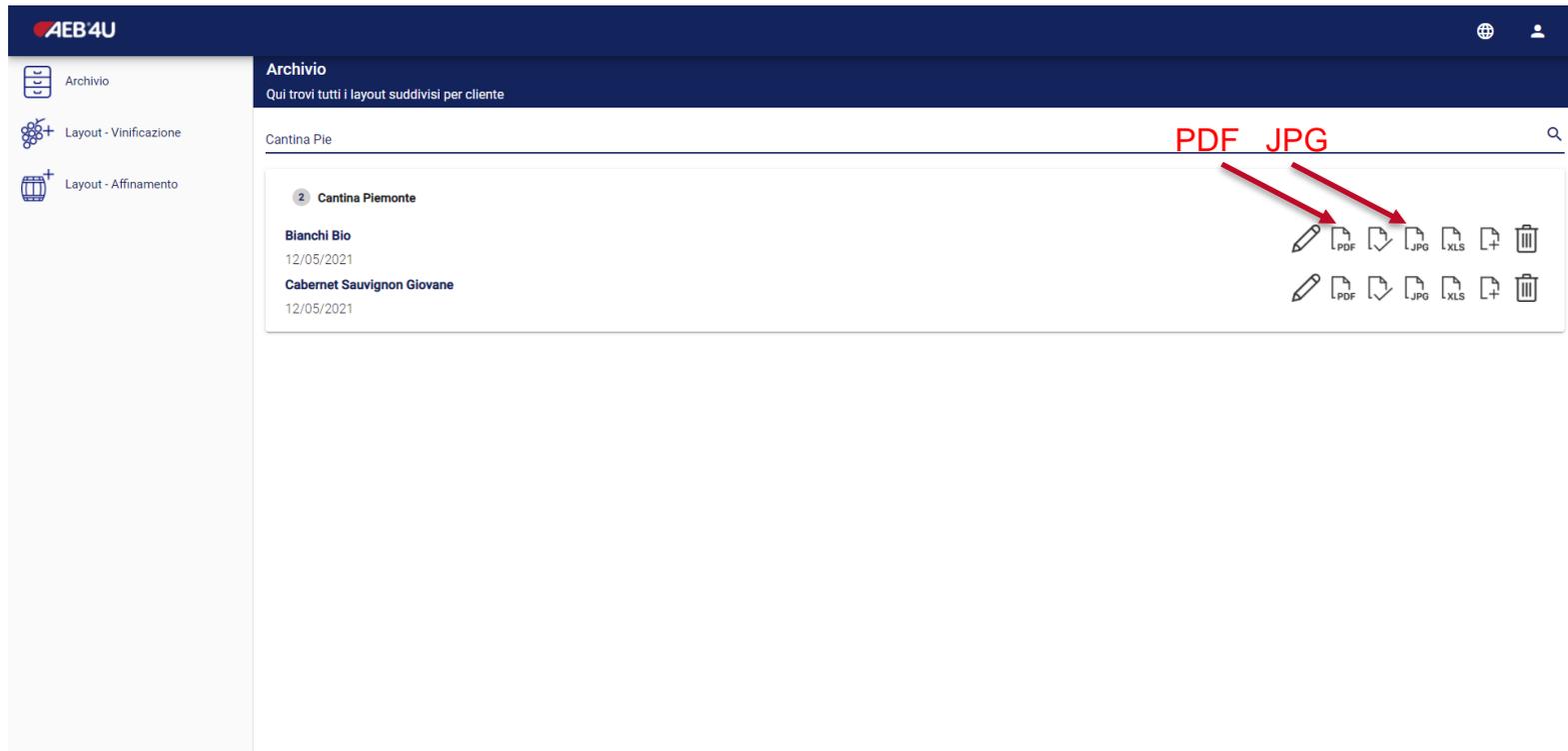
The screenshot displays the AEB4U software interface. On the left is a navigation menu with icons and labels: 'Archivio', 'Layout - Vinificazione', and 'Layout - Affinamento'. The main area shows a process flow for 'Rossi Bio' with 8 numbered steps:

- 1 RACCOLTA** (A MANO): Includes the chemical 'ACID + 0.1 g/hL' and an image of hands picking grapes.
- 2 TRASPORTO** (IN CASSETTE / BINS): Includes the chemical 'ACCLIBACT 0.1 g/hL' and an image of a grape basket.
- 3 RICEZIONE** (PIGIA DIRASPATRICE): Includes the chemical 'ACCLIBACT 0.1 g/hL' and an image of a crusher.
- 4 AMMOSTAMENTO** (DIRASPA PIGIATRICE): Includes an image of a crusher.
- 5 CHIARIFICA MOSTO**
- 6 FERMENTAZIONE**
- 7 SVINATURA & STOCCAGGIO** (FILTRAZIONE): Includes an image of a filter.
- 8 RIEPILOGO PDF**

The interface also features the AEB4U logo in the top right and bottom right corners.

Print PDF & JPG layout

To print the layout, either in **PDF** or **JPG** version, **you must first download the file**. To download it, **just click** on one of the two **icons** and a popup will appear with a **preview** of the layout.



Layout print preview

Once the **preview** is open you can view the layout you created and it will be downloadable by clicking on the "**Download**" button.

The screenshot displays the AEB4U layout print preview interface. The main content area is titled "Rossi Bio" and features a three-step process flow:

- 1 RACCOLTA** (Harvesting): Accompanied by the sub-label "A MANO" and an image of hands holding a bunch of blue grapes.
- 2 TRASPORTO** (Transport): Accompanied by the sub-label "IN CASSETTE / BINS" and an image of a yellow plastic crate filled with grapes.
- 3 RICEZIONE** (Reception): Accompanied by the sub-label "PIGIA DIRASPATRICE" and an image of a mechanical destemmer machine.

At the bottom of the preview window, there are two red buttons: "Chiudi" (Close) and "Download". Below the preview window, the text "Vinificazione Rossi BIO 2019 - Enol. S. Del Bono" is visible. The interface includes a sidebar on the left with navigation options like "Archivio", "Layout - Vin", and "Layout - Aff", and a top navigation bar with the AEB4U logo and user profile icons. A search bar and a series of icons for document management are also present on the right side.

Download layout

Once you click "Download" you will find, **at the bottom left**, your **downloaded file** (see red arrow). To **open the file**, simply **double-click** on it.

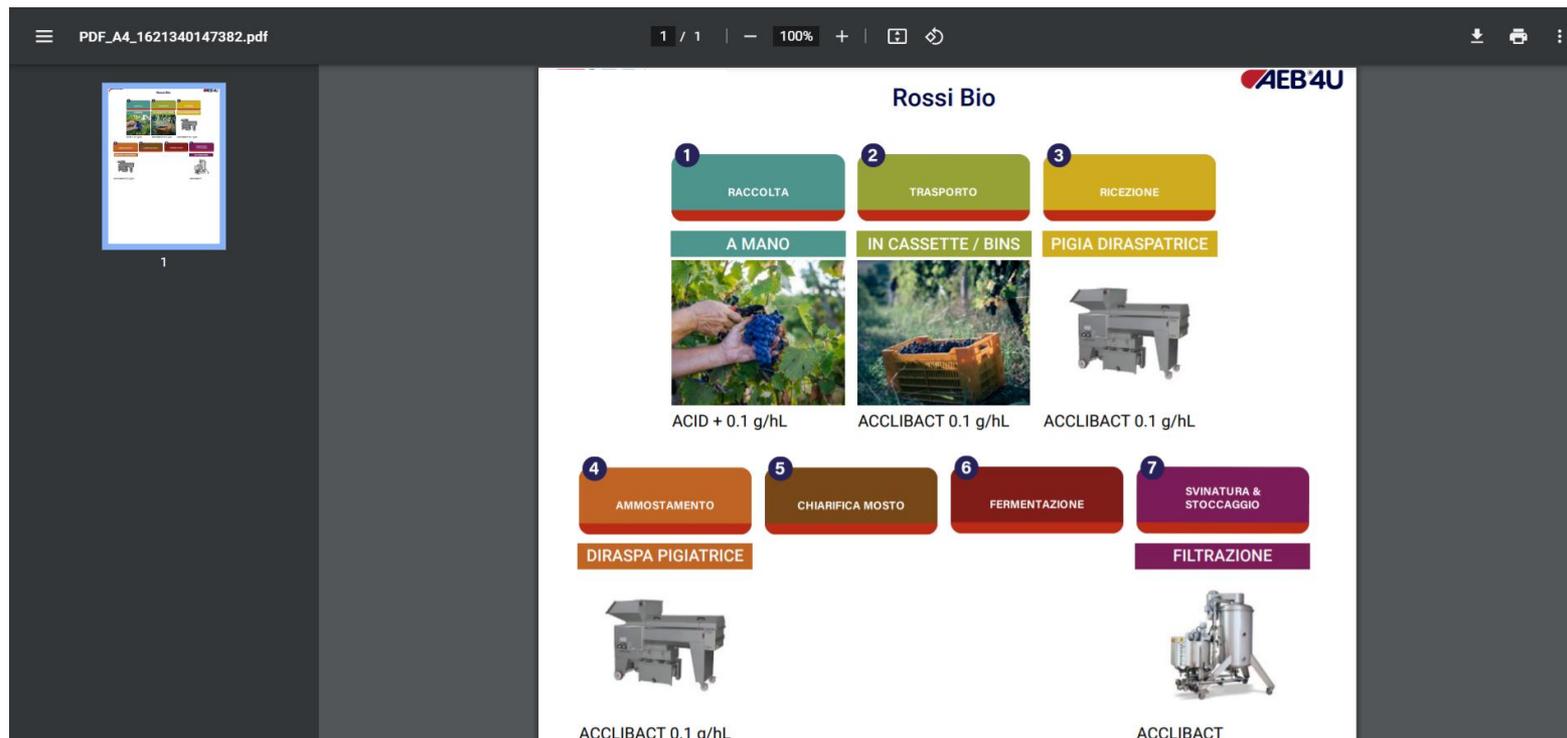
To find the file on your PC, go to the download folder.

The screenshot displays the AEB4U web application interface. A modal window titled "Rossi Bio" is open, showing three main steps: 1. RACCOLTA (Harvesting), 2. TRASPORTO (Transport), and 3. RICEZIONE (Reception). Each step has a corresponding sub-option: "A MANO" (Hand-picked) under RACCOLTA, "IN CASSETTE / BINS" (In crates/bins) under TRASPORTO, and "PIGIA DIRASPATRICE" (Machine-picked) under RICEZIONE. Each sub-option is accompanied by a small image. At the bottom right of the modal, there are two buttons: "Chiudi" (Close) and "Download". A red arrow points from the "Download" button to the browser's taskbar at the bottom left, where a file named "PDF_A4_16213401....pdf" is visible.

Print A4 PDF

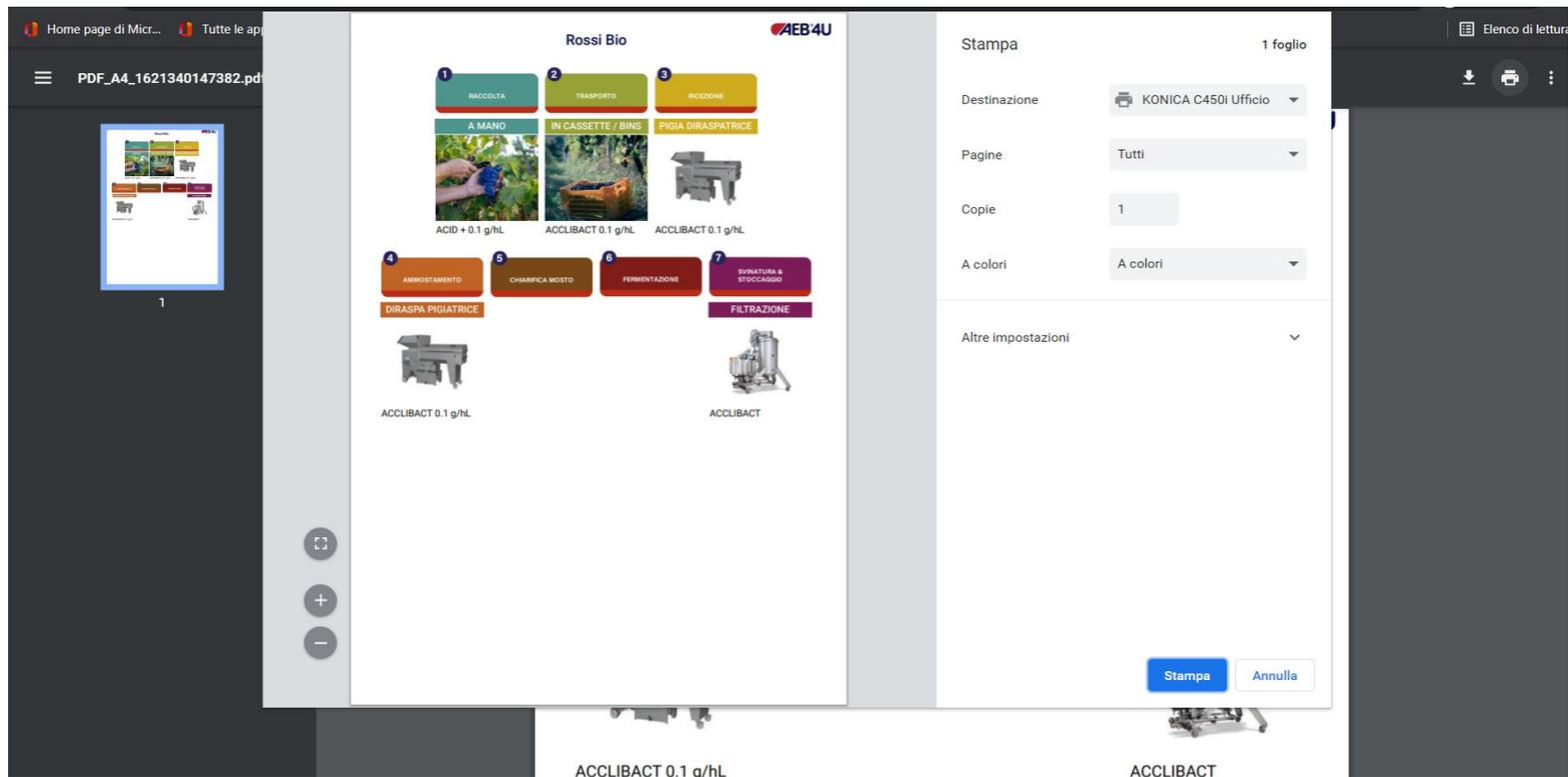
The PDF will be divided if the layout is too long to fit on one page - the format cannot optimize the content for one page if it is too long.

You will still be able to **print** the PDF in **A3** format even though it will **still be on two pages** (thanks to the print settings) but it will be optimized and resized.



A4 PDF print preview

Once you have clicked on the print icon you will be able to **print the layout** and with the print settings, you will be able to **choose whether to print in color, front and back and the size** (for A3 size, see next slide).



Print PDF in A3

By going to **change the print settings**, we will be **able to print the PDF in A3**. Just click on **"More Settings"** and go to **"Paper Size"** and select **"A3 Size"** and to make the layout fit the page go to **"Scale"** and choose **"Fit to Printable Area"**. Once the file has been prepared for printing, proceed to **"Print"**.

The screenshot displays a PDF document titled "Rossi Bio" by AEB4U. The document content is a process flow diagram for wine production, consisting of seven numbered steps: 1. RACCOLTA (Harvesting), 2. TRASPORTO (Transport), 3. RECEZIONE (Reception), 4. AMMOTTAMENTO (Destemming), 5. CHIARIFICA MOSTO (Muster Clarification), 6. FERMENTAZIONE (Fermentation), and 7. SIFONATURA & STOCCAGGIO (Siphoning & Storage). Each step is accompanied by an image and a label: "ACID + 0.1 g/hL", "ACCLIBACT 0.1 g/hL", "ACCLIBACT 0.1 g/hL", "DIRASPA PIGIATRICE", "ACCLIBACT 0.1 g/hL", and "ACCLIBACT".

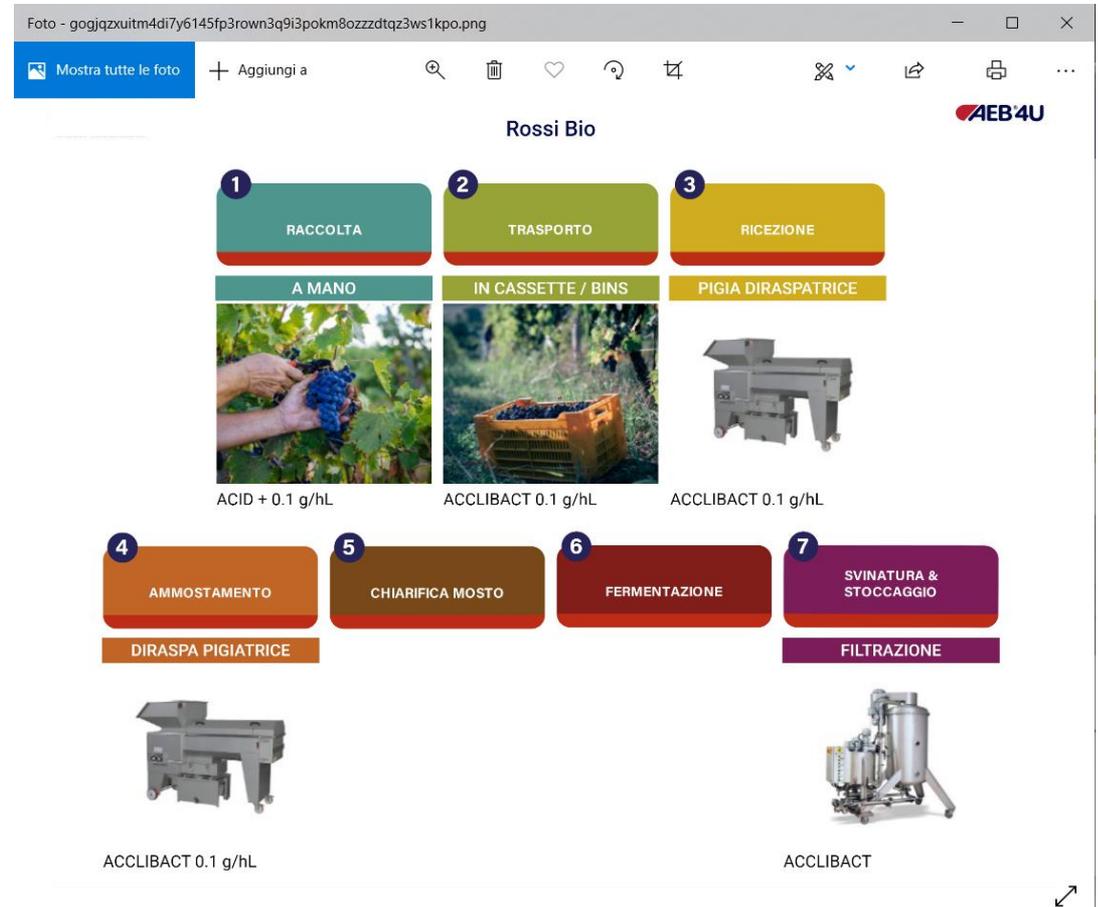
Overlaid on the right side of the PDF is a print settings panel. The "Stampa" (Print) section shows "1 foglio" (1 page) to be printed. The "Destinazione" (Destination) is set to "KONICA C450i Ufficio". Other settings include "Copie" (Copies) set to 1, "A colori" (Color) set to "A colori", "Formato carta" (Paper size) set to "A3", "Pagine per foglio" (Pages per sheet) set to 1, "Qualità" (Quality) set to "600 dpi", and "Scala" (Scale) set to "Adatta ad area stampabile" (Fit to printable area). The "Fronte retro" (Front/Back) option is unchecked. At the bottom of the panel are "Stampa" and "Annulla" (Cancel) buttons.

A3 JPG printing

As you can see from the adjacent image, the **JPG (A3)** format will make the whole layout fit on one page.

Attention: the longer the layout, the more it will be **resized**, i.e. the smaller it will be, to make it fit on one page - so **print as PDF if it is not readable and too small**.

For procedures click on the printer icon.



A3 JPG print preview

Our **layout** is whole, adapted and on a **single page** - to print click on "Print" - check that "**Paper Size**" is set to "A3".

The JPG is also printable in A4 but to avoid it being unreadable (it will reduce the size of the layout to make it stay on one page), print in A3.

In case you see the cut layout in the preview, we recommend closing the popup and redoing the printing process.

gogjqzxitm4di7y6145fp3rown3q9i3pokm8ozzzdtqz3ws1kpo.png - Stampa

Stampante
KONICA C450i Ufficio
Marketing su srv-pnrsrv

Consenti all'app di modificare le preferenze di stampa personali
 Attivato

Orientamento
Orizzontale

Copie
1

Cassetto della carta
Auto

Formato carta
A3
29.70cm x 42.00cm

Tipo carta
Carta comune

Stampa Annulla

Rossi Bio AEB4U

1 RACCOLTA ACID + 0.1 g/l
2 TRASPORTO ACCLIBACT 0.1 g/l
3 RICEZIONE ACCLIBACT 0.1 g/l
4 AMMOLINAMENTO DIRASPRA PIGIATRICE
5 CHIARIFICA MOSTO DIRASPRA PIGIATRICE
6 FERMENTAZIONE ACCLIBACT 0.1 g/l
7 SVINATURA & STOCCAGGIO ACCLIBACT



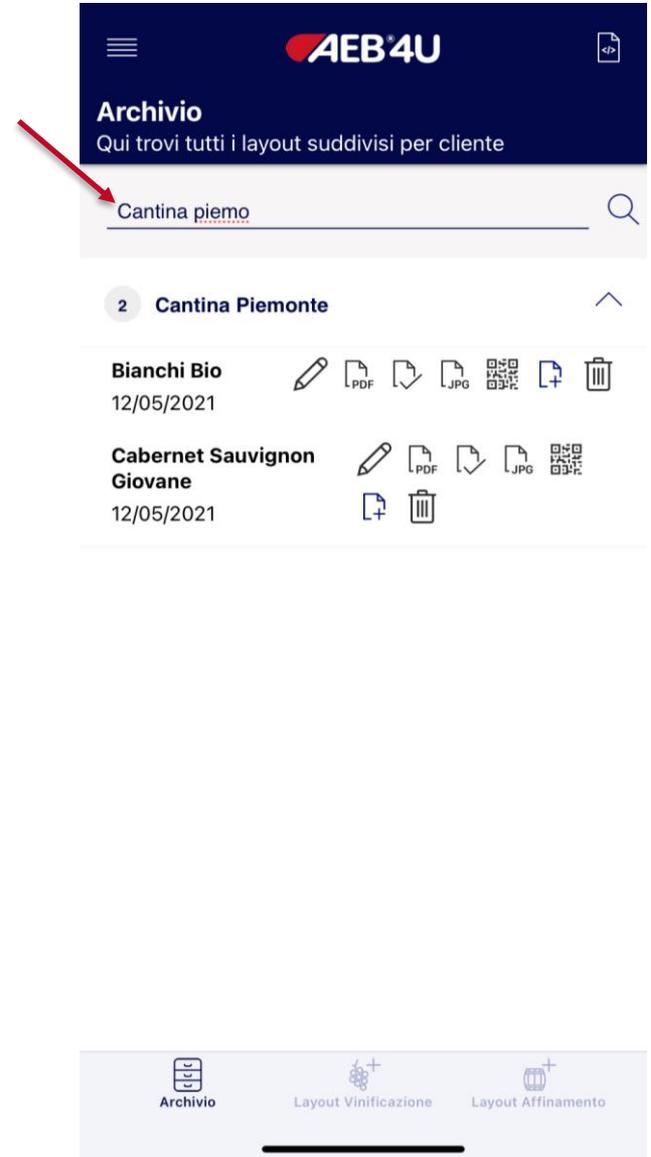
AEB4U APP

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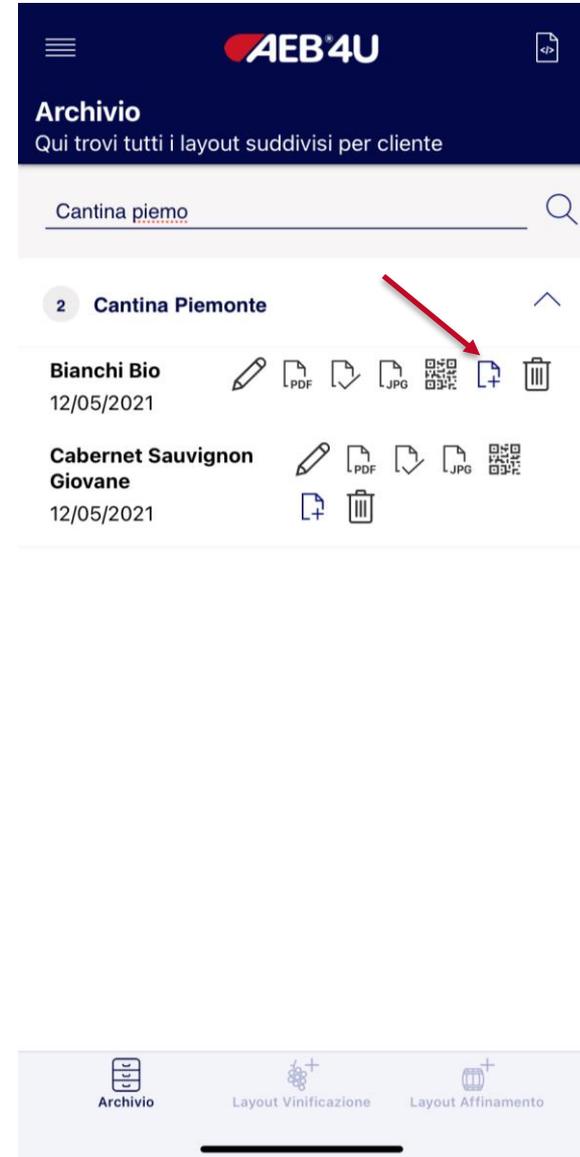
Search layouts

To carry out a search, you will have to **type** in the space provided (see red arrow) the **type of winemaking or the name of the client**. The search is **automatic** and, while you are typing, you will see the results.



Duplication

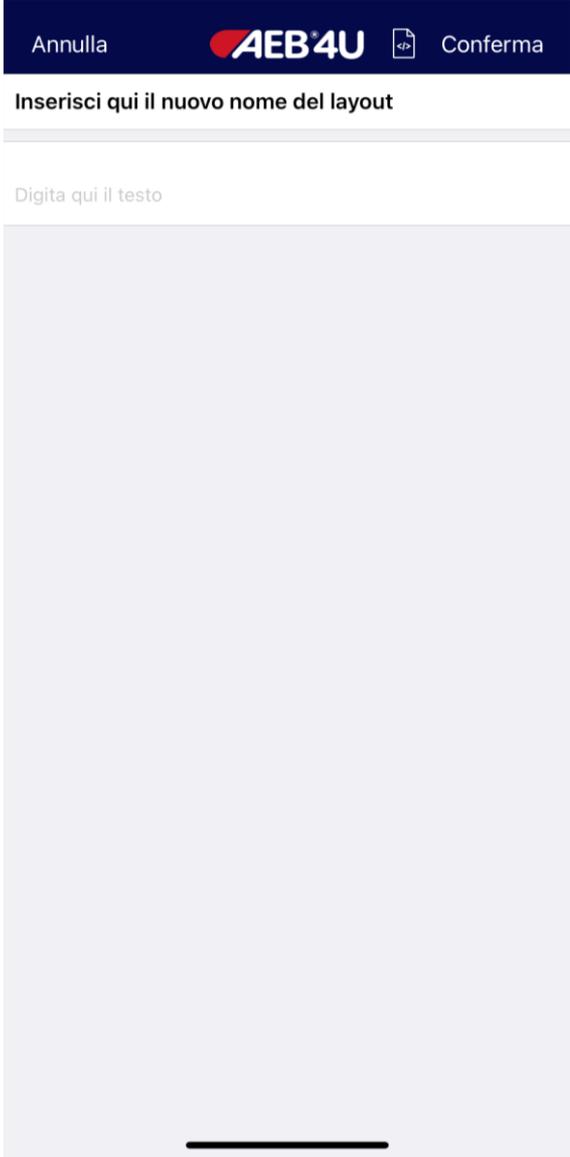
Once you have found the layout you want to duplicate, **click on the penultimate icon** (red arrow).



Rename new layout

Once you have clicked on duplicate, the system will ask you for the **new name of the layout - the new name will be visible immediately in the archives and within the layout itself.**

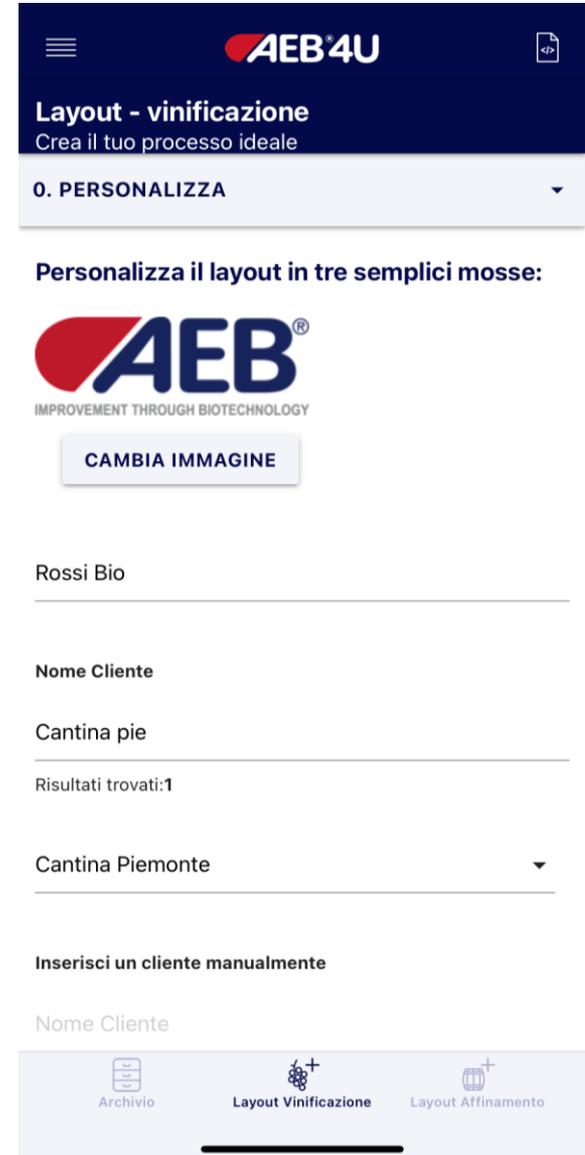
Once you have chosen the name, confirm the action by clicking on "**Confirm**", if you want to cancel the operation, click on "**Cancel**". Then you will have to search, thanks to the search bar, for your new duplicate layout.



The screenshot shows a mobile application interface for renaming a layout. At the top, there is a dark blue header bar with the text "Annulla" on the left, the "AEB4U" logo in the center, and "Conferma" on the right. Below the header, the text "Inserisci qui il nuovo nome del layout" is displayed. Underneath this text is a large, empty light gray rectangular area intended for text input. At the bottom of the screen, a black horizontal line indicates the home indicator on an iPhone.

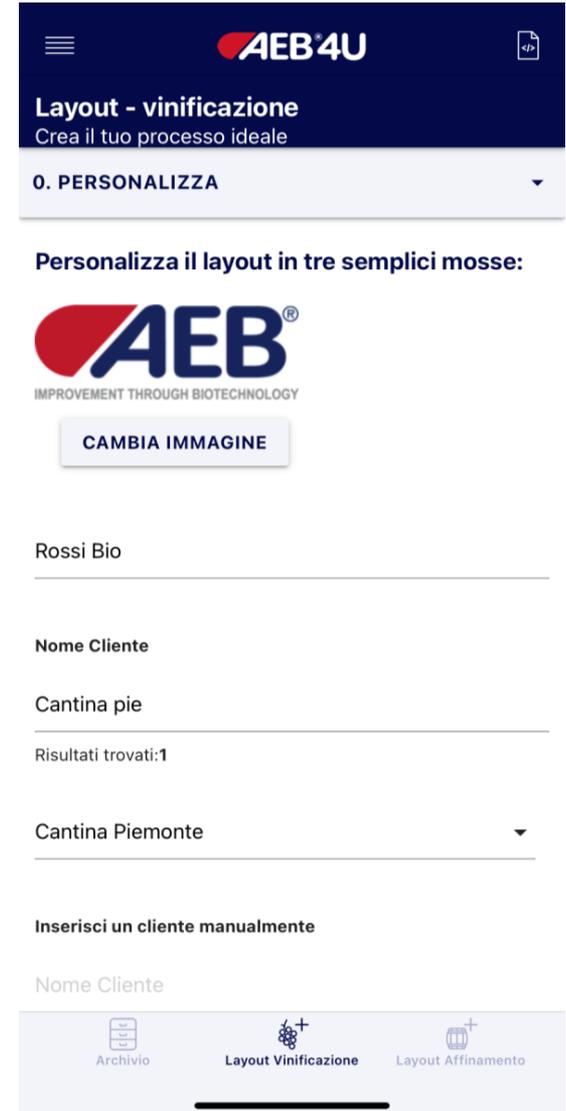
Duplicate layout

When we go to edit our duplicate layout, we will find the **client logo** that was present in the other layout and the **new name** we assigned during the duplication. **The client will automatically be the one from which we duplicated the layout** but we can **reassign** our new layout to **another client** and **change the logo**.



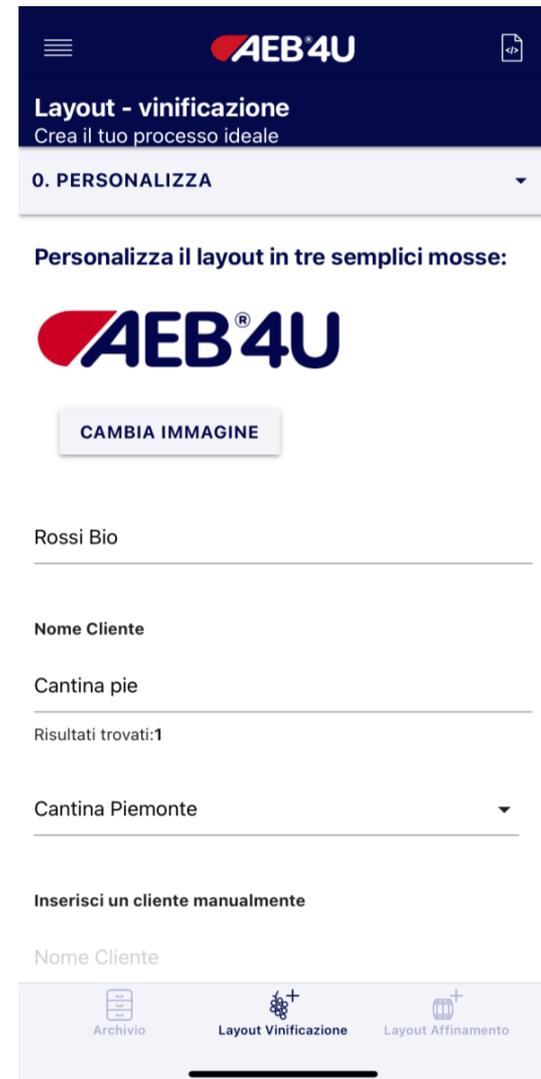
AEB4U logo and customer logo - old layout

By duplicating an old layout, there will be **two logos**: on the left the **AEB** logo and on the right the **AEB4U** logo. If you want **to remove the AEB logo**, you will have to **upload a white image or upload the customer's logo** that will be displayed instead of the AEB one.



AEB4U logo and customer logo – new layout

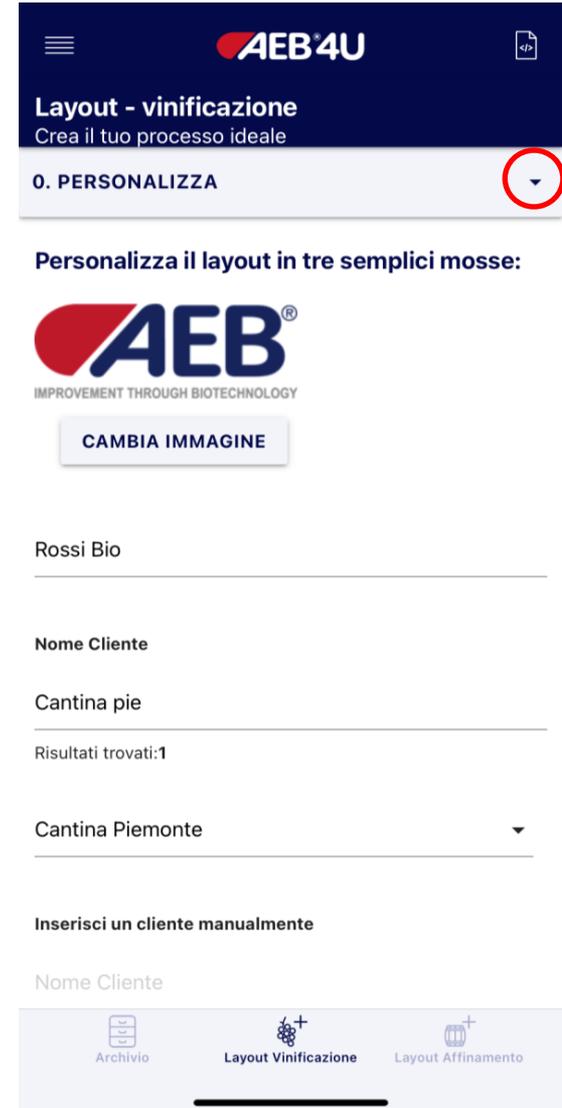
The **AEB4U logo** is always present in the layout at the top on the right - **the customer logo** is instead **editable** (first step of the protocol creation/editing): **if the customer logo is loaded, the logo will appear at the top on the left, if no logo is loaded, only the AEB4U logo will appear at the top on the right.**



Information not present on the new layout template

To make sure that the new duplicated layout keeps all the information of the layout from which we duplicated it, at this stage, we have to click on the dropdown (red circle) and go directly to "PDF Summary" and save everything.

Doing so, all the information, previous phases and products and new modifications will be present on our layout.



Information not present on the new layout template

If this "error" is displayed, it means that there was information and/or products before and it was not possible to recover them.

Exit, if you want to recover the data, immediately from the modification process and do not save. Restart the whole modification process and see slide n° 26 in order not to lose the data.

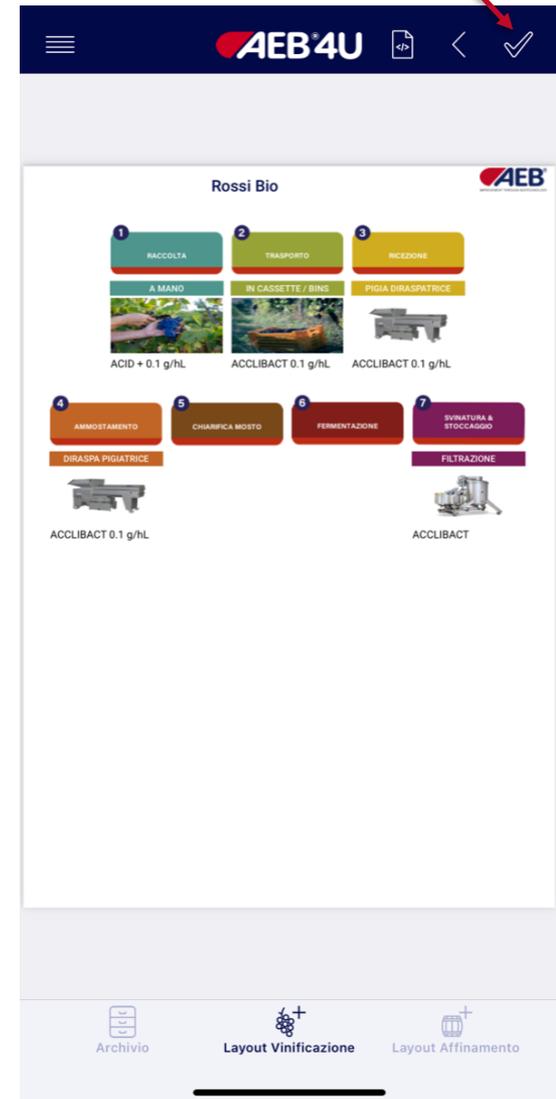


Layout saving

Once you have finished all the changes, to have your **layout updated according to the new changes**, you simply go to "**PDF Summary**" and once the layout is generated click on "**save**".

Don't worry if you see any blank spaces, they will be removed in the JPG (single A3 file) - in the PDF (A4) it will be on two sheets in case the layout is too long.

To save the operation click on the last icon on the top right (see arrow) - to go back "<".



Important: Changes to the new duplicate layout

Once we have duplicated and saved our layout **we can share it and print it** with the new settings.

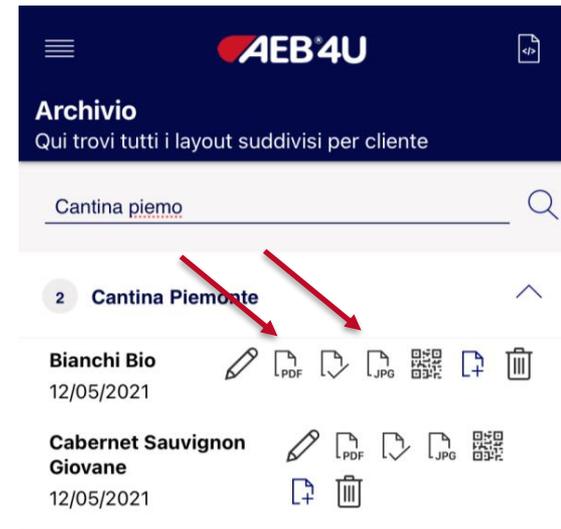
In order to edit it, without losing the previous information, we will have to perform all the steps of duplication and saving from the desktop so that the system saves the old information as the new one and gives us the possibility to edit and update the information.

Later, we will be able to modify our protocol also through the app.



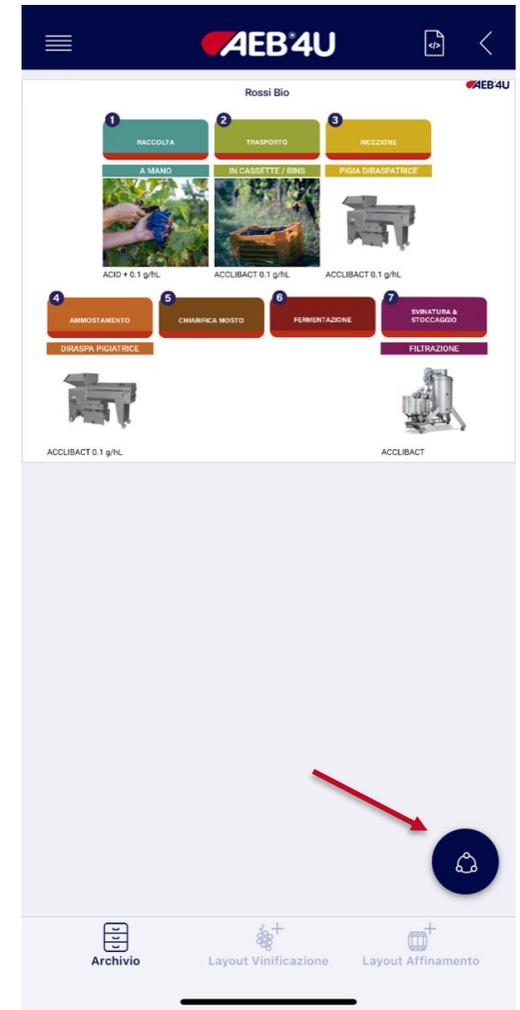
Share and print PDF & JPG layout

To **print** or **share** the layout, either in **PDF** or **JPG** version, we **first need to click on the icons according to what type of format we choose.**



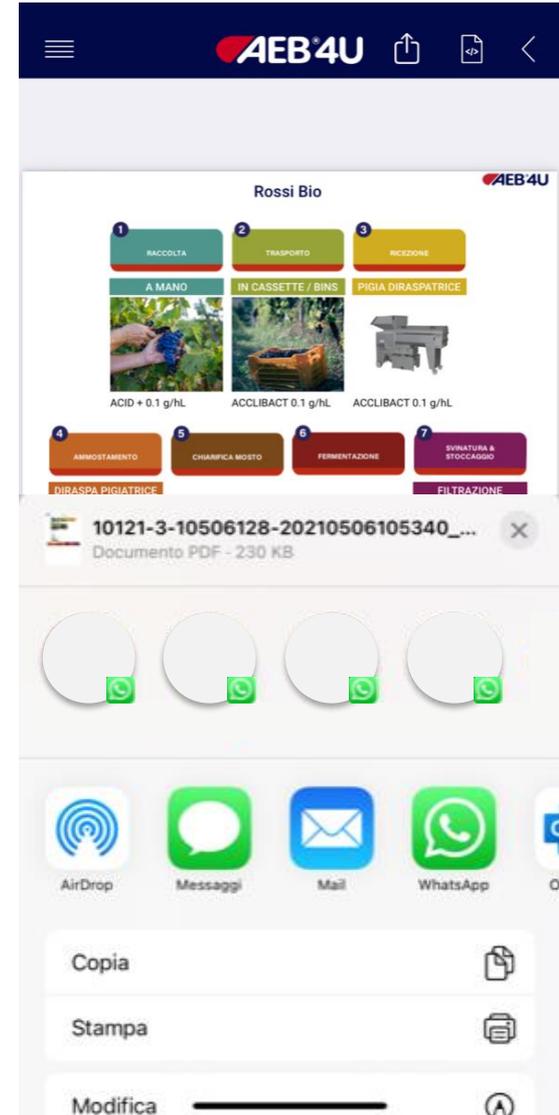
Sharing and printing layout preview

Once the **preview** is open you can view the layout you created and it will be **shareable** and **printable**: just press the circled icon (for PDF) or the icon indicated by the arrow (for JPG).



Sharing & printing layout

Once you have clicked on the share icon you will be able to **share the protocol** with What's App, Email, Messages, etc. as well as send it **to print** if you have a printer connected to your mobile device.



Sharing & printing layout

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