



# Robb Bros Wines to save £100k per year with new Bond Software



Our new Bond System is intuitive, fast and has the exact functionality that I need to be able to calculate our duty for HMRC.

We were really impressed with how quickly the team at Gaina had the system implemented and tested and how easy it was to extract the data we needed.

By managing our Bond ourselves, using Gaina's software, we have estimated cost savings of £100,000 per year!

**Jim Lynas, Bond Manager,  
Robb Bros Wines**

# Gainá

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## Overview

Established in 2000, Robb Bros Wine Merchants is a family owned business that specialise in selling wine. Operating a rigorous selection process, they ensure that their customers receive only the best wines at a range of price points.

Robb Bros had previously outsourced to a third-party Bond for their paperwork and storage. However, as a growing business, with 345,000 cases of wine, Robb Bros wanted to manage their own Bond. As a result, they made significant investment in their security and building to make it HMRC bond compliant.

They approached Gaina Software to help them get their Bond up and running so that they could start benefiting from their investment immediately.

## Project requirements

Initial discovery sessions with Robb Bros identified 3 main requirements for their Bond:

### 1. HMRC Compliant reports

Each month, Robb Bros had to outsource reports showing the number of cases and duty to be paid on their Bonded stock to HMRC. Robb Bros wanted a way to produce the reports, in the HMRC required format.

### 2. Traceability

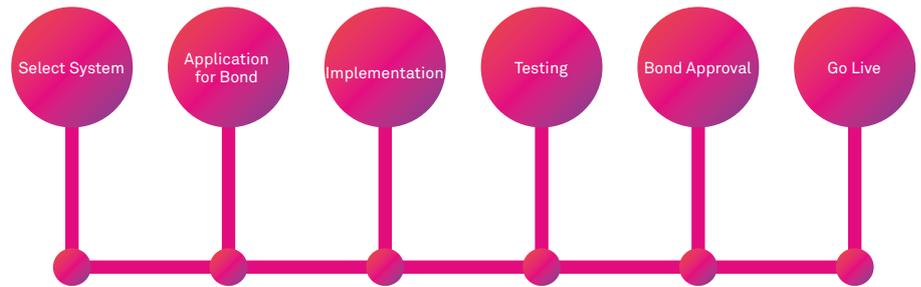
Robb Bros wanted to have traceability of their Bond and an audit trail, both for internal visibility and also for HMRC.

### 3. Speed of implementation

Finally, having invested in their building and infrastructure to make it HMRC compliant, speed of implementation was very important to Robb Bros so that they could start making a return on their investment as soon as possible.

## Implementation process

Because of our experience in implementing previous Bond systems we were able to offer advice on the set up, testing and go-live process to Robb Bros. Then, as with all of our software projects, we set out a series of milestones to help manage the project to schedule.



Implementation began in early May and testing in June was completed before the Bond application was approved in August, allowing an immediate go-live in September with no delays.

Our system matches the HMRC classifications for products and pairs it with what you have in stock so that you can calculate duty effectively.



## Results

By implementing Gainâ's Bond software, Robb Bros experienced the following results:

### 1. HMRC fully compliant reports

The Bond system produces W1 & W5 calculations that are required by HMRC. These are easily accessible through the system to allow the user to quickly and easily enter the required figures into HMRC.

### 2. Traceability of their Bond receipts

Our software allowed Robb Bros to track each bond receipt in their warehouse. This is needed for HMRC and allows them to have full visibility of their stock.

### 3. Speedy implementation

A carefully planned schedule meant that the Bond was implemented and tested within 5 weeks. Once it was approved by HMRC, it was live within 3 weeks!

### 4. Estimated £100K savings, per year.

By implementing the Bond Software, Robb Bros no longer have to outsource their Bond to a 3rd party and will save an estimated £100K, year on year.