Improve profit, quality, and traceability.

Cost monitoring & management, traceability, activity management, budgeting, inventory, equipment, compliance and more. For farmers of fruit, vegetable, flower, hop, coffee, and other fresh produce.
FarmSoft Farm Management ERP is comprehensive software suite for fruit, vegetable, hop, flower, and other fresh produce farmers. FarmSoft concentrates on increasing profit, traceability, and quality. The FarmSoft solution is flexible, and backed up by solid support from expert consultants that ensure the solution is tailored to each client’s exacting requirement.

FarmSoft solves core industry challenges including traceability, cost monitoring & control, budgeting, reporting and KPI analysis, and resource and employee accountability. The FarmSoft solution delivers real world benefits across the entire farming enterprise.

FarmSoft Farm Management is a rapidly deployable and easily configured farm management system, available with solid support & training options in dozens of countries. Available in multiple languages, and accessible from the cloud, or a local installation if required.

Benefits awaiting your farm...

Best practices increase productivity and can be enforced in all production processes, even over multiple farms using different standards producing different varieties of fresh produce

Reduce farm wide risk by guaranteeing easy to record and highly accurate traceability systems

Rapid management response improves profit via on-screen and emailed alerts, improved reporting, mobile monitoring, and easy farm wide monitoring and observation systems

Improve cash flow management - information flows from the budget monitoring systems, allowing farm managers to easily assess farming progress analyzed by farm, produce, site, or farming area

Reduced material & labor costs are a direct result of accurate capture & monitoring of employee labor, and inventory management

Pass audits with ease by having farm wide traceability and operations information, at your fingertips in a useful format; at all times

Reduced compliance costs result from standards enforcing processes that form the core of FarmSoft Farm Management ERP

Better support from agronomists by allowing remote monitoring of farming activities (you choose what information to share)

Minimize material waste and shrinkage via easy to use inventory management processes that incorporate traceability processes

Identify opportunities & eliminate problems through easy to understand comprehensive KPI reporting and monitoring

Improve communication between farming teams via accurate task management tools, alert systems, and printing tasks.

Reduced administration costs resulting from easy collection and reporting of costs and traceability information

Enhance cash flow and profit via easy to use, comprehensive planning of resources and farming activities

Stop employees from forgetting PHI & re-entry periods by automatic (configurable) alerts and critical stops in task management systems

Better planting decisions are achieved using the Best Practice Planting Estimate system based on projected yield, demand, and future orders

Create new opportunities & evolve your farms management style by using the “What if” analysis tools in the Estimates system to ‘crystal ball’ multiple business scenarios

FarmSoft Farm Management Software
Powerful and easy to use farming solutions

Tenacious Systems Inc, 1133 Broadway, Suite 706, New York, NY 10010 USA. Email: SalesATtenacious-Systems.com
Packhouse software for fruit vegetable hop processing hop milling flower packing pack shed quality control pack shed KPI packing fruit sorting fruit washing fruit grading potato packing, onion packing, carrot packing, fruit packing, vegetable packing, GlobalGAP. Food safety fruit HACCP pack shed cooperative traceability cooperative traceability cooperation packing software. Fruit washing fruit cooling cool room management fruit labeling Produce Traceability Initiative packer management. Packhouse label printing Packhouse labels and pack labor management.

Planning & Farm Tasks

Crop / Cost Center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Benefits
Increase farm profit
Reduce waste/loss
Accurate cost reporting
Easy traceability
Rapid response
Reduced administration
Increase produce quality
Reduce compliance cost

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation

Inventory Employees Equipment Observation

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation

Planning & Farm Tasks

Crop / Cost Center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Benefits
Increase farm profit
Reduce waste/loss
Accurate cost reporting
Easy traceability
Rapid response
Reduced administration
Increase produce quality
Reduce compliance cost

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation

Crop / Cost Center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Benefits
Increase farm profit
Reduce waste/loss
Accurate cost reporting
Easy traceability
Rapid response
Reduced administration
Increase produce quality
Reduce compliance cost

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation

Planning & Farm Tasks

Crop / Cost Center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Benefits
Increase farm profit
Reduce waste/loss
Accurate cost reporting
Easy traceability
Rapid response
Reduced administration
Increase produce quality
Reduce compliance cost

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation

Planning & Farm Tasks

Crop / Cost Center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Benefits
Increase farm profit
Reduce waste/loss
Accurate cost reporting
Easy traceability
Rapid response
Reduced administration
Increase produce quality
Reduce compliance cost

Cost Reporting and Labor
Traceability Reporting
Recall & Audit Automation
Every farm has its own priorities, challenges, and management priorities. FarmSoft understands this, that’s why we provide a comprehensive selection of solutions that are all included in the FarmSoft Farm Management bundle. Our clients pick and choose which modules they wish to implement, creating a simple solution, or a comprehensive business wide management system.

### Solution feature summary

<table>
<thead>
<tr>
<th>Module</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farm Diary</td>
<td>Record farm activities including employee labor, materials &amp; inventory, equipment, farm observations, soil tests, and related traceability information. Plan tasks in advance, print tasks, view farm wide task requirements and progress.</td>
</tr>
<tr>
<td>Mobile Farm Diary</td>
<td>View, edit, and create farm tasks. Requires data connection. For large smartphones &amp; tablets of all operating systems.</td>
</tr>
<tr>
<td>Estimates</td>
<td>Make projections for yield and the required land that must be planted to fulfill orders based on estimations of demand, actual orders, and yield productivity estimations. Perform ‘what if’ analysis on chosen scenarios to make better planting decisions</td>
</tr>
<tr>
<td>Best Practice</td>
<td>Configure the ‘best practice’ used to produce each variety of produce in your farm and easily apply these practices to reality by automatically inserting all required farming tasks into the Farm Diary.</td>
</tr>
<tr>
<td>Budgeting</td>
<td>Monitor projected costs and actual costs in real time.</td>
</tr>
<tr>
<td>Inventory</td>
<td>Manage inventory consumption, traceability and recall regulations, stock-take, record waste, analyze waste, create inventory ID labels, record incoming inventory and materials.</td>
</tr>
<tr>
<td>Land</td>
<td>Record and configure farm land, record individual crop details, keep a constant record of the number of plants/trees in each area of land.</td>
</tr>
<tr>
<td>Traceability</td>
<td>Perform crop recall based on an input, supplier details, batch details of the input, or production area.</td>
</tr>
<tr>
<td>Cost</td>
<td>Comprehensive cost reporting &amp; KPI for farming processes including many charts and graphs.</td>
</tr>
<tr>
<td>Reports</td>
<td>General farming reports, specialized reports are included in their respective modules.</td>
</tr>
<tr>
<td>Site Management</td>
<td>Manage multiple farms, farm sites, and divisions.</td>
</tr>
<tr>
<td>Equipment</td>
<td>Track equipment usage and details and running units. Specify which sites equipment may be used on. Specify tank size and other specialist spray settings details for farming equipment.</td>
</tr>
<tr>
<td>Employee</td>
<td>Record employee details, specify which tasks an employee can view, edit, delete, or create. Specify which Sites an employee can access, determine which screens an employee can view, set employee time-zone.</td>
</tr>
<tr>
<td>Agronomist &amp; Consultant</td>
<td>Specify which details an outside consultant can access remotely to assist with farm management, planning, and advice.</td>
</tr>
<tr>
<td>Field to pack shed scanning options</td>
<td>Multiple options exist for authorizing harvests, and controlling harvested produce using barcode systems from tablets, PDA’s and other mobile devices</td>
</tr>
</tbody>
</table>
Farm Diary

The Farm Diary is the central hub for easily planning and managing all farm activities. Rapid management response improves profit via on-screen farm wide monitoring and observation systems. Farm managers can quickly identify potential problems and take corrective action immediately. Reduce farm wide risk via accurate & effortless recording of traceability information during and after farm task execution.

The Farm Diary helps to improve communication between farming teams via integration with task management tools, alert systems, and by providing real time updates to farm management. Rapidly identify tasks that are late or not finished by the estimated completion time. Never forget PHI & re-entry periods by automatic (configurable) alerts and critical stops generated directly from the Farm Diary. Print tasks from the Farm Diary to use as work orders, or allow teams to access the “My Tasks” screen from their phone or tablet. The “My Tasks” screen shows only the tasks for the employee/supervisor logged in.

Farm Diary features

- Record all farm activities, from ground preparation, through to post harvest tasks; eg: Spray, Irrigation, Harvest, Planting, Weeding, Maintenance. Create tailored Task Types for in-house customization
- Captures and archives (for rapid recall) all traceability records related to use of materials, employees, equipment – suitable for use with HACCP, GlobalGAP, BRC, FarmSafe, PTI, ISOx and more...
- Automatically captures costs for labor and materials, then assigns them to cost centers including land, produce, variety, farm, and site
- Plan tasks in advance (enter estimates) or record tasks retrospectively
- Print task sheets for employees (filter by Supervisor, land, site, farm, or Task Type)
- Farm diary has day, week, month, harvest, and timeline views
- Filter the farm diary by site, produce, variety, land, task supervisor, task type, task status; to make viewing tasks or areas of interest easy
- Individual task Quality Check by QC officer, including time, officer, date, and notes
- Tailor tasks for your farm by creating your own “Task Types” for virtually any purpose. Each task type has your choice of properties such as Employee, Equipment, Inventory, Observations, Documents, and Land
- PHI and re-entry alerts shown on screen
- Observation tasks can be tailored to suit user requirements and can record images (taken from tablet or smart phone), PDF’s, and other documents such as soil analysis etc
- Print farm diary in day, week, and month view directly from the farm diary screen
- Easily edit any task when required, or drag and drop to change the start and finish times of a task
- Move one or a series or tasks with a few clicks, saving time, and keeping planning accurate during unpredictable weather
- Customize your own fields and labels and data required on tasks
- Track estimated and actual start & finish, and progress percent
- Enter estimated values for labor, inventory, and equipment
- Select accurate areas of land for task treatment
- Lock tasks for all users (except the ‘locking’ user)
- Specify which employees can view, edit, create, delete each task type on the farm diary
- Record germination failure in greenhouse
- Track the current quantity of productive plants/trees on each area of land, and track historical losses
- Create a single task over multiple areas of land whilst maintaining traceability

The new generation of farmer is always informed, at any time, at any location.
Maximize yield, maximize quality, minimize costs and waste. Ensure automatically created tasks are scheduled at the correct time, using the correct resources and materials. Make planning and task allocation easy.

Use the Best Practice system to automatically create all recommended farming tasks based on your farm’s best practices and each variety of produce. Using best practice benefits the farm by:

- Save managers time by automatically creating farm tasks in the farm diary
- Automatically creating budgets for each cost center
- Enforcing the ‘best practice’ processes to be inserted into the farm diary
- Easy planning of materials and labor required for the next 12 months

Using the Best Practice system allows your farm to **continually improve farming processes and the accuracy of estimations and budgeting.**

**Best Practice features**

- Create Task templates to define the common tasks performed during the farming process
- Build Methods to represent the best practice for each produce or variety as required
- Define Best Practices that groups tasks that apply to the production of each variety: including estimated values for the quantity or labor, equipment, materials per area (or tree/plant) of land worked on.
- Implement best practice onto a selected area of land to automatically create all tasks
- Automatic calculation of budgeting information in the background when a best practice is implemented
- When tasks are automatically created, they clearly show who generated the task automatically, time and date, and the Production Task that is responsible for the automatic task, and can easily be moved to other dates or times, or assigned to specific employees/teams from the Farm Diary
Create budgets with only a few clicks! Project estimated cost and quantity of inventory, labor, and farming equipment.

Create budgets for the entire farm, no matter how many varieties you are growing, regardless of how many farms in the business. Make your farm a lean manufacturer by improving JIT delivery and accuracy of materials ordering. Financial decisions can be improved by having access to comprehensive budgeting information before each season commences.

Reduce the risk of cash flow shocks, while maximizing your farm’s cash flow.

Budgeting features

- Budgets create estimates for the cost AND quantity of inventory, labor, equipment, AND the date that the resources will be consumed or applied
- Budget projections by month, date range, site, farm, multi farm, enterprise wide
- Easily detect when budgets are starting to go off track, or have been missed; and take corrective action quickly to protect cash flow position
- Compare actual costs with estimated costs at any time in real time
- Analyze estimated figures and actual figures grouped by land, produce, farm, site, produce type, variety; or any combination of those selections
- Use estimated quantities of materials to assist with the creation of purchase orders and JIT supply from materials providers (Purchase Orders can be created from FarmSoft)
- Define labor costs for each type of labor rate and pay rate; used to calculate potential labor costs
- Define hourly, or ‘per running unit’ cost for equipment and plant or machinery
- Define actual cost of materials via the purchase order record, or for those farms who do not wish to enter purchase orders, the standard cost of a material can be applied to the “part”, in this situation the purchase order is not necessary and farm managers can easily change materials costs over time without effecting historical budgeting data
- Use estimated quantities of labor to assist with the planning of human resources
- Create budgets before planting, to perform “What If” analysis, then undo the “What If” plantings if they will not be implemented

Costs

- materials
- labour
- equipment

Monitoring

- planning
- estimated
- actual

Cash flow

- accuracy
- predictability
- profitability
Reducing waste, shrinkage, and ensuring traceability is critical to reduce farming costs.

The inventory module provides a high level of accountability of production materials, allowing multi-site and multi warehouse tracking of all farming materials at all times. Access to accurate stock take information of all farm materials is critical for improving ordering accuracy and cash flow. Shrinkage or waste can be easily detected and traced back to operational areas, departments, or employees.

Easily allocate traceability information for all inventory, allowing rapid recalls and traceability processes to meet the highest international farming and food safety standards.

Optionally create inventory on the fly - no need to record all purchases when they arrive, reduces data entry and administrative requirements (this feature is optional and can be disabled).

Inventory features

- Balance of all inventory is available at all times, and can be viewed by site, farm, warehouse, inventory category or subcategory
- Inventory can be accessed based on an employee’s site permissions, allowing management to provide access to only selected inventory at selected sites to a specific employee. This feature is especially useful for farms that have multiple sites that are geographically isolated from one another, or where independently owned farms are operating within the one FarmSoft license
- Perform stock-takes directly onto an iPad/tablet/PC or print stock-takes for manual entry
- Stock-takes can be performed at a farm site, warehouse, or category or subcategory level
- Create & print purchase orders to acquire inventory, with optional request and approval features
- Receive inventory (with or without a purchase order), optionally generate inventory labels to maximize accountability and traceability
- Assign estimated costs to inventory where no purchase orders are being used, and where no incoming inventory is being recorded – this information is used by the Budgeting system to estimate costs
- Traceability information can be recorded on incoming inventory. For farms that do not record the traceability details of inventory upon physical delivery, the traceability details of inventory used will be recorded when farm tasks are recorded
- Print Inventory ID Labels (optional)
- Traceability data captured can optionally include supplier name, supply date range/date, supplier batch details, supplier invoice #, delivery date, purchase order number and more
- Alerts can be generated when an inventory item has a low balance, the alert level is individually set for each inventory part
- Inventory can be easily moved between different farms and warehouses
- The movement history of inventory is continually and automatically recorded in the background (optional)
- Manage all inventory including production materials, chemicals, fertilizer, seedlings, planting materials, maintenance and spare parts
- Set PHI (Post Harvest Interval), withholding period, and re-entry periods for individual inventory
Defining farming areas provides permanent traceability records for historical inputs.

Better land management is at your fingertips via the ability to rapidly lookup total inputs into a selected area of land, inputs can be reported by date range of input, input type (ie: a specific product), or even farm, site, area, or material supplier.

Land management features

- Define Farms, areas of land, land sections, land sub-sections, individual bays and rows, XY production areas, or for extreme traceability, assign individual tree numbers.
- Attach maps, land lease contracts, and any other documentation to areas of land
- Record each planned instance of a crop planting (this later becomes an active Crop when seedling inputs are recorded)
- Assign land areas to each Crop for the lifecycle of the crop or seasons
- Automatic calculation of estimated crop lifecycle
- Configure average lifecycle for every variety of produce
- Track total productive and unproductive trees on each area of land
- Use the farm diary to increase or reduce productive/unproductive trees on each area
- Track historical losses of tree productivity for each area of land
- Assign produce and variety to land areas
- Assign account (from Chart of Accounts) to individual land areas
- Specify each areas dedicated team manager or area manager
- Assign each user “permission” to access task information only for selected areas of land that they are responsible for
- Optionally generate row (or bay / crop / tree) barcodes (letter sized print) that can be scanned from a distance (using smartphone or tablet) to capture harvesting data and generate harvested inventory*

* Requires FarmSoft Packhouse Modules
Traceability can make or break a farm. Protect your farm's financial prosperity by guaranteeing highly accurate traceability. A potential recall will cost less and be smaller.

FarmSoft Farm Management ERP provides a strong platform for accurate recording of traceability information, via a variety of easy and logical methods. Risk exposure to the farm is greatly reduced by having highly granular traceability, which in turn reduces financial exposure to the farm should a recall become necessary. Accurate traceability reduces the quantity of fruit/vegetables in a recall, and therefore reduces the farm's financial exposure.

Best practice standards for farming such as BRC, GlobalGAP, ISO (and many more) are supported by the system, making audits less expensive, and compliance costs lower.

The traceability systems in FarmSoft Farm Management ERP constitutes thousands of processes that are integrated throughout the entire system, forcing users to record correct traceability details at the correct time.

FarmSoft Farm Management ERP minimizes the data capture and entry costs associated with traceability using various innovative techniques.

**Traceability features**

- Reduce the cost of compliance through automated traceability reporting
- Make QMS and standards audits easy and rapid
- Recall both up, and down the supply chain for as many steps as recorded data allows
- Traceability can start at the point of purchase order creation for inventory, or can start at the point of inventory application, providing the farm with a choice of which traceability model to implement, and greatly reducing paperwork and data entry
- Capture and archive (for rapid recall) all traceability records related to use of materials, employees, equipment – suitable for use with HACCP, GlobalGAP, BRC, FarmSafe, PTI, ISO9x and more...
- Optionally, materials and inventory can be issued with system generated Inventory ID labels which contain a unique Inventory Number that maintains inventory traceability details. The Inventory Number can be recorded via a mobile device (or scanned) when used, or entered onto a task sheet for later entry; this method makes recording of inventory very rapid and accurate.
- Individual task Quality Check by QC officer, including time, officer, date, and notes
- PHI and re-entry alerts shown on screen
- Observation tasks can be tailored to record test results such as soil analysis, residue analysis, or organic test results
- Pre Harvest Interval and re-entry settings can be defined for each material used in the business, allowing implementation of virtually all international standards for fruit and vegetable production
Knowing exactly what farm costs are at all times is critical for good decision making.

Guesswork and building complex, time consuming spreadsheets becomes unnecessary using FarmSoft. **Access timely, accurate, easy to understand KPI’s in real time, without the expense of administrative employees** manually generating KPI’s using spreadsheets and other methods.

**Cost features**

Costs are automatically calculated during the farming processes every time a task is performed, so cost reporting is fast, accurate, and real time. Employee labor costs are calculated using labor rate settings which can change over time, historical information is preserved. Machinery can have a cost set per running unit or per area of operation, these costs are applied to cost center upon completion of a task. Calculations of material costs can be performed in your choice of either:

- “purchase order cost” – where costs are calculated as actual costs assigned to the purchase of materials on invoices
- “average purchase” – where you set the fixed price for each material, and change the price over time as acquisition costs fluctuate
- Analyze KPI’s by farm area including cost per hectare/acre/fedan/Sq. meter for materials grouped into material categories
- Instant access to entire costs for the lifecycle of a selected crop, or area of land
- Compare costs versus yield, chart over multiple crops or areas of land
- Analyze KPI’s for quantity of containers/crates yielded versus total costs for selected area of land or crop
- Analyze cost per area, cost per tree; by task type, or cost category or material category
Keep your finger on the farm’s pulse with easy to use, useful, real time reporting.

Never lose touch with your farm’s operations, and stay up to date at all times, regardless of your location.

FarmSoft Farm Management ERP provides a suite of generic reports designed to keep management up to date, rapidly view progress of all current work, and generate important operational reports and information. All reports are simultaneously multi-language, for example, one user may prefer to print reports in Spanish, and another in English – this can be performed simultaneously.

Report Features

- Generate important operational reports
- Rapidly see progress of current work
- Identify tasks that are not finished
- Generate work sheets, and work instruction reports for teams or employees
- Multi language facility allows all reports to be printed in 52 different languages, easily change language at any time
- Generate important planning and management reports

Need a new report?

- **Build your own reports** using the Report Designer, or;
- Clients are welcome to request new reports at any time by providing a specification. A design & development fee may apply depending on the required functionality. Please discuss with your FarmSoft consultant

Cost
- Variety Production Analysis
- Crop Cost Chart
- Crop Cost Per Unit of Yielded Weight
- Crop Costs per Yielded Unit
- Crop Costs by Crop Area
- Task Cost by Crop
- Task Cost by Crop Area
- Category Cost by Task Type
- Cost Per Plant and Area
- Task Analysis Chart
- Category by Crop and Plant
- Labor by Crop Cost by Weight
- Weekly Life Cycle Costs

Yield
- Actual Yield by Week
- Plants and Harvests
- Total Actual Yield by Units
- Actual Yield Weight by Crop
- Yield Weight Per Plant by Crop

Budget
- Monthly Budget Projection
- Monthly Budget Analysis
- Monthly Materials Projection
- Crop Budget Summary Chart
- Detailed Budget Analysis
- Farm Budget Summary
- Over Budget Quantity and Cost
- Over Budget Quantity

Task
- Task Instructions
- My Tasks
- Task Instructions blank Form
- Late Tasks
- Employee Task Performance
- Employee Tasks
- Employee Task Details
- Find Task

General
- Metrics Data
- Metrics Chart
- Active Crops
- Active Blocks
- Daily Water Fertigation
- Daily Environmental Conditions
- Net status
- Pump Irrigation
- Irrigation Applications

Traceability
- Crop Inputs Details
- Crop Input Summary
- Crop Recall
- Pesticide Application Record
- Plant History
- Active Ingredients
- AND HUNDREDS MORE......
External agronomists and consultants can easily monitor and control farm operations remotely.

FarmSoft Farm Management ERP provides agronomists, farm consultants, grower associations, and farm co-operatives with the ability to remotely access farming information from individual farms. Remote access can be via a computer, tablet or iPad, or even smart-phone. You can add new tasks such as Spray, Irrigation, Planting Harvesting, Observations, or create instructions and recommendations, and view historical information.

Features for Agronomists
- Each farm can specify the information and features that their agronomist/s can access, and can turn on or off agronomist access to their FarmSoft solution at any time.

Farm benefits
- Allowing a consultant access to the farms information increases the value of the Agronomist or Consultants efforts for the farm.
- Improves communication between Agronomist/Consultant and Farm managers.
- The farm can chose exactly which information the agronomist can access, including permissions such as Create, View, Edit; and even turn on or off the consultants access to information at any time.

Consultant
- reduced support costs
- improve service quality

Co-op
- easy farm monitoring
- traceability enforcement

Farms
- better communication
- improved yield and quality

Agronomist & Farm Consultant

Agronomist
- Site A
- Site B
- Farm 1
- Farm 2
- Farm 3
It’s the details that count! FarmSoft delivers in every way.

Sometimes the smaller details really make a massive difference between ‘barely useful’, and ‘mission critical must have!’. FarmSoft listens to our farmers all over the world, and has ensured no detail, no matter how small has been overlooked.

Find below a few minor modules, the list is always growing as we continue to work with industry leaders worldwide.

**Equipment**
- Record equipment/plant details, including acquisition, costs, and special details for spray equipment such as tank size etc
- Manage average costs for equipment, these costs can be per hectare/acre/fedan and are applied to cost centers when the equipment is used
- Record equipment usage, including equipment traceability details
- Track total running hours/units & cost for each equipment

**Employee**
- Manage employee details, including photograph identification
- Issue Employee Identification Number
- Record details to help integrate with payroll or financial package
- Specify which tasks (if any) an employee can view, edit, create delete
- Specify which screens and reports (if any) an employee can view
- Manage username and password
- Determine site based permissions for employee access

**Site Management**
- The farm can be divided into multiple sites (which may indeed be separate logical farms, or geographically separated areas, or logical divisions of the main farm)
- Site permissions can determine which Equipment can be viewed at a site
- Site permissions can determine which Site an Employee can view and use
- Sites can be further subdivided, and employee permissions to access smaller parcels of land can be assigned
- Each warehouse is assigned to a site
- Site is a common filter on reporting tools
- Site permissions can be applied to inventory and materials

**Multi Language**
- Available in 14 languages

**Remote Access & Devices**
- You can access FarmSoft from the office, home, or .... on vacation
- Use FarmSoft from your PC/Mac, iPad, Android Tablet, iPhone, Blackberry, Android smart phone, Surface and more...
Streamline the harvest and fresh produce collection and delivery process

Barcodes, scanning, and harvest authorizations can be used to improve the fresh produce handling process, increase communication, and enforce accountability.

Field to pack shed scanning features

- Parcels of land (fields) can have a large FarmSoft generated barcode applied to their entrance points in weatherproof sleeves (optional)
- The Parcel barcode can be scanned (or snapped) by the harvest manager using a smartphone, tablet, or similar device (or can be recorded manually by entering the Parcel number into the mobile interface). This process creates a Harvest Alert and lets the Packhouse know that harvesting of a particular variety from a particular area of land has commenced (this information is updated live on the Harvest Alerts screen in the Packhouse) (optional)
- Goods harvested can have a tag placed inside the bins/totes (note that subsequent steps require FarmSoft Packhouse Manager) (optional)
- When the produce reaches the Packhouse, the produce can have its tag scanned, or the Harvest Alert selected, this will tell FarmSoft the exact origin of the goods and select all relevant information for the incoming goods. Users can then enter the weight, quantity, and other optional details such as grade, class, size, color, storage location, temperature etc. If the bins were not tagged prior to delivery, labels/tags can be easily printed during this step, they will be used to identify the produce during the Packhouse processes. (optional)
- During packing the bins can be scanned to “add” them to a batch. Automatic batch creation can be performed at this time, based on unique combinations of origin and packing date. (optional)
- Optionally scan origin labels to generate harvested inventory in field.

Variations of the above process are available, and can be tailored to suit individual business process requirements. Talk to a FarmSoft consultant to discuss your opportunities to improve farm traceability, and reduce loss and waste.
Normally FarmSoft is accessed from one of our servers, however, upon request, FarmSoft can be installed on your company server where required.

**Server Minimum Requirements (don’t want to provide a server? User ours!)**
- Windows 7/Vista (Home Premium/Professional), Win Server 2008+, 32Bit/64 Bit editions, Must have IIS 7+ and .net 4 Framework, MS SQL 2008+ (any flavor of SQL is fine for most clients)
- 2GB+ RAM, 2Ghz+ processor (recommended 64 Bit, 4+ core/i7+)
- 10GB HDD free space (SSD recommended)

**Client Requirements**
- Java capable browser with internet/LAN access to server

**Support Services & Upgrades**
Tenacious Systems consultants and Support Partners provide comprehensive training, support, and consulting services. We have streamlined the configuration and training processes to make implementation a fraction of the effort required by competitor solutions, saving your farm time and money. An annual subscription helps Tenacious Systems provide all clients with important upgrades and changes as the industry continues to evolve, and ensures ongoing service.

**Deployment Process**
Depending on the modules chosen, the complexity of your farm, and the training method chosen, deployment can take between one and five weeks. The software is delivered digitally unless requested otherwise.
- Installation
- Configuration
- Training
- Trial Run
- Go Live!

Contact us for a quotation using the Contact form on our website
FarmSoft Farm Management ERP concentrates on core industry challenges including traceability, cost monitoring & control, budgeting, reporting and KPI analysis, and resource and employee accountability. The solution delivers real world benefits that other solutions can only allude to.

This document is an executive summary of challenges and solutions our clients have achieved using the TSL Farm Management ERP solution, using the words of our clients.

*Essentially, this document is a list of reasons why our clients have chosen to implement FarmSoft Farm Management ERP solutions.*

<table>
<thead>
<tr>
<th>Client reported Challenge</th>
<th>Client feedback after implementing FarmSoft Farm Management ERP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Making budgets was difficult and time consuming, we often made guesses and didn’t have any formal budget.</td>
<td>Budgets can be prepared for each area of land using a selected variety and “what if” analysis provides management with the ability to choose production plans.</td>
</tr>
<tr>
<td>The amount of materials and labor were difficult to project accurately over a period of time. We were using spreadsheets to do this, but they were often inaccurate.</td>
<td>FarmSoft provides comprehensive resource projections in the Budget module. Both labor and materials can be accurately predicted down to the individual product and assigned to each plot of land for the season or crop life.</td>
</tr>
<tr>
<td>Calculating what would happen if our estimated supply and demand changed was time consuming and infrequent because of the difficulties involved.</td>
<td>We now use the Estimates system which gives us the ability to enter estimated demand, the software then tells us how much land we will need to plant to achieve that demand and we plan accordingly. We also key in the available land to see what will happen if we plant selected plots of land with selected varieties, the software then gives us a yield report showing the weight of fruit we will harvest in each week/day.</td>
</tr>
<tr>
<td>Budget monitoring was difficult and not real time due to the time it took to enter information onto spreadsheets and financial package and the initial inaccuracy of our budgets reduced the usefulness of budget monitoring.</td>
<td>The Budget module provides real-time, daily budget monitoring. Budgets can be broken down to specific areas of land or plots, or monitored over a produce type, variety, or farm.</td>
</tr>
<tr>
<td>Planning staff activities was time consuming and often inaccurate.</td>
<td>Using the Farm Diary, we can now plan employee tasks in advance – for individual employees and teams and contractors. We plan tasks including Planting, Spray,</td>
</tr>
<tr>
<td>Monitoring and Accuracy of farming tasks was inaccurate and often recorded too late or incorrectly, or goes unknown until it’s too late to make a decision or fix any problems that may arise.</td>
<td>Employees now record their tasks on printed timesheets or their phones. This information gives senior farm management instant alerts to any potential problems in the farming process. Recording of quantities of batch numbers and quantities of materials used (including labor) during tasks is now much more accurate and recorded quickly or in real time and results in higher traceability accuracy and more accurate control of inventory. Management employees can now view up to date information regardless of their location using their iPhones, this results in management being well informed at all times and the ability to view historical spray applications and observations whilst out on the farm give us better decision making tools.</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>Accuracy of inventory and its accountability was low. Often we had different levels of inventory than expected, and often inventory would go missing and no one could tell us exactly what happened to it.</td>
<td>Employees now record the batches of inventory used, and quantities directly into the software via iPhone (or worksheet). From most of our warehouses our employees can only take inventory if they have a task in the Farm Diary that authorizes them to do so. So we now know who used which materials and when. If there is a discrepancy between expected inventory and actual inventory it is easy to track who was using those materials and follow-up on it. We have now reduced inventory shrinkage and loss, reducing our costs.</td>
</tr>
<tr>
<td>Often we would need inventory such as a chemical or fertilizer and it would not be available because our inventory control and ordering processes were inadequate.</td>
<td>We now set minimum levels inventory items and the employee responsible for ordering is alerted automatically when it</td>
</tr>
</tbody>
</table>
Traceability of material inputs to a crop was very difficult. To perform a recall of a crop based on a batch number on the inventory used, or invoice number of a contaminated input would require us to search potentially hundreds (or thousands) of worksheets to identify application areas and match it to the inventory.

When employees perform their tasks now, they record batch details of any inventory into the task, with just a few clicks we can find out where inventory was used, and the details of any produce that was harvested from the farming areas.

Training employees for our standards and compliance requirements was time consuming and had to be repeated over and over again – we use BRC and GlobalGAP on our farms.

Processes in FarmSoft enforce the requirements for GlobalGAP and BRC; meaning the training for employees on these points is much simpler because they are being forced to comply simply by using the software.

Farm managers often had difficulty knowing the progress of each team; resulting in missed opportunities to take corrective actions or reassign teams to different tasks to get full value from the labor. Often farm managers would spend a lot of their time on the phone trying to figure out what the status of work is and where teams are failing to perform as predicted.

Processes in FarmSoft enforce the requirements for GlobalGAP and BRC; meaning the training for employees on these points is much simpler because they are being forced to comply simply by using the software.

FarmSoft centralizes all farm task information allowing for a central monitoring system where each farm manager can instantly see the progress of employees and teams and their tasks, and make immediate corrections or adjustments where necessary.

Pre-harvest intervals (PHI) would sometimes be missed by farm managers, resulting in potential breach of PHI compliance.

FarmSoft now graphically shows farm managers the PHI periods and doesn’t allow re-entry or Harvesting where there is a PHI constraint. It is now virtually impossible for a PHI breach to occur.

Purchase Orders for materials were sometimes informal and not properly approved, and often multiple managers would order the same materials.

We now have centralized PO management, and stopped multiple employees from over ordering. All Purchase Orders are now approved by management.

Stock takes on inventory would not be performed often enough due to the difficulty in performing them and the complexity of trying to figure out how much inventory we should have. Often we didn’t really know what our “estimated quantity” of materials was.

We can now perform stock takes by site, warehouse, or inventory category or sub-category. The smartphone can be used to perform stock takes or we can print stock take sheets and enter the “actual” values after performing the stock take.
### Summary of benefits based on client feedback

<table>
<thead>
<tr>
<th>Employee retention has always been an issue on our farms. Each time an employee left our employment, we would spend a lot of time bringing the new employee up to standard teaching them all the processes that we using on the farm.</th>
<th>FarmSoft now gives the employees their work processes and instructions. When we have a new employee, we simply show them how to use the part of FarmSoft that applies to their job, and FarmSoft guides them through their work and alerts for any mistakes. Compliance with standards is built into the processes of using the farm software so we have reduced the cost of inducting new employees.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Often we would have nasty cash flow surprises where we had miscalculated the quantity of materials &amp; labor, or used more materials during production due to environmental or pest reasons.</td>
<td>FarmSoft gives us daily reports on our use of individual materials that is over the predicted [budgeted] amount. The cash difference can be seen quickly and appropriate action can be taken.</td>
</tr>
<tr>
<td>Implementing best practices was often time consuming and these practices were often forgotten by our employees if we didn't continually harass them into using the methods required.</td>
<td>The Farm software guides our employees through their tasks and requires them to ‘tick off’ each process or duty as it is being done. This forces the employee to do things the way we want them done, and alerts us if they try to perform tasks incorrectly. We also use the Best Practice module to create our tasks, we have configured the best practice processes for our farm, and now every time we produce a selected variety, the best plan for production is automatically created for us. We then edit this plan to suit the season or environmental factors.</td>
</tr>
</tbody>
</table>