FarmSoft
Farm Management ERP
Improve farm profit, traceability & quality.

Tomato Farm Edition
FarmSoft Tomato Farm Management ERP is a revolution for fruit, vegetable, and Tomato, farming. FarmSoft was developed from a decade of research and trial of farm management practices.

FarmSoft Tomato Farm Management ERP concentrates on core industry challenges including traceability, cost monitoring & control, budgeting, reporting and KPL analysis, and resource and employee accountability. The FarmSoft solution delivers real world benefits across the entire farming enterprise.

The FarmSoft Farm Management solution delivers a rapidly deployable and easily configured farm management system at a competitive price with solid support & training partners in dozens of countries.

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 fruit and vegetables.

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 Pineapple 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 demand, yield, and planting scenarios.
Tomato Farm Management Software

Farm wide management and benefits

Planning & Farm Tasks

- Inventory
- Employees
- Equipment
- Observation

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

Cost Reporting and Labor

Traceability Reporting

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

Recall & Audit Automation

Budget Analysis
Every farm has its own priorities, challenges, and management priorities. TSL understands this, that’s why we provide a **comprehensive selection** of solutions that are **all included** in the FarmSoft Pineapple 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.

<table>
<thead>
<tr>
<th>Module</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Farm Diary</strong></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><strong>Mobile Farm Diary</strong></td>
<td>View, edit, and create farm tasks. Requires data connection. For large smartphones &amp; tablets of all operating systems.</td>
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<tr>
<td><strong>Estimates</strong></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>
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<tr>
<td><strong>Best Practice</strong></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>
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<tr>
<td><strong>Budgeting</strong></td>
<td>Monitor projected costs and actual costs in real time.</td>
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<tr>
<td><strong>Inventory</strong></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>
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<tr>
<td><strong>Land</strong></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>
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<tr>
<td><strong>Traceability</strong></td>
<td>Perform crop recall based on an input, supplier details, batch details of the input, or production area.</td>
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<tr>
<td><strong>Cost</strong></td>
<td>Comprehensive cost reporting &amp; KPI for farming processes including many charts and graphs.</td>
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<tr>
<td><strong>Reports</strong></td>
<td>General farming reports, specialized reports are included in their respective modules.</td>
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<tr>
<td><strong>Site Management</strong></td>
<td>Manage multiple farms, farm sites, and divisions.</td>
</tr>
<tr>
<td><strong>Equipment</strong></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><strong>Employee</strong></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><strong>Agronomist &amp; Consultant</strong></td>
<td>Specify which details an outside consultant can access remotely to assist with farm management, planning, and advice.</td>
</tr>
<tr>
<td><strong>Field to pack shed scanning options</strong></td>
<td>Multiple options exist for authorizing harvests, and controlling harvested produce using barcode systems from tablets, PDA’s and other mobile devices</td>
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</table>
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 (graphically) 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.

Farm Diary features
- Record all and any 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, ISO9x 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, and month views
- Filter the farm diary by site, produce, variety, land, task supervisor, task type, task status; to make viewing areas of interest easy
- Individual task Quality Check by QC officer, including time, officer, date, and notes
- Tailor TSL 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, 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 of tasks with a few clicks, saving time, and keeping planning accurate during unpredictable weather
- Customize your own fields and labels 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.

**Access farm tasks in the field** any time using any smartphone or tablet. No more writing on scraps of paper or losing notepads with important farming information.

Issue access to your chosen employees, and **rapidly improve real time farm reporting** and information recording. Capturing farming information in the field **reduces the risk of erroneous data capture** because the data is being recorded during the performance of the actual task, instead of being transferred to paper, and then to FarmSoft Farm Management ERP.

**Mobile Farm Diary features**

- Suitable for use on smartphones (with minimum 3.7 inch screen) and all tablets and touch screen devices
- View farm tasks and all details
- Filter tasks viewed by site, produce, variety, land, farm, supervisor, and task type
- Remotely check which tasks have been finished, and their progress if applicable
- Control which employees can view, edit, delete, and create selected task types
- Access essential farm reports (simplified for smaller screen sizes)
- PC Interface: for power users with tablets (7 inches plus), the normal rich featured interface can be accessed as an alternative to the simplified Mobile Farm Diary interface. Using the alternative interface allows additional features such as the capture of photographs and their attachment to tasks, and the complete Farm Diary as outlined on the previous page
- Notebook and notepad devices can also easily and effectively use the PC interface via a mobile connection
- Mobile access requires a data connection on your device

**Sample devices supported**

- Apple iPhone
- Apple iPad
- Android smartphone
- Android tablet
- Motorola Mobile Scanning devices and industrial smartphone models
- HTC Smartphones (Windows & Android)
- Blackberry (smartphones & tablets)
- Small notebooks and netbooks
See the future, improve planning, and remove surprises from the crop lifecycle.

Complicated spreadsheets tacked together over the years are no longer necessary. **Easily project yield estimate and estimated planting requirements** based on actual and estimated demand. Take the guess work out of planning next seasons planting.

Perform “What If” analysis by proposing hypothetical plantings and hypothetical crop productivity to **instantly determine alternative planting possibilities** and the yield or planting that would be required to achieve it.

**Estimates features**

- Project yield (by variety) based on actual planned planting area
- Project yield (by variety) based on estimated planting area,
- Estimated planting area can be adjusted ‘on the fly’ to rapidly alter yield projection
- Project planting area required based on estimated demand
- Estimated demand can be altered ‘on the fly’ to view alternative planting requirement, and adjusts estimated yield as a result of changes
- Productivity for actual values, and estimated values can be adjusted ‘on the fly’ to cater for changed productivity of produce output due to weather, pest, or other considerations
- Graph and chart results for visual comparison
- Save an “Estimate” for later use, or comparison with future Estimates
- Save an existing Estimate as a new Estimate to experiment with alternative scenarios
Ensure planning is always correct, & actual tasks are at the right time, using the correct resources.

By configuring your farm’s best practice production methods and tasks for producing each variety of produce, you can “implement best practice” to automatically create all recommended farming tasks based on your farm’s best practices. Implementing best practice benefits the farm by:

- Saving management’s 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

Using the Best Practice system allows your farm to continually improve your production processes and the accuracy of the processes being used by iterative regular review.

**Best Practice features**

- Create Production Tasks to define the common tasks performed during the production process
- Build Production Methods to represent the best practice for each produce or variety
- Define Production Groups that groups which tasks apply to the production of each variety & the quantity or labor, equipment, materials per area 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

Tomato farm management tomato traceability
If you don’t plan, then you plan to fail. Create budgets with only a few clicks!

FarmSoft Farm Management ERP makes it easy to create budgets for the entire farm, no matter how many varieties you are growing, and regardless of the number of plantings. 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 position by planning ahead using the Budgeting information produced by the system.

Budgeting features
- Budgets create estimates for the cost AND quantity of labor, equipment, AND the date that the resource will be consumed or applied
- Easily detect when budgets 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 budget figures and actual figures grouped by land, produce, farm, site, produce type, or 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
- Define labor costs for each type of labor rate and pay rate
- 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
Reducing waste, shrinkage, and ensuring traceability is critical to low production 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, allowing the farm to maximize return on investment for all materials.

Easily allocate traceability information for all inventories, allowing rapid recalls and traceability processes to meet the highest international farming and food safety standards. Simple stock-take processes ensure continual accuracy of stock-take information across the entire farm.

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**

- 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.
- Perform stock-takes directly onto the PC or print stock-takes for manual paper then PC entry.
- Stock-takes can be performed at a site, warehouse, or category or subcategory level, allowing easy division of important inventory from less important.
- Create & print purchase orders to acquire inventory.
- Receive inventory (from a purchase order, or simply receive inventory without a purchase order).
- 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 actually used will be recorded when farm tasks are recorded.
- Print Inventory ID Labels.
- Traceability relates back to many facets of the inventory including supplier, supply date range, supplier batch details, purchase order number and more.
- Balance of all inventory is available at all times, and can be viewed by site, farm, warehouse, inventory category or subcategory.
- Alerts can be generated by the Alerts system 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.
- Manage all inventory including production materials, chemicals, fertilizer, seedlings, and planting materials.
- Set PHI (Post Harvest Interval), withholding period, and re-entry periods for individual inventory parts.
- Perform mobile inventory stock-takes using the mobile interface.
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 groups of land, land sections, land sub-sections, and even individual rows of trees or XY production areas.
- Record each planned instance of a crop planting (this later becomes a Crop when seedling inputs are recorded)
- Assign land areas to each Crop for the lifecycle of the crop
- 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
Traceability can make or break a farm, it’s no longer an ‘optional’ regulatory requirement.

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 farms 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**

- 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 relates to the inventories traceability details. The Inventory Number can be recorded via a mobile device 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.
- Post 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 wide costs are at all times is critical for good decision making.

Guesswork and building complex, time consuming spreadsheets becomes unnecessary using FarmSoft Farm Management ERP. **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 farms pulse with easy to use, useful, real time reporting.

Never lose touch with your farms 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

Requesting Reports
- 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 TSL partner for further details.
External agronomists and consultants can easily 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 view historical information; at any selected farm. The remote access is commonly used to support the farms achieving maximum quality, yield, and traceability – whilst implementing best practices and standards for food safety.

Features for Agronomists

FarmSoft Farm Management Software provides farm consultants and agronomists with the following precision farming solutions:

- View, edit, add any and all activities at a farm (spray, irrigation, harvest, planting, etc)
- View historical data related to a specific area of land within the farm (historical harvest and yield information, soil analysis, plant analysis, organic testing etc)
- Add tasks to the farms “scheduled tasks” list; staff at the farm (either management or teams) will then be alerted to the new task and perform the work and mark the work as “completed”. The tasks you can add include full inventory (eg: chemicals and fertilizer) and also allows you to “draw” on a map of the farm to highlight areas of interest or tractor instructions.
- View progress of tasks you have suggested be performed at the farm
- Make observations that can be assigned to a specific area of land, even attach documents (PDF, DOC etc), or insert pictures. You can use the farms maps to “draw” on a “copy” of their map to highlight an area of land (eg: an area where there is a pest infestation etc)
- View many reports from the farm including yield, chemical application, history; Essentially you can access all of the features the farm can access. Note that the farm must choose which features to give you access to.
- Remote monitor as many farms as you wish! All from the comfort of your office, home office, or Pineapplefully your laptop on the beach.
- View production metrics from each farm such as temperature, moisture, soil content and more
- Create alerts that will be shown to a specific employee at the farm as soon as they access the system (will also automatically email the employee). This is useful for providing an audit trail for Agronomic advice.
- can use the farms maps to “draw” on a “copy” of their map to a new map
- Remote monitor as many farms as you wish! All from the comfort of your office, home office, or Pineapplefully your laptop on the beach.
- View production metrics from each farm such as temperature, moisture, soil content and more
- View maps with production metrics superimposed over layers for advanced analysis
- Can be accesses from a smartphone, tablet, or notebook using mobile internet to improve agronomist mobility
Benefits for Agronomists & Traceability Consultants
FarmSoft Farm Management ERP provides farm consultants, co-operatives, and agronomists with a massive range of benefits including:

- Remote access to each farm's information gives the consultant/agronomist the ability to always keep up to date with the activities on every farm that is being monitored. The agronomist will never have to say “oh, I didn’t know you sprayed that last week”....
- Remote access greatly reduces the risk of the consultant/agronomist missing an opportunity to provide advice, and ultimately increases the farms profit, and increases the “quality of service” provided by the consultant.
- TSL Farm Management ERP allows the agronomist to reduce costs and increase efficiency by rapidly monitoring many farms at once; all from the office. Ultimate results for the agronomy company are a reduction in the cost of on-site farm visits, vehicle costs, fuel, reduced time taken to monitor farms, and reduced telecommunication expenses. Long story short, the agronomy company saves money.
- One agronomist can service more farms at the same time, and communicate rapidly through the Alerts system.
- By introducing FarmSoft Farm Management ERP to your farm clients, you are giving them farm planning, monitoring, and traceability record keeping tool. You take the credit for this!

Benefits for Agronomists & Traceability Consultants
- 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 choose 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.
- The farm has full control over the agronomists username and password and can turn on or off access at any time.

• reduced support costs
• improve service quality
• easy farm monitoring
• traceability enforcement
• better communication
• improved yield and quality
It’s the details that count. FarmSoft Farm Management ERP delivers in every way.

Sometimes the smaller details really make a massive difference between ‘barely useful’, and ‘mission critical must have!’. TSL listens to farms 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 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.
- All areas of land must be assigned to one Site.
**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)

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.
Accessible from anywhere, in any language

Web based access to the full suite of features allows full mobility for operations and management employees

Simply access a browser & internet and you can access your entire farm management system and reports remotely. This allows many offices to use the same system easily, and gives useful monitoring abilities to management that may be offsite or traveling.

The entire solution is multi-language, featuring 52 different languages. You can have multiple staff in the same office using the system in multiple languages at the same time, for example, Spanish and English at the same time.

Remote Access
- The client runs in a web browser, this means there is no requirement to install software on any computers (except for your server)
- Client computers never need updating, this simplifies management of your solution
- Client computers can use any operating system and any version (after Win98), including new mobile operating systems and tablet operating systems

Language
- The entire interface is multi-language, this includes reports, menus, and all screen elements
- The mobile interface is multi-language
- Each user can set their language at any time with one click
- Language Control modules allow you to change definitions and terms used throughout the entire system, for example if FarmSoft uses the word “block”, and your farm uses the word “parcel” for the same thing, simply “Find And Replace” this word using the Language Control system to ensure FarmSoft uses the exact definitions that your farm uses.
FarmSoft Farm Management ERP concentrates on core industry challenges including traceability, cost monitoring & control, budgeting, reporting and KPL 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, Harvest, Irrigation, Inputs, and all other tasks that involve the use of materials, employees, tractors, or traceability recording.</td>
</tr>
</tbody>
</table>
requirements. Employees and teams can be given the tasks on daily printed worksheets, and our senior staff use their iPhones to view tasks and record observations and record any deviations from the planned tasks.

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.

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.

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.

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.

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.

We now set minimum levels inventory items and the employee responsible for ordering is alerted automatically when it needs ordering. The alerts are generated when we finish tasks that use inventory.

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

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
input would require us to search potentially hundreds (or thousands) of worksheets to identify application areas and match it to the inventory.

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.

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 over 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.

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.

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.
Tomato Farm Management Software

**Summary of benefits based on client feedback**

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Description</th>
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<tbody>
<tr>
<td>Improved traceability</td>
<td>Software so we have reduced the cost of inducting new employees.</td>
</tr>
<tr>
<td>Reduced cash flow surprises</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>Efficient implementation of best practices</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>
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**Tomato farm management tomato traceability**