farmsoft

For medium-large farms. Improve yield & quality, traceability, profit.

Farm diary

| [32] Harvest PL 01 17 - Harvest |
| Jenses - Planting 01 17 (Gourmet) |
| 8:00 AM - 9:00 AM J.Farmingstein 9/5/2017 - 9/5/2017 |

[31] Harvest AT NTH - Harvest
Jenses - ATULFO 2015 NTH (Atulfo)
8:00 AM - 9:00 AM J.Farmingstein 9/5/2017 - 9/5/2017

[30] Harvest AT 14 - Harvest
Dyson farm - ATULFO 14 DYSON (Atulfo)
8:00 AM - 12:00 PM J.Farmingstein 9/5/2017 - 9/5/2017

[18] Irrigation (Soak) - Irrigation
Jenses - Planting 01 17 (Gourmet) 7:43 AM -
7:43 AM - 1:43 PM J.Farmingstein 9/6/2017 - 9/6/2017

[21] Spray Program A - Spray
Jenses - Planting 01 17 (Gourmet) 7:53 AM -
7:53 AM - 5:33 PM J.Farmingstein 9/6/2017 - 9/11/2017

[7] Spray Program A - Spray
Dyson farm - ATULFO 14 DYSON (Atulfo) 7:53 AM -
7:53 AM - 8:55 AM J.Farmingstein 9/6/2017 - 9/6/2017

[61] Spray Program A - Spray
Dyson farm - ATULFO 14 DYSON (Atulfo)
7:53 AM - 6:53 PM J.Farmingstein 9/8/2017 - 9/9/2017

[14] Spray Program A - Spray
Jenses - ATULFO 2015 NTH (Atulfo) 7:53 AM - 5:13 PM
7:53 AM - 12:13 PM J.Farmingstein 9/8/2017 - 9/8/2017

[22] Land preparation (Lazer) - Lazer levelling
Dyson farm - ATULFO 14 DYSON (Atulfo)
9:38 AM - 3:38 PM M.Van Hofwegen 9/15/2017 - 9/16/2017

[23] Plough
Dyson farm - ATULFO 14 DYSON (Atulfo)

Farm record keeping
Budgeting & planning
Best practices
Labor management
Farm inventory
Dashboards & KPI
Audits & traceability

Optional integration with farmsoft Post Harvest solutions

from any device   bar-code   document store   install locally or from cloud

farmsoft

Increase yield

Guarantee correct tasks are performed at the correct time using the correct materials. Using best practices, all tasks are planned in advance, and impossible to forget or overlook with automatic task creation and reminders.

Enhance quality

Quality tests, scouting, and management systems alert management to any potential farming quality and yield issues before they become permanent. PHI and REI enforcement ensures safe farming practices.

Reduce compliance & audit cost

Instant recalls for audits, and easy capture of traceability information makes audits a breeze. Perform recalls both up and down the supply chain.

Reduce labor tracking costs

Innovative systems such as barcode scanning reduce labor tracking costs for field workers and harvest labor.

Avoid inventory shrinkage/waste

Strict control and tracking of farm inventory reduces shrinkage and increases inventory accountability.

Reduce administration costs

Automatic generation of reports saves admin time, no more manually compiled reports.

Farm record keeping

Easily record all farm records like spray, irrigation, harvesting, fertigation, chipping and more. Create your own 'task types' and customize information that must be recorded. The record keeping system ties all of your traceability and costs to each cost center, and manages employees, teams, contractors, inventory, and farm equipment. Easily record farm tasks from your phone or tablet, or print them out and fill in details later. Easily instruct employees or teams to perform new tasks and monitor multiple farms from the Farm Diary.

Planning and budgets

Easily create budgets for each farm/planting/variety/season. Automatically generate estimated inventory, employee labor, and equipment usage requirements. This information is great for cash flow planning, ordering inventory, and arranging labor. You can monitor your estimated costs against your actual costs in real time. Makes planning easy and accurate.

Cost monitoring

Monitor costs for multiple farms (sties), down to the individual patch, field, and variety. Compare costs between different teams / employees / farms and more – using handy KPI's like cost per acre/hectare for each task type, or by category of materials and more.. Costs are real time, live. No more preparing multiple spread sheets and compiling reports manually. No more surprises that a batch has cost more than estimated.

Farm inventory

Perform stock takes at multiple sites or warehouses. Constant access to inventory balances and storage locations at multiple sites and warehouses. All inventory tracked with Inventory Numbers. Create purchase orders, FIFO and expiring inventory management. Reduce shrinkage and wasted inventory through better management.

Audit, Recall, Traceability

Instantly recall traceability information for recalls and audits. FarmSoft knows exactly which inventory was used, from which Lot or Batch, application rates, dates and times. Single out a delivery of fresh produce to a customer (or even just a patch or fields) and FarmSoft can tell you where the farming inventory used came from and rapidly give you all the data you need for a recall.

Best farming practices

Automatically generate farming tasks, estimate inventory, employee labor, equipment use and task dates. PHI and re-entry alerts. **Ensures the correct tasks are performed at the correct time using the correct materials.**

Quality control

Perform quality control from tablet, PDA, smartphone, PC/Mac . Configure internal tests, customer specific quality control tests, QMS, HACCP, USDA, BRC and other tests. Tests can be for any subject, activity, location, or employee. Example tests include "Employee pre harvest hygiene test", "Spray rig calibration test", "Safety equipment checklist"

International standards

Built in support for many international, and regional standards. Support for HACCP, BRC, ISO, GlobalGAP, EurepGAP, CanGAP, Organic, USDA, AGDA, and even de-facto standards can easily be enforced with farmsoft's traceability recording and best farming practice modules.
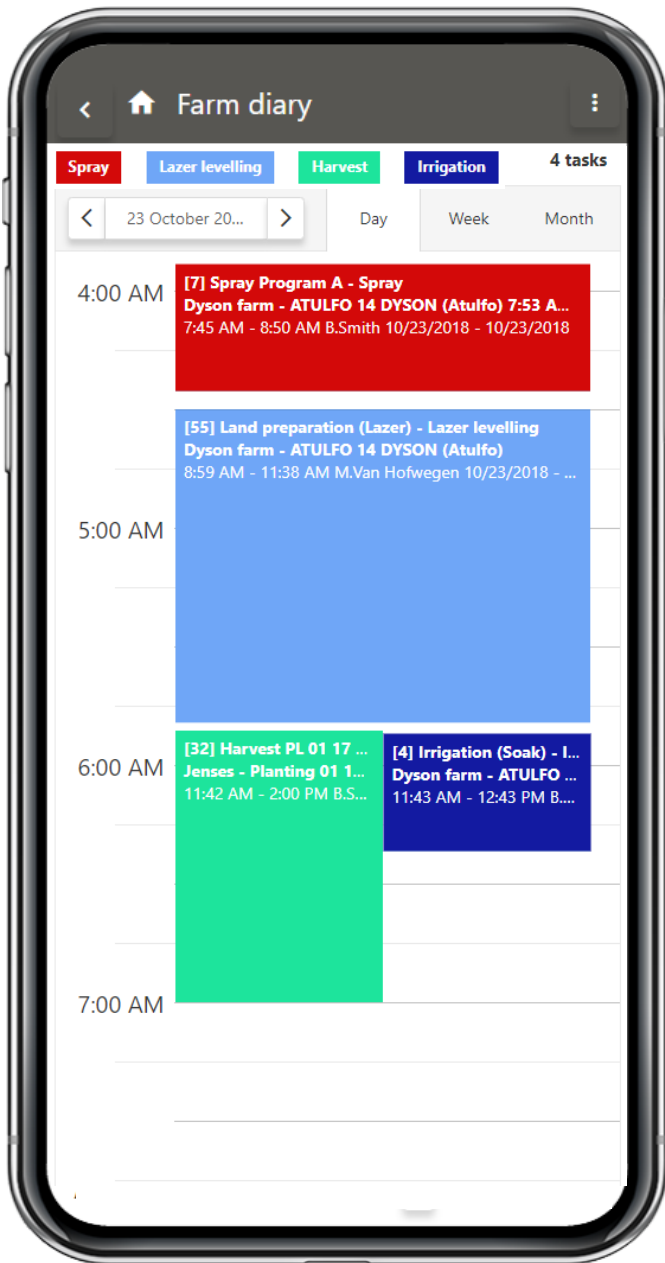
Extensive reporting

Monitor everything from costs for each batch of a crop, broken down by different farm task types, to individual KPI's to compare the performance of different varieties, land, or even employees / teams / contractors. Need a new report? No problems, ask your farmsoft consultant. Reduce the cost of manually preparing reports and access new reporting information to make better farming decisions.

Post harvest management

Optionally implement farmsoft Post Harvest to create a farm to plate seamless business management solution. Manage the complete post-harvest processes including storage, washing, grading, sorting, packing, value adding, sales, marketing and shipping and export. Visit farmsoft.com and select Post Harvest solutions for more details.
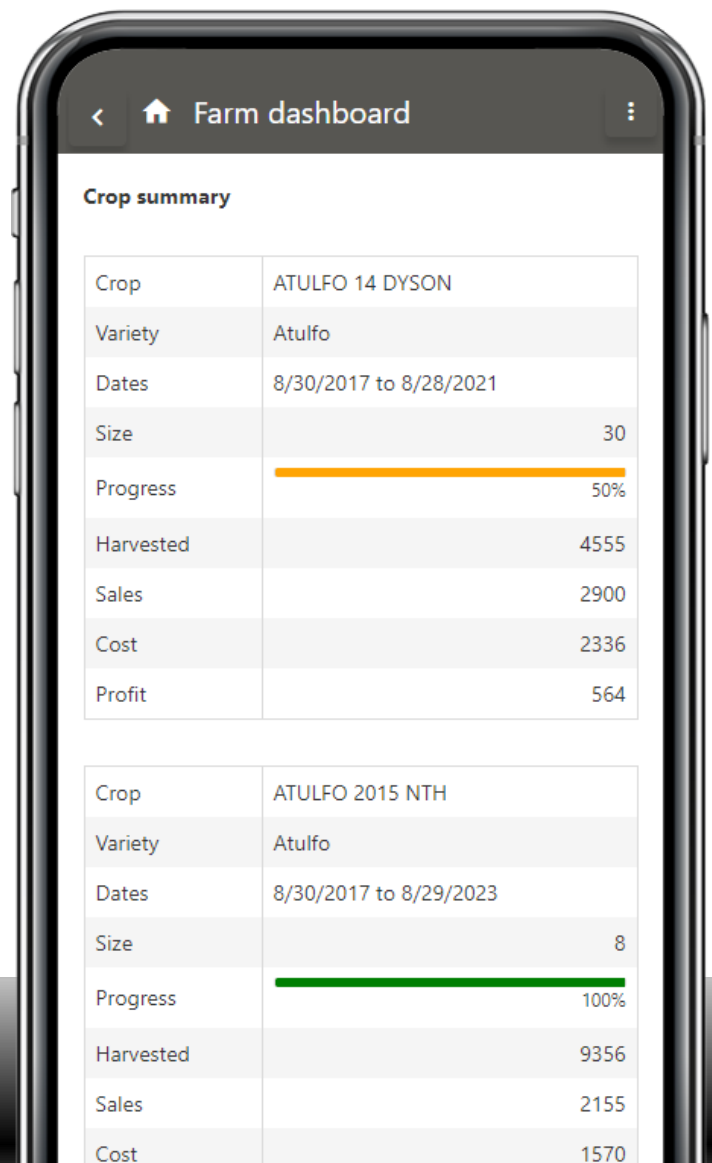
Farm diary

| Spray | Lazer levelling | Harvest | Irrigation | 4 tasks |

< 23 October 20... > | Day | Week | Month

4:00 AM

[7] Spray Program A - Spray
Dyson farm - ATULFO 14 DYSON (Atulfo) 7:53 A...
7:45 AM - 8:50 AM B.Smith 10/23/2018 - 10/23/2018

5:00 AM

[55] Land preparation (Lazer) - Lazer levelling
Dyson farm - ATULFO 14 DYSON (Atulfo)
8:59 AM - 11:38 AM M.Van Hofwegen 10/23/2018 - ...

6:00 AM

[32] Harvest PL 01 17 ...
Jenses - Planting 01 1...
11:42 AM - 2:00 PM B.S...

[4] Irrigation (Soak) - I...
Dyson farm - ATULFO ...
11:43 AM - 12:43 PM B....

7:00 AM

Easy farm task planning

Farming tasks can be automatically created using the Best Practice for the specific produce and variety.

Manually create tasks and assign them to individuals or team leaders.

When team leaders and employees sign into farmsoft, they are automatically shown only their tasks for the current day.
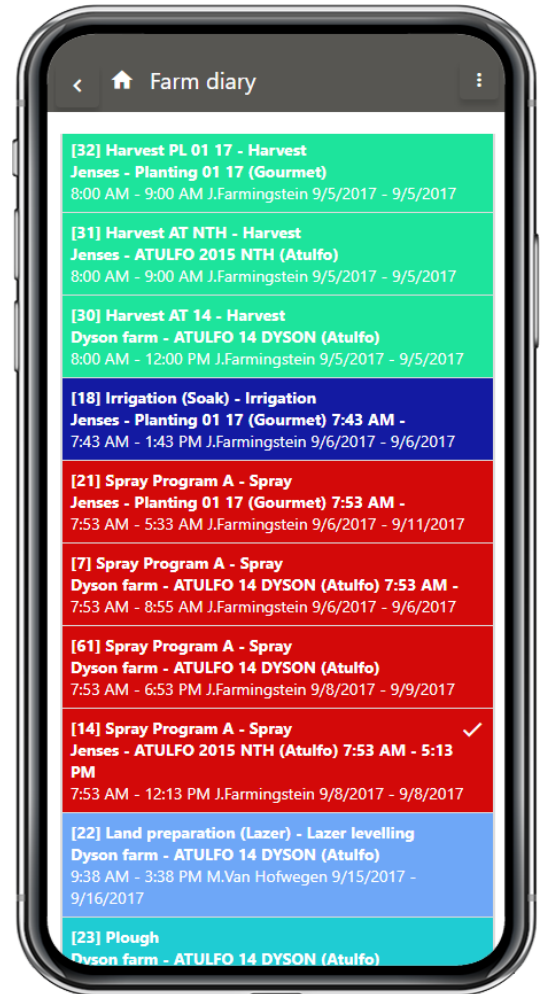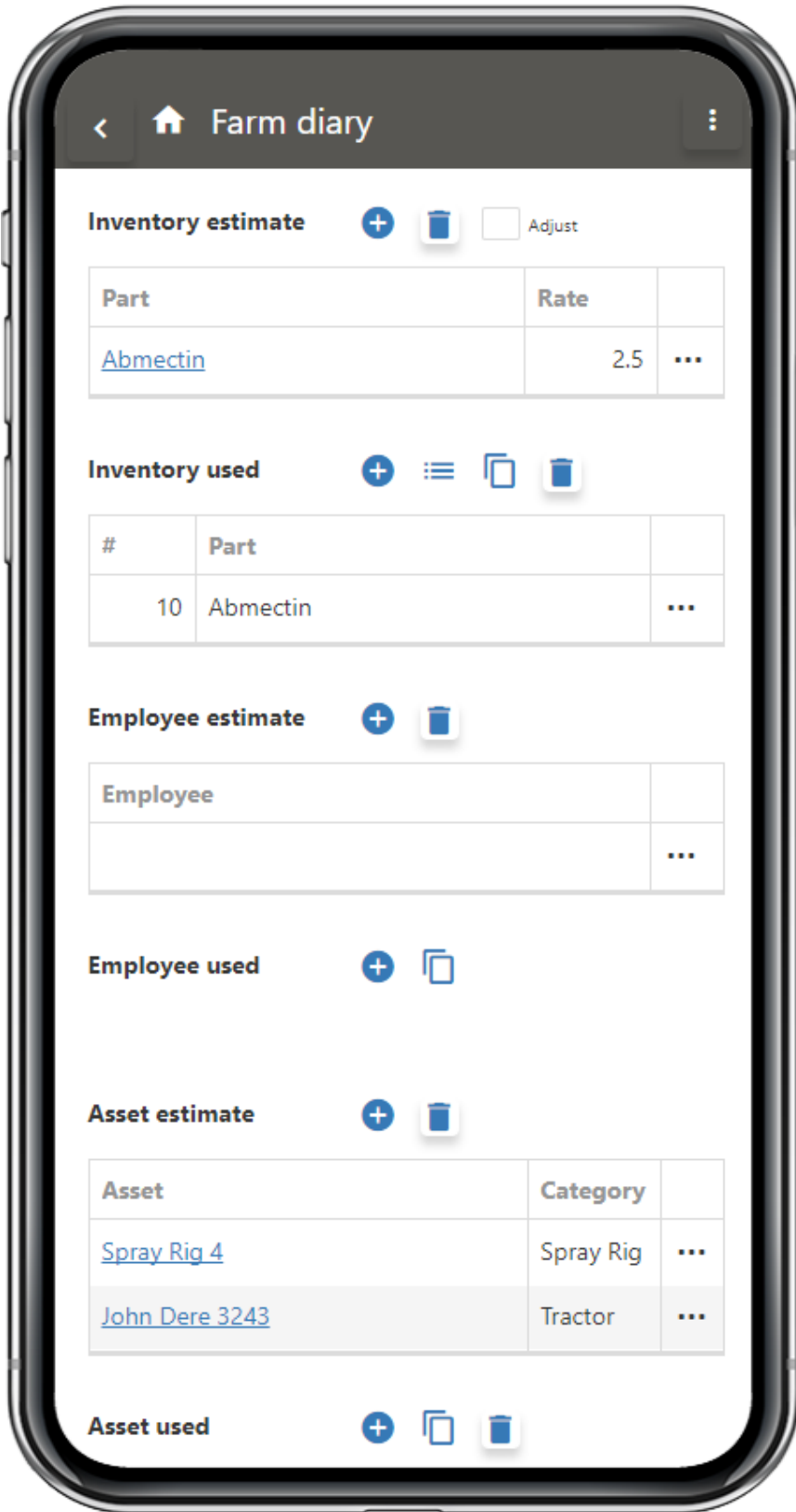
Task types can be modified to request your specific details (add your own fields, dropdowns, options, lists, present documents based on task type) or create your own task types if the built in templates don't suit your business. This flexibility is important to ensure your exact processes can be supported by farmsoft.

Optionally print daily tasks for teams that don't use mobile devices.

Farm dashboard

Crop summary

Crop	ATULFO 14 DYSON
Variety	Atulfo
Dates	8/30/2017 to 8/28/2021
Size	30
Progress	50%
Harvested	4555
Sales	2900
Cost	2336
Profit	564

Crop	ATULFO 2015 NTH
Variety	Atulfo
Dates	8/30/2017 to 8/29/2023
Size	8
Progress	100%
Harvested	9356
Sales	2155
Cost	1570

Reporting on the go, anytime, anywhere.

Review progress, full reports, and farm dashboards from anywhere using native Android app and web app.

Farm diary

Inventory estimate + 🗑 ☐ Adjust

Part	Rate	
Abmectin	2.5	...

Inventory used + ≡ 📋 🗑

#	Part	
10	Abmectin	...

Employee estimate + 🗑

Employee
...

Employee used + 📋

Asset estimate + 🗑

Asset	Category	
Spray Rig 4	Spray Rig	...
John Dere 3243	Tractor	...

Asset used + 📋 🗑

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Easily view tasks, record inventory, labor, and equipment used by scanning inventory or selecting on a task.

![farmsoft logo] **farmsoft**

Farm software for fresh produce, fruit, vegetable, hops, flowers.
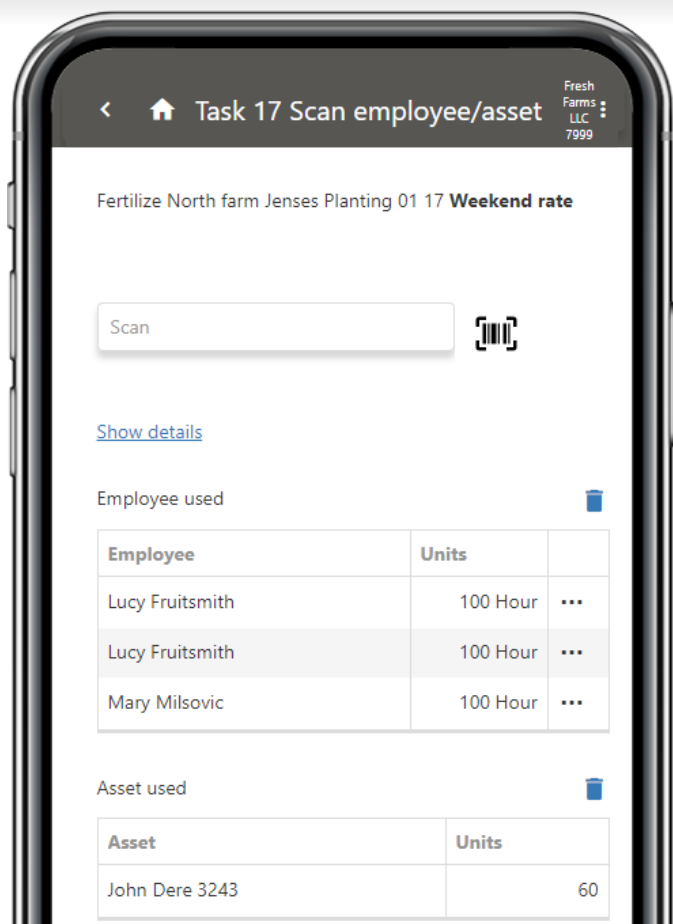
Record employee, contractor, and equipment

- Rapidly scan barcodes to count units picked by each employee.
- Scan employees onto and off of tasks if paying by the hour.
- Scan equipment such as hand tools, tractors, etc onto and off of tasks.
- Scan barcodes to recording incoming deliveries into your pack shed (requires farmsoft Post Harvest modules)

Print barcode tags used by employees, contractors, and equipment. The rapidly captured data calculates the costs of equipment, picking, harvesting, other 'piece rate' jobs, and can be used by your payroll system for official pay calculations. You don't have to use barcodes, simply select employees and equipment from a list if you don't use barcodes.

Easy farm inventory

- Scan inventory (or select from a list) to record that is was used on a task
- Optionally scan inventory onto a task, select the employee that took the inventory, then scan off the remainder after the task is finished. This allows the warehouse to know that 100 units were taken, and 20 must be returned, and ensures no inventory goes missing. Follow-up with employees that don't return correct inventory on time. This provides a fully managed inventory process where the task is used as permission to take inventory, and estimated usage is used to determine if inventory should be retuned.
- Using inventory by scanning (or simply select from a list) ensures the cost, traceability, and accountability of all farming inventory is strictly managed.
- Set alerts for the minimum balance of each inventory at each warehouse
- Option to automatically select inventory based on FIFO
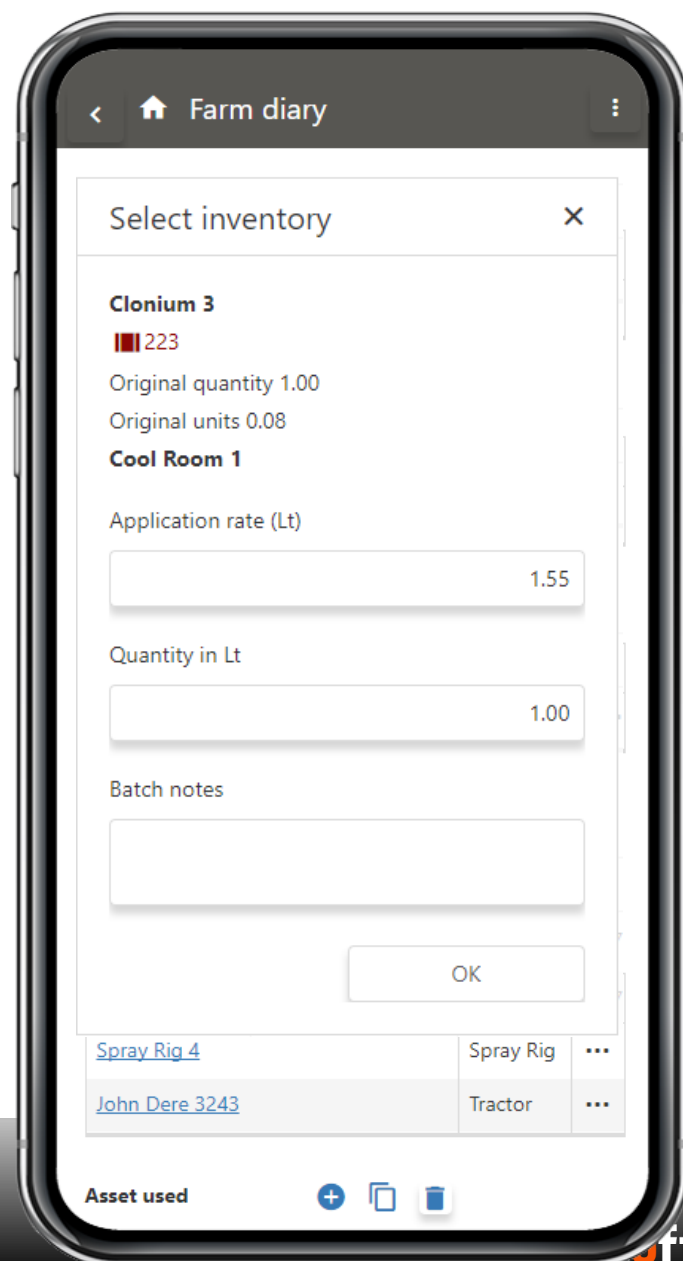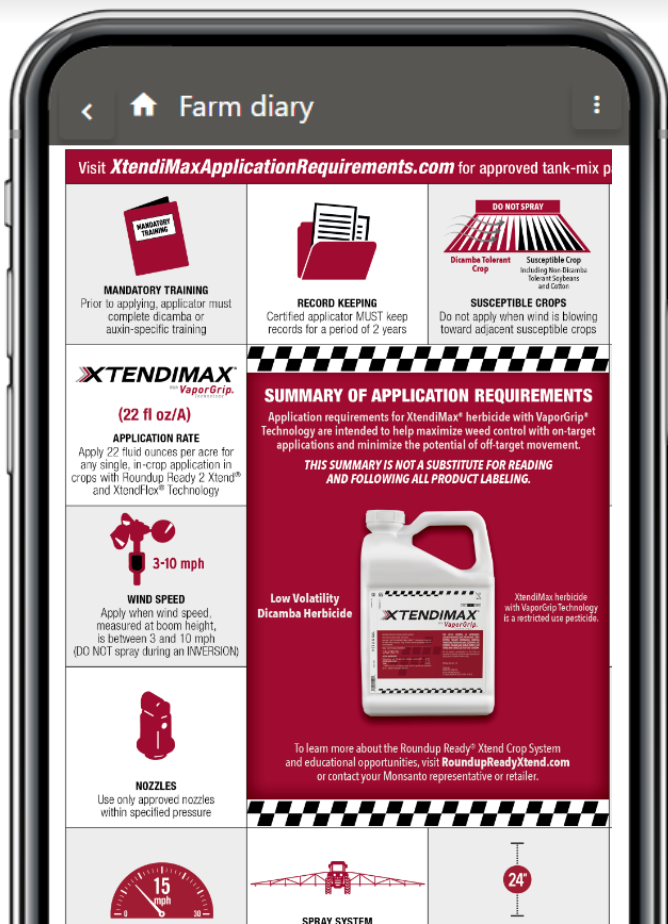
Rapid access to MRL and application instructions

MRL, safety equipment, and application instructions can be accessed from any part during planning and application.

Pre harvest intervals are automatically enforced, stopping users from making a spray task if there is a conflicting harvest scheduled, and stopping users from planning a harvest if a conflicting spray or PHI relevant application is pending.

Restrict chemicals to specific varieties of produce, and exclude from others. Tailor PHI and re-entry rules. PHI, re-entry, and application rates are shown everywhere as required by multiple international farming standards.

Scouting, maintenance, observations

Attach photos and written observations to scouting tasks, and assign your scouting task to your manager for further action. The task will then show on the managers farmsoft as a pending task.

Assign maintenance tasks or requests to the maintenance cost center to keep all maintenance costs separate from crop cost centers.
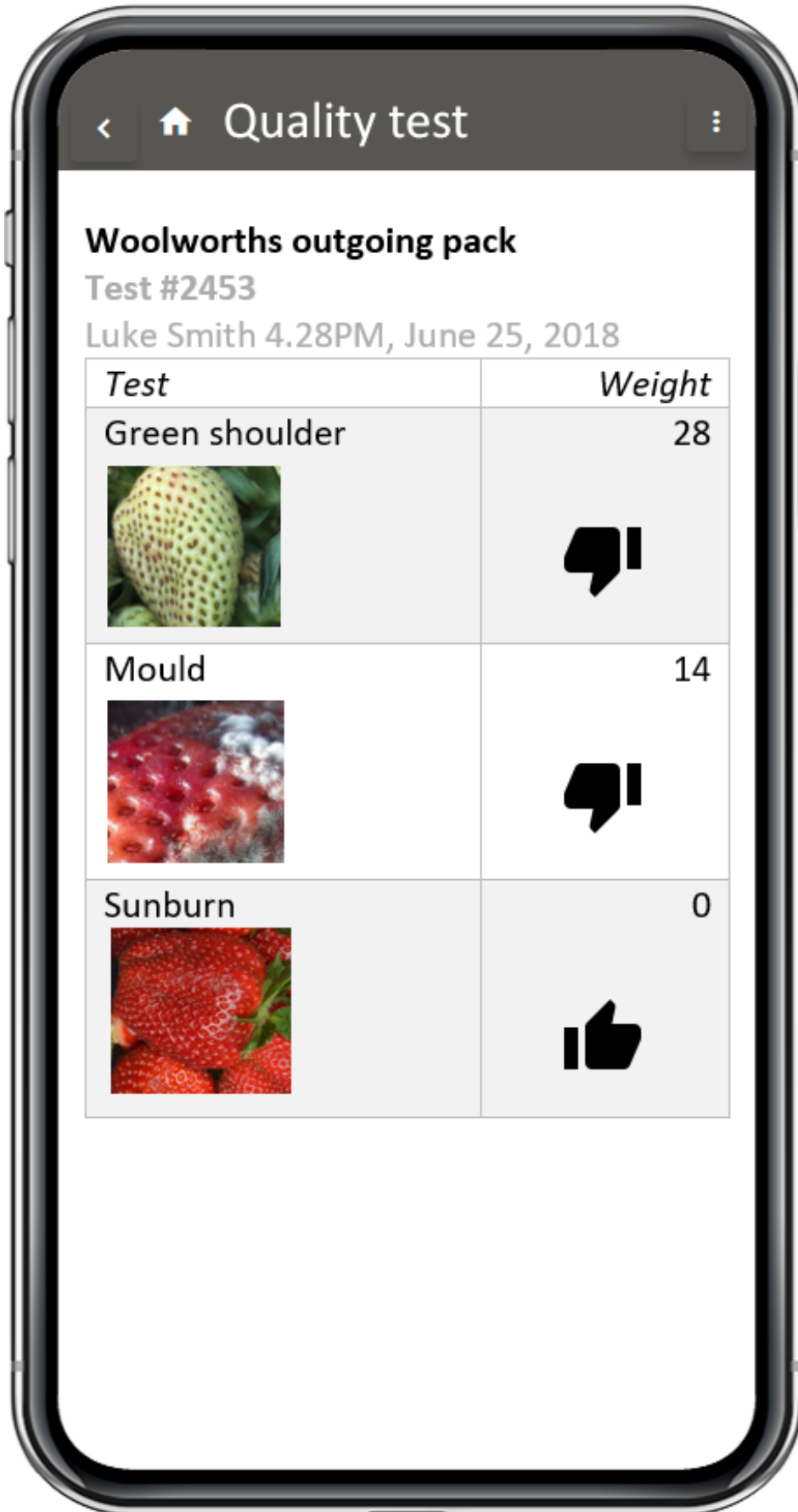
Quality control

Create your own quality control tests for crops, spray rigs, or simple pre-harvest checklists for harvest crews.

Different tests automatically send alerts (including a full copy of the test) to selected management when there is a quality failure anywhere in the business.

Attach unlimited photos and documents to quality tests.

Dashboards & reports

Access farm dashboards and reports for instant KPI's and business intelligence. Choose from 100 built in reports, ask your consultant for custom report construction.

Build your own reports and dashboards using the farmsoft API.
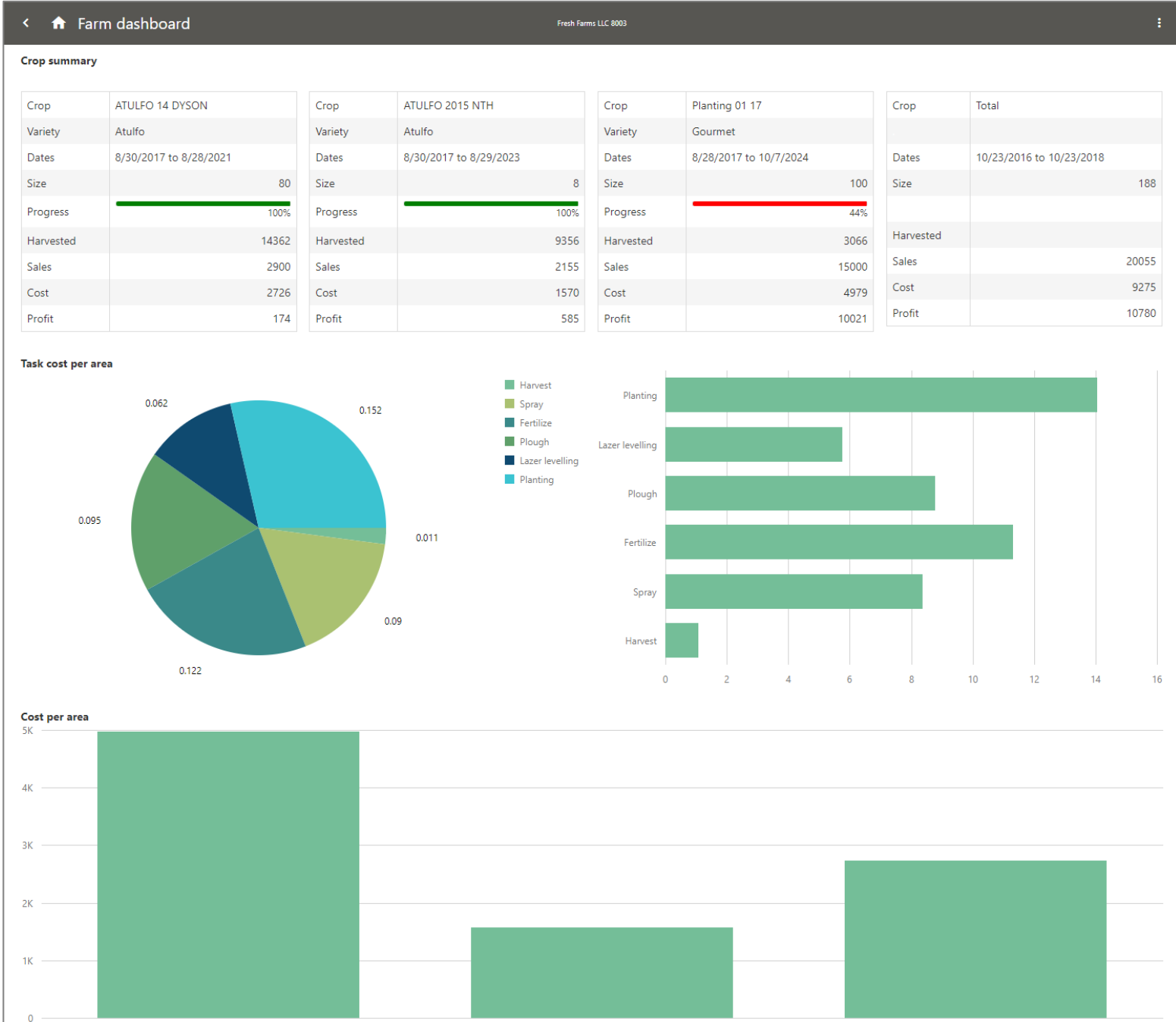
Professional fresh produce farming made easy!

FarmSoft concentrates on traceability, inventory & operational efficiency, cost monitoring, and KPI analysis. The solution delivers real world benefits with a rapid return on investment for progressive fresh produce businesses.

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, late task reporting, 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) visual alerts on farm diary 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

Module	Summary
Farm record keeping	Accurate records improve reporting
Audits	Perform recalls and audits instantly
Land management	Record and configure farm land and individual crop details, number of plants, attach maps and soil analysis
Farm equipment management	Manage farm equipment, monitoring the usage of equipment by running hour
Manage unlimited farms	FarmSoft allows you to have an unlimited number of farms. They may be in one area, or geographically separated indifferent states or countries
Agronomist and farm consultant	Allow your agronomist or farm consultant to access your FarmSoft solution, they can view progress, suggest tasks, provide advice and view historical reports. You can choose exactly what they can view, edit, delete and create.
Yield estimates	Make projections of yield, the required land that should be planted to fulfill orders based on demand estimations. Project yield using features (eg: color, size, grade etc).
Employee , team, contractor management	Manage employees, teams, contractors. Generate pay information and reports or export time sheet data to your payroll package.
Field to pack shed scanning options	Multiple options allow scanning of harvested goods from the field, and management of the transport process to your pack shed or storage facilities. (FarmSoft fruit packing solutions are suggested for subsequent processes)
External farms	Manage unlimited external farms that are not part of your financial group. This can be used to manage hundreds or even thousands of smaller farms that supply fresh produce to your company.

Traceability & Standards

Planning & Monitoring

Budgeting & Cost Control

KPI Analysis

Farm record keeping

The FarmSoft Farm Diary is the central hub for easily planning and managing all farm activities. Farm managers can quickly arrange farming activities, identify potential problems and take corrective action immediately.

The Farm Diary helps to improve communication between farming teams by providing real time updates about work progress. 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. As they finish each task, it is hidden from the list and they are presented with their remaining tasks.

- Record all farm activities, from ground preparation, through to post harvest tasks; eg: Spray, Irrigation, Harvest, Planting, Weeding, Maintenance.
- Captures and archives (for rapid recall) all traceability & compliance records related to use of materials, employees, equipment and more
- Automatically captures costs for labor, inventory, asset: then assigns them to cost centers including land, produce, variety, farm, and site
- Plan tasks in advance (enter estimates) and or record tasks after they are completed
- Farm diary has day, week, month, harvest, and timeline views. Can be filtered by farm, site, produce, variety, land, 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 or associate QC with a task
- 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
- 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
- Track estimated and actual start & finish, and progress percent
- Lock tasks for all users (except the 'locking' user)
- Specify which employees can view, edit, create, delete each task type on the farm diary

Planning and budgets

Create budgets with only a few clicks for the entire farm. Automatically generate farm tasks with estimated inventory, labor, equipment. Reduce the risk of cash flow shocks, and maximize your farms cash flow planning.

Budgets create estimates for the cost and quantity of inventory, labor, equipment, AND the date that the resources will be consumed or applied. Real time budget projections and analysis & monitoring by month, date range, site, farm, multi farm, enterprise wide – to easily detect when budgets are starting to go off track and for planning of labor and inventory purchases

Cost monitoring

Monitory and analyze real time costs for individual plantings, farms, sites, and varieties. Handy KPI's allow the performance of different farms, employees, teams, farming methods to be compared in a useful way. Costs are being automatically captured during the farm record keeping process. Labor and equipment can have multiple costs defined to ensure accurate cost reporting. Cost monitoring does not require the use of the FarmSoft budgeting module. Dozens of farm cost reporting reports deliver superior cost reporting and monitoring for real time and historical cost analysis.

Inventory management

Easy management of farm inventory stored at multiple farms, sites, and warehouses helps to reduce waste, shrinkage, and makes ordering easy.

- Optionally use full bar code inventory control with ruggedized tablet, smartphone, or PDA, optionally generate inventory labels
- Stock take inventory based on filters allowing rapid stock takes of specific inventory categories, or stock takes in specific locations, produce historical stock takes
- Manage and monitor inventory that needs re-ordering or is expiring
- Manage and monitor inventory that belongs to other companies
- Create purchase orders and optionally assign incoming inventory to its purchase order
- Maintain a very high level of traceability in the farming process

Best farming practices

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

Automatically create all recommended farming tasks based on your farm's best practices. Benefits to your farm include:

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

Continually improve farming processes and the accuracy of estimations and budgeting.

- 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

Traceability

Risk exposure of your farm is greatly reduced by having highly granular traceability, which reduces financial exposure if a recall becomes necessary. Make audits less expensive, and compliance costs lower. Minimize effort to capture traceability data.

- Recall up, and down the supply chain with multiple steps.
- 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
- 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.

Quality control

Use farmsoft quality control to enhance safety and compliance across the entire farm.

- Configure unlimited quality control programs, including specific programs for produce, variety, customer, or farm task (eg: spray, or task checklists, pre harvest checklist and more…). Tests can be for virtually any activity, service, or subject.
- Flexibly add your own fields and options to tests as required.
- Each test can be a pass/fail, or value range style test (ie: where results must be within the range of two numbers, or above or below a number), weighted score, or percent of sample
- Automatically send alerts to selected employees if a specific test fails (a copy of the entire test results are sent with the email in a PDF)
- Attach photos to the test (via your tablet, smartphone, or PC) and to the criteria for instruction
- Tests can give users suggested "corrective actions" when there is a failure
- Each test can have unlimited manuals, photos, and instructions attached to them, giving employees rapid access to compliance details and standards from a centralized repository of documents (FarmSoft has a built in document management system)

Manage other farms

Manage contracted farms, small holder farms, and external farming companies; record unlimited other farms, assign ownership of land, record geo-location details, farm size, blocks, and crop sizes, and use the entire Farmsoft suite of farm management modules to manage the entire farming process for them, even allow the farm access to Farmsoft to enter their own tasks or run reports.

Other functionality

There are many optional modules to help manage professional farming activities. Including management of farm equipment, external grower management, harvest bar code scanning, employee/team/contractor management, agronomist and farm consultant access, management of harvest quantities still in field, scanning of harvest instructions, land management, and more. Implement only the solutions your farm needs to get the job done as easily and accurately as possible.

FAQ & terms

Is there an API for integration?
You can integrate farmsoft with virtually any other solution for finance, accounting, hardware, CRM, payroll, ERP using the fully open farmsoft API which can be used by your I.T. department or any external I.T. company you give permission to, please request technical info from your farmsoft consultant. farmsoft is not a financial/accounting app.

Do you share my data?
We will never sell or share your data with anyone unless forced by a court order, which we would challenge first.

How long does it take to implement?
Implementation takes from 2-12 weeks, varies wildly based on business complexity.

Can I deploy farmsoft myself?
No, deployment is by professionals that have deployed many times. Without this experience your project takes 10 X longer to implement and has low chance of success. We will not provide farmsoft without managed implementation unless you have a very large internal I.T. dept.

If I use my own server, what are the specs?
Don't do this unless you absolutely must. Win Svr2019+, 16GB RAM+, 4 GHz+. MS SQL 2019+. An additional fee applies for using your own server (server not provided by us) or moving from cloud to local, or local to cloud.

What languages is farmsoft in?
The interface is available in English, Spanish, Arabic + 12 others. Additional languages on request.

What's your refund policy?
Refunds will not be provided. It is your responsibility to perform full due diligence. Your project is not a trial or test.

Is the annual support & updates subscription optional?
No.

What if our broadband fails?
If you lose internet you can use a phone hot spot, or keep a 4G/5G wi-fi router handy.

What are the costs if we need changes or additions?
We are happy to build new features or modify existing ones for your company.   Please ask for a quotation for any special features you need added to farmsoft or use the API to add features through your I.T. department. We are unable to provide software development, design, and testing services for free, all work is quoted and charged by the hour with full payment in advance.

What if I use farmsoft for a fraction of the year?
It makes no difference to our overheads if you operate 1 month a year or 12 months; our services are available all year round, we do not give discounts because your season is short

Hardware support?
If you didn't buy it from us, we can't support it, tell you how to use it, or configure it. We don't sell hardware or accounting solutions and can't tell you how to use your financial solution, we do not have a copy of your finance app or know how to use your finance app.

from any device   barcode enabled   document store   install locally or from cloud

Sorry we don't sell or support hardware. Ask your local I.T. vendor or order online.

Hardware specifications

The only requirement for running farmsoft is to have any of these on your device: Edge, Chrome, Opera, Safari, Brave.

Any PC/Mac/Touchscreen/Fixed touchscreen
Run farmsoft from any old or new PC/Mac.

Ruggedized devices with built in barcode scanners
Scan barcodes from a distance using professional barcode scanning hardware.   Temperature, shock, and water proof.   All scanning must dump to focussed field on the screen.

Android tablet & cell phone
To scan barcodes install a third party Android app such as Keyboard Barcode Scanner to enable barcode scanning by dumping the scanned data into focussed field, using the devices camera (not included with your farmsoft purchase). 800 x 1200 minimum resolution recommended, or viewport greater than 359 horizontal.

Printing
farmsoft will print to any printer (thermal, lazer, print and apply) you can print a PDF from Chrome or Opera, some devices may require third party apps from printer manufacturer / Paper Cut / AirPrint etc on your device. Printing is one label per sheet/sticker/print job. 300 DPI + if you need to print small barcodes.
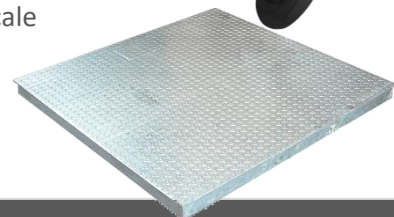
Other Barcode scanning options
You can use a wireless barcode scanner to capture barcodes using a PC/Mac/IOs/Android, scanner must dump data into focused field.

Integration with scales / weighing equipment
Integrate your farmsoft with any scales that have an app that pastes the current scale weight into currently focused field. This simple functionality means there is no additional costs to integrate with scales or weighing systems.

from any device   barcode enabled   document store   install locally or from cloud