farmsoft

Business management app for
Flower Packing

**Less waste, more traceability.
Accurate production & shipments**

Reasons to use farmsoft flower packing app:

Efficient incoming flower deliveries saves time
Increase the efficiency of flower deliveries using options like scanning incoming bar-codes or one click data entry to save time and reduce errors.

Precise inventory for less flower waste
Reduces waste through better FIFO management, stock-takes, accurate order picking & shipping, and inventory alerts.


Consistent quality control for better quality flowers
Guarantee the quality of your flowers with flexible quality control testing systems. Capture customer complaints & feedback, monitor supplier performance.

Accurate production reduces errors
Pack or manufacture the exact quantity (eg: single flower stem pack, or mixed bouquet) at the correct specification to match flower orders, reverse calculate required stems & raw materials, plantings, harvests.
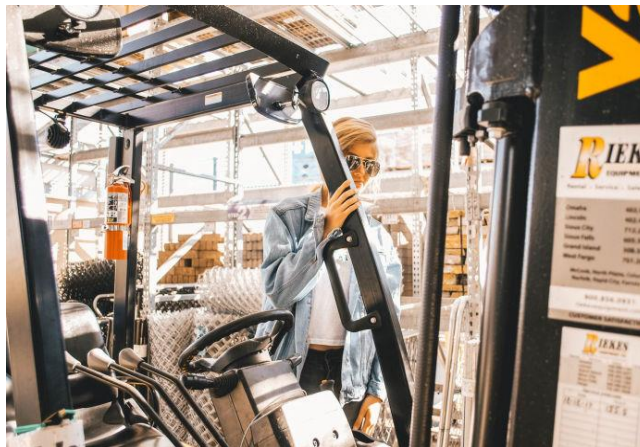
Every order filled and dispatched accurately, on time
Scan flower inventory onto orders, or allow farmsoft to suggest which inventory should be on an order using FIFO. This process ensures the exact flower is sent to every customer on time, every time.


Reduce administration & compliance costs
Automatic flower labels, BOL, invoice, picking, export documents; reduces administrative burden. Easy audit & recall systems reduce compliance costs. Optional integration with finance solutions (Xero and others) thru the API.

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Choose features that work for your flower packing business:

Flower Inventory Management

FIFO inventory, optional barcode inventory, mobile stock-take, scan harvested units for harvester pay, integrate with scales, instant accurate reporting of live inventory across unlimited sites and warehouses. RFID options available.
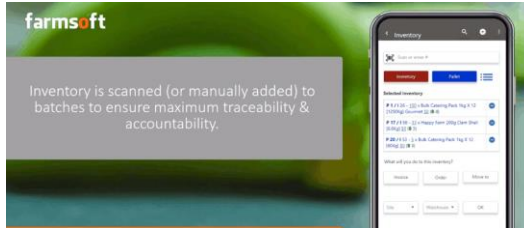
Flower Audit, recall, traceability

Produce instant mock recall, recall, and audit documents. Traceability is built into every part of farmsoft, ensuring accurate traceability is always being maintained.

Flower Quality control

Configure any required QC tests for any test target. Instant alerts sent to management if a test fails. Attach photos and documents to tests. Capture customer complaints & feedback, monitor supplier performance.

Flower Orders, sales & shipping

Manage customer orders, price lists; users are guided through the flower picking process on mobile device or generate pick slips, invoices, BOL and more.

Flower Labels, documents, invoices

Print flower labels SSCC, GS1, PTI, Walmart, Aldi, Tesco, Woolworths, Coles, PickNSave, Loblaw. Generate invoices, shipping documents, and bill of lading. Your consultant will design your documents.

Flower Dashboards X 9

Extremely useful dashboards are available for every section manager including sales, quality, production, logistics, profit, purchasing, recall & audit, farm. Perform advanced analysis of trends, comprehensive reporting across each business division, useful monitoring & KPI's.

Flower Packing & production management and planning

Analyze orders to see required stems, rapidly schedule orders to be packed in batches, schedule harvests to ensure correct stems, and reverse calculate planting dates to fill projected orders.

Alerts & automatic reports

Automatic alerts for shipments can be sent to customers, transport, team members. Other alerts include new / modified / cancelled orders, low inventory alerts, failed quality alerts, PO delivery

Flower Farm management (optional)*

Implement optional farmsoft Farm Management to provide a comprehensive flower integrated business management solution from seed to plate…

Customer satisfaction management
Measure customer complaints, their severity, frequency, track back to suppliers, and measure overall performance at filling customer orders, instant recall of customer incidents during sales and more...

Supplier quality management
Suppliers must know that your business is measuring and tracking their performance. Any trends that effect the quality of flowers can be quickly detected and management automatically alerted...

Integrate with finance apps*
Share data with your Xero finance solution. You can also export data to other finance apps, or perform full integration using the API (DIY or ask our team to do it for you). This is an optional feature, please ask your consultant for additional details.

Customer portal
Improve your customers experience by allowing them to enter/update/cancel orders online; and provide quality feedback for previous purchases and deliveries.

RFID for flower pallet control*
Automatic tracking of each pallet's exact location. Makes loading orders accurate and easy, stops errors during shipping. Very low costs to setup your hardware using farmsoft's innovative RFID for flower solution. Optional extra.
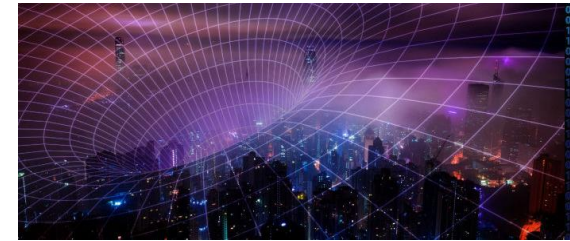
Unlimited sites
Your farmsoft solution can be used from unlimited sties, across the state, country, or globe. Each site has unlimited warehouses; meaning a live balance of flower inventory maintained at each warehouse. You can set permissions to control which employees see which sites.

Plus much more: Online shop. Full API. Container / tote pallet management system. Automatic inventory consumption for field packing. Logistics regions. Manage inventory that belongs to supplier/customer.

Consumer feedback*
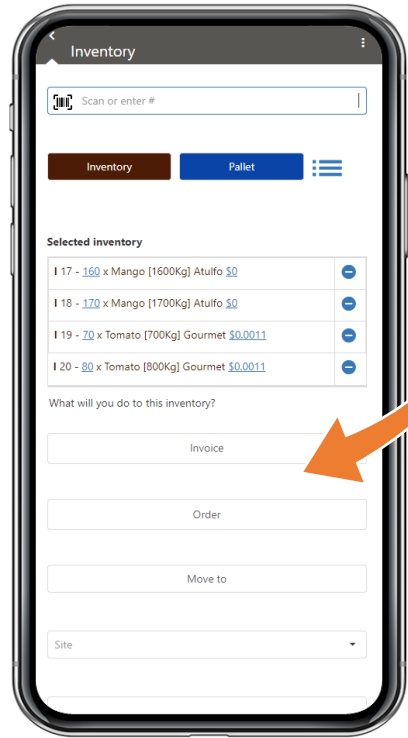End consumers scan label and fill out your design of feedback form for satisfaction analysis.

Block-chain traceability for flowers*
Uses CHAIN-TRACE technology. Optional extra.

Inventory control for flower produce, waste reduction and maximum flower traceability

Quick & easy to use!

Users with no experience using apps can scan a barcode (or select from list) to:

- Receive from another site
- Move inventory/pallets
- Add to a batch/process
- Move to another pallet
- Sell inventory / pallet
- Fill order / ship pallets
- Pre shipment check
- Stock-take
- Check details
- Reprint labels
- Receive /send RPC's, totes, pallets & track balances

Inventory made easy!

Live & accurate inventory reporting; without the effort.

Comprehensive features...

- Automatic inventory auditing records
- Site to site inventory transfer (scan or select)
- Stock take & management approval process
- Manage stems, packed/processed flowers, packaging materials.
- Container & pallet management keeps track of the balance of each type of container/tote/pallet each supplier or customer has that belongs to you (print balances and statements and provide receipts)
- Generate (and send) all inventory labels, and delivery receipts for suppliers/farms
- Choose from multiple inventory interfaces to speed up your inventory management processes
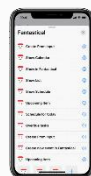
Inventory made easy!
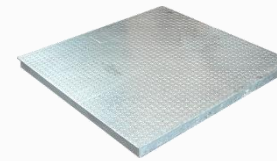
Use your choice of hardware...

PC / Mac

Tablet

Cell

Professional Barcode / RFID

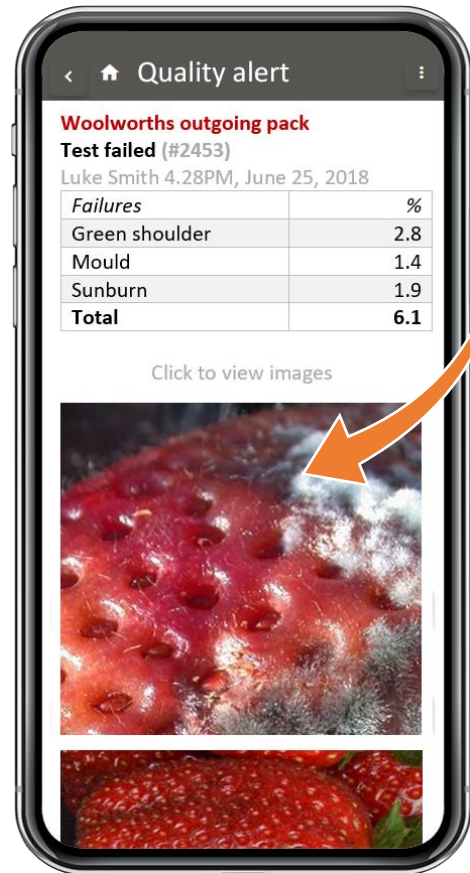**Handheld Barcode or RFID scanner**

Integrate with weigh scales and other equipment*

Touch enabled; no mouse/keyboard required

Quality control for flower packing and processing.

Instant quality!

- Each test can be configured to send instant alerts to selected staff if a test fails. Receive full QC report and photos instantly.
- Configure unlimited quality tests for customers, internal QC, and QMS
- Attach unlimited photos, documents to QC tests
- Tests can be associated with anything in the business from pallets, delivery, batch, inventory, employee, site, warehouse and more…
- Test types include pass/fail, score, value range, percentage of sample.

Fresh produce quality control with instant alerts for quality managers & flower buyers

Customer quality feedback management

Manage customer complaints, capture customer comments, photos, documents, and more. Trace customer complaints back to the original supplier of flowers, or to the origin crop/field/patch. Analyze customer complaints, complaint resolution and corrective actions. Instant recalls. Instant alerts to all relevant staff when a customer complaint/feedback is received.

Supplier quality management

Simple or comprehensive supplier quality management using unlimited quality management programs, which can be supplier specific, fresh produce type specific, or generic for all suppliers. Each supplier quality program records notes, photos & more, linked to supplier delivery, batch, order, pallet, etc. Share quality results directly from the app with your suppliers. Instant alerts if a test fails.

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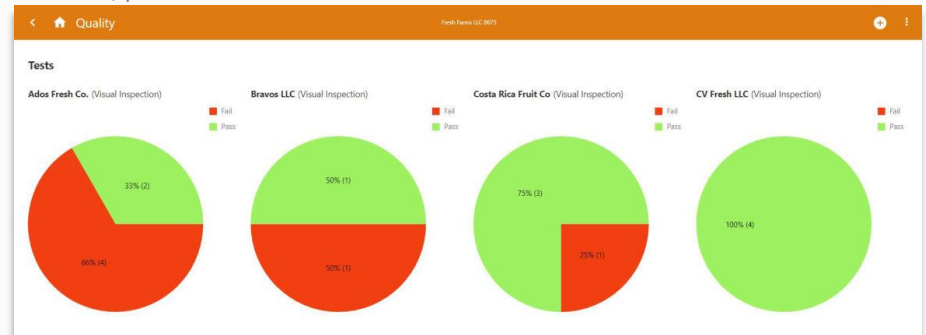
Packing / manufacturing & production planning for fresh produce wholesale, export, import, traceability

- Automatically calculate required stems to pack your orders, project future orders, reverse schedule plantings, schedule harvests or PO's based on orders and projections.
- Schedule orders to be packed on selected production lines with one click, automatic alerts are sent to line managers and inventory managers telling them what materials are required, and order details (inventory can then be scanned [or FIFO selected] into the batch).
- A batch can be packed without orders, or for a specific customers order, or a collection of orders
- Batches can be for simple single stem packs, or mixed bouquet where the stems come from multiple suppliers
- Automatic suggestions for batch inputs
- Automatic creation of batch outputs generates inventory & pallet labels
- View production progress against open orders and inventory in stock from the Packing, Sales, and Logistics dashboards
- Waste tracking sends alerts to selected staff if there is unusual waste in the packing or manufacturing process.

Full control over the "pack to order" process ensures exact inventory & bouquet production without surprises or waste.
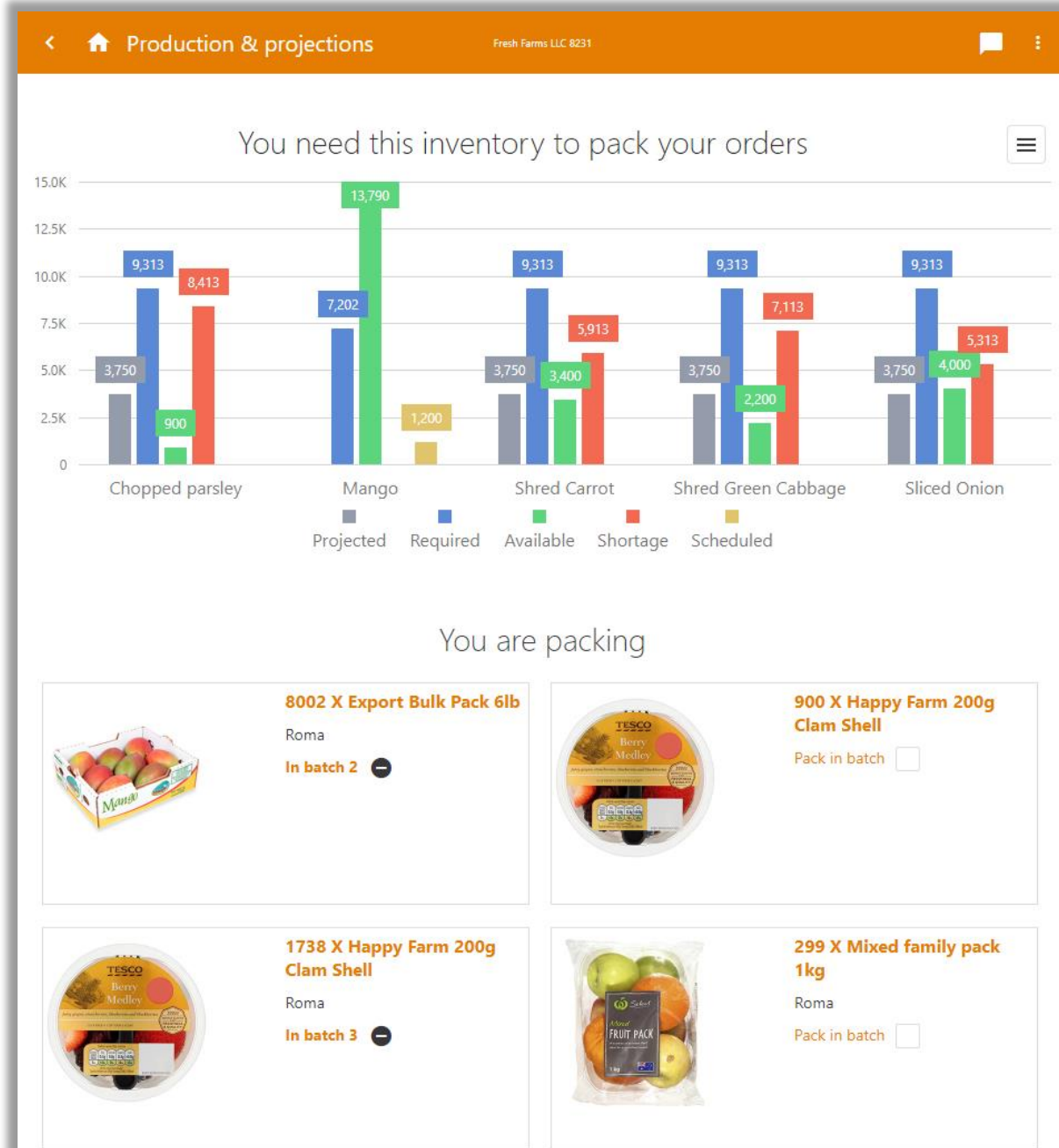
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Orders, sales, shipping for flower wholesale, export, import, traceability
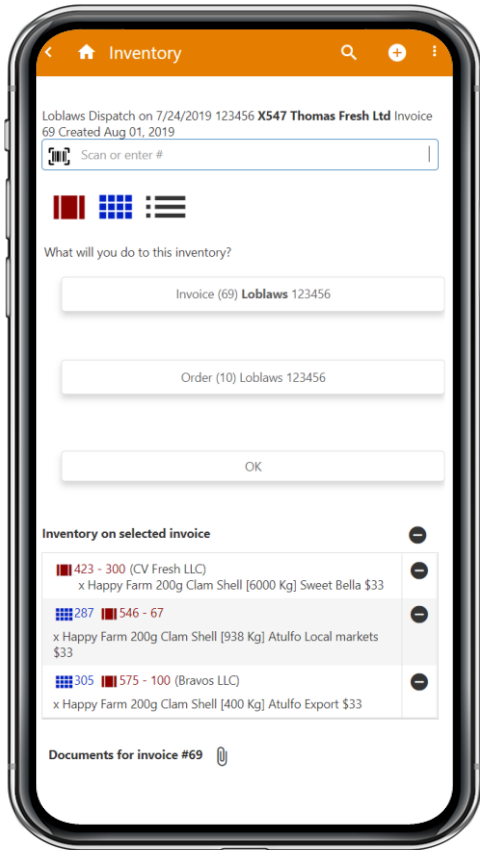
Pick & send orders rapidly

- Scan pallets onto the order or allow farmsoft to suggest locations of pallets using FIFO
- Build new pallets from existing flower inventory to fill orders
- The correct documents (invoice, BOL, shipping) are presented to admin when the order is filled.
- Documents can be printed by loading staff, admin, or automatically emailed
- Easy, automatic generation of flower export documentation

Every flowers shipment accurate & on time.

Complete sales process...

- Monitor & manage the progress of order picking and shipping from the Logistics Dashboard
- Assign transport details to orders (truck, license, driver name, shipping container, export details)
- Assign loading order of each order
- Capture customer orders
- Manage prices, including price list management for specific parts, and groups of customers
- Attach unlimited documents to orders (international shipping documents, phytosanitary, certificate of origin)
- Capture any special information you need on the order, including fresh produce product specifications, using user defend fields (your consultant will configure this for you).
- Manage logistics by region and other custom filters

Alerts keep everyone informed...

Customers can receive confirmation of order

Production managers receive new order alerts

Modified order alerts for production teams

**Outgoing shipment alerts for shipping and sales teams**

Customers receive shipment alerts with chosen documentation

Online shop for ordering flower online / customer portal

- Your privately branded flower shop **or** use the B2C portal allows you to control the logo and background image of your sign in page to match your corporate marketing;
- Customers place new orders, modify existing orders, and (optionally) cancel orders, duplicate previous orders, and view prior orders, set favorite order templates
- An optional order approval process allows your team to approve or disapprove flower orders
- New customer orders appear in farmsoft immediately and alerts are sent to production managers if required.
- You can turn on and off which features you want your customers to use
- Customer sign up, or you can control who can sign up
- Customers can maintain their name, email address, and password, and confirm delivery address and times on each check-out.

Improve your customer's experience!
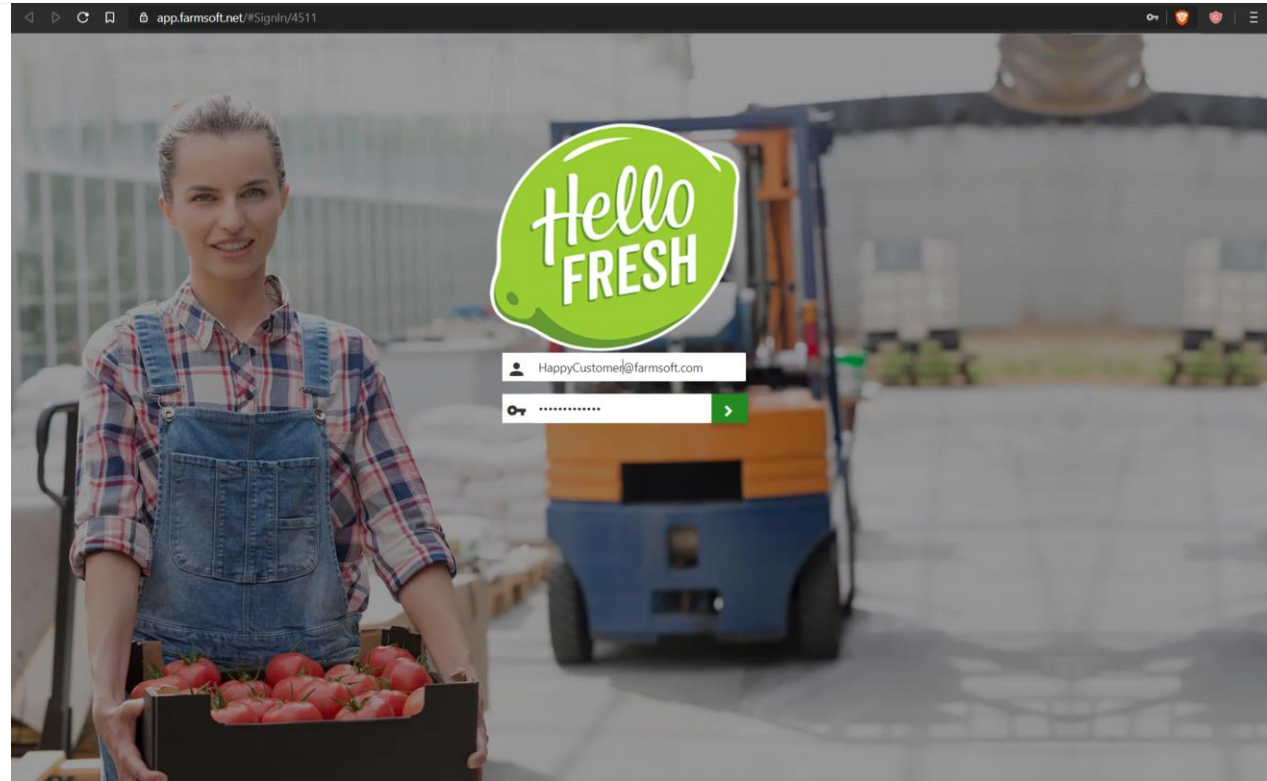
Give consumers traceability data, and receive feedback!

Scan a label to view chosen marketing details about your flowers: your chosen origin and traceability details **(blockchain verification available)**, and optionally allow consumers send feedback about your flowers (you control the questions on the feedback system, consumers can enclose photos and more, dashboard for full analysis of feedback trends by supplier, quality, issue, comment available.).

Shop online shopping cart for flower orders / sales and flower marketers

Fresh Basket LLC Shop   🌐 🛒 5 👤 ⋮

Search for products...   All product categories ▾

| Convenience | F & V packed | Fruit & veg |
| Organic | Organic (packed) | Special offers |

Fresh Basket LLC Shop   🌐 🛒 2 👤 ⋮

Back to product categories

Search for products...   Organic ✕ ▾

Baby Spinach
10oz / 280g bag, washed
$3.99
− 1 +
Add to cart

Bananas
1 lb / 600 g, 1 bunch
$1.99
2 already in cart
− 1 +
Add to cart

Cabbage: red
2 lb / 1.2 kg, 1 head
$3.99
− 1 +
Add to cart

Cherry tomatoes
12 oz / 300g clam shell, calyx on
$1.99
1 already in cart
− 1 +
Add to cart

Edible flowers
5 oz / 100 g bag
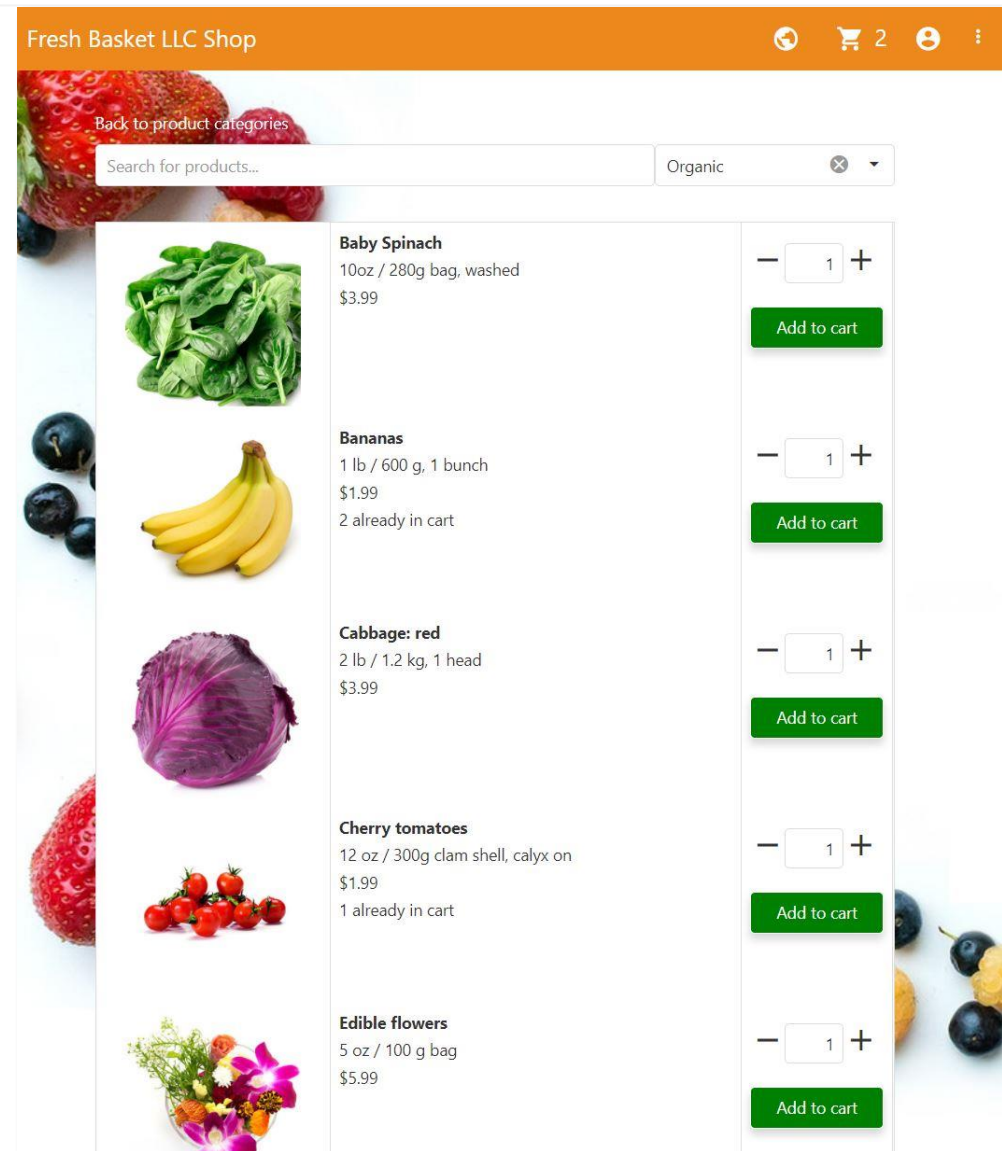$5.99
− 1 +
Add to cart

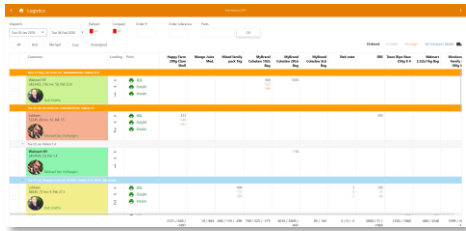**Customers browse by product category, or search.**

New customer sign up takes seconds.

Turn on/off your welcome message screen for promotions and messages to customers.

Rapid checkout, simple interface for fast ordering.
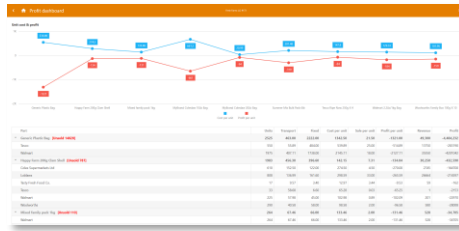
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Dashboards

Logistics
Set loading order, assign staff to pick orders, assign transport / trailers and more. See when orders are ready to be picked, loaded, shortages, and documents (BOL, Invoice etc) can be printed/auto emailed.

Profit
Identify the most profitable units and customers in your business. Costs include entire farming process, transport, fixed, labor, packing cost per unit. Analyze average sale prices and compare between customers.


Quality control
Perform trend analysis on the performance of suppliers (or your own farms) with detailed criteria data from the QC module. Track historical customer complaints and tie complaints back to suppliers or farms. Rapidly find any previous QC activity or test.

Sales
Perform trend analysis of customer over your chosen date range, identify order trends, chart open orders, analyze open orders, report on inventory in stock that isn't on order.
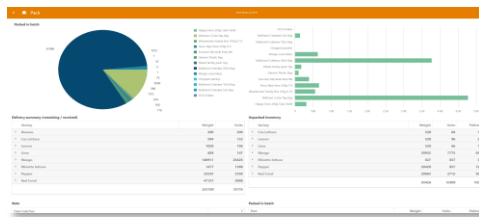
Pack
Rapidly analyze what was packed/processed or manufactured between a date range; deliveries of raw materials, unused raw materials, closed orders, open orders, shipment summary, pallet shipping summary…
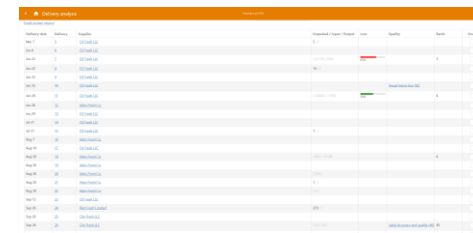
Grower payments
Calculate payments to growers (less fees: transport, packing, commission etc). View status growers deliveries, if any is unpacked or unsold, shrinkage or loss during processing, and associated QC. Email bulk statements (details above are on statements).
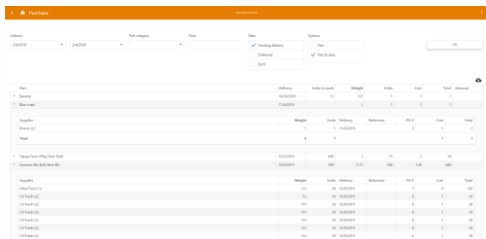
Purchases
Analyze pending deliveries to assist with new orders, total delivery values / weight, track the historical prices being paid for fresh produce, analyze pending, delivered, both.
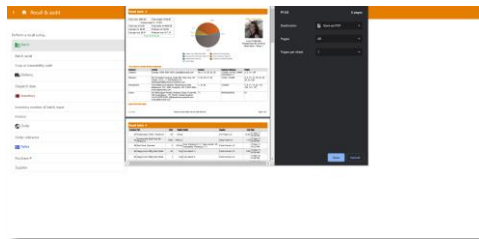
Recall & audit
Access companywide traceability data from one easy location to perform a recall, mock recall, audit, and check traceability data.
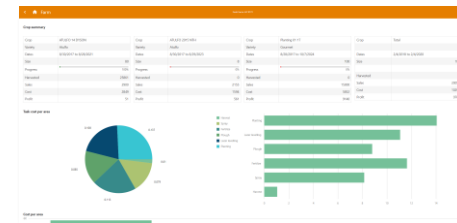
Farm (optional)
The farm dashboard lets you analyze key performance indicators across multiple farms; including cost per hectare (by task type), cost per stem, profit for each crop batch, yield per hectare (or any other area measurement) and more…

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Profit dashboard for flower wholesale, export, import, traceability, packing, fruit & vegetable processing

- Analyze the profitability of each product line by: Product, by customer and product, and by batch: by date range
- Compare profitability of multiple lines simultaneously using charts and pivot tables
- View unsold inventory (this will affect the profitability of a batch or crop)
- Uses costs from across the entire business, including full farming costs if you are using farmsoft Farm Management, packaging, purchases of fresh produce.

Know profitability by specific product and customer!

Profit dashboard — Fresh Farms LLC 9434

Unit cost & profit

Customer	Units	Batch	Transport	Fixed	Direct	Cost per unit	Sale per unit	Profit per unit	Revenue	Profit
Coles Supermarkets Ltd	1044	1350.00	8050.28	361.96	900.00	10.21	24.58	14.37	25664	15002

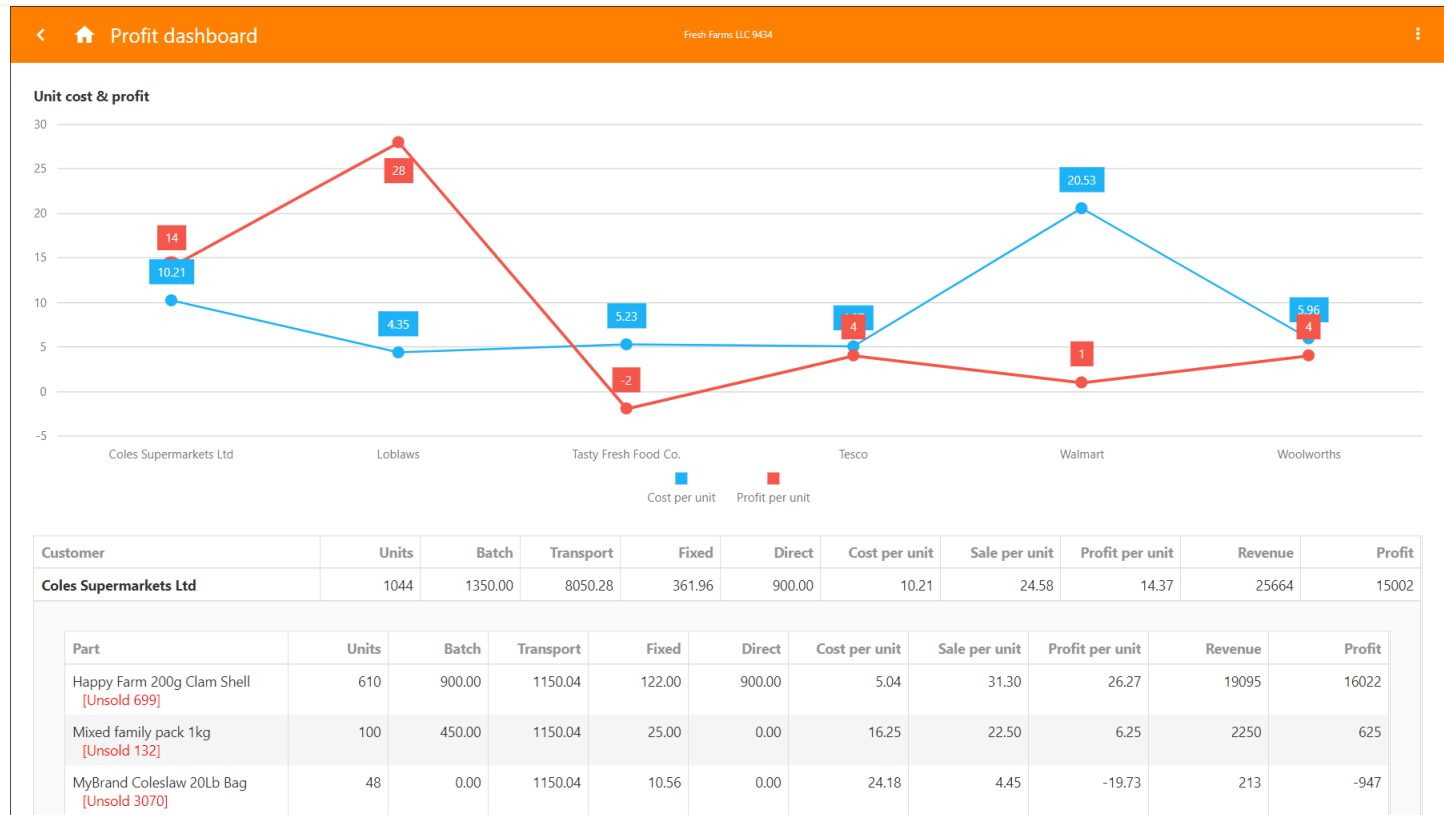| Part	Units	Batch	Transport	Fixed	Direct	Cost per unit	Sale per unit	Profit per unit	Revenue	Profit
Happy Farm 200g Clam Shell [Unsold 699]	610	900.00	1150.04	122.00	900.00	5.04	31.30	26.27	19095	16022
Mixed family pack 1kg [Unsold 132]	100	450.00	1150.04	25.00	0.00	16.25	22.50	6.25	2250	625
MyBrand Coleslaw 20Lb Bag [Unsold 3070]	48	0.00	1150.04	10.56	0.00	24.18	4.45	-19.73	213	-947

Farming, Purchased Inventory Costs
The cost of batch inputs (any raw materials such as stems, packaging materials, ingredients etc) are used here. If you use farmsoft Farm Management, then the actual farming cost of the flowers used will show here. If you have a farm but don't use farmsoft FM, you can simply enter the total Crop Batch cost.

Transport
The specific cost of freight and shipping to each customers delivery site is calculated and shown here. One customer may have many distribution centers across the country so its important delivery costs here reflect those destinations.

Fixed costs
Set a fixed cost for each unit or product line to cover general overheads such as electricity, administration, labor, etc.

Cost per unit
Total cost per unit; using costs from across the entire business.

Sale per unit
See the average actual sale price of this unit sold to this customer (or by batch).

Profit per unit
Actual profit per unit for this customer and specific batch(s). .

Revenue
Total income from this unit for this customer in your selected date range.

Profit
Total actual profit by this specific unit for this specific customer in your selected analysis range.

RFID pallet control
(optional)

RFID pallet control has never been easier, or more economical...

- The innovative design of farmsoft RFID requires ZERO infrastructure installation, no on-site consultants, engineers, or teams of techs
- Extremely low-cost implementation compared to traditional RFID systems
- Extremely easy to use
- Fast to implement
- Use your choice of inexpensive disposable passive RFID tags or re-useable.

TAP HERE TO READ THE FULL RFID SPEC!

Automatic tracking of pallet movement reduces effort & waste, increases accuracy

- Pickup a pallet and its auto selected, as you move pallets location is automatically updated.
- **To ship an order, simply pick up each pallet and place on the truck! Automatically added the invoice for fast & easy dispatch.**
- Add pallets to a batch by picking up the pallet and selecting the destination batch.

Labels, BOL, invoice, shipping documents

Frequently asked questions

- Choose from our comprehensive selection of built in food industry flower labels, delivery dockets, pallet labels (Walmart, Aldi, Woolworths, Tesco, Loblaw), batch labels, invoices, bill of lading, certificate of origin (COO), phytosanitary certificates, PO, SO, and dispatch and export documentation.
- We can tailor your documents to match your exact requirements; this service is included with your farmsoft purchase (limited to 6 hours work)
- Your inventory and pallet labels can be tailored to match your requirements, and we can also include barcodes for inventory control, or incorporate inventory control into barcodes your customers expect to see.

fresh market
great food changes everything

From Fresh Farms LLC
123 Myfresh Street, Canada, New York, New York, 100254 **North farm**
By 1 , May 09, 2018 12:59 PM

Produce **Tomato**
Part

Bulk Catering Pack 1kg X 12
Units **80**

Cool Room 1
Sep 27, 2017

Pallet #
1

Packed on

Customer **Walmart**

5414 Freedom Avenue, Suite 393, U.S.A., New York, New York, 10036 Order:
Invoice : 4 Reference: **12345** Dispatch Jan 02, 2018 Delivery Jan 02, 2018 Inv ID: 26
Batch: 4 Traceability:

fresh oranges

1 000000 000016

How does integration with other software work?

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. farmsoft is not a financial solution. If you want us to perform the integration for you, additional costs apply for optional integration modules, please enquire. Integration with other apps is limited to insertion of invoices one way transaction unless otherwise specified in this specification document.

Do you share my data?

We will never sell or share your data with any person, company, or government unless legally compelled.

How long does it take to implement?

Implementation takes from 2-12 weeks, varies wildly based on business complexity. Average time 2-3 weeks.

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.

If I use my own server, what are the specs?

Don't do this unless you absolutely must. Win Server 2019+, 32GB RAM+, 4 GHz+. MS SQL 2018+. A significant fee applies for using your own server (server not provided by us) or moving from cloud to local, or local to cloud.; we strongly discourage using your own server.

What languages is farmsoft in?

The interface is available in 14 languages.

Who develops & supports farmsoft?

Tenacious Solutions Ltd 124 Broadkill Rd #643 Milton, Delaware, 19968 USA . Learn more about Tenacious Solutions Ltd here.

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 services for free, any changes are billed at an hourly rate.

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. We sell time based services; not a physical product that can be returned and resold.

What if I use farmsoft for a fraction of the year?

We don't provide discounts if your season is only a few days long; this doesn't reduce our overheads at all and we are not interested in discounted projects.

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, do not have a copy of your finance app, and we do not know how to use your chosen financial app.

What if our broadband fails?

If you lose internet you can use a phone hot spot, or keep a USB stick or 4G/5G wi-fi router. Use of farmsoft requires an always on data connection.

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HARDWARE & TECHNICAL:

Devices: All devices must run one of these browsers: Edge, Chrome, Safari, Opera, Brave, with 800 x 1200 min resolution. You require an <u>always on</u> data connection, no data is saved on your device.

Print: Install AirPrint, PaperCut, or printer vendors app to print PDF objects at 300+ DPI (required for barcodes) or user printer vendors provided printer email address for cloud printing (farmsoft supports automatic print to cloud service for specific users, without user intervention for rapid printing by emailing the print job to your cloud print service, please consult your printer vendor to set this up, we do not provide support for printers and cloud printing services and apps).

Barcode & RFID: To read barcodes / RFID on a device that doesn't have a built in barcode reader then you need to install an app that will dump the barcode into the focussed text box, farmsoft will immediately interpret the barcode data once its been scanned; usually these apps add a scan button to the keyboard or create a shortcut to a button, search for "keyboard barcode" in the app store [note this works on Android only because Apple doesn't allow apps to access keyboard/buttons], on PC: use a USB/wireless scanner [we recommend 3D barcode readers only, readers should not dump checksum data or any other rubbish with the output, just the encoded data! Consult manufacturers manual] (apps are provided by third parties, not included with your farmsoft purchase, apps and all hardware is and not supported by farmsoft consultants). Full details of RFID setup here.

Scales & measuring equipment: Scales/weighing equipment etc must paste weight to memory (requires PC) or into focussed field on demand.

Use our API to integrate.