Less waste, more traceability, accurate inventory & shipments

Stocktake | Labels | Documents | Orders | QC | Sales | Recall | Audit

from any device | barcode enabled | document store | install locally or from cloud
Reasons to use farmsoft fresh produce management:

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

Precise inventory control for less fresh produce waste
Accurate fresh produce inventory management reduces waste through better FIFO, stock-takes, and inventory alerts.

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

Accurate production management reduces errors
Pack or manufacture the exact quantity at the correct specification to match orders, reverse calculate planting and harvests*.

Every fresh produce order filled and dispatched on time
Orders can be assigned to batches and production lines to guarantee the correct product and quantity is packed on time. Production managers are alerted as soon as a batch / order is assigned to them.

Reduce administration costs
Automatic generation of fresh produce labels, bill of lading, invoice, picking documents and more; reduces administrative burden. Easy audit & recall system reduces compliance costs and makes audits and recalls instant and 100% accurate. Optional Xero integration.
**Inventory**
Accurate fresh produce inventory management delivers reduced waste and increased employee productivity. Manage FIFO, scan harvested unit data for contactor pay, improve stock-take accuracy, scan harvested units for harvester pay, integrate with scales, and keep an eye on your inventory...

**Traceability & recalls**
Maintain strict fresh produce traceability and high food safety standards always. Perform recalls based on lot/batch, pack date, invoice #, inventory #, pallet #, delivery date and more...

**Quality control**
Consistent and accurate quality control ensures high customer satisfaction and adherence to industry, de-facto, and in-house quality control standards...

**Sales**
Manage orders, pack to order, picking, and the entire dispatch process. Generate invoices, bill of lading, pick slips, export documentation and other sales documents...

**Labelling**
Generate fresh produce SSCC pallet labels, GS1 case & PTI labels, bin labels, batch labels, traded unit labels, harvest labels and more. Use the built in industry standard labels for Walmart, Woolworths, Aldi, Tesco - or design your own with the built in label designer.

**Dashboards**
Dashboards for sales teams provide instant impressions of customer orders and current inventory levels. The dispatch dashboard helps plan shipments, loading order, and transport company/driver/trailer details. The Quality dashboard allows tracking of supplier performance & customer feedback.

**Production management**
Analyze orders to see required raw materials, rapidly schedule orders to be packed in batches, schedule harvests to ensure correct raw materials, and reverse calculate planting dates to fill projected orders.

**Alerts**
Automatic alerts for shipments can be sent to customers, transport, or team members. Includes simple shipment notifications, or invoice & original order details. Other alerts include order changes, and low inventory...

**Farm management**
Implement the optional farmsoft Farm Management suite to provide a comprehensive fresh produce integrated business management solution from seed to plate... (Items with * require the farm management modules).
Plan packing, planting*, and harvesting* for accurate production.
Automatically calculate the required raw materials to pack your orders, project future orders, reverse schedule plantings, schedule harvests 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.
Simple and easy to use.

Users with no experience using apps can simply snap barcodes to move inventory, add to batches, and rapidly fill fresh produce orders. Use a ruggedized smartphone or tablet. If you don’t use barcodes, simply select fresh produce pallets from a list to add to an order and print the fresh produce bill of lading & invoice.
Fresh produce inventory made easy!

Scan fresh produce inventory or select from a list to quickly move them from one location to another, add them to a batch, stocktake or simply add to an invoice and ship. Always Maintain 100% inventory accuracy.

Choose from many screens that allow rapid fresh produce delivery. If you don’t have a scanner or camera on your device, simply enter the inventory or pallet number to move it, or select from a list.

Fresh produce inventory can be stored at unlimited warehouses (with optional rows and columns), and unlimited sites – potentially in different states or even countries.

Integrate with scales to capture the weight of deliveries or packed goods/bins/entire truck, to make data capture fast and accurate.

No mouse or keyboard required. Easy to use, visual touch screen interfaces.
Fresh produce quality control

Selected employees can receive instant quality alerts for selected quality programs to keep everyone informed of potential quality issues. Perform quality control for incoming fresh produce, packed produce, and pre-shipping for each load or container.

Customer complaints & feedback

Manage customer complaints, capture customer comments, photos, documents, and more.

Trace customer complaints back to the original supplier of fresh produce, or to the origin crop/field/patch.

Analyze customer complaints, track complaint resolution and corrective actions. Instant recalls based on customer complaints.

Supplier quality management

Perform simple or comprehensive supplier quality management using unlimited quality management programs, which can be supplier specific, fresh produce type specific, or generic in nature for all supplier quality management.

Each supplier quality management program allows capture of multiple quality criteria, notes, photos, documents and more.

Supplier quality management tests can be linked to supplier deliveries, purchase order, batch, lot and more.
Dashboards

Easy to use, interactive dashboards give different divisions access to critical business information, control production planning, dispatch, quality and fresh produce sales.

Sales dashboard

View current orders, quantity of units needed to be packed to fill all orders (for production planning), and details of inventory on hand that is not on order (for marketing purposes). Analyze which customers missed items on orders, and which items were frequently not delivered in the correct quantity. [View full screen sample]

Packing dashboard

A quick snapshot of the total product packed, orders closed, open invoices, total sales (or drill down to fresh produce sales), inventory on hand, total deliveries, and total unpack/unprocessed produce. [View full screen sample]

Dispatch dashboard

Helps dispatch teams co-ordinate deliveries by scheduling trucks for orders, loading order (for multiple orders on the same truck), indicators when a load is ready to be picked, generation of paperwork. [View full screen sample]

Quality dashboard

Easily monitor supplier quality performance, customer complaints and feedback, and everyday quality performance of the farm and packhouse. Identify fresh produce quality trends rapidly before they become a major issue. [View full screen sample]
Labels, bill of lading, invoices for fresh produce

Choose from our comprehensive selection of built in industry standard fresh produce labels, delivery dockets, pallet labels, batch labels, invoices, bill of lading, and dispatch documents.

Design your own

Modify existing templates, or make your own. Don’t have time? Just ask your consultant and they will make your designs for you.
Fresh produce inventory

Rapidly assess all fresh produce within the business, making clear distinctions between produce from external suppliers, raw unprocessed produce, unsorted produce, ungraded produce, and fully packed produce, view by warehouse, site, cool store and more.

- Manage and monitor storage and status (ie: in processes such as sorting, grading, cooling, ripening etc) of all produce
- Movement history of all produce is being captured in the background, providing an audit trail of which inventory was stored where at what times, and moved by whom; providing an unparalleled background traceability and inventory auditing management for all produce
- Optionally use bar code inventory control with ruggedized tablet or smartphone.
- Move fresh produce between cool rooms, ripening rooms, hydro-coolers, and warehouses (with and without bar code scanning)
- Manage fresh produce that is stored across many sites, including sites that may be anywhere in the country, or even across the world with unlimited warehouse storage areas, which can even use 3D storage to increase accuracy in large cool rooms and warehouses.
- Stock take fresh produce based on comprehensive filters allowing rapid stock takes of very specific produce, or stock takes in specific locations, or for specific finished products, produce historical stock takes, optional barcode stocktake functions
- Inventory management using unique identifiers for each inventory item, including over 40 labels with bar code and human readable options
- Manage raw and finished product that is on pallets, or not on pallets
- Assign non palletized fresh produce to existing pallets or remove from pallets, or move between pallets
- Set standard (current) sale prices for different types of produce, variety, feature, customer lists.
- Manage and monitor expiring inventory
- Full pallet management and control, manage and track pallet types, pallet labels and pallet stock take
- Print delivery receipts for suppliers/farms
- Create purchase orders and optionally assign incoming inventory to its purchase order to allow traceability using PO data
- Optional field to Packhouse incoming inventory scanning process to make deliveries faster and easier to record.

Quality control for fresh produce

Maintain consistent quality control across the entire business.

- Configure unlimited quality control programs, including specific programs for produce, variety, customer, or finished product. Flexibly add your own fields and options to tests as required.
- Tests can be for almost anything, such as testing incoming produce, outgoing produce, pre pack, pre graded produce, factory cleanliness test, employee performance, task quality control etc. You can define the subject (thing) that you are testing as virtually anything
- 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 or passes (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 quality failure
- Manually put produce on hold for further inspection
- Each quality control program can be configured to have unlimited categories, each category can have unlimited tests (criteria)
- Set the number of tests to make the entire test program fail
- Set individual tests to make an entire test program fail
- Set the number of tests in a Category to make the entire test program fail
- Configure unlimited “classes” and “features” that can be assigned to inventory
- Users can click on images for close ups and open documents attached to the test criteria, this is used to ensure quality officers always have access to the correct documentation for their work.
Batch management

Easy batch based packing and processing allows ad-hoc and pack to order processes and pre planned scheduled production. Batches become the central traceability point (and cost center) for all fresh produce/food. Mix multiple varieties of produce, from multiple suppliers and maintain strong traceability at the same time. Analyze batch waste and quality with ease. farmsoft even supports value added processes such as basic food manufacturing, drying, blending, juicing and more – handy for coffee, hops, and herbs, and processed food manufacturing. You can even mix unlimited batches with other batches to make a “final product” without losing traceability and tracking the cost of finished product.

- Create unlimited batches, with inputs such as fresh produce, packing materials, and any other inventory such as ingredients and additives
- Full traceability of all batch inputs
- Product processed in a batch can be re-used in another (or unlimited) batch
- Batch progress management and monitoring
- Assign multiple Sales Order Items to a batch, creating batch work orders & instructions, or simply assign customers to a batch
- Run unlimited packing/processing lines at the same time
- Mix unlimited sources and varieties of produce (ie: from your farm, external suppliers, co-operative growers) into one batch while maintaining traceability
- Easy to access based reporting, analysis and KPI’s, and batch dashboard*
- Assign labor & materials to batches for cost monitoring & reporting
- When creating outputs from a batch (usually finished product) packaging materials can be automatically consumed and applied to the batch
- Configure best manufacturing practices and processes to guide employees through the best practice for manufacturing the finished product
- Associate quality control tests to manufacturing processes, FarmSoft will prompt the user to perform QC when required

Comprehensive options

- Import packing data from your packing and grading line. Pack data imports supported include Compac InVision and other grading equipment.
- Import purchase orders from Coles and other fresh produce purchasers
- Email alerts to management teams when waste exceeds a predetermined percentage
- Email alerts to management teams when specific quality tests are breached
- Email alerts to management when labor is not recorded correctly
- Ask us about new functionality being added to farmsoft as part of our commitment to ongoing product research and development....

Field to packhouse bin scanning

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.

- Goods harvested can have a barcode tag placed inside the bins/totes
- When produce reaches the Packhouse it can be scanned, this will tell farmsoft the exact origin of the fresh produce 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.

Variations of the above process are available, and can be tailored to suit individual business process requirements.
Orders, Invoice, Shipping

Make dispatch planning and operations easy!

- Manage customer orders, with automatic balance deductions during the dispatch and shipping processes
- Monitor the progress of order building
- Specify the specific documents that are required for each different customer, these documents will then be presented for printing to users during the dispatch process
- Full management of sales orders, including email alerts, online order entry and sales order approval functions
- Optionally capture dispatch temperatures, times, and employee, for pallets, cool rooms, and trucks/shipping containers
- Generate invoices for product that was packed in your packhouse, purchased from a third party, or packed on behalf of another company/customer
- Print transport documentation, pick lists, government paperwork, export documentation, and organic certificates
- Sell directly to Sales Orders, or;
- Sell directly to an Invoice without needing a Sales Order
- Sell produce on ‘consignment’ where no price has been agreed
- Maintain pricelists for markets, specific customers, and specific products
- Assign sales to sales persons
- Perform sales process by using barcode scanning PDA devices (see Packhouse Mobile modules)
- Mobile point of sale, manage inventory in trucks, mobile invoicing, in field orders from clients
- Automatically email specific documents to selected customers during dispatch and shipping processes
- Compare stock on hand with orders from customers
- Insert photos of important shipments directly onto the invoice or dispatch for quality references
- Manage shipping containers and all related details & documents
- Purchase Orders can be for packaging materials, raw produce, or any other material.
- Purchase Orders include an approval process, and an email alerts process that alerts the author of approval status and alerts staff that need to approve purchase orders. Email orders to suppliers.

Fresh produce traceability

Fanatical fresh produce traceability reduces business risk and ensures food safety.

- Recall instantly using any recall key such as: inventory #, order #, pallet #, invoice #, supplier name, Crop / Crop Batch name, supplier traceability data, delivery date and more...
- Best practice standards for packing and processing fresh produce such as BRC, GlobalGAP, ISO, HACCP (and many more) are supported by the system, making audits less expensive, and compliance easier and less expensive
- Recall both up and down the supply chain for as many steps as recorded data allows. FarmSoft allows multiple levels of traceability, not just one up one down
- Traceability can start at the point of purchase order creation for inventory, or can start at the point delivery of produce from a supplier (if there is no PO), or all the way back on the farm – before planting has taken place (if you are using FarmSoft Farm Management), providing the packhouse 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 multiple standards
- Materials and inventory are issued with system generated Inventory ID labels which contain a unique Inventory Number that relates to the 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
- The farmsoft system will reject delivery of produce that is still within a PHI/Pre Harvest Interval or withholding period (if you are using farmsoft Farm Management)
- Generate QR code labels, EAN 128, GS1, PTI, Tesco, Walmart, Woolworths, Coles, Aldi, Pick N Save, Loblaw, La Martina compliant labels
FAQ & terms

Is farmsoft a financial package?
No. However you can export orders and invoices, or request optional integration with your financial solution like Xero.

Can I deploy farmsoft myself?
No. Projects are managed by professionals that have deployed this system many times. Without this experience your project would take 10 X longer to implement and have a low chance of success. We will not provide farmsoft without managed implementation.

Do you share my data?
We will never share your data unless forced court order.

How long does it take to implement?
Implementation is 2-8 weeks, varies wildly based on business complexity.

If I use my own server, what are the specs?
Win 10 Pro+/Win Svr2016+, 16GB RAM+, 4 GHz+. MS SQL 2016+

What languages is farmsoft in?
The interface is available in English and Spanish. We can add additional languages on request.

Is there an API for reporting or financial integration?
Yes, please visit this link for details.

What’s your refund policy?
Refunds will not be provided under any circumstances. Management must have a financial incentive to ensure project success. It is your responsibility to perform due diligence. Your project is not a trial.

Is the annual subscription optional?
If you have farmsoft on your own server it is. However, it is not recommended to go without support. We won’t provide any support if you don’t have a subscription.

Hardware support?
If you didn’t buy it from us, we can’t support it. We don’t sell hardware or accounting solutions.

What if our broadband fails?
If you lose internet you can use a phone hot spot, or keep a USB stick or 4G/5G wifi router subscription so you never go without access to farmsoft.
Sorry we don't sell or support hardware. Ask your local I.T. vendor or order online.

**Hardware**

**Any PC/Mac/Touchscreen/Fixed touchscreen**
Run farmsoft from any old or new PC/Mac, including touch screen devices (requires Chrome browser). Touch screens allow users to work without using mouse or keyboard. These handy touch screen devices are suspended from an arm at around head height and do not require a desk space so can be installed almost anywhere.

**Ruggedized devices with built in barcode scanners**
Scan barcodes from a distance using professional barcode scanning hardware. Temperature, shock, and water proof. Available in phone size, gun configuration (see image), and even tablet size. Some ruggedized devices can exclude the scanner because they are tablet sized and designed to be fixed onto a forklift (in this case the user is selecting pallet and order details from a large touch screen instead of scanning barcodes).

**Domestic Android devices (v 7+)**
Domestic devices such as 6” to 11” tablets and phones can be sufficient for some farmsoft clients, with most data entry being done by selecting from lists. Note that a tablet has a larger interface and makes selecting pallets from a list much easier than smaller screen devices. Requires you install a third party Android app such as Keyboard Barcode Scanner to enable barcode scanning using the devices camera (not included with your farmsoft purchase, usually the app is free or $1 or $2). 800 x 1200 minimum resolution.

**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 / Google Cloud Print / AirPrint on your device. Printing is one label per sheet/sticker/print job. 200 dpi minimum for printing large barcodes, 300+ for smaller barcodes. Most labels are 4” X 2” , 4” X 4”, 4” x 6” (10x5, 10x10, 10x15 cm) and can be designed to fit other sizes.

**Barcode scanning from a PC**
You can use a wireless or wired barcode scanner to capture barcodes even if you are using a PC/Mac, scanner must dump data into focused field. Or use this device to scan into a tablet or cell.

**Integration with scales / weighing equipment**
farmsoft can integrate with any scales that have an app that pastes the current scale weight into the clipboard on a Windows PC. This simple functionality means there is no additional costs to integrate with scales or weighing systems.