farmsoft
Business management app for
Meat Packers

100% accurate labelling, high speed production.
Low implementation costs & low on-going overheads.

Increase profit, speed, accuracy & traceability!

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

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

Consistent quality control for maximum yield
Guarantee the quality of sides and cuts with flexible quality control testing systems. Capture customer complaints & feedback, monitor livestock supplier performance, instant quality alerts across the business.

Accurate production reduces errors
Process, bone, and pack the exact quantity at the exact specification from customers, schedule lots for orders, automatic boning station specification sheets (on-screen or print), production recorded as it happens to maximise accuracy.

Every order filled and dispatched accurately, on time
Scan pallets onto orders, or allow farmsoft to suggest which inventory should be on an order using FIFO. This process ensures the exact meat product is sent to every customer on time, every time. **Accurate documents for export generated automatically**.

Reduce administration & compliance costs
Rapidly generate correct (official marks approved) labels, BOL, invoice, picking, export documents. Easy audit & recall systems reduce compliance costs. Optional integration with finance solution Xero (or export to MYOB & Quickbooks, SAGE).

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Farmsoft gives you the freedom to use any hardware.

Save $150,000 on hardware.

Save $20,000+ per year on I.T. maintenance.

We do not sell hardware. *See TECH NOTES at end of this document & talk to your consultant before buying hardware.*

		OLD MEAT PACKING SOLUTIONS	farmsoft
Terminal for data entry		$2000	$200 *Any* Android / iOS tablet or phone / PC / Mac (old equipment is also compatible)
RFID reader		$3000	$150 Any USB/wireless RFID reader in sleeve or ruggedised version, any Android RFID reading device
Barcode reader for inventory control		$3000	$150 Any USB barcode reader (wireless), any Android professional Barcode reading device, any Android phone/tablet.
Scales & printers		$3000	$400 Any scale that can dump weight to PC clipboard via USB. Any 300+ dpi printers.
Network & network installation		$50,000	$5000 Devices require only Wi-Fi, this cuts the cost of cables, routers, and installation drastically as opposed to running cables to every device.
I.T. Administration and maintenance		$20,000+ per year	$0 You don't need to purchase & administer servers (Windows, MS SQL, anti-virus, backup software) because farmsoft runs in the cloud. Less Windows OS's that need constant fixing & virus removal. No proprietary equipment with expensive repairs, parts, and maintenance. Less network equipment, complexity, and even less cables means less things go wrong, resulting in massively reduced network administration & maintenance expenses. **It just works.**

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farmsoft Meat Packing App

Modern meat processing

The farmsoft app guides each station for maximum accuracy & speed:

- Processes are configurable for each type of animal and station, perform basic meat processing, or perform value added manufacturing
- Each station can enter / access only data relevant to their tasks, and rapidly record outputs. Includes carcass processing and subsequent boning processes.
- Rapidly switch to next animal (or jump around if carcasses not being processed in the intended order)
- Each station can work simultaneously on different animals or lots.
- Easily pull a carcass for testing, suspicion of quality problem, or to condemn
- Carcasses market for testing can't be further processed until the testing process is completed (this stops the carcass from being boned or sold)
- Marking a carcass for drag in automatically removes halal status
- Verify animal RFID in as many steps as required
- Automatically assigned animal inventory numbers
- Schedule livestock in batches (unlimited livestock pens for storage of livestock)
- Production management can:
  - Schedule production to fill specific orders
  - Monitor progress of each lot
  - View outputs from production
  - Control & monitor operations from any location using phone, tablet, laptop, PC/Mac.

4 | **Inv#22 Batch#17 2 of 3**

A *EQG* SHORTLOIN GRAINFED MSA IW/VAC

Market: **Saudi**   PIC: **444**

Weigh box ✏️ Scheduled 4:03 PM, Aug 17. Task 743. 👤 Bob Smith	Aug 25, 10:10 AM ☐	Inventory# 22 — **Verify RFID** ✓ **View inputs** **Move to new lot**
Knock box ✏️ Scheduled 10:10 AM, Aug 25. Task 744. 👤 Bob Smith	Aug 25, 10:10 AM ☐	Halal: Yes, Vet Inspect Card: 887554
Removal ✏️ Scheduled 10:12 AM, Aug 25. Task 745. 👤 Bob Smith	Aug 25, 10:12 AM ☐	Dentition: 4, Head defects: None
Evisceration ✏️ Scheduled 4:53 PM, Aug 17. Task 746. 👤 Bob Smith	▶ ☐	
Inspection ✏️ Scheduled 5:23 PM, Aug 17. Task 747. 👤 Bob Smith	▶ ☐	
Retain rail ✏️ Scheduled 10:13 AM, Aug 25. Task 748. 👤 Bob Smith	Aug 25, 10:13 AM ☐	Forequarter Inside: Major, Forequarter Outside: Minor, Hind Quarter Inside: Minor, Hindquarter Outside: Zero tolerance, Hock: Minor
Scales ✏️ Scheduled 7:33 PM, Aug 17. Task 749. 👤 Bob Smith	▶ ☐	**View inputs** **View outputs** Finish batch

Official marks & labels, export documents:

- **HALAL, EU, AUSTRALIA INSPECTED OFFICIAL MARKS (Department approved by Official Marks Export Meat)**
- Choose from our selection of built-in meat labels for domestic and export purposes or add new label formats.
- We tailor your documents and labels to match your exact requirements; this service is included with your farmsoft purchase.
- **CORRECT LABELS AT ALL TIMES:** Special tools ensure Halal is only every produced for Halal, and that the Operator and Part Number on labels always matches the actual meat product.
- **Print labels in advance OR print live during packing and farmsoft prints the correct inner labels to guarantee correct labels are applied on inner packs and outer cartons.**
- All languages: Arabic, Bahasa, Cantonese, Korean, more...

Correct labels on every side, carton & vac pack.

Print a carton label, farmsoft prints correct inner labels automatically.

Farmsoft ensures halal labels can't be generated for non halal product.
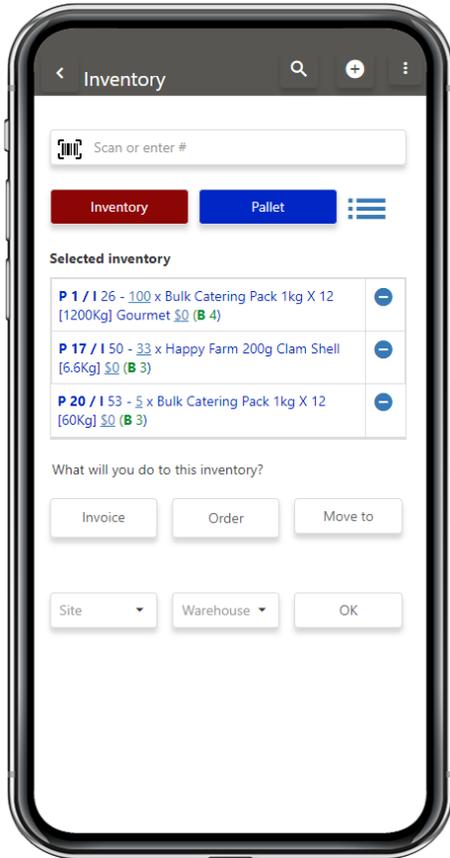
Easy inventory!

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

- Add grading / additional details for a side
- Receive livestock delivery & print receipt
- Receive livestock transfers from another site / move inventory
- Build pallets/load shipping container for orders
- Add to a Lot / batch /process
- Sell inventory / pallet
- Fill order / ship pallets
- Pre shipment check
- Stock-take
- Check details
- Reprint labels
- **All traceability automatically tracked and enforced**

Comprehensive features...

- Manage livestock, partly processed product (eg: sides), ageing inventory, packaging materials.
- Use RFID animal verification in as many steps as you choose
- Product age control ensures only product that is of the correct age is shipped to customers
- Automatic inventory auditing records
- **Meat industry specific Operator Part and Code management tools makes handling thousands of codes & labels easy**
- Stock take & management approval process
- Print (and send) all inventory labels, and delivery receipts for suppliers/farms

No waste.
Maximum accuracy.

Inventory (app screen)

Scan or enter #

Inventory | **Pallet**

Selected inventory

P 1 / I 26 - 100 x Bulk Catering Pack 1kg X 12 [1200Kg] Gourmet $0 (B 4)

P 17 / I 50 - 33 x Happy Farm 200g Clam Shell [6.6Kg] $0 (B 3)

P 20 / I 53 - 5 x Bulk Catering Pack 1kg X 12 [60Kg] $0 (B 3)

What will you do to this inventory?

Invoice | Order | Move to

Site | Warehouse | OK

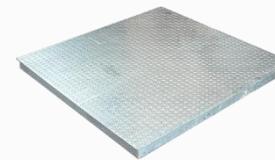*Use your choice of inexpensive modern devices...*

| PC / Mac | Tablet | Phone | Professional Barcode / RFID | Handheld Barcode or RFID scanner | Integrate with weigh scales and other equipment* | Touch enabled; no mouse/keyboard required |

Easy quality control!

Quality alert

Woolworths outgoing pack
Test failed (#2453)
Luke Smith 4.28PM, June 25, 2018

Failures	%
Green shoulder	2.8
Mould	1.4
Sunburn	1.9
Total	**6.1**

Click to view images

- 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, lab tests & documents to QC tests
- Tests can be associated with anything such as animal, lot, batch, supplier, customer, order, delivery, shipment and more…
- Test types include pass/fail, score, value range, percentage of sample.
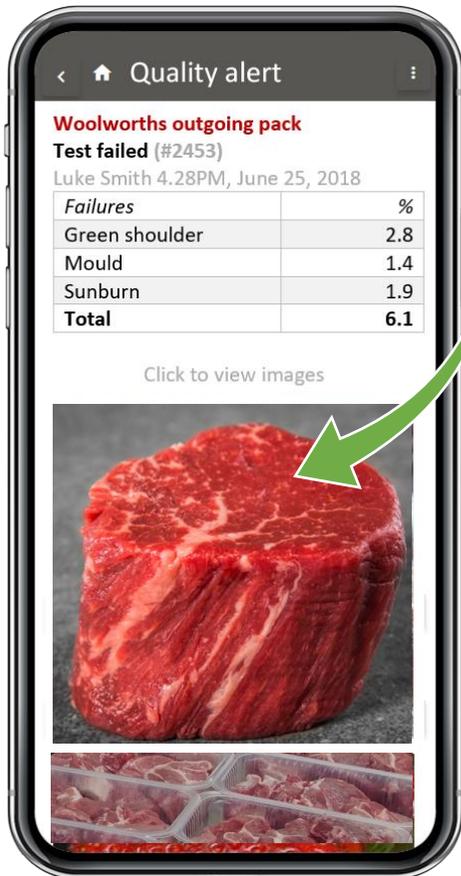
Easy to use quality control with instant alerts for production managers

Customer quality feedback management

Manage & analyse customer complaints, capture customer comments, photos, documents, and more.
Trace customer complaints back to the original supplier of livestock, or establishment.
Instant alerts to relevant staff when a customer complaint/feedback is received.

Costa Rica Fruit Co, Walmart 2.2Lb/1kg Bag

Date	Test No	Details
May 10	118	Customer Walmart. Credit added to customer account. 175 6 Invoice #3 #12345 : Customer Walmart. Invoice by: M. Van Hofwegenon S Inventory created by: B. Smith Jun 29 11:37 AM Test by: F. Support2 May 10 10:22 AM
May 10	121	Customer Walmart. Replacement sent. Account credited.. 174 3 Invoice #3 #12345 : Customer Walmart. Invoice by: M. Van Hofwegenor Inventory created by: B. Smith Jun 29 11:37 AM Test by: B. Smith May 10 10:34 AM
May 10	123	Customer Walmart. Account credited. 174 3 Invoice #3 #12345 : Customer Walmart. Invoice by: M. Van Hofwegenon Sep 27 11:29 AM Jun 29 11:37 AM Test by: B. Smith May 10 10:37 AM

Livestock supplier quality management

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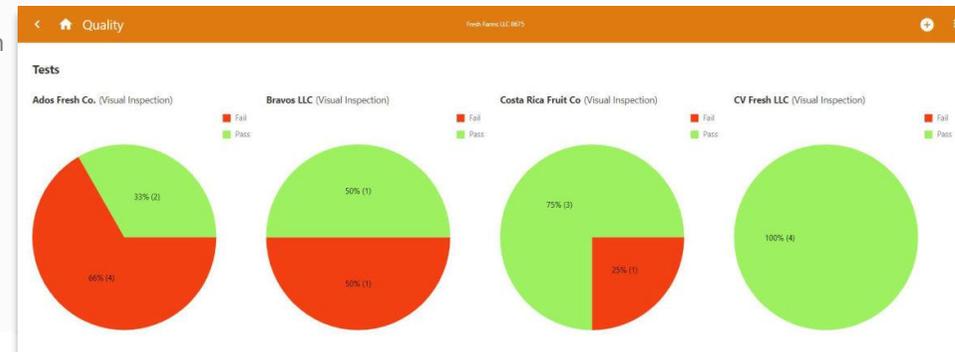
Orders, sales, shipping & export

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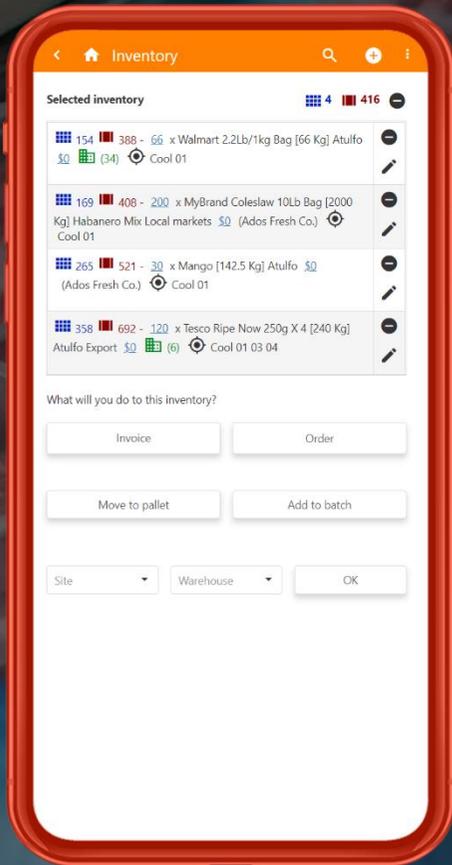
Pick & send orders rapidly

- Scan inventory onto pallets or allow farmsoft to suggest exact inventory for each order based on FIFO & order specs.
- Build new pallets / shipping containers from existing inventory to fill orders
- **Shipping container management**
- The correct documents (invoice, BOL, shipping) are presented or automatically sent to admin when the order is filled and sent to **government export systems via the cloud**.

Every shipment 100% accurate & on time.

Complete sales process…

- Capture customer orders & specs (used on boning specification sheets)
- Monitor & manage the progress of order picking and shipping from the Logistics dashboard
- Assign transport details to orders (truck, license, driver name, shipping container #, temp rec #, seal #, export details, etc)
- Assign loading order of each order
- Manage prices, including price list management for specific parts, and groups of customers (used on orders automatically)
- Attach unlimited documents to orders (international shipping documents, certificate of origin, lab tests etc)
- Capture any special information you need on the order, including fields specific to livestock processing (your consultant will configure this for you).
- Attach photos of truck / shipping containers to shipments for QC and insurance purposes

Automatic 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 on dispatch

farmsoft Meat Packing App

Dashboards for meat processing, packing, meat manufactured products

Logistics
Set loading order, assign staff to pick orders, assign transport / trailers / shipping containers. See when orders are ready to be picked, loaded, shortages, print shipping & export docs.

Profit
Identify the most profitable units and customers. Costs include initial processing, boning, labour, packing & packaging costs. Analyse average sale prices and compare between customers.

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

Sales
Perform trend analysis of customers over date range, identify order trends, analyse open orders, report on inventory in stock that isn't on order.
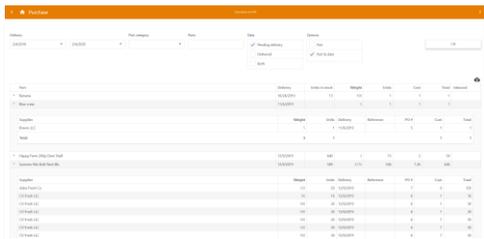

Pack
Rapidly analyze what was processed and packed between a date range; deliveries of livestock, unprocessed livestock, closed orders, open orders, shipment summary, shipping summary…

Recall & audit & traceability
Access companywide traceability data from one easy location to perform a recall, mock recall, audit, and check traceability data. Recall a lot, batch, animal, date range of production, livestock supplier and more…

Livestock purchases
Analyse pending deliveries to assist with new livestock orders, total delivery values / weight, track the historical prices being paid for livestock…

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Voice control boning & packing stations, shout "Next" to move to next animal, or "Carton" to print outer & inner labels, or "Finish" to finish this animal and move to next.

Efficient, hygienic, simple.

Optional feature, alternatively use tablet in waterproof case, or ruggedised keyboard.

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Broadcast messages to boning stations or insert notes on tasks for any specific station to see.
Boning specs update live as soon as the production manager makes a change. We recommend each station can view an inexpensive tablet to see the boning spec, for data entry, or printing labels live.

Your farmsoft subscription is an instant 100% tax deduction.

farmsoft Meat Packing **Includes 10 user licenses.** **Support directly from your solution consultant**. Cloud hosting, administration, security, you receive all updates and additions. We update our app frequently. Annual fee.	$9500
If you need additional user licenses Annual fee. (Bulk pricing: 21-30: $300, 31-40: $150, 41+ $100)	$450
Customisation, Setup, Training, Project Management Your consultant will interview your team to find out how your business works now, and how you want it to work with farmsoft. All meetings via video chat. Your consultant will prepare a tailored solution (including labels, documents, reports, setup data, importing Parts / codes etc) and present the recommended this to you (this process may repeat several times until you approve the perfect solution for your business). 1-4 weeks depending on the complexity of your business. Training and go live follows (1-2 weeks)	$5000
OPTIONAL On-site Project Management, Training & Deployment Consultant on-site for one week from $25,000.	POA

Australian $, GST Exclusive. Remote Deployment services are limited to the following services, additional meetings $300 per 1 hour meeting, meetings not cancelled 24 hours in advance are considered delivered and not refundable or credited, all support services are pull based via email & screen sharing:

* **Requirements analysis** & process mapping so we can understand how you need farmsoft to work for you. 1 hour voice & video discussion with your team.
* **Configuration to match your requirements**: Your consultant will then configure your farmsoft admin settings & options based on your requirements analysis. This includes tailoring of your invoices, BOL, shipping documents, and labels. (15 hours max)
* **Setup**: Your consultant will perform basic setup, and show your team how to configure settings so your team can be self-sufficient and know where to find and change important settings. (1 hour screen sharing & voice + 4 hours max setup)
* **Presentation** of recommended processes: Your consultant will then present the recommended processes to your team for comment and review, and respond to feedback (this process may repeat itself), 1 hour screen sharing & voice).
* **Team training** & **review**: Teams are walked through each process, the review & update process may repeat itself here. (3 X hour screen sharing & voice)

Frequently asked questions

Is farmsoft a finance app?
NO! But you can integrate farmsoft with other solutions 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. vendor. If you want us to perform the integration for you, additional costs apply for, please enquire. Existing integration with other apps is limited to insertion of invoices and purchases one way transactions (for Xero) and export of data via export feature unless otherwise specified in this document.

Do you share my data?
We will never sell or share your data with any person, company, or government.

How long does it take to implement?
Implementation takes from 3 to 8 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 would take 10 X longer to implement and has low chance of success. We will not provide farmsoft without managed implementation.

What languages is farmsoft in?
The interface is available in 14 languages, we can add more on request.

What if our broadband fails?
Keep a redundant internet connection through another company / infrastructure such as cable, OFC, ADSL, or phone hot spot, or keep a USB stick or 5G wi-fi router. The app requires an always on data connection.

Who develops & supports farmsoft?
We have been making food processing solutions since 2001, Tenacious Solutions Ltd 124 Broadkill Road #643, Milton DE 19968-1008 USA and have invested millions of $ in research and development to build farmsoft (current version is new, released in 2020). The "official mark" and EXDOC/NEXTDOC part of our software is from our Australian subsidiary www.Producepak.com Pty Ltd PO BOX 7443 URANGAN, QLD, AUSTRALIA . 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, changing the app incurs an hourly fee. If you don't want to pay this fee, don't ask for changes.

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.

Can you support my hardware?
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 or setup your financial solution, do not have a copy of your finance app or know how to use it. We provide support only for farmsoft, we can't install your printer drivers or remove a virus from an old PC.

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TECH NOTES

TERMINALS

All terminal devices must run one of these browsers: Edge, Chrome, Opera, Brave, with 800x1200 min resolution & an <u>always on</u> internet connection of 0.5 M/bit minimum, no data is saved on your device, no app is installed.

PRINTING

To print from Android or iOS Install AirPrint etc, or purchase PaperCut (or similar), or the app from printer vendor to print PDF from browser (300+DPI required if you print barcodes).

USING YOUR OWN SERVER

Don't do this unless you absolutely must, standard solution runs from our data centre in Sydney and is included in your quote. Cost to use your own server $4500 (server etc not included specs: Win Svr2019+, 16GB RAM+, 4 GHz+, MS SQL 2019+). **Or** exclusive server in our data centre $4000 p/a (we administer & provide server, no other company will be using your exclusive infrastructure).

READING BARCODES / RFID

If your device doesn't have built in reader, for PC/Mac/Android/iOS use a USB or Bluetooth reader that dumps the data into focussed field as keyboard text input. For Android, install an app like Barcode & QR code Keyboard or Barcode/NFC/OCR Scanner Keyboard etc that dumps data read into focussed field and is activated from virtual keyboard. (None of these apps provided by us).

SCALES

Scales must paste current weight to clipboard of the device (ie: the scale emulates keyboard USB transaction of CTRL V of the data). Test your chosen device before you commit.

NETWORK

You need an I.T. person to setup your network & devices, we can't setup or advise on any of your hardware or operating systems or drivers or finance app; our advice is that your devices meet the requirements outlined on this page and that you test each device before committing to bulk purchases. Modern devices are wireless, installing multiple wireless mesh networks that have multiple nodes per network where the nodes are connected in daisy chain via CAT cables can be considerably cheaper than traditional wired networks. Cool rooms need a node inside each to allow full coverage. Example inexpensive mesh devices include TP-Link Deco M5* / TP-Link Dexo X20 / TP-Link Deco X68.

Advice from our clients: Buy extra nodes in case one fails and needs replacing (cant mix new models with old). Whitelist *farmsoft.net and *dropbox.com, block all sites that are not (or common trash sties) so devices can only used for farmsoft.

TERMINALS THAT PRINT LOTS OF LABELS

Printing huge amounts of labels from an Android is not efficient, try using a Windows devices because Windows prints directly to the printer without cloud services slowing the transaction. Alternatively, use a printer that will print documents sent to the email address the vendor provides (farmsoft supports printing to an email address for cloud printing without user intervention).

PROCESSING & BONING STATION TERMINALS

On stations where printing is infrequent or not required, usually users are generally just looking at the boning spec and selecting "Next" animal from this screen, or doing some simple data entry such as at kill box, head removal, eviscerations etc; a simple android tablet suspended on an arm with splash cover is very inexpensive and effective for these stations. You can use an inexpensive USB RFID and or bar-code reader with your Android device.

VOICE CONTROL THE FARMSOFT APP

Activate voice control on your device. With the farmsoft app open, simply shout "Touch Next" to move to the next animal (or "Touch previous" to go back, or "Touch finish" to finish the animal, or "Touch Carton" to print a carton label. Voice control is a feature of your devices operating system, not farmsoft.

TMI?

Talk to your solution consultant before you make any purchases, and test each device first.

AUSTRALIAN DEPARTMENT OF AGRICULTURE COMPLIANCE NOTICE: Your Company must have Department of Agriculture approval to print Official Marks. Our Code of Practice for Printing Official Marks prohibits us from providing farmsoft Meat Packing solution to an establishment that is not approved.

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