farmsoft

Farm management software for professional farming of fruit, vegetable, flower, hop, and other fresh produce.

Budgeting & planning – Inventory – Farm record keeping
Cost monitoring – Traceability – Best farming practices

Reduce waste.
Improve profit, quality, and traceability.

access **FarmSoft** from

PC
PC & Laptop

iPad / Smartphone

PDA / Scanner

cloud (optional)

increase profit, reduce waste

efficient inventory control, best practices and better planning

increase quality

best practices, quality control, and international standards

decrease costs

automatic paperwork, less rejections, less waste, cost effective standards compliance, better monitoring

flexible & easy

customizable interfaces & processes, tailored to your requirements, easy to train new users, all functionality is optional

at a glance...

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 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, down to the individual patch and 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

Manage and track farm inventory quickly and easily. Perform stock takes at multiple sites or warehouses, and always have instant information detailing what inventory is where. Manage expiring inventory, inventory can be stored at multiple sites and unlimited warehouses. Inventory can belong to other 'companies". All inventory tracked with Inventory Numbers. Create purchase orders, FIFO and expiring inventory management. Reduce shrinkage and wasted inventory through better management.

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

Easily implement best farming practices! FarmSoft will automatically generate all the farming tasks, estimate inventory, employee labor, equipment use. PHI and re-entry alerts. This helps to ensure the correct tasks are performed at the correct time using the correct materials and makes planning and monitoring every easy.

at a glance...

Post harvest management
Optionally implement FarmSoft fruit packing solutions with FarmSoft Farm Management. FarmSoft fruit packing solutions manages the complete post-harvest processes including storage, washing, grading, sorting, packing and even value adding, sales, marketing and dispatch. This delivers a seamless solution to manage the entire operations from pre-planting to post sales. Go to FarmSoft.com to read about FarmSoft Fruit Packing software. Note that the fruit packing solution is a separate collection of modules , available separately from the farm management solution.

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"

Extensive reporting
FarmSoft boasts hundreds of reports to choose from. 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, just ask your FarmSoft consultant. Don't need some of the existing reports? No problems, just disable that report so you don't have to see it. Reduce the cost of manually preparing reports and access new reporting information to make better farming decisions.

International standards
FarmSoft has built in support for many international, country, 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.

Easy to use
FarmSoft's easy to use interface shows users only what they need to see to get their job done quickly and efficiently. Choose from multiple screens to find one that matches your processes perfectly. An easily customizable home screen shows normal users only the screens they need to perform their work. You can easily add or remove fields from most screens, and hide anything you don't want specific employees to see. Reduce training costs for transient work forces.

Flexible
FarmSoft can be quickly and inexpensively tailored to meet your exact needs, not the other way around. Integrate with hardware, sensors, financial and accounting packages – or simply use export interfaces to import data to another solution. Run FarmSoft from the cloud or install on your own server at your office.   Talk to a consultant today about your requirements.

optional flexible processes...

FarmSoft is used differently by each client, processes are flexible, features are optional. During deployment or investigation phase (optional), your FarmSoft consultant will activate and deactivate features, and configure processes to work for your business. You can choose the processes and features that best support your farm. Everything else will be hidden from the interface...

Planning
- automatically arrange farm schedule
- project inventory & labor
- easily arrange task schedule
- easy ordering of inventory

Best farming practices
- guarantee standards are maintined
- maximize yield and quality
- automatic tasks and estimates generation

Farm record keeping
- track costs, labor, equipment
- easy traceability
- from PC/Mac, phone, tablet or print-out

Quality control
- for any farm activity
- enforce checklists, safety & farming standards

Reporting
- real time cost reporting
- KPI's to measure performance
- hundreds of reports

Farm inventory
- muti site, warehouse, farm management
- reduce shrinkage
- FIFO, purchase orders, and re-ordering alerts

Traceability
- batch / planting / field recall
- track inventory to suppliers and PO's
- rapid recall and audit features

International standards
- easily comply with BRC, HACCP, ISOx, GlobalGAP, EurepGAP, CanGAP, and other standar
- reduce compliance costs
- reduce paperwork

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

Other optional features…

Module	Summary
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

Quality control

Use FarmSoft Quality Control to ehnace 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)

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

Extensive reporting

Choose from hundreds of reports for monitoring, compliance, traceability, budgeting, inventory, cost, KPI, and farming operations – all developed in close collaboration with farms around the world.

If you need a new report, simply ask your FarmSoft consultant. Don't want to use a few of the existing reports? Simiply disable that report so it wont show on the menu. Easy.

Traceability

Risk exposure to the 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. FarmSoft minimizes the data capture and data entry costs associated with traceability using various innovative techniques.

- Recall both up, and down the supply chain for as many steps as recorded data allows
- Traceability can start at the point of purchase order creation for inventory, or can start at the point of inventory application, providing the farm with a choice of which traceability model to implement, and greatly reducing paperwork and data entry
- 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.

Other functionality

FarmSoft provides 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.

Farming app – simple & easy to use interface

No training required. Farm tasks are easily customizible and capture all cost, traceability, and labor details – as well as task specific information.

Task Number 467

Date:1/20/2016
467 Fertilization -
02:30 PM - 03:00 PM Luke Smith
Patch H.. - Chardonnay 1987.

Created By Luke Smith   1/20/2016 11:07 AM

Finish

N	K	P	Ca
20	10	5	80

Update User Defined Data

Luke Smith   - Used
Mary Brilly   - Used
Jason Bently   - Used

Add Employee

Add Team

Inventory Number	Part Used	Actual
1452	Calcimax	15.00
1453	Sinergon	2.00
1454	Bio Fert	1.00

Add Inventory | **Add Inventory Numbers**

Asset Used	Running Units
John Deere 5575 E	3.00

Add Asset

View Tasks

Week

464 Lazer -
07:30 AM - 10:00 AM Luke Smith
1/20/2016 - 1/20/2016
Patch H.. - Organic Sun Muscat 2009

465 Planting -
10:30 AM - 11:30 AM Luke Smith
1/21/2016 - 1/21/2016
Patch H.. - Organic Sun Muscat 2009

466 Harvest -
01:00 PM - 01:30 PM Luke Smith
1/22/2016 - 1/22/2016
Patch H.. - Bella 9 2011

467 Fertilization - .
02:30 PM - 03:00 PM Luke Smith
1/23/2016 - 1/23/2016
Patch H.. - Chardonnay 1987.

Rapidly filter tasks to view by either Today, Week, or Farm and date range.

Confirm Task Employees

Employee (3)	Pay Code	Units	Hours	Over time	Delete
Luke Smith	12	4	4	1	Delete
Mary Brilly	12	4	4	1	Delete
Jason Bently	12	4	4	1	Delete

| Cancel | Add Employee | Save |

Add entire teams of employees or contractors, or individual employees one at a time. Automatically adds labor costs, and can be used with payroll.

Add Inventory Numbers

Inventory Number	Quantity
258	8
548	2
854	12

| Cancel | Add Inventory |

Scan inventory bar-codes or enter Inventory Number and quantity. Maintains traceability, inventory balances, and adds costs to the crops cost center.
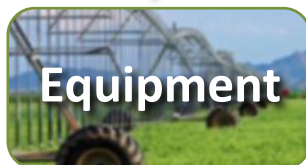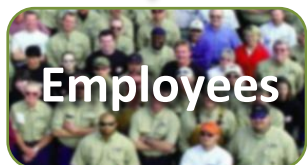
Add Asset

Category
Tractors

Sub Category
Spray Rigs

Asset Name
Vacuum-Seeder

Start
1/23/2016 02:30 F
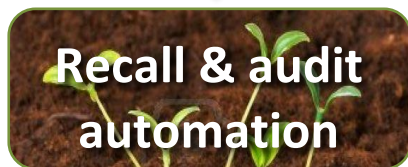
Finish
1/23/2016 03:00 F

Total Running Units
5

| Cancel | Save |

Add machinery and equipment. Maintains traceability of equipment use, and adds equipment costs to the cost center.

Planning, best practice, record keeping

Inventory

Employees

Equipment

Observation

Cost center
Centralized repository for all cost and traceability data collected during the farming and planning processes

Cost reporting and labor

Traceability reporting

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

Budget analysis

Recall & audit automation

Technical stuff

General

- You can turn on and off screens for each employee to make sure they only see what they need to do their job
- Control which tasks each employee can View, Edit, Delete, Create
- Specify shortcuts to show on each employees home page
- Automated password recovery process
- Optional enhanced security features
- Multi language interface (English, Spanish, Arabic, French, Thai, Afrikaans, and more)
- Document management system integrated into FarmSoft

Enterprise Edition

Your chosen support plan is included with purchase. A dedicated consultant will handle support for your entire company, you can also contact our call center if your consultant is not available. An annual subscription due 12 months after initial deposit is required to continue receiving support, updates, patches.

The FarmSoft team has streamlined the configuration and training processes to make implementation fast and efficient. Depending on the complexity of your business, deployment can take 2-8 weeks.

If you use remote deployment (the most economical option), the normal process provides daily training to one (or more) expert users at your site. The expert user can be anyone who understands the entire business processes (they do not need to be an I.T. person). After the daily meeting, the expert user/s will usually spend 1-2 hours with other team members in the business, either getting them to enter configuration data or showing them how to perform their task.

It is important to note that each person who uses FarmSoft generally has only a very SMALL amount of screens to view, making each individuals interaction with FarmSoft rather simple. Your consultant will develop a "Cheat Sheet" for each user in your business; the cheat sheet is usually displayed at or near the users workstation (but generally isn't needed after the first week of operations). The cheat sheet clearly outlines the users tasks, and how to do it, where to click, and what data to enter. Each person that uses FarmSoft will have one or two cheat sheets for their tasks. This makes training very easy, and especially if your company has a transient workforce.

Server Requirements: Win 7 Pro+/Svr2008 SP2+, 8GB RAM, 3.4GHz+ (OR use our cloud servers so you don't have to provide yoru own! NO XP , 2003, or Vista!). **Client Requirements**: Java and cookie enabled browser
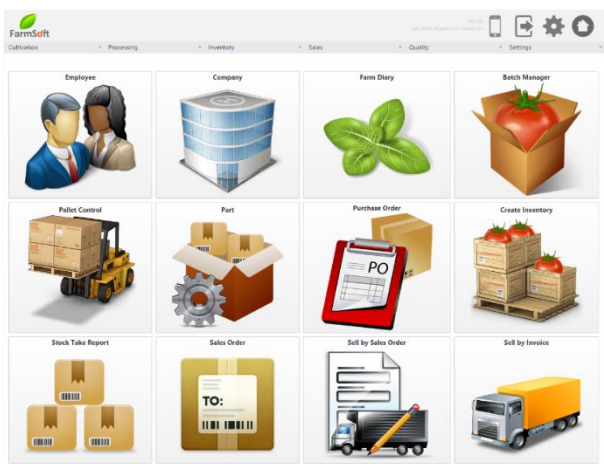
Normal deployment steps involve:
Investigation: For more complex companies, a process investigation may be required to determine any additional needs.
Configuration: Your consultant will configure your system to work for your processes, some data such as Warehouse names and the names of goods traded etc will need to be entered by your team. 1-3 days.
Basic Operations Training: 3-7 days
Advanced & Admin Training: 3-7 days
Trial, Review, Go Live, Review: 4-18 days

Use the "Contact Us" page on FarmSoft.com to talk with your nearest FarmSoft solution expert.