

# farmsoft

Post-harvest traceability business management

## Reduce waste, improve quality & traceability

For packers, processors, importers, exporters, wholesalers of fresh produce



from any device



barcode enabled



document store



install locally or from cloud



## Reduce waste

Better handling of FIFO, monitor expiry dates, accurate fresh produce inventory control & labeling help to reduce waste in packing, processing and storage. Further waste reductions can be achieved with quality control that ensures 'waste' is **actually** waste, reports that automatically calculate waste from a batch based on inputs and outputs – allowing you to identify potential areas of shrinkage, incorrect categorization, or mishandling.

## Reduce admin burden

The never ending list of documents, paperwork, and records you have to keep can be overwhelming. Allow farmsoft to take care of your documentation. With farmsoft's built in choice of industry documents & tools, you will never have to crunch numbers in a spreadsheet again - farmsoft reduces time spent on admin for administrative and management team members.

## Improve production planning

Efficient management of customer orders, and the ability to analyze production requirements gives you new planning tools. Ensure each order is filled to exact specifications, on time, every time. Increase customer satisfaction and retention, and reduce stress during packing and processing with confident production planning using work orders/batch orders, sales orders, and the production dashboard.

## Improve dispatch accuracy

Let farmsoft improve the accuracy of your dispatch processes by managing orders, allowing **assignment** of inventory to orders and invoices from phone or tablet (directly from the forklift) or by PC/Mac. Documentation required for each specific customer can be automatically generated based on each customer's requirements. Ensuring correct documents accompany every shipment reduces the possibility of a shipment rejection.

## Easy and accurate traceability

Automatically capture traceability in all fresh produce handling processes, making traceability easy, and something you don't have to constantly worry about. Choose from over 40 different industry traceability labels to show off your traceability at pallet, trade unit, consumer unit level. Built in labels include Walmart, Tesco, Woolworths, Loblaws, Aldi etc. Or design your own labels to meet special requirements.

## You are in control at all times

Using farmsoft you can manage multiple pack houses at multiple locations, use your phone, tablet, PC or Mac from any location at any time to view the Pack Dashboard and rapidly know packing and pack out productivity from any location.



## Consistent quality control

Quality officers are guided through the quality control process, presented with images and instructions for each test, ensuring they know what to look for at all times, and corrective actions are presented if a quality issue is detected. This makes training new quality control offers fast, and ensures consistency in the quality control management processes for incoming fresh produce, post pack/post processing, storage, and dispatch.

## Reduce compliance costs

Easily enforce best practices and food safety in your fresh produce business. Best practice enforcing processes are built into every part of farmsoft to ensure correct compliance data is captured at every critical point, and employees are being guided thru the process. Use the farmsoft 'self audit traceability checklist' to make sure your compliance is always up to date.

## Pass audits with ease

You know that feeling you get in the pit of your stomach when you know the auditors are coming the next day? Forget about it. Using farmsoft, you have the confidence that you can do an instant recall both up and down your supply chain in a few seconds. Make a fresh produce recall based on the pallet, batch number, inventory, sales order, dispatch date, batch, supplier data, supplier name, supply date, storage location, invoice, customer reference, transport company, transport reference, packaging material supplier, packaging material supplier reference, and more.

# feature summary...



## **Inventory and cold storage**

Inventory, pallet, bin & tote management for storage and dispatch of fresh produce has never been easier. Easy stock takes & inventory reporting let you know where all inventory is at all times. FIFO and quality control help to reduce waste. Historical stock takes, and inventory historical audits. Unlimited warehouses and storage locations can be located in multiple states or even countries, or even owned by third parties.



## **Sales management**

Complete management of customer orders including detailed specifications for product ordered, and order approval processes. Analyze production requirements and product availability. Reduce administration costs and improve customer satisfaction with accurate, consistent, and correct finished product delivery.



## **Traceability**

Rapid and accurate traceability reduces risk and makes audits easy. Reduce the cost of compliance and the administrative cost of recording, storing, and retrieving traceability details. Automatically capture traceability details during normal business activities. Rapidly access traceability details in the event of a recall or mock recall. Makes auditors happy and increases customers perception of quality and food safety.



## **Bar codes and labels**

Generate GS1 and over 40 other fresh produce and food labels. Optionally manage inventory using bar code reader, tablet, PDA, smartphone. Scan to move pallets and inventory and scan inventory when it is entering a process such as washing, sorting, gassing, packing, processing and manufacturing. Scan pallets during order building and fresh produce dispatch. Increase the accuracy of inventory by reducing human error with bar code reading.



## **Picking and dispatch**

Direct team members to pick and prepare orders to customer specifications, monitor order progress, generate correct paperwork for each customer (each customer's paperwork is pre-defined and presented during dispatch), optionally scan shipped pallets, shipping container management, and export documentation.





### **Packing management**

Packing is easy with batch based management of inputs, washing, sorting, grading, processing and value adding. Easily re-pack maintaining traceability, track costs of labor, raw materials, packaging materials, and equipment used. Automatic bill of materials consumption. Analyze costs and waste from each batch. Monitor outputs across multiple packing lines and multiple pack houses or factories. Enforce best practices to increase quality and reduce waste.



### **Quality control**

Perform quality control from any device . Configure internal tests, customer quality control tests, QMS, HACCP, USDA, Walmart, Tesco, Woolworths, Aldi, Coles, ISO, and other tests. Tests can be for raw product (incoming bins, pallets, cartons etc), finished product (carton, pallet, shipping container, shipment) or even daily hygiene checklists for packhouse or factory.



### **Dashboard monitoring**

Monitor the progress of order fulfilment, waste, and other important KPI's with the easy to read pack dashboard that includes charts, tables and convenient links to detailed information. Handy for production managers and senior managers that want a quick method to view production progress.



### **International standards**

farmsoft has built in support for many international, country, and regional standards. Support for USDA, HACCP, BRC, ISO, GlobalGAP, EurepGAP, CanGAP, Organic, AGDA, and even de-facto standards for specific customers.



### **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 (everything else is hidden). Turn on and off individual fields, features, and screens to make your solution as simple and easy to use as possible. Easily add or remove fields from most screens, and hide anything you don't want specific employees to see.



### **Flexible**

FarmSoft can be quickly tailored to meet your exact needs. 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 farmsoft consultant to map out your requirements.



implement a simple solution, or  
comprehensive enterprise  
management system

choose features to implement for maximum benefits



from any device



barcode enabled



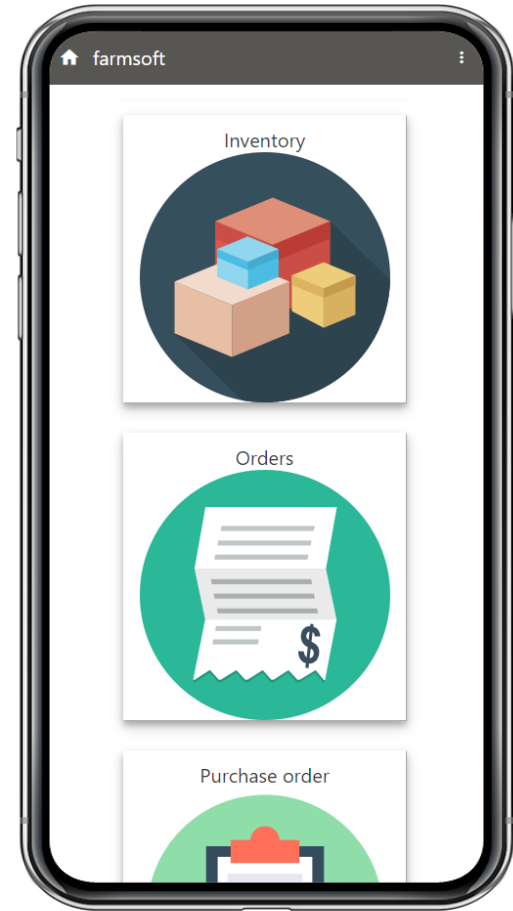
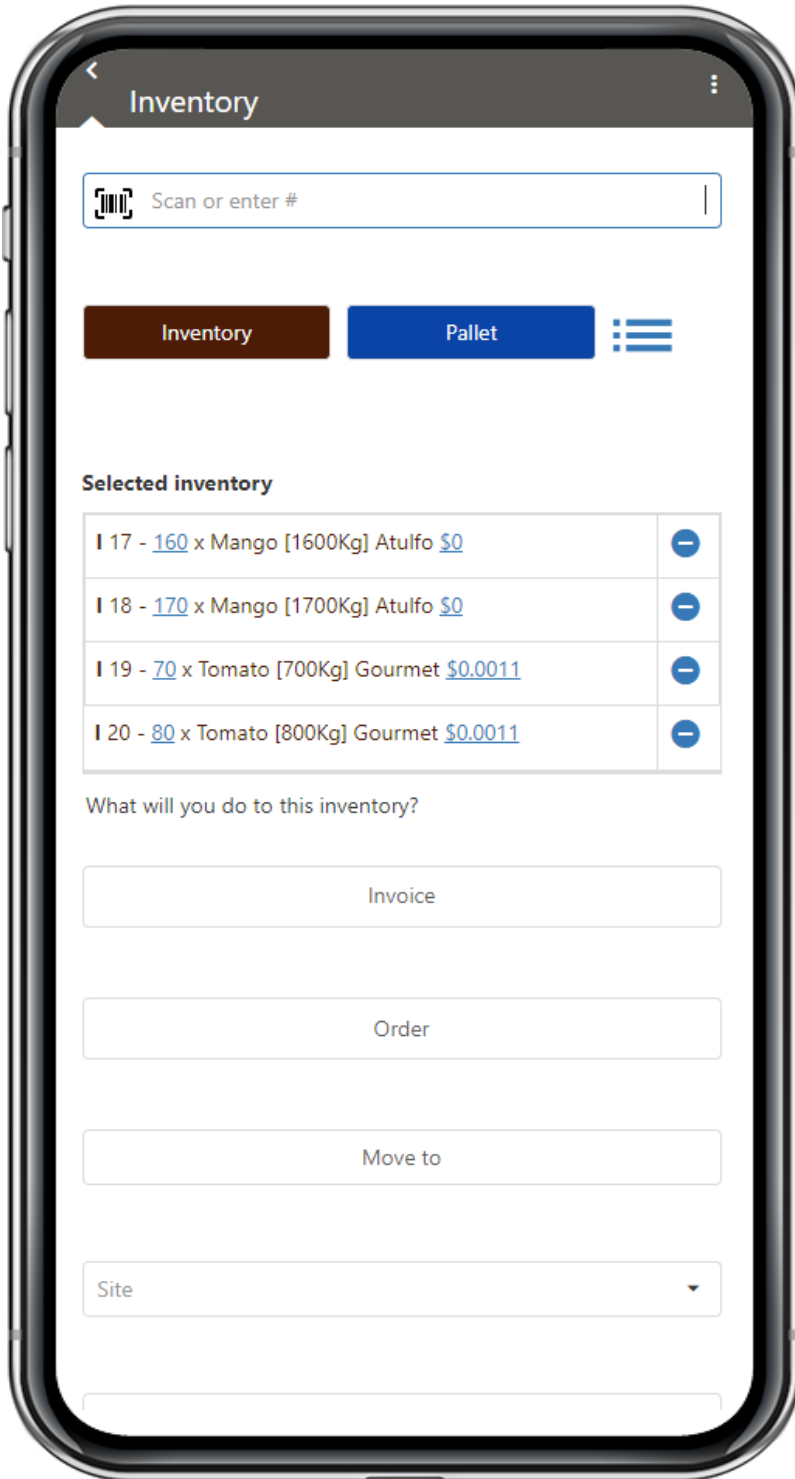
document store



install locally or from cloud

## Simple and easy to use.

Users with no experience using apps can simply snap barcodes to move inventory, add to batches, and rapidly fill orders. Use a ruggedized smartphone or tablet.



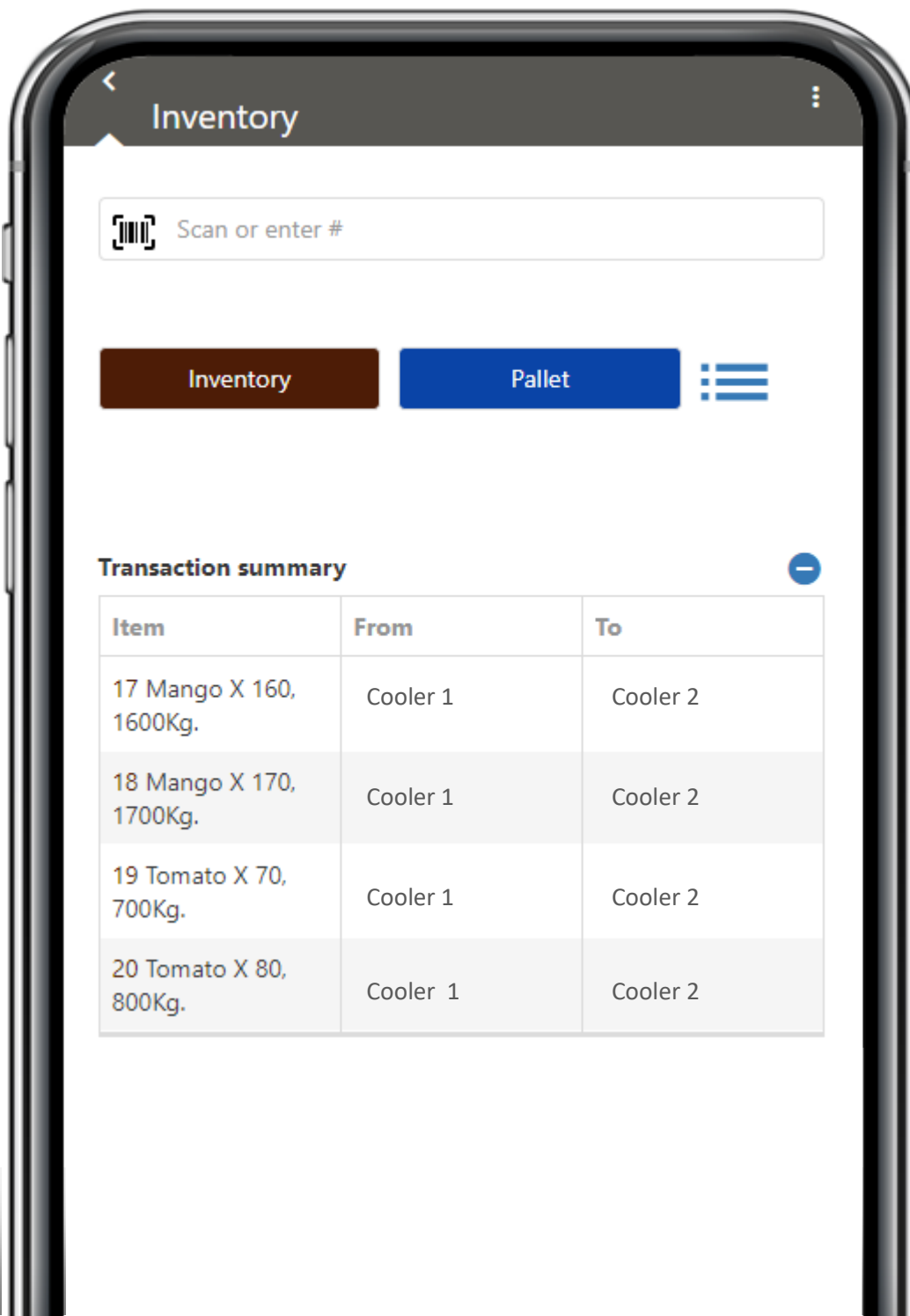
**Easy to use menus** show each employee only what they need to get their jobs done



## Make inventory easy.

Scan inventory (fresh produce, packing materials, finished produce, bins, pallets, shipping containers) to quickly move them from one location to another, add them to a batch, stocktake or dispatch.

Choose from many screens that allow rapid delivery of fresh produce. Simply scan the barcode and confirm the quantity/weight and print labels as required. We turn on or off fields on each screen to make things as simple & accurate as possible for your processes.



If you don't have a scanner or camera on your device, simply enter the inventory or pallet number to move it.

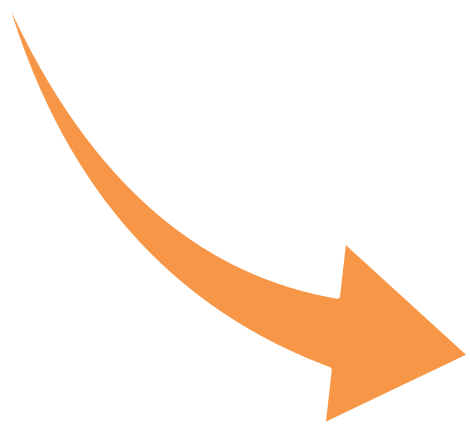
Inventory can be stored at unlimited warehouses, and unlimited sites – potentially in different states or even countries.

Use with Android and iOS devices.



## Quality alerts

Selected management teams can receive alerts for selected quality programs to make management teams immediately aware of any potential quality issues.



**Test Results** (Quality Control) > Test > Make Test Record test results here

**Visual Inspection, Box of fruit**

Test Number: 15

Major

**Sunburn**

Physical sunburn either black or purple (dot larger than 3mm)  
Deviating product was removed

Please remove effected fruit and alert QC Manager immediately

Notes

[View/Add Image/Document](#)

Pass  Fail

[Download Preview](#)

**Rot**

Dark rot patches that are soft to touch

Notes

[View/Add Image/Document](#)

Pass  Fail

[Download Preview](#)

Minor

**Mold**

Mold is velvet like to touch and can be black, white, green

Notes

[View/Add Image/Document](#)

Pass  Fail

[Download Preview](#)

**Mousey**

Contains suspicious mouse like appearance when peeled

Notes

[View/Add Image/Document](#)

Pass  Fail

[Download Preview](#)

## Productivity & waste alerts

Automatically send selected team members alerts when a batch has an unusual amount of waste or labor costs. This keeps management aware of potential issues in real time.

### Batch details for 4 [Packed At: North farm] [Batch start: 12/5/2017, Supervisor: Colleen Maxicontrol]

#### Inputs into this batch

Inventory Number	Part	Weight	Measure	Number of Units	Made In Batch	Crop - Team (Task)	Supplier	Supplier Batch	Cost	Date
19	Tomato, Gourmet	700 Kg		70		Planting 01 17 (40858)	Verde Fresco Farms LLC	Planting 01 17	70	9/5/2017
20	Tomato, Gourmet	800 Kg		80		Planting 01 17 (40858)	Verde Fresco Farms LLC	Planting 01 17	80	9/5/2017
24	Preservative 77BZ - Parent 22	25 Kg		25			Farm Supplies Ltd		325	
25	500g Clamshell - Parent 23	1000 Units		1000			International Farm Equipment		1000	
		<b>2525</b>		<b>1175</b>					<b>1475</b>	

#### Output summary and waste analysis

Part	Total quantity	Measure	Percent
Happy Farm 200g Clam Shell		46.80 Kg	1.48
Walmart Special Bulk Bag		445.00 Kg	14.11
Woolworths Family Box 100g X 10		142.00 Kg	4.50
Tesco Ripe Now 250g X 4		317.00 Kg	10.05
Tote 20kg		244.00 Kg	7.73
Mixed family pack 1kg		256.00 Kg	8.11
Bulk Catering Pack 1kg X 12		1704.00 Kg	54.01
<b>Total Outputs</b>		<b>3154.80</b>	
<b>Unaccounted Total</b>		<b>-630.00</b>	<b>-25.0</b>

## Inventory management

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

## Quality control

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 (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 (this is part of FarmSoft’s built in document management system)





## Packing & processing

**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 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
- 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.
- 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 fields orders from clients
- Cross docking management of fresh produce
- 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



## Traceability

Fanatical traceability reduces business risk and ensures food safety.

- 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 the 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

### Is farmsoft a financial package?

No. You can export orders and invoices though.

### Does hardware come with farmsoft?

No. You can purchase any hardware you want, it just needs a java capable browser or Android OS.

### How long does it take to implement?

Using remote training, usually about 2 weeks with a 1 hour training session 4 time a week for an expert user (they don't need to have any prior I.T. knowledge or experience).

### Is support included?

Yes. A dedicated consultant will handle support for your company, you can also contact our call center if your consultant is not available.

### Are there fees after the first year?

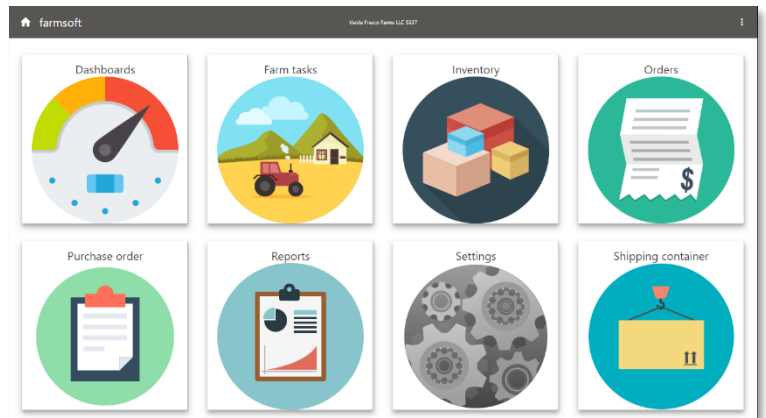
An annual subscription due 12 months after initial deposit is required to continue receiving support, updates, patches, cloud hosting. This fee is 30% of the price you paid for the solution.

### If I choose to use my own server, what are the requirements?

Win 10 Pro+/Svr2014+, 8GB RAM, 3.4GHz+ (OR use our cloud servers so you don't have to provide your own! **NO** XP , 2003, Vista!).

### What languages is farmsoft in?

The interface is available in English and Spanish. If you require another language please ask.



**Use the Request Demonstration button on farmsoft.com to talk with your nearest consultant**



from any device



barcode enabled



document store



install locally or from cloud