



farmsoft

Complete operations management for
Fresh produce packers
Food manufacturing



Less waste, more traceability.
Accurate production & shipments

Reasons to use farmsoft food manufacturing & fresh produce management solutions:



Efficient incoming food deliveries saves time

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



Precise inventory for less food waste

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



Consistent quality control for better quality food

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



Accurate production reduces errors

Pack or manufacture the exact quantity (eg: simple fruit pack, mixed salad, coleslaw) at the correct specification to match fresh produce orders, reverse calculate required raw materials, plantings, harvests.



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 fresh produce is sent to every customer on time, every time.



Reduce administration & compliance costs

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

Choose features that work for your business:



Inventory

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



Audit, recall, traceability

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



Quality control

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



Orders, sales & shipping

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



Labels, documents, invoices

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



Dashboards X 9

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



Packing / manufacturing & production management & planning

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



Alerts & automatic reports

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



Farm management (optional)*

Implement optional farmsoft Farm Management to provide a comprehensive fresh produce integrated business management solution from seed to plate...



Customer satisfaction management

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



Supplier quality management

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



Integrate with finance apps*

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



Customer portal

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



RFID for fresh produce pallet control*

Automatic tracking of each pallet's exact location. Makes loading orders accurate and easy, stops errors during shipping. Very low costs to setup your hardware using farmsoft's innovative RFID for fresh produce solution. Optional extra.



Unlimited sites

Your farmsoft solution can be used from unlimited sties, across the state, country, or globe. Each site has unlimited warehouses; meaning a live balance of inventory maintained at all site warehouses. You can set permissions to control which employees see which sites data.



Consumer feedback*

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

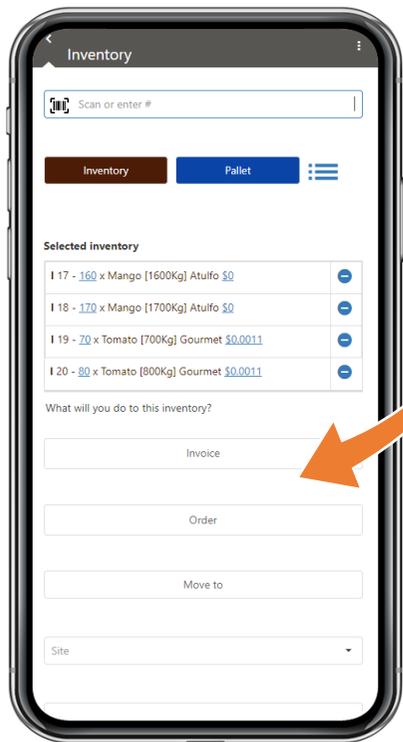


Block-chain traceability for fresh produce*

Ask your farmsoft consultant today, optional extra.

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

Inventory control for fresh produce waste reduction and maximum traceability



Quick & easy to use!

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

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

Inventory made easy!

Live & accurate inventory reporting; without the effort.

Comprehensive features...

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

Inventory made easy!

Use your choice of hardware...



PC / Mac



Tablet



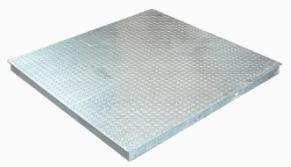
Cell



Professional Barcode / RFID



Handheld Barcode or RFID scanner

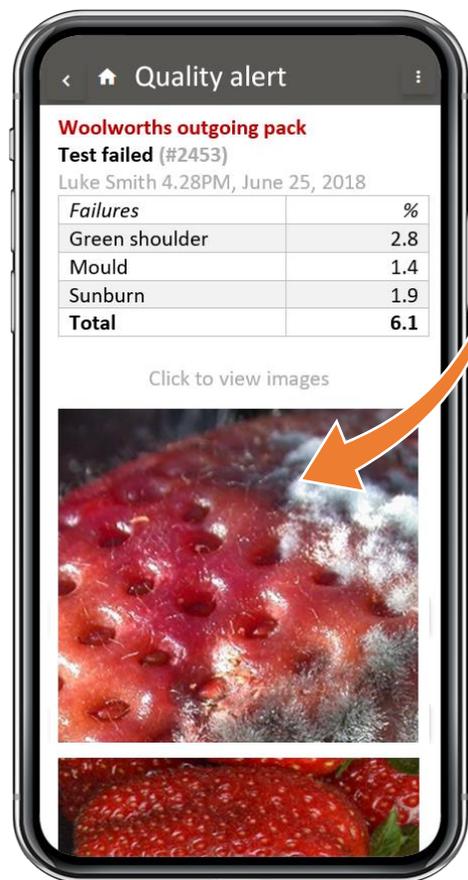


Integrate with weigh scales and other equipment*



Touch enabled; no mouse/keyboard required

Quality control for fresh produce packing and processing.



Instant quality!

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

Customer quality feedback management

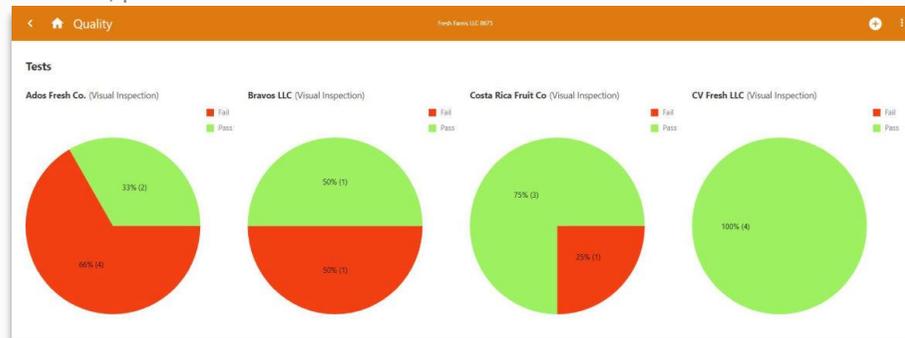
Manage customer complaints, capture customer comments, photos, documents, and more. Trace customer complaints back to the original supplier of fresh produce, or to the origin crop/field/patch. Analyze customer complaints, complaint resolution and corrective actions. Instant recalls. Instant alerts to all 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 Sep 27 11:29 AM 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 Hofwegenon Sep 27 11:29 AM 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 Inventory created by: B. Smith Jun 29 11:37 AM Test by: B. Smith May 10 10:37 AM |

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

Supplier quality management

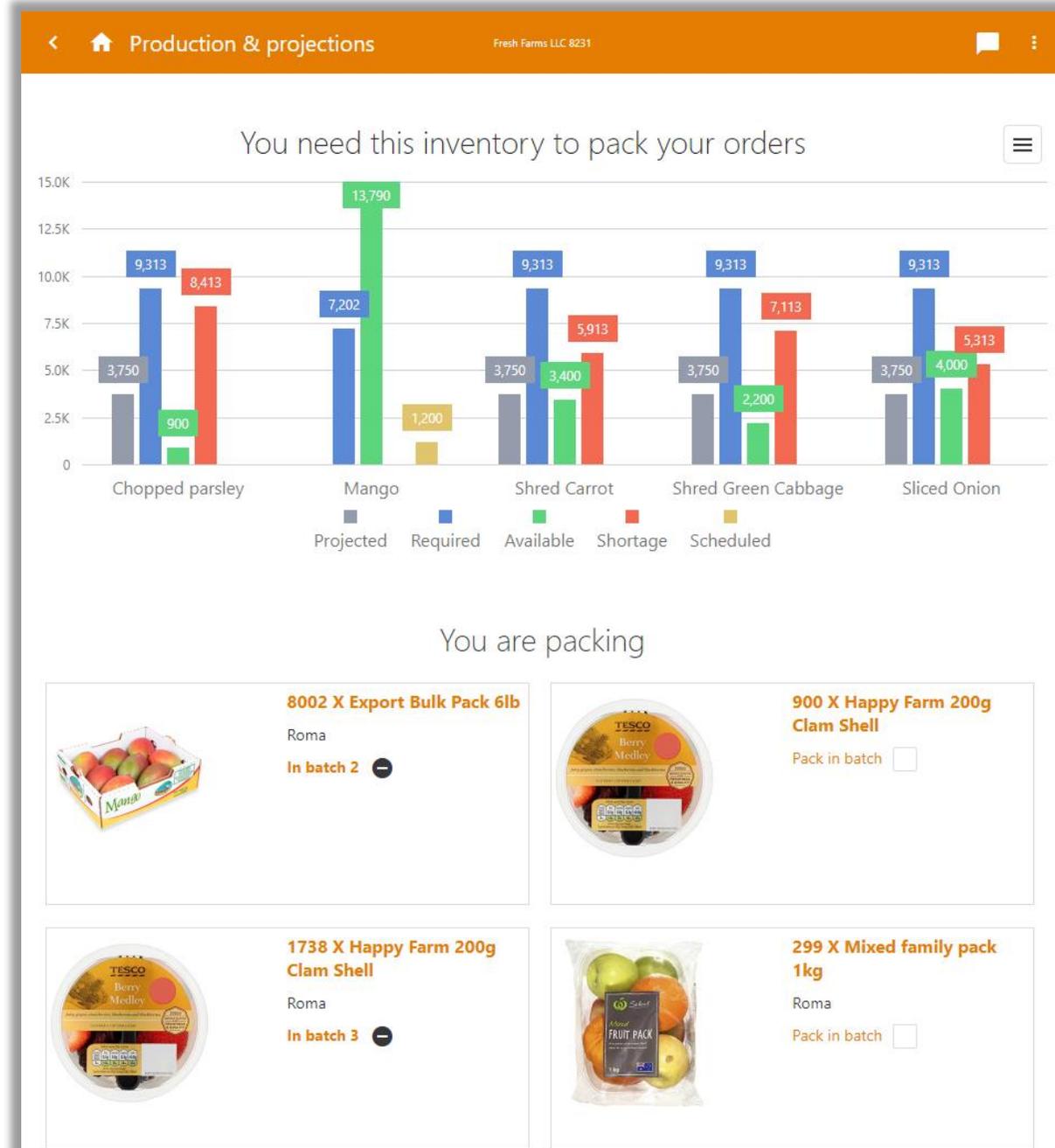
Simple or comprehensive supplier quality management using unlimited quality management programs, which can be supplier specific, fresh produce type specific, or generic for all suppliers. Each supplier quality program records notes, photos & more, linked to supplier delivery, batch, order, pallet, etc.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



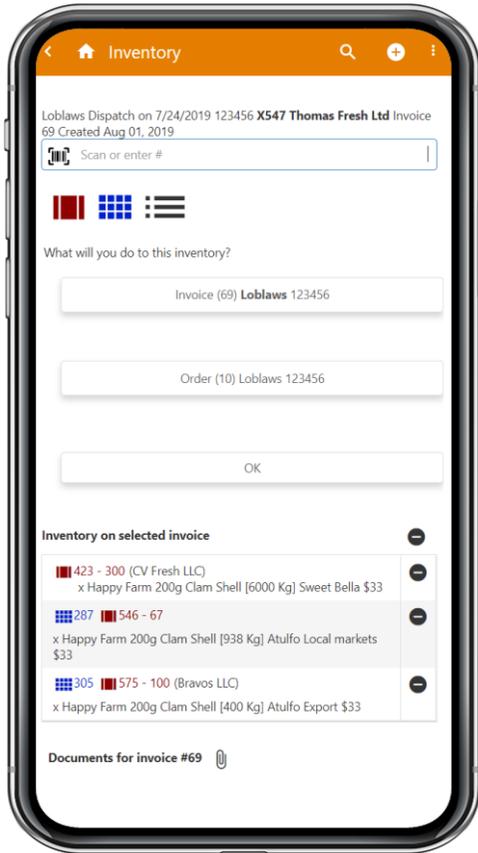
Packing / manufacturing & production planning for fresh produce wholesale, export, import, traceability

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

Full control over the “pack / manufacture to order” process ensures exact inventory production without surprises or waste.



Orders, sales, shipping for fresh produce wholesale, export, import, traceability



Pick & send orders rapidly

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

Every shipment accurate & on time.

Complete sales process...

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

Alerts keep everyone informed...



Customers can receive confirmation of order



Production managers receive new order alerts



Modified order alerts for production teams



Outgoing shipment alerts for shipping and sales teams

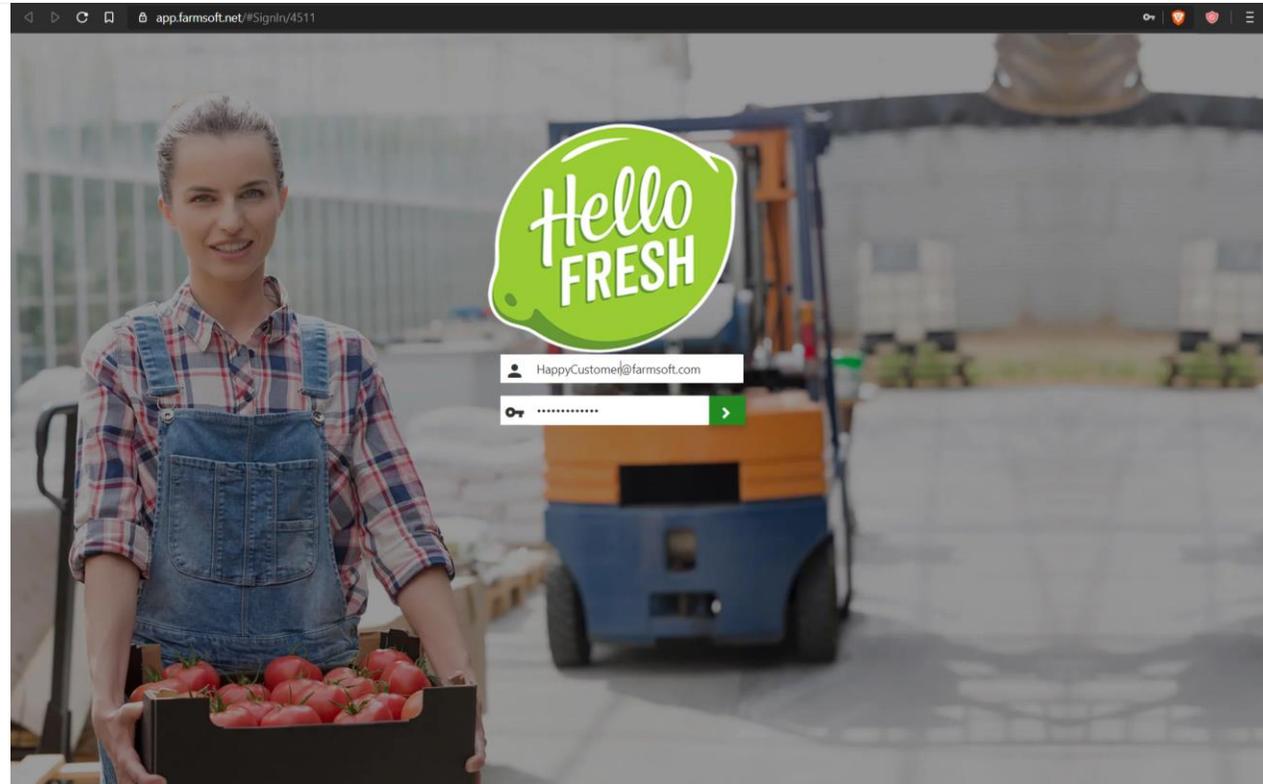


Customers receive shipment alerts with chosen documentation

Online shop for ordering fresh produce online / customer portal

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

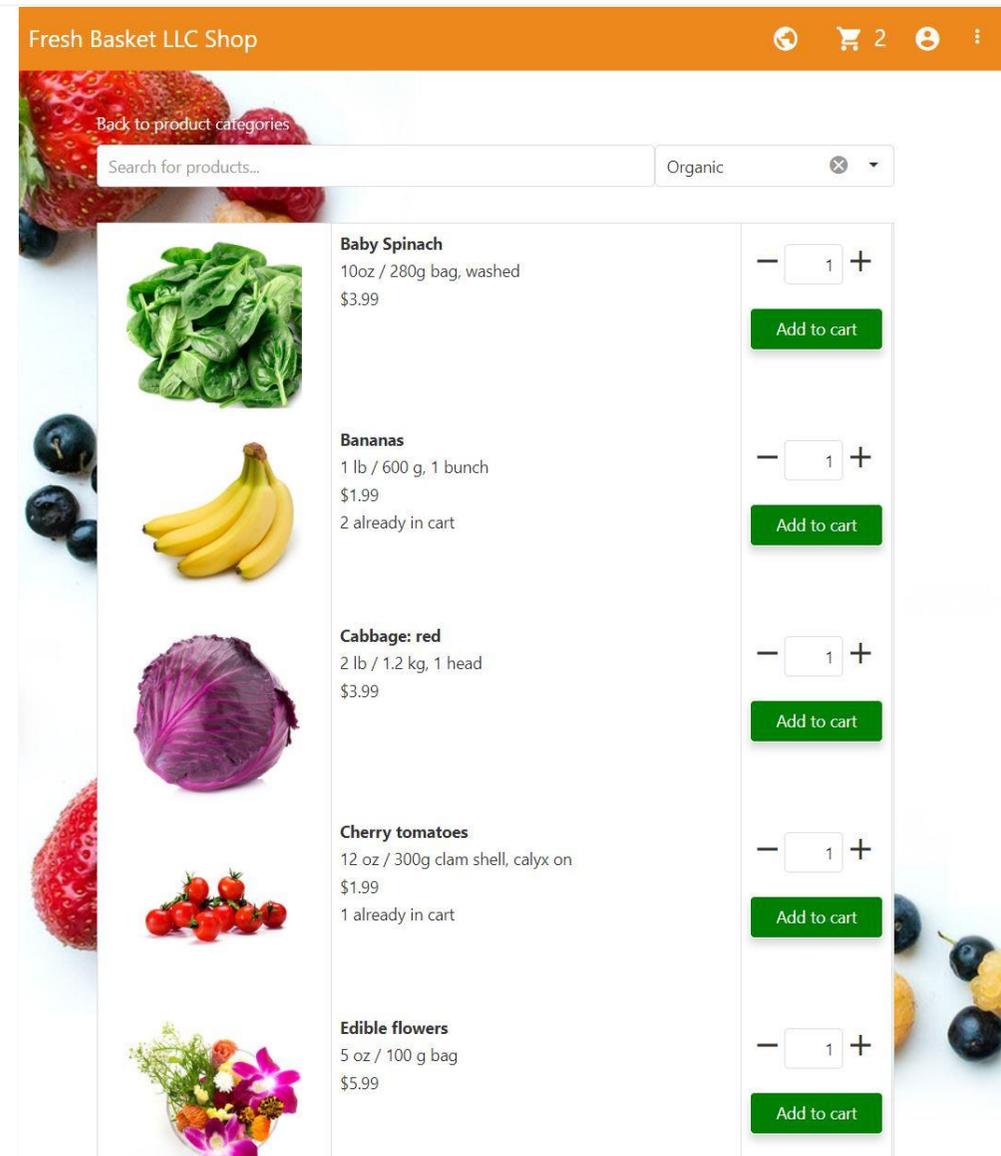
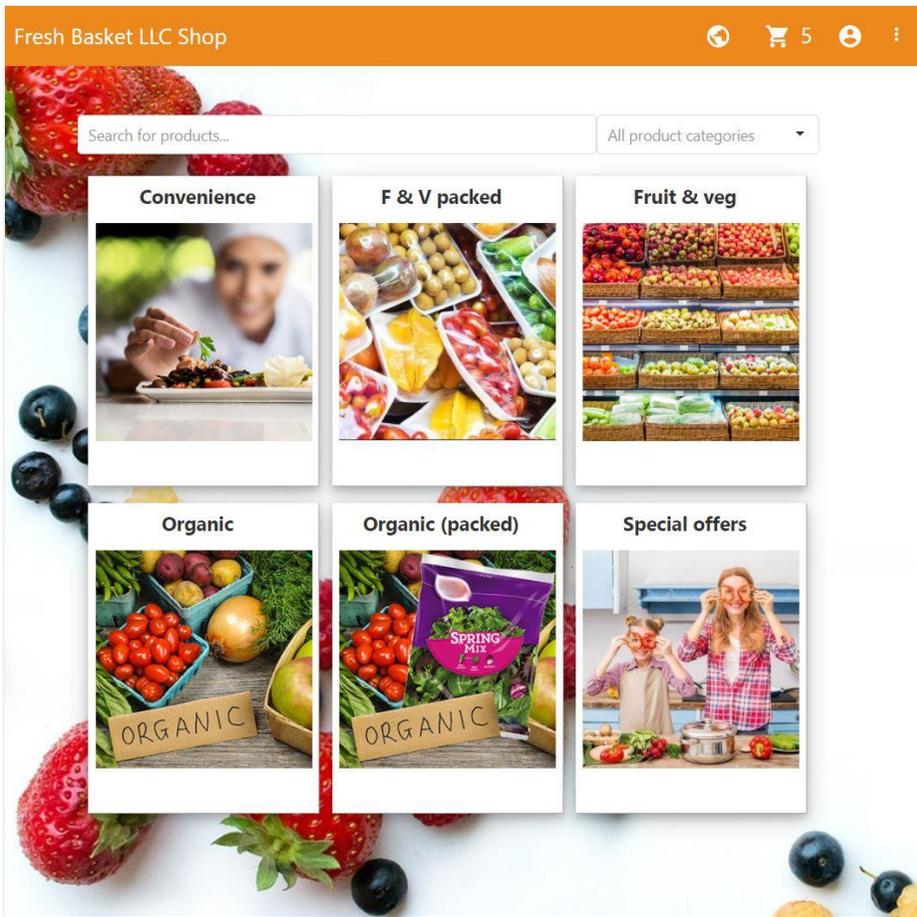
Improve your customer's experience!



Consumer feedback, direct from the consumer!

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

Shop online shopping cart for fresh produce orders / sales and fresh produce marketers



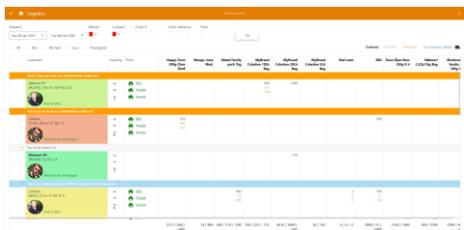
Customers browse by product category, or search.

New customer sign up takes seconds.

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

Rapid checkout, simple interface for fast ordering.

Dashboards



Logistics

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



Profit

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



Quality control

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



Sales

Perform trend analysis of customer over your chosen date range, identify order trends, chart open orders, analyze open orders, report on inventory in stock that isn't on order.



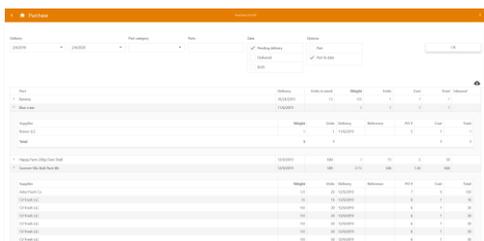
Pack

Rapidly analyze what was packed/processed or manufactured between a date range; deliveries of raw materials, unused raw materials, closed orders, open orders, shipment summary, pallet shipping summary...



Grower payments

Calculate payments to growers (less fees: transport, packing, commission etc). View status growers deliveries, if any is unpacked or unsold, shrinkage or loss during processing, and associated QC. Email bulk statements (details above are on statements).



Purchases

Analyze pending deliveries to assist with new orders, total delivery values / weight, track the historical prices being paid for fresh produce, analyze pending, delivered, both.



Recall & audit

Access companywide traceability data from one easy location to perform a recall, mock recall, audit, and check traceability data.



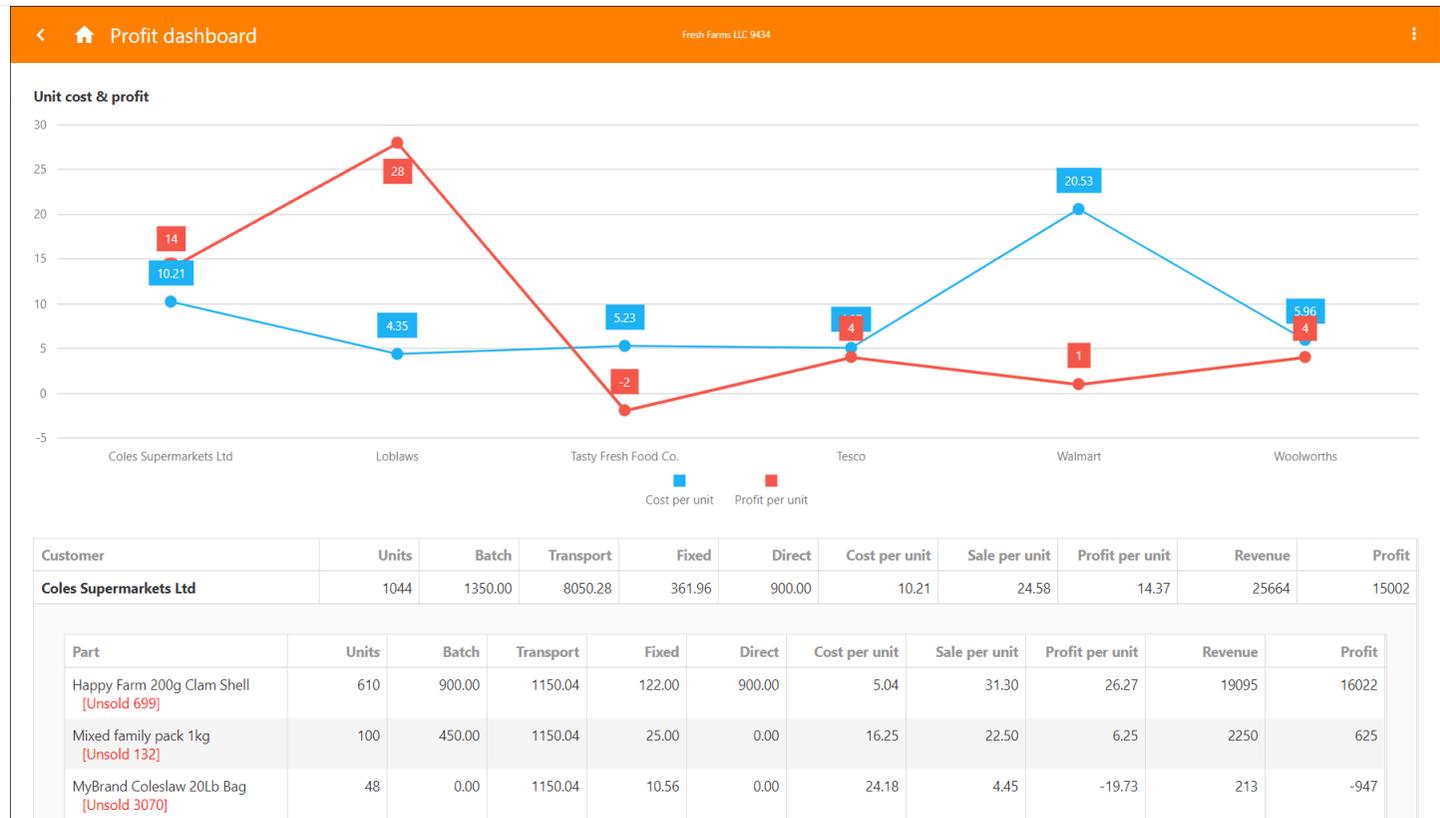
Farm (optional)

The farm dashboard lets you analyze key performance indicators across multiple farms; including cost per hectare (by task type), cost per pound/kg harvested, profit for each crop batch, yield per hectare (or any other area measurement) and more...

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

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

Know profitability by specific product and customer!



Farming, Purchased Inventory Costs

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

Transport

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

Fixed costs

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

Cost per unit

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

Sale per unit

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

Profit per unit

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

Revenue

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

Profit

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

RFID pallet control

(optional)

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

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

**TAP HERE TO
READ THE
FULL RFID
SPEC!**

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

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



Labels, BOL, invoice, shipping documents

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



Frequently asked questions

How does integration with other software work?

You can integrate farmsoft with virtually any other solution for finance, accounting, hardware, CRM, payroll, ERP using the fully open farmsoft API which can be used by your I.T. department or any external I.T. company you give permission to. farmsoft is not a financial solution. If you want us to perform the integration for you, additional costs apply for optional integration modules, please enquire. Integration with other apps is limited to insertion of invoices one way transaction unless otherwise specified in this specification document.

Do you share my data?

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

How long does it take to implement?

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

Can I deploy farmsoft myself?

No, deployment is by professionals that have deployed many times. Without this experience your project takes 10 X longer to implement and has low chance of success. We will not provide farmsoft without managed implementation.

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

Don't do this unless you absolutely must. Win Svr2016+, 16GB RAM+, 4 GHz+. MS SQL 2018+. A fee applies for using your own server (server not provided by us) or moving from cloud to local, or local to cloud.

What languages is farmsoft in?

The interface is available in 14 languages.

Who develops & supports farmsoft?

Tenacious Solutions Ltd 576 Fifth Ave, New York New York. [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.

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.

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

Buy a monthly subscription. We won't delete your data between seasons.

Hardware support?

If you didn't buy it from us, we can't support it, tell you how to use it, or configure it. We don't sell hardware or accounting solutions and can't tell you how to use your financial solution, do not have a copy of your finance app or know how to use it.

What if our broadband fails?

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

HARDWARE & TECHNICAL: All devices must run one of these browsers: Edge, Chrome, Safari, Opera, Brave, with 800x1200 min resolution. You require an always on data connection, no data is saved on your device, no app is installed. Install AirPrint, PaperCut, or printer vendors app to print PDF objects at 300+DPI (required for barcodes). To read barcodes on a device that doesn't have a built in bar-code reader, you must install an app that will dump the barcode into the focussed text box, farmsoft will immediately interpret the barcode data once its been scanned. Scales/weighting equipment must paste weight to memory (requires PC). [Use our API to integrate.](#)

INVENTORY MANAGEMENT PROCESSES FOR FOOD HANDLERS AND FRESH PRODUCE

Choose from multiple 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. 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 stock take 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 palletised 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. 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. **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. 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

- 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

Fanatical 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