farmsoft
App manages complete business operations for
Fresh produce packers
Food manufacturing
Food service
Less waste, more traceability.
100% accurate production & shipments.

Reasons to use farmsoft fresh produce & food manufacturing:

Hand crafted to be a perfect match for your business

Your solution is tailored by your consultant to support your business, create new efficiencies & opportunities, save everyone time, increase accountability, and reduce waste.

Precise inventory for less food waste

Reduces waste & shrinkage through better FIFO, stock-takes, accurate order picking & shipping, inventory expiry management & ageing monitoring, inventory alerts.

Consistent quality control for better quality food

Guarantee quality with flexible quality control testing systems. Capture customer complaints & feedback, monitor supplier performance, quality alerts instantly sent to stakeholders.

100% accurate production reduces errors and cost

Pack or manufacture exact quantity (e.g.: simple fruit pack, mixed salad, coleslaw etc) at the correct specification to match orders, reverse calculate required raw materials required & guide users to select them FIFO.

100% accurate & fast order picking and dispatch

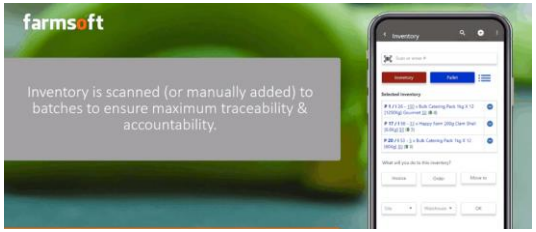
Scan boxes & pallets onto orders, or allow farmsoft to suggest which inventory should be on an order using FIFO. This process ensures the exact fresh produce is sent to every customer on time, every time.

Reduce administration & compliance costs

Automatic fresh produce labels, BOL, invoice, picking, export documents; reduces administrative burden. Automatic traceability easy audit & recall systems reduce compliance costs. Optional integration with finance solutions (Xero and others) thru the API or send AR & AP to the finance app.

Choose features that work for your business:

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



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 up and down the supply chain.

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

Orders, sales, picking & shipping
Manage customer orders, price lists; users are guided thru the order picking process on device or generate pick slips; automatic BOL, invoice, export & shipping documents.

Tailored labels, documents, invoices
Print food labels SSCC, GS1, PTI, Walmart, Aldi, Tesco, Woolworths, Coles, PickNSave, Loblaw. All docujments & labels 100% tailored to your requirements: invoices, shipping documents, BOL.

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

Packing & production management & planning
Analyze orders to see required raw materials, rapidly schedule orders to be packed in batches, schedule harvests or PO's to ensure correct raw materials are available.

Alerts keep everyone instantly informed
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 alerts and more…

Farm management (optional)*
Implement optional farmsoft Farm Management to provide a comprehensive fresh produce integrated business management solution from seed to plate… Please see our Farm Management solution video & brochure.

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 & shopping cart (B2B / B2C)
Improve your customers experience by allowing options to enter/update/cancel orders online, or use the shopping cart experience; provide quality feedback for previous purchases and deliveries.

RFID for fresh produce pallet control*
Automatic tracking of each pallet's exact location as its moved around warehouses. Makes loading orders accurate and easy, stops errors during shipping. Very low cost hardware from vendor of your choice. Optional extra.

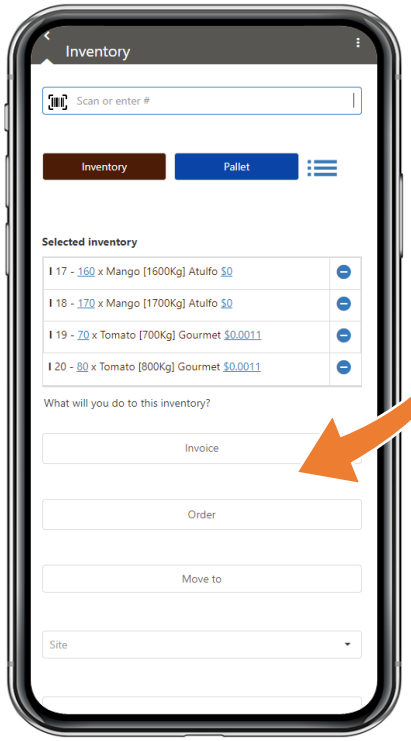
Unlimited sites
Your farmsoft solution can be used from unlimited sties, across the state, country, or globe. Each site has unlimited warehouses; meaning a live balance of inventory maintained at all site warehouses. You can set permissions to control which employees see which sites data.

Scan QR code for consumer info & feedback*
Show your chosen product & marketing info, optionally fill out your design of feedback form.

Block-chain traceability for fresh produce*
Uses CHAIN-TRACE technology. Optional extra.

Plus more: **Full API for your I.T. department or chosen vendor to integrate other solutions / hardware with farmsoft. Container / tote pallet management system. Shipping container management. Automatic inventory consumption for field packing. Logistics regions. Manage inventory that belongs to supplier/customer. Simple POS (Point of sale interface).**

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 effort.

Comprehensive features…

- Automatic inventory auditing records
- Site to site inventory transfer (scan or select)
- Stock take & management approval process
- Manage raw produce & food, partly processed produce, finished product, 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…

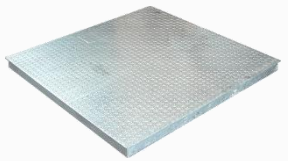
PC / Mac

Tablet

Cell

Professional Barcode / RFID

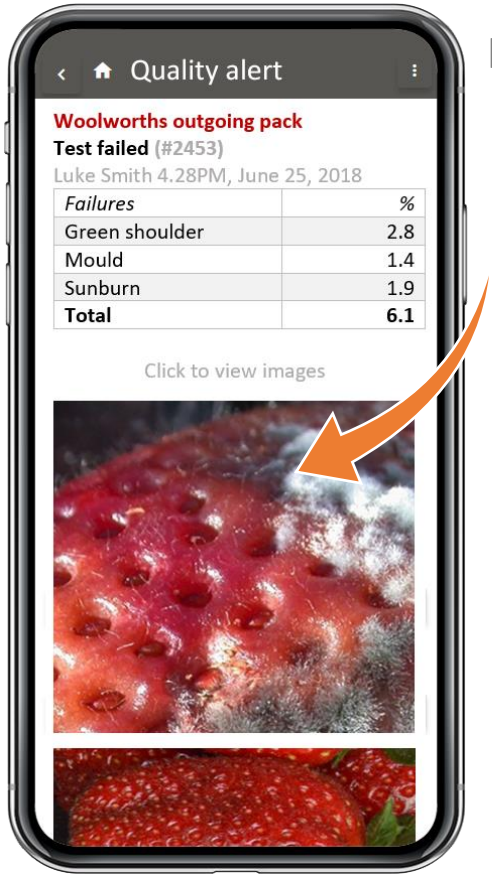
Handheld Barcode or RFID scanner



Integrate with weigh scales and other equipment*

Touch & voice enabled; no mouse/keyboard required

Quality control for fresh produce packing and processing.

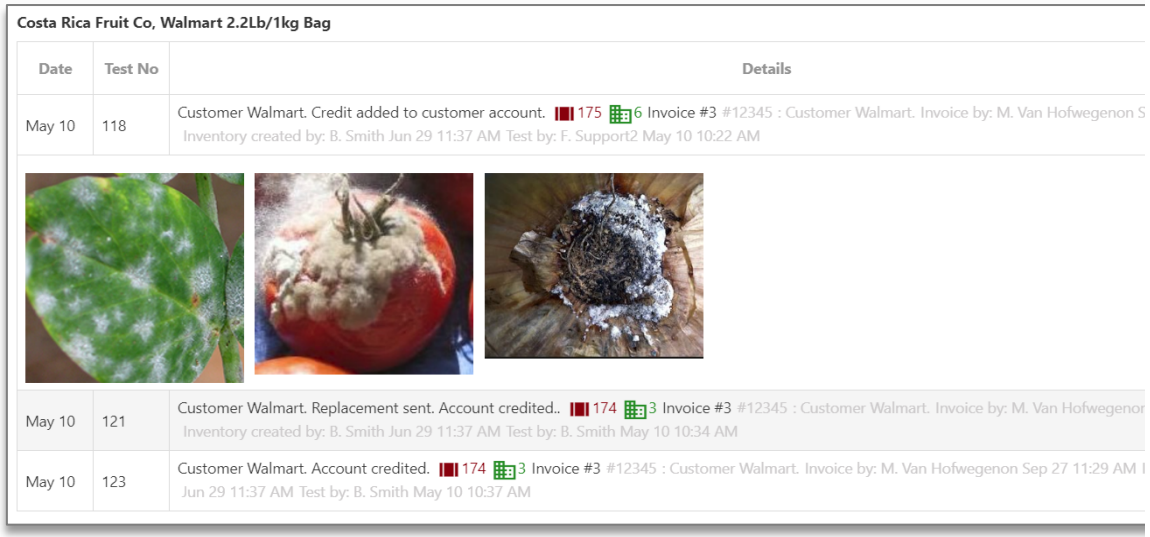


Instant quality!

- 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.

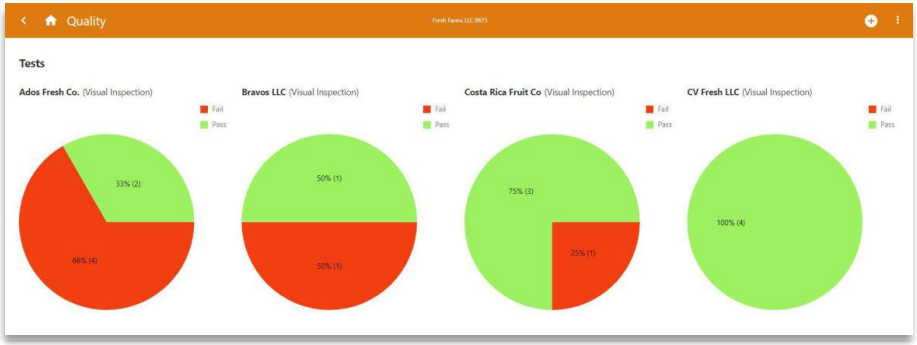
Customer quality feedback management

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.



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.

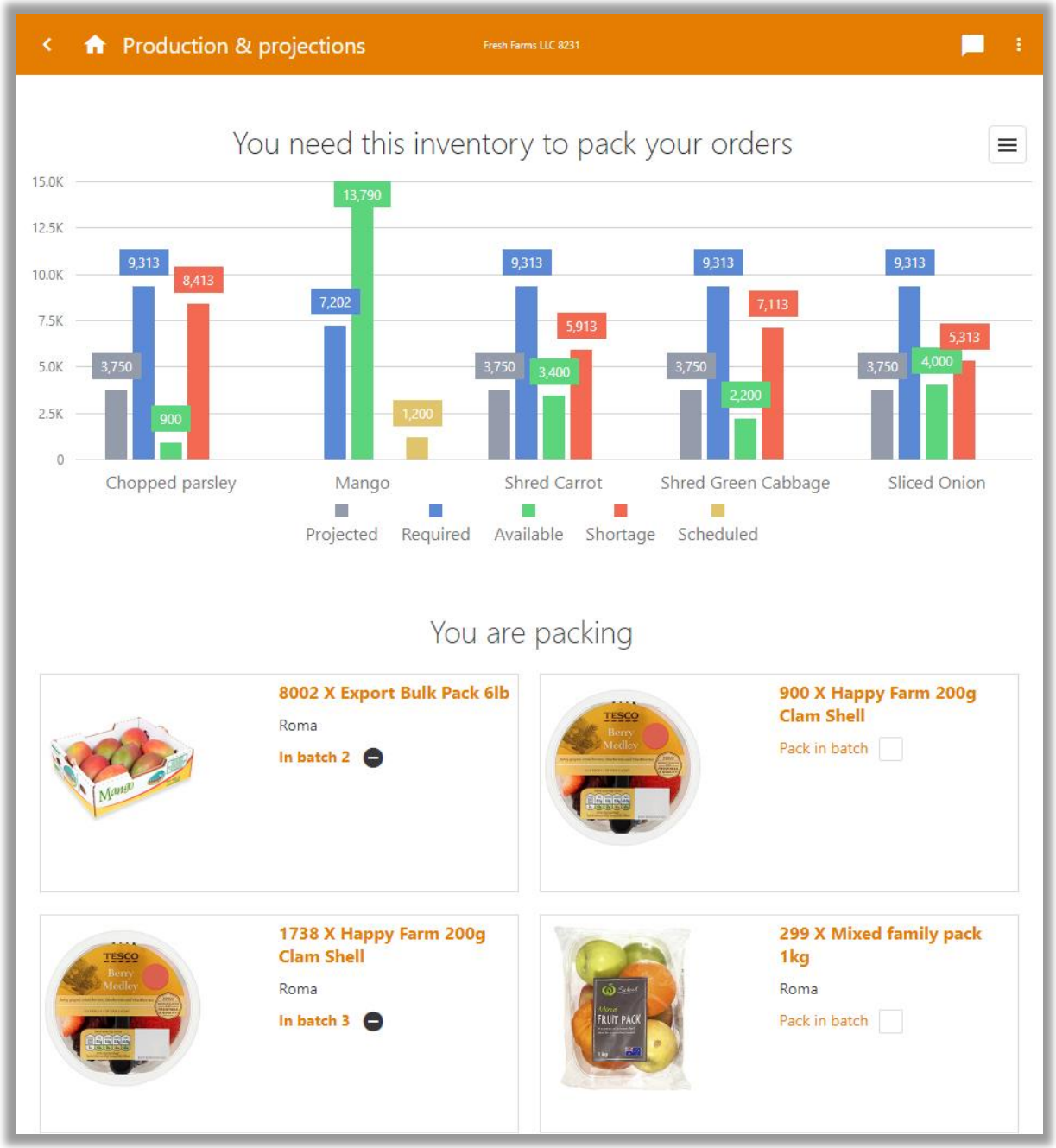


Fresh produce quality control with instant alerts for quality managers, fresh produce buyers & suppliers.

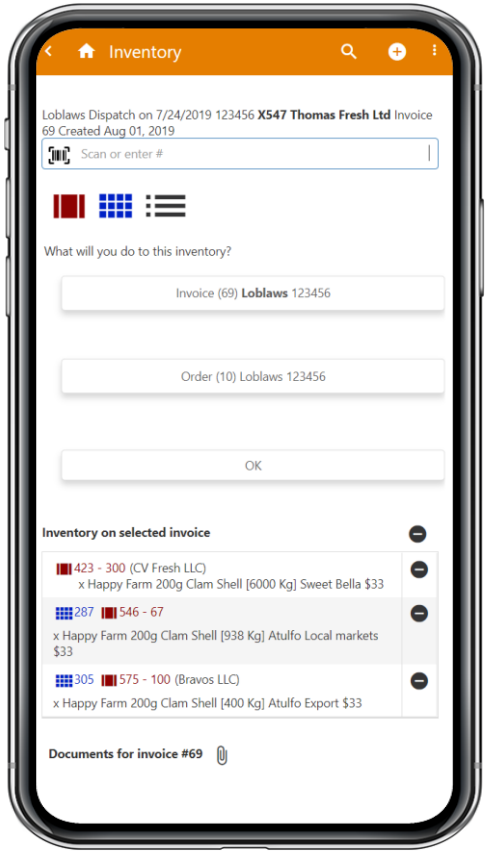
Packing / manufacturing & production planning for fresh produce wholesale, export, import, traceability

- 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, picking shipping for fresh produce wholesale, export, import, traceability



Pick & ship 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
- Ship loose cartons, bins, bulk tote bags, or goods on pallets; or a mixture of each.

Every shipment 100% 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, loading order (for multiple orders on one truck))
- 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 defend fields (your consultant will configure this for you).
- Manage logistics by region and other custom filters
- Photo trailer /shipping containers before and after loading and attach directly to the order / invoice.

Alerts keep everyone informed…

Customers can receive confirmation that you will fill their order

Production managers receive new order alerts

Modified order alerts for production teams

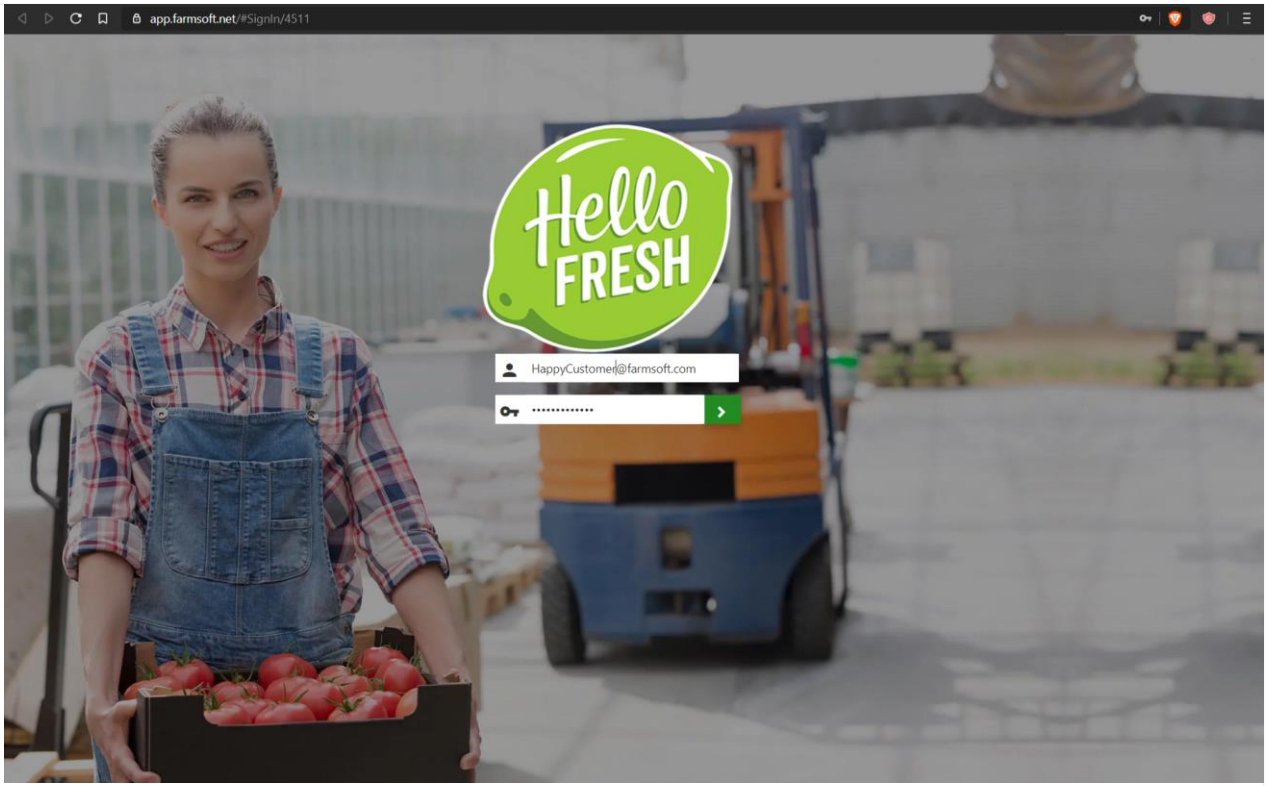
Outgoing shipment alerts for shipping and sales teams

Customers receive shipment alerts with chosen documentation or invoice

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.

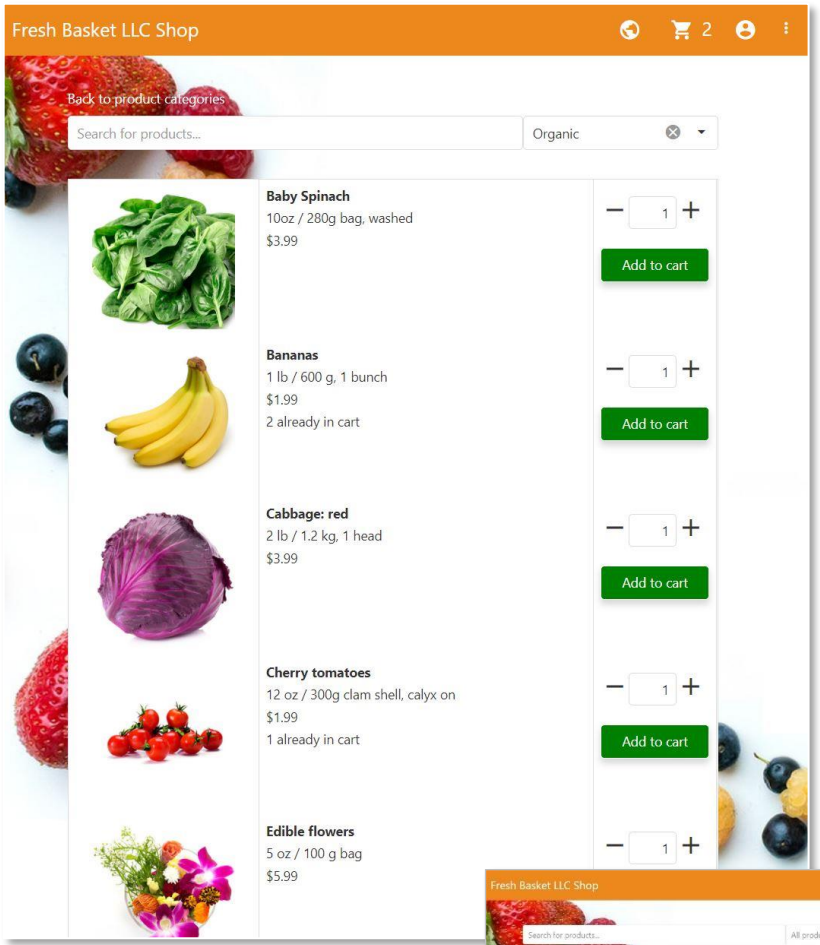
Improve your customer's experience!

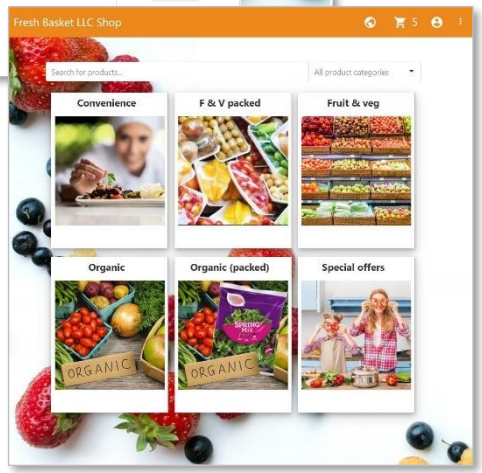


Give consumers traceability data, and receive feedback!

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

Shop online shopping cart for fresh produce orders





Customers browse by product category, or search.

New customer sign up takes seconds.

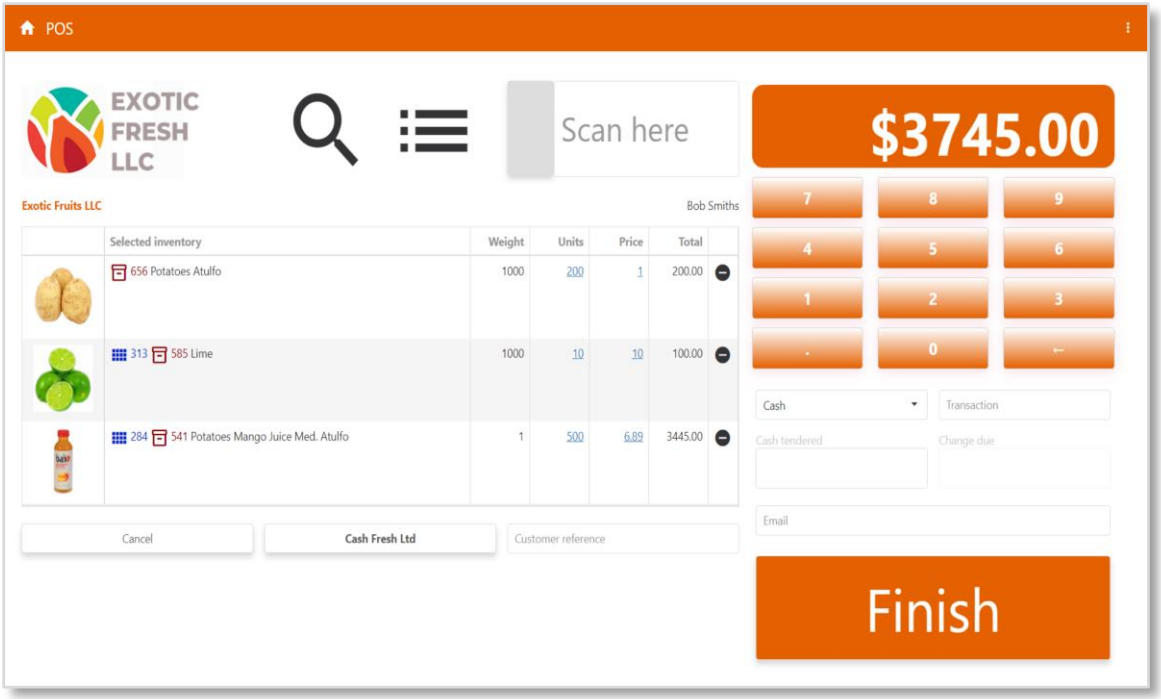
Welcome message screen for promotions and messages to customers.

Rapid checkout, simple interface for fast ordering.

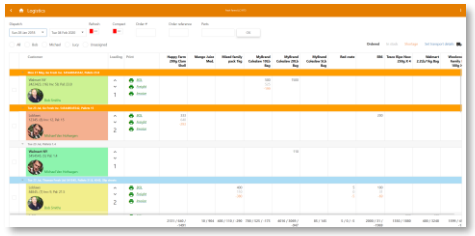
POS point of sale interface for fresh produce

Easy and rapid to use point of sale interface allows sales of actual inventory, easy sale of inventory by unit, Lb, Kg.

- Scan items being sold, or search and select using graphical interface if there is no inventory barcode
- Works on tablet, PC/Mac, cell phone
- Print your choice of custom receipt, invoice, bill of lading or warehouse receipt
- Emails receipt, invoice, bill of lading to customer instantly
- Credit, cash, card, check sales (and other terms)
- Share sales with your finance app (integrate directly using Xero)
- Add taxes and levies (state / federal / trade fees)
- Report on levies / taxes
- All sales are deducted live from inventory balance

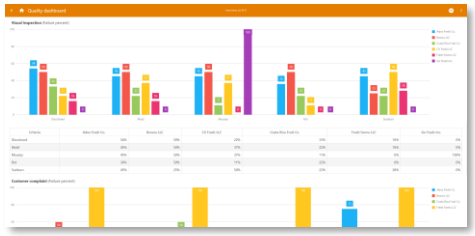


Dashboards



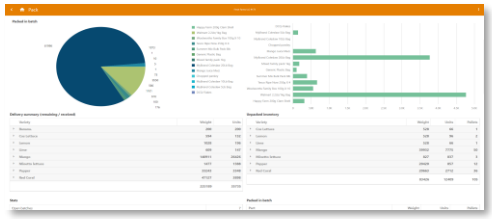
Logistics
Set loading order, assign staff to pick orders, assign transport / trailers and more. See when orders are ready to be picked, loaded, shortages, and documents (BOL, Invoice etc) can be printed/auto emailed.

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. View waste % from each batch.

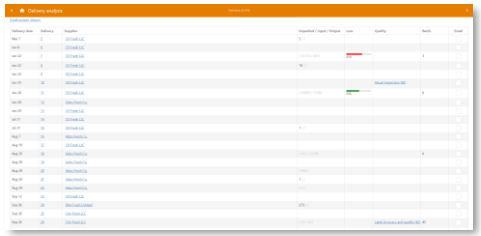


Quality control
Perform trend analysis on the performance of suppliers (or your own farms) with detailed criteria data from the QC module. Track historical customer complaints and tie complaints back to suppliers or farms. Rapidly find any previous QC activity or test.

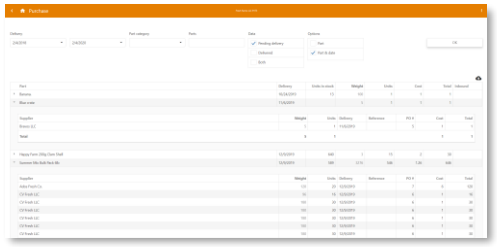
Sales
Perform trend analysis of customer over your chosen date range, identify order trends, chart open orders, analyze open orders, report on inventory in stock that isn't on order, B2C signups & orders….



Pack
Rapidly analyze what was packed/processed or manufactured between a date range; deliveries of raw mateirals, 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).



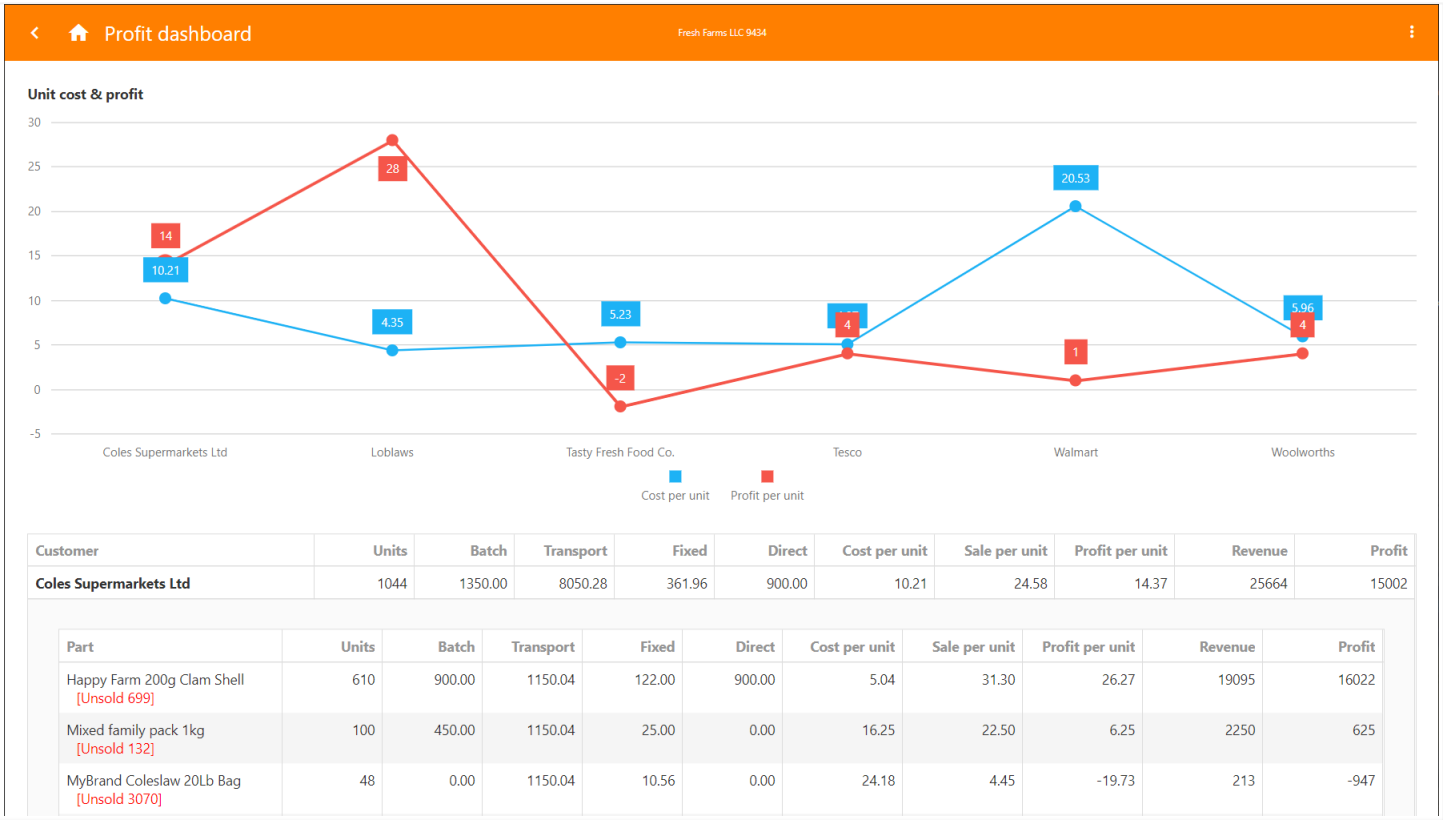
Purchases
Analyze pending deliveries to assist with new orders, total delivery values / weight, track the historical prices being paid for fresh produce, analyze pending, delivered, both.

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

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.
- Analyze batch waste trends

Know profitability by specific product and customer!



Customer	Units	Batch	Transport	Fixed	Direct	Cost per unit	Sale per unit	Profit per unit	Revenue	Profit
Coles Supermarkets Ltd	1044	1350.00	8050.28	361.96	900.00	10.21	24.58	14.37	25664	15002

Part	Units	Batch	Transport	Fixed	Direct	Cost per unit	Sale per unit	Profit per unit	Revenue	Profit
Happy Farm 200g Clam Shell [Unsold 699]	610	900.00	1150.04	122.00	900.00	5.04	31.30	26.27	19095	16022
Mixed family pack 1kg [Unsold 132]	100	450.00	1150.04	25.00	0.00	16.25	22.50	6.25	2250	625
MyBrand Coleslaw 20Lb Bag [Unsold 3070]	48	0.00	1150.04	10.56	0.00	24.18	4.45	-19.73	213	-947

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 customers 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 additional module)

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

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!

- 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, Loblaw), batch labels, invoices, bill of lading, certificate of origin (COO), phytosanitary certificates, PO, SO, and dispatch and export documentation.
- We 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. Standard Farmsoft sends Parts/Items, AP, AR to Xero, all other finance apps require you use the Finance export module to move data to them.

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

How long does it take to implement?
Implementation takes from 2-10 weeks, varies wildly based on business complexity. Average time 3-4 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 Server 2019+, 32GB RAM+, 4 GHz+. MS SQL 2018+. An upfront fee, plus an annual 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, please ask.

Who develops & supports farmsoft?
Since 2001, Tenacious Solutions Ltd 124 Broadkill Rd #643 Milton, Delaware, 19968 USA . 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 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?
We do not provide refunds. It's your responsibility to perform full due diligence. Your project is not a trial or test. We sell time based services; not a physical product that can be returned and resold.

What if I use farmsoft for a fraction of the year?
We don't provide discounts if your season is only a few months long; this doesn't reduce our overheads at all and we are not interested in discounted projects; if your season is very short it actually increases our support costs because users seem to forget things from year to year.

Hardware & finance app support?
If we didn't develop & build it, we can't support it, 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.

TECH NOTES

TERMINALS

All devices must run browser Edge, Chrome, Opera, or Brave, always on internet connection of 1 M/bit minimum, no data is saved on your device, no app is installed.

PRINTING

Android/iOS install AirPrint or PaperCut, app from printer vendor to print PDF from browser or download and print. **300+DPI required to print barcodes**. To print without user intervention you need to use a PC device and the 'kiosk' command line function on the Chrome shortcut.

USING YOUR OWN SERVER

Standard solution runs from our data centers in New York, and Sydney (for AU & NZ clients) and is included in your quote. Cost to use your own server is $4500 p/a (we will administer your server and update it as required). You provide the server or we can lease on your behalf (additional server leasing fees apply).

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 / HARDWARE INTEGRATION

Scales/hardware must place current weight/data to clipboard of the device (ie: the scale emulates keyboard USB transaction of CTRL C of the data) or insert weight to focussed field as simulated CTRL V. You must grant Farmsoft access to the clipboard in your browser settings. Use a software wedge if your hardware doesn't have USB keyboard emulation output. Test devices before purchase.

NETWORK

You need an I.T. person to setup your network & devices or someone who is competent with tech and gadgets, we can't setup or advise on any of your hardware or operating systems, drivers or finance app other than:. 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 which can have up to 8 nodes on each network. Buy extra nodes in case one fails and needs replacing (cant mix new models with old). Whitelist *farmsoft.net *farmsoft.com and *dropbox.com, block everything else (except update URLs) so devices can only used for farmsoft and can't be used for non work reasons (We recommend DNS firewall by MyDNS.io to easily block unwanted internet activity without having to purchase and maintain hardware).

TERMINALS THAT PRINT LOTS OF LABELS

Printing huge amounts of labels from Android is not efficient, try using a Windows devices because Windows prints directly to the printer without cloud services slowing the transaction and allows rapid selection of multiple printers. Alternatively, use a printer that will print documents sent to the email address the vendor provides (farmsoft supports auto printing to an email address for cloud printing without user intervention). To print from Chrome without seeing a print preview add this to the Chrome.exe shortcut " –kiosk-printing".

VOICE CONTROL FARMSOFT

Activate voice control on your device. With the farmsoft app open, simply shout "Touch Carton" to print a carton label from the Rapid Inventory screen. Voice control is a feature of your devices operating system, not farmsoft so its up to you to setup this functionality on your chosen device(s).

TMI?

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