

P PASSFIELD

The world's most comprehensive and flexible Nursery Management Software

McGrane online ordering system integrates with Passfield

Bedding plant nursery McGrane's online ordering system is now fully integrated with Passfield. Clients benefit from regular updated stock lists, while McGrane's can choose what gets updated and how often.

How it works

An outgoing stock update file is regularly sent to an FTP folder on the online ordering system dedicated Cloud Hosting Environment. The McGrane's online ordering system picks this file up and updates the stock offering on the website. An incoming sales order file effectively does the same in reverse, updating Passfield with any new orders made online. This system works with the Passfield Scheduler, so McGrane's can set how often data updates take place.

Client-specific stock offerings

McGrane has several different client groups and each require their own stock offerings. This new feature takes this into account – so when a client logs in online, they only see the stock availability specific to their client group.

Full flexibility

Tailored queries can be quickly written using SQL in this feature; it's possible to set up multiple outgoing files to update difference features. So as well as updating stock data for example, McGrane can choose to update customer records too.

Inside:

NEW online ordering solution

Meet our new Directors

Look who's now using Passfield

Use QuickBooks? Take a look at this...

New Forest Plants goes handheld

The new tool your sales team will love

NEW: client-specific availability lists

... **and much more!**

The screenshot shows the McGrane online ordering system interface. At the top, there's a navigation bar with 'Home', 'Create An Order', 'Previous Orders', 'My Account', and 'Contact Us'. Below that, there's a 'Create An Order' section with a 'View 21' link and 'Download List' and 'Print List' buttons. The main content area shows a table of products with columns for 'Item Name', 'Size', 'Alt', 'Tag', 'Stock', 'Today', 'Cost', 'Availability', 'Availability', and 'Order Qty'. The table lists various plant items like '12cm x 12cm plant', '12cm x 12cm plant (1/2 inch)', '12cm x 12cm plant', '12cm x 12cm plant', '12cm x 12cm plant', '12cm x 12cm plant', '12cm x 12cm plant', '12cm x 12cm plant', '12cm x 12cm plant', and '12cm x 12cm plant'. Each row has a 'Stock' column with a value, a 'Today' column with a value, and a 'Cost' column with a value. There are also 'Availability' and 'Order Qty' columns for each item.

What McGrane have said

"In the height of the season we need to get orders on fast so that we can provide the service our customers require. Our Webshop has significantly helped in this area with up to 40 orders a day being placed. Our customers also love it as they can view stock and order from McGrane's 24/7. The other added bonus is any member of the sales team can enter orders when they are out of the office."

Johnny Mackinnon, McGrane Nurseries Manager.

Passfield live and kicking at Colourpacks

Colourpacks wholesales bedding plants in various formats to garden centres in the South East from a 19 acre site in Kent – and went live with Passfield in January. *“We chose Passfield because it gives us the functionality we were looking for, with plenty of flexibility and scope for expansion,”* explains Colourpacks Director Nigel Fox. *“The system is very powerful and easy to use.”*

Going live with such a business-critical system requires plenty of support – as Nigel explains:

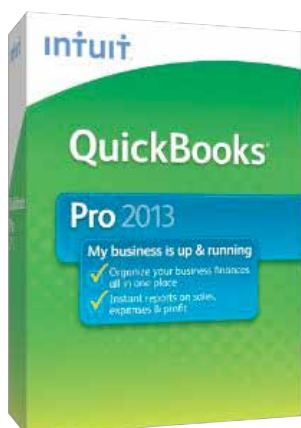
“an important factor when choosing any software is the customer support. Passfield’s support is first class and probably the best I have come across.”



Passfield now links to QuickBooks

Great news for QuickBooks users: Passfield now links with the QuickBooks accounting package. So, no more duplicate entries of invoices or time-consuming import/exports – sales and purchase invoices will now post seamlessly to QuickBooks. This link will also synchronise client details including credit limit, credit balance and On-stop status.

Passfield already provides ‘off the shelf links’ to Sage 50, 200 and Access Accounts.



Passfield joins forces with Creative Online Media to offer ‘one stop shop’ web solution

Following the successful implementation of McGrane’s webshop, Passfield Data Systems and Creative Online Media are delighted to announce their agreement to jointly offer a complete web commerce solution to existing and new clients.

Creative Online Media has vast experience in web commerce solutions and can cover all of your online needs, from design, to web development to SEO. Alan Brown, Creative Online Media MD said *“This is an exciting new development. The new online ordering system is fully integrated with Passfield, so orders placed on it by your customers are automatically imported into your Passfield system. This will save valuable time adding orders and makes it easier and faster for customers to place orders with you. As the system is web-based clients can place orders from anywhere, 24/7/365, as long as they have a connection to the Internet.”*

Key features:

Your customers

- can place orders and these orders are automatically imported into your Passfield system. The frequency of imports is configurable to suit your needs
- will view up-to-date stock information. The frequency of updates is configurable to suit your needs
- have the ability to input retail price, multi-buy option, order quantity, add notes / special requirements and specify preferred delivery date
- can view their previous web orders going back over a period of two years
- can submit general queries via their account on the online ordering system.

You and your team

- will have your own dedicated administration area which gives you control over customer access and what products they see. You can add customers, create their logins and password and also manage these details going forward e.g. change passwords etc
- will be able to determine the products each customer is able to order depending on the Group list they are assigned to. Alternatively automated stock update files will do this for you
- can add images for each product which your clients can see when ordering products
- can view orders as they are placed on the online system and see when they are imported into Passfield
- can place orders on behalf of customers in the event of a telephone or fax order being taken.

Further upgrade features will also be available, which include:

- View/download invoices. Invoices are automatically pulled from Passfield and displayed on your customer’s online account, removing the need for you to email or post invoices, saving time and money
- Account locking/credit limit. Show/set credit limits for your customers and also lock access if they breach set limits
- Email key lines to clients via an integrated, industry-leading email marketing system. The stats from the email marketing system are pulled into your online account area so you can see who saw the email and what links they clicked in it.

Would you like to know more about Passfield?

Passfield is the most comprehensive nursery management software available and it is being successfully used by many different sized horticultural businesses. With an established and growing worldwide client base you can be reassured by the success of this ever evolving system.

Passfield's clients range from small specialist nurseries that use Passfield to carry out basic sales processing and simple stock control, to large commercial nurseries that utilise Passfield's full production control. System flexibility lets you decide how Passfield is best used to match your business needs.

If you have any questions or would like a system demonstration contact-

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Create your own alerts

More good news – the latest version of Passfield comes with a custom alert feature – so you can set up your own specific alert. Perhaps you'd like an alert whenever a certain number of customer accounts are on stop, or when you reach a certain number of active orders? Or maybe you want to be alerted when you have too many old batches. You can also choose how often you'd like to get the alerts – from every minute to every few hours, for example.

It's an easy way to stay one step ahead of any emerging customer, sales or stock issues.

New 52-week matrix report function

We've now expanded our existing matrix report function to deal with 52 week analysis.

So, for example you will have weeks 1 to 52 running along the top, your client list running down the left, and values for each with end totals. Analysis can occur on financial value or stock quantities. And queries can be written to look at other areas of data such as Purchasing.

The added bonus is we've set this one up to output seamlessly to Excel – so you can format it in Excel without having to tidy it up beforehand.



Come and see us at GroSouth

Following a successful show in 2012 Passfield will be once again exhibiting at GroSouth, held on 13th November 2013 at Roundstone Nurseries near Chichester, West Sussex.

Why not come along to stand 83 and have an informal chat about your management software requirements?

More information on the show can be found www.grosouth.co.uk