

PASSFIELD

Newsletter 2017

Keeping Passfield future fit

As technology continues to evolve at breakneck speed, the possibilities it brings can be mind-boggling.

This year, we've kick started an exciting project designed to help our clients future proof their businesses and turn the tech revolution to their advantage. More about this in this newsletter.

We've also welcomed new clients as well as a new team member, introduced new features and made some big improvements to Passfield's performance.

While our focus has been on the new, we continue to offer the same outstanding service that's been the hallmark of what we do.

To find out more about what we offer, give us a call or email, and let's start a conversation.

A handwritten signature in black ink, reading 'Tim Lamb' with a long horizontal flourish underneath.

Tim Lamb HEAD OF BUSINESS



The world's most comprehensive and flexible Nursery Management Software

Face to Face at Four Oaks

On 5-6 September, we joined over 400 exhibitors and many hundreds more visitors at the 48th Four Oaks trade show in Cheshire. For the second year running we, joint-exhibited with Longcombe Labels, a leading UK manufacturer of printable horticultural labels – and had a successful two days. Besides meeting many of our clients, we ran system demonstrations and talked through Passfield's capabilities with many interested visitors. As Support Developer Darrell Smith commented:

"It was great to meet many of our clients and to discover the ways they use Passfield; we also received a good level of interest from prospective clients".

We look forward to exhibiting again next year.



Passfield's getting *faster*

Passfield is getting faster, thanks to new database technology. Passfield is powered by Firebird – a fully featured relational database management system. Firebird's latest version – **Firebird 3** – provides multi-threaded engine processes and shared page caching, which enables better use of multi-core hardware and large address spaces.

From the user's perspective, this delivers dramatic performance improvements while maintaining compatibility with existing client libraries.

We have recently begun deploying Firebird 3 to our clients, who are quickly seeing great improvements in system speed.



New system in the pipeline

In May, we embarked on an exciting project to develop a new Passfield system, using the latest technology to bring rich capabilities for the nursery industry.

An in-depth review of our current product offering has been carried out by a highly experienced software architect and the project team have been considering the best ways to meet future needs and work practices. Our project team is led by two outstanding business analysts specialising in software development.

Rosie Crocker who leads the team, said:

"We are rebuilding and re-engineering our existing system to make it easier for our customers to use and for us to enhance it in the future. The result will be a leaner, scalable, modular system that can evolve with the ever changing requirements of the horticulture industry."

Work is ongoing and we plan to launch the new product within 24 months.



Evergreen Exteriors Goes Live

Evergreen Exterior Services are a highly successful trade nursery based in the south London catchment area. They supply garden designers, landscapers, local authorities, and garden centres with an extensive range of high quality plants, which are sourced across Europe.

In autumn 2016, Passfield Data Systems was awarded the contract to provide a single solution to their multi-channel sales processes. This consisted of quote creation for garden designers, converting to firm orders and purchasing shortfalls; order creation (by hand and electronically) for garden centres, including printing retail barcode labels; and invoice creation for their thriving cash and carry unit. The latter involved creating a new simple sales function, which allows users to quickly add

sales to the system via a simple sale screen and barcode scanner. Manager Craig Marshall said:

"Our sales turnover has been increasing year on year and we needed to put a more time efficient system in place. When we spoke to Passfield it soon became apparent their system would be flexible enough to deal with the various needs EES has."



Evergreen Exterior Services went live with Passfield in February 2017.

New features, available now



P Simple Sales

This new function allows setup of a dedicated 'till' user group. When any user from this group logs on, the system launches directly to a simple sales screen. From here, you can easily create new sales orders or print an invoice/receipt.

Newly created orders are prepopulated with a default cash account, which you can change to a specific client account, if required. To create a sales line, simply scan a stock line or batch barcode. With the latter, the sale will allocate directly to the batch purchased. If a product doesn't have a barcode, you simply open a simple stock picker screen to source the stock line and enter the quantity.

Orders can be partly created, closed and reopened within a session, if required. You can also enter payment method and amount. Once the order is complete, you can print an invoice/receipt, and this removes the transaction from your list of active session orders.

P Pre-Orders

Pre-Order is a new type of sales transaction. These are transactions with a firmer commitment than quotations but less commitment than an order. They're ideal for using with transactions that have a future supply date, or where the supply of plants needs to be confirmed before they are actually supplied.

When a Pre-Order is created, a user can choose to allocate to batch stock or leave the sales line unallocated. If a sales line is allocated, then a link to the batch is created but the free ready quantity will not be reduced.

You can print order acknowledgements, client labels and pick lists from a Pre-Order. So your customers can be advised of what's held on a Pre Order and the Picking process can be instigated if required.

When the Pre-Order is converted to an order or delivery, the free ready quantities on the allocated batches are reduced.

New Electronic Trading modules

Passfield's multifunctional messaging platform can operate a series of electronic trading models simultaneously, covering EDI, xml and csv formats. We have recently added two new 'off the shelf' modules:



Bunnings EDI modules

We now offer full EDI integration with Bunnings in Australia. This function covers the compliant data flow of importing orders, sending advanced shipping notices and sending invoices. Passfield can also be set to check for and load new EDI orders, on a predefined schedule.

Bunnings is the leading retailer of home improvement and outdoor living products in Australia and New Zealand. In 2016 it acquired Homebase in the UK.



Wyevale csv order download & amendment

We now offer an updated Wyevale order module, which also processes amendment and cancellation files. This has been developed to reflect the change Wyevale Garden Centres will be introducing in November 2017.

Where amendments and cancellations are issued, the file import will fail with a message, if the linked transactions are at Delivery or Invoices stage or a Picking list has been generated.



Introducing our latest team member

We were very pleased to welcome **Darrell Smith** to the Passfield team in May 2016. Darrell joined as **Support Developer**, with a primary focus of providing technical assistance and bug fixes within the support team.

Darrell has a wealth of IT experience, having worked for a number of organisations including the NHS.

Want to find out more about Passfield?

Call **Sales on 01404 514400** or email **sales@passfield.co.uk**

