

PASSFIELD

Newsletter 2018

Making the complex simple

New clients, new staff, new features, new technology. It's been a busy year for us, as we continue to respond to the changing needs of the market. Our clients have asked for online ordering – so we've created a fully integrated web shop. Others need faster, neater – and quite particular – ways of processing orders, so we've introduced new functionality that delivers that, and brings benefits for all our clients.

That's really the secret behind Passfield's success: every change is driven by the market, for the market. This approach has served us well over twenty years, and it's also brought us hard-won experience and understanding of how

the horticulture market works – and how it's changing. In some ways, we have taken this experience for granted – but this year, as the new system development has gathered pace, I've come to realise just how much experience we really have acquired over the years. All of this knowledge is informing the new system design – and I for one am very excited about what this will mean for our clients. Watch this space...



Tim Lamb HEAD OF BUSINESS



PASSFIELD

DATA SYSTEMS

The world's most comprehensive and flexible Nursery Management Software

NEW integrated web shop



We're delighted to now offer a new, business-to-business webshop module that allows your clients to place orders with you online. Fully integrated with Passfield, it's also responsive, so users can view it on tablets and smartphones, as well as standard PCs.

The big benefit is the huge amounts of time it saves Passfield users – and its convenience for the end customer. Passfield users can configure the webshop to match their brand, and also set what data is visible to end customers, to ensure whatever they see is relevant to their needs. They can also upload images so that the customers can click on a thumbnail to view an image of the product they're looking at.

End customers will be able to view prices, real-time stock levels, packs (ie. trays) – with trolley totals totted up with each item added to an order. They'll also be able to view previous order activity including invoices and credit notes.

Because it's fully integrated with Passfield, all data is in real-time – so you can be confident that your customers are viewing up-to-date stock levels – and that any online orders are directly allocated to stock lines within Passfield.

Passfield users can choose where the webshop is hosted – whether within their existing website, or via another URL. We'll work with you to set it up, and advise on hosting options.

The webshop is available for just £900 + VAT, with support provided as part of our overall support offering. It's a cost-effective way to cut admin and provide a great service to your customers. Talk to us to find out more.

See you at Four Oaks



We'll be exhibiting at Four Oaks on 4-5 September this year – why not come by? You'll be able to meet some of our team, ask any questions and take a look at Passfield in action. We'll also be demonstrating the latest new features now available, together with exciting updates on our new system. We'll be at Stand C27 and look forward to seeing you there.



New developer joins the Passfield team

We're delighted to welcome developer Edward Martin to the team. A strong academic and mathematician, Edward is experienced with a range of programming languages and will be part of the new development team.

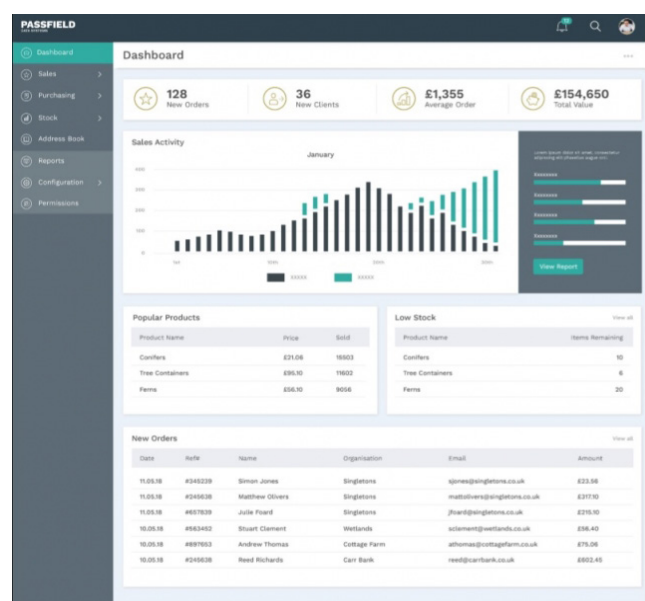
"Being part of such an experienced team is a great opportunity" says Edward, "and I'm looking forward to applying my programming skills to a system with such clear and practical benefits for end users."



New development update

As mentioned in the last issue, we're developing a fully cloud-enabled ERP system using cutting-edge technology that will bring enhanced functionality and agility to the nursery industry. Although the technology we're using is new, the expertise that has informed the system's architecture is the result of our over twenty year's experience of working with nursery businesses.

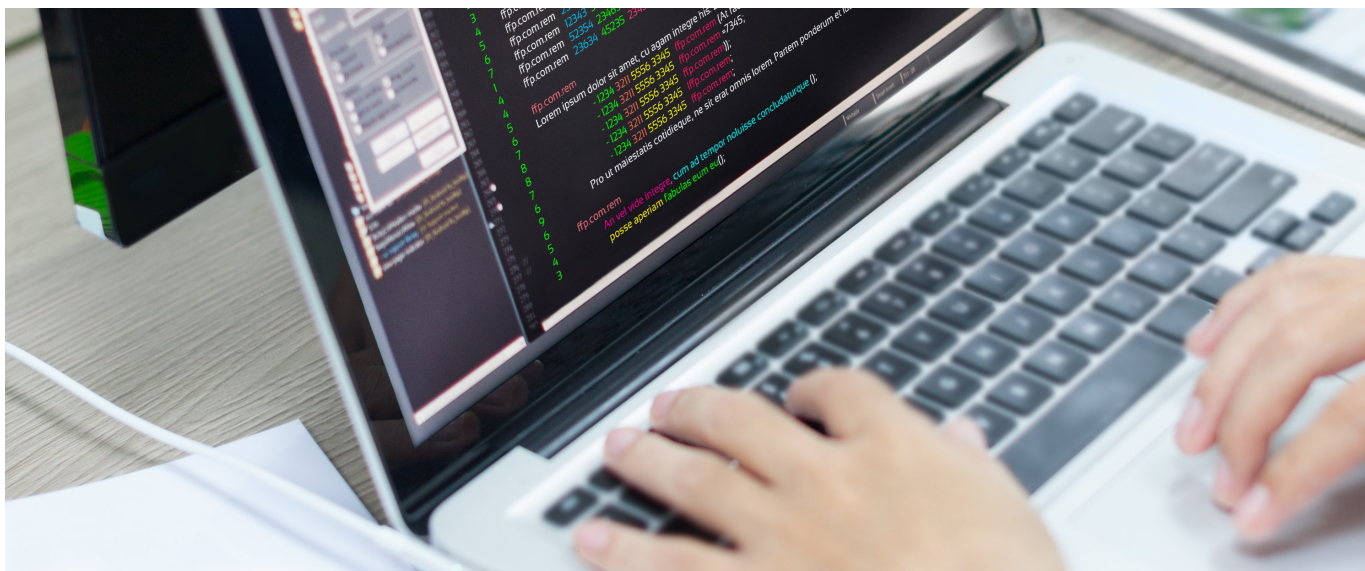
Over the last year our new development team has been designing and building the system core – the engine room, so to speak – that forms the basis of the entire system's functionality. This stage is now complete and we are now building the modules that form the 'front end' of the system – from contact management, to stock control, order processing and so on.



We're delighted to be on track, with the first release scheduled for 2019.



New features, available now



Create a credit note from a sale invoice

Need to create a credit note? Passfield now lets you generate one directly from the original invoice. Simply locate the invoice, generate a draft duplicate as a credit note, and then edit it accordingly. Once you're happy with it, convert it to 'confirmed' and you have a credit note that fully references the invoice number. It's a neater, faster process all round.



Trolley labels

We've always offered plant labels – now you can generate trolley labels. These are very helpful for delivery drivers – and what data you include on the labels is up to you.



Create a sales order from a purchase order

We created this for those nurseries that create quotes, place purchase orders once those quotes are confirmed, and then convert those purchase orders into sales orders. This feature eliminates any need for duplicate data entry.



Compliance features for GDPR

We've now created a contact creation date – and if you amend a contact, it will now store the date of its last update. Later this year, we'll also release a tool that will allow you to easily remove sensitive data on request.



Reorder your sales lines

You can now rearrange sales lines on an order, simply by using up/down arrows. This is particularly useful when two sales lines naturally go together and would make more sense for the client to have them adjacent to each other.



Existing client? Why you should book a process review

If you're already a Passfield user, chances are there are lots of opportunities to get much more out of the system than you already are. We've found that running a process review can help our customers refine their system usage and save considerable time and money as a result. All it takes is a site visit from us, to explore how you're using the system – and find ways to make it work harder for you.

Mark Taylor, Managing Director at Allensmore Nurseries recently wrote to us following a process review, to say ***"Thanks so much for today, achieved everything I wanted it to."***

Book your process review today. Not a Passfield user? We could help you explore how Passfield might benefit your existing processes.

Passfield Australia – welcoming our new partner



Passfield has been going from strength to strength in Australia – and we're very pleased to have formed a partnership with **Proteaflora Nursery** who now represent Passfield Data Systems in Australia. A highly respected nursery and Passfield system user, Proteaflora now supplies full support to our Australian clients and is actively working on the expansion of the business within Australia and New Zealand. This on-the-ground support gives **added reassurance to our Australian clients**, backed up by the additional support and expertise of our UK office.

Want to find out more about Passfield?

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

