



Breckenridge Seed Management Software

Synopsis of Functionality, Scope and Tracking capabilities

The following outlines the basic functionality and capabilities of the Breckenridge Seed Management and Accounting Software. Please understand that this merely highlights the scope and that many other tracking and reporting functions are available.

Inventory Control

Comprehensive support for tracking and management of all inventories from initial acquisition through all production and conversion operations to finished products. Items are tracked at the Product-Lot-Location level with multiple tiers for each segment. Features include comprehensive tracking capabilities, bar code features, conversion capabilities with or without yield losses, cost absorption and allocations, production templates for bill-of-material type activities, pro-forma blending, work orders, and more. Interfaces with Quality Assurance, Order Processing, Position Reporting, and General Ledger modules.

Lot Quality Assurance

Library module for recording and reporting all testing and analyzing activities performed for individual Product-Lots and/or product samples. Features include full support for in-house testing lab data collection and reporting requirements, management of Product-Lot usability and salability, Lot Tag printing, and more. Interfaces with Inventory, Blending, and Order Processing modules.

Bulk Receiving and Grower Contracts

For receiving bulk products across scales with initial assessments of quality for application of dockages or premiums. Features include grower contracts and settlements, yield estimating, split ownerships, deferred pricing, and more. Interfaces with Inventory, Quality Assurance, Position Reporting, and Accounts Payable modules.

Blending and Mixing

Supports production and shipping of standard or custom blends of Products or Product-Lots for in-house needs or for custom orders. Features include pure-live-seed calculations, blending to target PLS amounts, and more. Primarily used with grass seed blends and wild flower mixes. Interfaces with Inventory, Quality Assurance, and Order Processing modules.

Forecasts, Allocations and Position

Support for balancing production estimates and progress with sales forecasts and activities. Features include ability to allocate at various levels, multiple types of position reports, user-definable estimate types, and more. Interfaces with Bulk Receiving, Purchase Orders, Inventory, Bookings, and Order Processing modules.

Bookings

For recording advance orders from customers and/or their customers as in Dealer-Customer situations. Features include confirmations, statements, promotional code tracking, 2nd and 3rd choices, allocation warnings, consolidation and releasing to Order Processing, and more. Most commonly used by corn and soybean customers (e.g. fall orders prior to spring planting), though sometimes used for vegetable seed contracts. Interfaces with Order Processing, Forecast and Allocations, Position Reporting, and Dealer Settlements modules.

Point-of-Sale

Traditional point-of-sale support with Customer information added. Features include bar code scanning, customer information, customer specific pricing, multiple payment methods, and more. Interfaces with Inventory and Order Processing modules.

Order Processing

Comprehensive support for sales order picking, packing, delivery, shipping, and invoicing activities. Features include user-defined process flows, full range of external documents (including user customizable documents), promotional code tracking, delivery scheduling, real-time sales history look-ups, multiple pricing schemes, bar codes, sales tax calculations, royalty calculations, and much more. Interfaces with Inventory, Quality Assurance, Position Reporting, Accounts Receivable, and General Ledger modules.

Purchase Orders

For purchasing products or services from outside suppliers or vendors. Interfaces with Inventory, Position Reporting, and Accounts Payable modules.

Accounts Receivable

Supports receivables management and collection activities. Features include standard features plus early order and early pay discount capabilities, multiple payment terms codes (including season-end), financier arrangements (e.g. coop or 3rd party central payer), and more. Interfaces with Order Processing and General Ledger modules.

Accounts Payable

Standard features plus cost center and project cost accounting capabilities. Interfaces with Ledger module.

General Ledger

Standard features plus cost center, project, and parent company reporting features. Includes cross year reporting capabilities and some graphical presentation capabilities. Interfaces with Payables, Receivables, Sales, Inventory, and Payroll modules.

Payroll

Standard features plus cost center and project cost accounting capabilities. Interfaces with Ledger module.

License and Royalties Reporting

Extracts pertinent data from operations databases and prepares data for submission to Licensors. Utilizes (a) Manufacturer, ManufacturersID, and ParentID fields from Product Masters to obtain Licensor's ID's, (b) EquivalentUnits fields from Product Packaging Codes table and UnitCount and Germ information from LotAnalysis table to convert actual units sold to equivalent/standard units sold required for royalty reporting, (c) full season's sales history, (d) PromoCode and InternalFlag fields from Sales Line Items table for handling special case sales such as free or replant seed, and (e) demographic information (e.g. Region, County, License#) as needed from the Customer Masters table. Exports data as a table in MS-Access, MS-Excel, ASCII, or a wide variety of other possible formats.

Dealer Settlements

Assembles, processes, and presents data required for pre-bills, pro forma settlements, formal dealer settlements. Features include ability for user to customize presentation and rules. Interfaces with Bookings, Order Processing, and Accounts Receivable modules.

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Synopsis (continued)

Test Plots

For gathering, analyzing, and presenting data gathered from test plots (usually strip trials). Features include adjusted yield calculations, side-by-side comparisons, group comparisons, plot book and web-site ready plot reports, and more. Standalone module, available independently and with salesman versions.

Dealer/Account Transfers

Streamlined support for specialized order processing activities seemingly unique to the seed industry. Features include single line entry for dealer-to-dealer or dealer-to-customer product transfers, single line entry for repricing products already delivered and invoiced, real-time sales history look-ups to verify the proper credit price, promotional code tracking, and more. Interfaces with Order Processing module.

Customer Activities

Collection of reporting capabilities for sales managers and authorized customers to comprehensively examine their own accounts and account histories. Features include bookings reports, sales reports, accounts receivable reports, pre-bills and pro forma dealer settlements, and more. Also includes ability to submit Bookings requests. Usually deployed with internet or dial-in access for authorized users. Interfaces with Bookings, Order Processing, Accounts Receivable, and Dealer Settlement modules.

Networks and Remote Sites

Options to fully support local-area networks, wide-area networks, remote site integration and individual remote access.

Optional ASP Application

The BSTI Application Service Provider plan permits a seed company to use the software, on our server, via internet connection. Participation in this plan provides a number of valuable benefits for seed companies, as outlined below, as well as renting/leasing the software instead of an outright purchase.

Ability to employ sophisticated software tools tailored specifically for seed companies

- ⇒ Supports a complete range of seed business and accounting activities.
- ⇒ Entirely Microsoft Windows based.
- ⇒ Entirely Microsoft Office based (MS-Access and MS-Visual Basic).

Ability to employ high-end computer hardware capabilities without the costs

- ⇒ (In the ASP Application, seed companies simply maintain links to the internet).
- ⇒ Employ BSTI's high-end, highly loaded computer servers.
- ⇒ Enjoy BSTI's hardware upgrades over time.
- ⇒ Avoid the need for system/network specialists for start-up and ongoing support.
- ⇒ Avoid most hardware upgrade costs, even as software advances require them.
- ⇒ Avoid operating system upgrade costs, even as software advances require them.
- ⇒ Avoid MS-Office upgrade costs, even as software advances require them.

Ability to "delegate" the System Administrator function

- ⇒ Data back-up and retrieval services are provided by BSTI.
- ⇒ Security administration is provided by BSTI.
- ⇒ System auditing is performed by BSTI.
- ⇒ Error recovery is performed by BSTI.
- ⇒ Software updates are installed and managed by BSTI.
- ⇒ Annual archiving activities are performed by BSTI.

Ability to obtain Training and Support from knowledgeable staff

- ⇒ Our staff is trained and experienced with the specific nuances of seed companies.
- ⇒ Problem solving is facilitated by BSTI "shadow" capabilities.
- ⇒ Allows our staff to see exactly what a user sees.
- ⇒ Helps to remove communication barriers.
- ⇒ Helps to identify and address issues concisely.
- ⇒ Speeds the process of arriving at answers.
- ⇒ Training can occur by telephone while looking at the same screen.
- ⇒ Avoids the time and cost of travel.
- ⇒ Can work with user's own data, not theoretical.
- ⇒ Can train in a series of short intervals to secure concepts.
- ⇒ BSTI experts from around the country can be involved easily.

For more information, please contact:

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