



WinTree® Nursery Manager

The most comprehensive and consistently reliable management software for the horticultural nursery industry. User-friendly software, built on the knowledge and experience of more than 30 years within the nursery marketplace.

Your Business - Always in action with WinTree®!

WinTree® helps you manage your nursery administration, keeping it up-to-date and accurate whilst providing a variety of integration and communication solutions, such as:

- ▶ A powerful, easy-to-use and flexible import and export facility with Microsoft Excel, eliminating time-consuming and costly re-keying of tenders and enquiries.
- ▶ Direct import of your customers' wish-lists or enquiries as quotations, ready to price, in WinTree® .
- ▶ Direct import of your suppliers' stock lists as "virtual stock", facilitating collaborative sourcing.
- ▶ Your own web-shop, fully integrated with your WinTree® data and system.
- ▶ EDI communication with customers and your supply chain partners.

At TSD, we recognise that every company is unique, operating in an ever-evolving marketplace. We will work with you to identify those aspects of your business that are the most important to you. Once installed; WinTree® is entirely ready to use, with bespoke settings that are tailored to your individual requirements. In addition, we provide the training required for you and your team to start using WinTree® almost immediately. The system can be modified and adapted as your company changes and there are countless modules available to expand its capabilities in other areas. WinTree® grows with you as your company grows, at the pace you want it to.

Nursery Manager

WinTree® Nursery Manager contains all the elements essential for a Purchasing and Sales Administration system within the nursery sector. WinTree® can manage and maintain data from every area of the business, including:

- ▶ Customer Relationship Management - all customer and sales interactions.
- ▶ Customer-specific Data and Agreements - discounts,

transport charges, payment terms, etc.

- ▶ Stock Article Data - all plants, plant names and plant/size combinations.
- ▶ Plant passport data - for legal and traceability purposes.
- ▶ Stock items and stock administration - tracking plants, managing stock movements and new batches
- ▶ Order administration - preparing and assembling orders, inter-site and customer communication
- ▶ Call-up and delivery - preparing and assembling inward and outward deliveries, inter-site and customer communication.
- ▶ Invoicing - preparing financial documentation, credit information and account tracking.

Some added extra features that come with the basics have been developed in response to our customers' requirements, such as the registration of customer complaints and feedback and emailing documents.

There is a comprehensive plant database with more than 50,000 plant names provided with IMAG match-code coding. You can also select just part of the plant database and define and use your own plant names and call-up codes if required.



These are just some of the benefits WinTree® offers you:

- ▶ WinTree® is easy to use and can be mastered very quickly.
- ▶ WinTree® is suitable for every company, big or small, within every nursery segment
- ▶ There are no unused features - you only pay for what you need
- ▶ The software can grow and adapt with your company
- ▶ When adding more modules to the software, there is no need for extensive training as each new module is built and designed in the same familiar 'look and feel' as the existing modules.
- ▶ Support is provided by TSD's experienced professional support technicians.
- ▶ The software has been used by many prominent companies from within the nursery sector for many years. Working closely with their customers enables TSD to continually develop WinTree®, benefiting not only those customers, but other users, too.

Quick, smooth and straightforward implementation

The nursery specialists at TSD will help you to make the optimal use of your company's unique features and strengths. Understanding the size and structure of your company and your requirements, we will come up with a complete solution, together with an implementation plan. To simplify and speed up the implementation, WinTree® can make use of existing data, or supply a pre-populated database. Our specialists make sure that you get the right user support, training, implementation and maintenance for WinTree®. In this way, you and your employees can enjoy the earliest benefits of WinTree®, enabling you and your team to excel in their work, with the confidence and support of the right IT solution.

Innovation

For more than 15 years, WinTree® Nursery Manager has been the most advanced software package for the nursery sector. Driven by the needs of users from many of the most innovative companies in the industry, WinTree® has developed into a nursery package that is unequalled in its capabilities. Because these users are always looking to improve efficiency, WinTree® is also able to continually

develop - each new request and solution leads to new ideas.

'WinTree is now at the heart and foundation of our business'

Country Herbs and Plants Ltd.

Recent and notable examples of these practical developments have been:

- ▶ The Logistics solution
- ▶ Barcode Scanning solutions (for incoming goods, packaging and outgoing goods) with the help of PDA's.
- ▶ Webshop Solutions, with products, prices, loads and product examples fully controlled from WinTree® and integrated online.

TSD puts great investment into product development to help exceed the demands of its' ambitious users. This results in significant "added value" in many areas: commitment, continuity, the future.

Specially focused on each nursery segment

Each segment of the nursery has its own specific structure and considerations, so we understand that there can be no such thing as a "standard nursery solution".

TSD takes this into account in its software development to ensure that all branches of the nursery sector can be in tune with it - from specialist growers of standard trees, forest trees, hedge plants and perennials, to the container specialists - whether grower, trader or both - and irrespective of distribution channel.

So whether you supply the local authorities, landscapers, gardeners, groundsmen, nursery traders, auctioneers or retail - WinTree® software can be the solution you need it to be.

Multi-functional and flexible

WinTree® offers numerous possibilities in terms of functionality, adaptability and integration with other widely-used software solutions, such as Microsoft Word, Excel and Outlook.

WinTree® keeps pace with the latest technologies, driven by both the needs and requirements of new and existing users, and by changes in the market, regulations and legislation. Rest assured, TSD will never make any concessions in terms of its' quality or reliability and will maintain the system's ease of operation throughout.

With its considered design and structure, WinTree® provides a comprehensive, stable and solid audit trail record for ISO certified companies. WinTree® is available in Dutch, English, French and Italian.

Quick search - no need for an extensive knowledge of plant codes



You do not have to memorise a whole host of plant codes. If you can, we have a feature for those who have memorised the match code of the plant, but it is no longer a necessity. Within WinTree® you can find a plant just by entering a part of its Latin name. WinTree® can recognize a plant after you have entered just a few letters or numbers in the name, making it extremely user-friendly and saving you a lot of time searching.

As you would expect, WinTree® Nursery Manager allows you to print all kind of documents such as Order Confirmations, Picking Lists, Delivery Notes and Invoices, as well as a great selection important sales order summaries and statistical reports.

You can define default headers and footers for your documents and paperwork and you can create and adapt text within documents for individual customers, if you wish. In addition, you can deliver your plants with your own designed labels, printed yourself.

WinTree® includes the possibility of using plant passports. This enables you to print the numbers and codes on the delivery note, invoice and/or labels, as required.

For companies growing or supplying forest trees and hedge plants, the source or origin registration is included in compliance with European guidelines.

Perfect transition from the growing season to the distribution season

The nursery sector is sensitive to seasonal variances, both in growing, capacity and distribution channels. Seasonal overlaps are becoming greater, with plants and trees required for supply in future years and reference back to previous years prices and orders to fulfil or reschedule customers' requirements. WinTree® can take care of it all, admirably. You can work across several seasons' data within the same database, simultaneously, and you can assign a growth stage to particular stock batches. When the season has ended, you can specify which stock and sales information needs to be stored and what can be deleted, using the simple Season End procedure.

With WinTree® as your foundation, you always have the complete solution at your finger tips. As a tool to increase efficiency and ultimately, profitability, the WinTree® software gives you the highest quality at an affordable price. WinTree® distinguishes itself from other nursery software products by its easy of use and its nursery-specific method of working.

Natural stock management

What differentiates a horticultural business from others is that the product supplied is living material that changes over time - it is not as simple as adding a component or ingredient. Individual stock items have to change several times across different phases of growth.

In WinTree® Nursery Manager, you have instant and complete insight into your stock situation:

- ▶ View 'physical stock' quantities (actual stock on the ground) and how much of that is 'free stock' (available to sell).
- ▶ Automatically update stock levels after deliveries have been made.
- ▶ Easily deliver replacement plants if necessary—and view any previous replacement history.
- ▶ Clearly display items still to be delivered to each customer.
- ▶ Amend stock quickly and easily—amounts, sizes, phases, locations.



WinTree® maintains these records efficiently and accurately, allowing you to have the information you need about your stock, your sales figures and your deliveries always to hand—and you can keep your customers informed, too! For each of your customers, you know exactly what they have bought, what they have called-up, and what has already been delivered. This professional and streamlined approach simply improves your chances of making more sales.

Enhancement Modules

Additional modules can be purchased to further expand the functionality of your WinTree® Nursery Management software in specific areas.

Location management

The Location Management module allows you to maintain stock by location within WinTree® so that you know the precise position and quantity of stock items across your nursery site(s). A "location" can be any area of land, or a section, or a bed. Planning efficient lifting sequences and walking routes can save an enormous amount of time. If required, you can easily transfer plants or trees to another location, keeping track of all batch data and any existing allocations on sales order lines.

Different batches of the same plant (i.e. the same "Plant-Size combination") can be administered separately. For example, if there is a difference in quality between the batches, or one batch is not yet ready to be delivered where others are, you can distinguish this within WinTree®. You can assign "quality" and free text to each batch, and "date-in" and "ready-dates". This allows you to reserve certain batches without allocating them to an order or customer and you can also merge different batches at a later stage.

In this way, you gain a complete picture of the stock that is physically on the ground, by reserving batches not yet delivered, without them being visible on your customer stock list. A sales order line can be allocated to more than one batch and you can specify this at the sales order and delivery stages. Sales information according to the sales order line will be included on the delivery note and the invoice. Information for internal use only can be printed on a Picking list or Lifting list.



Minimum Stock Re-order Levels

The Minimum Stock module is specifically designed for stock control and management. With this module, you can create specific settings and generate purchase orders to maintain your stock levels. It is possible to set minimum stock levels per location and the minimum order quantity. WinTree® can generate a report indicating purchase requirements based on the parameters you set.

Sales administration

The speed and quality of information within sales and order processing systems and how your Sales team uses this determines profitability, customer service and repeat business. WinTree® can make a great difference by displaying all the correct information about available stock quantities, prices and any alternative replacement items. Every plant or tree that is sold is recorded in a sales order and this sales history is retained indefinitely, available for subsequent analysis. You always have insight into the transactional history (prices, delivery times and other arrangements) and can refer back to these easily. Creating picking lists, delivery notes and invoices cost no additional resources as you have already entered the data within the sales order. All you need to do is to concentrate on the figures and any customer arrangements that have been made.

With WinTree® you can set up the perfect order administration simply and quickly.

'Pricing and managing customer information is much easier.'

Europlants UK Ltd.

Quotations

Fast and professional responses to enquiries lead to increased sales. Within the Quotations module, you can create and store your quotations by customer or prospective customers and easily transfer these, and any subsequent amendments, directly into the Sales Order management system.

You have a clear overview of what has been quoted to a customer and by whom but also by stock item, which customers/prospects have been quoted and at what prices. You can also copy a quotation to another customer/prospect record, to save re-keying.

If you also have the Catalogue module, you can also automatically create a quotation for a customer/prospect based on this specific list of stock items.



Pricing

There are few sales order functions as diverse and as complex as pricing. WinTree® contains many options to best suit you in your pricing structure.

With the Price Codes module, you are able to assign a price to a specific type of customer, or "customer group". You can create a price for each customer group, such as a 'Private Sector' price. Then, when entering a quotation for a customer within this Group, WinTree® will select the right price automatically, based on the parameters you have entered. This removes the chances of costly keying errors.

WinTree® also has the ability to make price tables. This feature allows you to use pricing based on the quantities ordered or quoted—i.e. the greater the quantity ordered, the lower the price. The Price Formulas module offers a flexible addition to calculate a targeted price. A formula can be added per customer so a sales price can be calculated based on an uplift or discount from the initial basic price, for example.

In order to manage additional costs to the customer (labelling, packaging, transport) we have developed the Supplements module. Details of any surcharge agreements can be stored within WinTree® and assigned to a particular customer. WinTree® can then automatically add surcharges to an order based on these pre-assigned customer agreements.

In addition to these customer surcharges, the Supplements module allows you to also adjust required profit margins by customer or customer group. The design in WinTree® has been kept as flexible as possible to allow for definition of all required supplements and margins.



Basic Trade Administration

Success in business depends on having the information you need at the right time. The power of WinTree® lies in its ability to take the labour-intensive administrative work out of your hands, so that you can concentrate your time and energy on your core activities. WinTree® enables you to process searches on all purchasing, sales and call-up information quickly and efficiently.

You can add a limitless number of purchase orders for each supplier and print purchase confirmations from them. You can allocate sales lines to your purchased items or to allow WinTree® to do

this automatically. The next step is to call-up those items you have committed to purchase.

You can call-up plant items to:

- ▶ Replenish your own stock
- ▶ Satisfy a sales order (not yet called up by your customer)- Complete a direct delivery

You can call-up collectively or per supplier. Using a direct connection with Active Fax software or e-mail, all call-ups are sent easily and quickly.

All incoming deliveries can be checked for the correct amount and then processed to the correct location. It is also possible to enter the number of items that are to be returned to the supplier. When necessary, customer feedback or complaints can be administrated directly within you WinTree® complaint registration. All delivered packing is summarised and you can view the latest packing stock situation, including what is to be invoiced or returned. You can sort your view by packing type or by customer and can opt for a detailed summary or a total overview. Separate packing statistics are also kept.

Virtual Stock

The Virtual Stock module enables you to import your supplier stock lists into WinTree® to provide your Sales team with the most current and comprehensive stock availability information from across the market, updating it quickly and easily. Consequentially, when you enter a Sales Quotation for a customer, you can directly search for price and availability information within your own and your suppliers' stock lists in WinTree®, and assign a certain stock batch as you wish. This vastly reduces the use of paper-based catalogues and sifting through multiple emails from multiple suppliers

If available, you can also store a plant photo for each stock batch. It is possible to purchase directly from the suppliers stock list in WinTree® while creating a quotation, sales order or call-up - a highly effective feature which enables you to respond to your customer enquiries in a quick, informed and professional manner.

Personalised purchase requests

It is possible to send personalised purchase requests directly using the Purchase Requests module. Lines requiring prices from suppliers can be selected during the creation of sales quotations or sales orders and these lines can be collected and sent by e-mail or fax with personalisation (supplier's name etc.).

The incoming responses can then be saved as 'virtual stock' or purchased directly.



WinTree® Plantinfo

Can't see the wood for the trees? Then you need WinTree® Plantinfo. Select plants on the basis of colour, flowering season, height, preferred soil type and a host of other categories.

WinTree® Plantinfo is a database containing extensive information on plants and their characteristics, as well as digital images. You can use the database to select plants on the basis of characteristics you define yourself, enabling you to print labels (lock-tie, stick and adhesive labels) and to create characteristic-based lists of plants. You can also add your own information to the database.

Photos and plant characteristics

The database consists of more than 8,700 plants with growth habits and blooming descriptions. There are already images for around 2,000 of these plants and it is possible to add your own photos, plant characteristics and descriptions.

For an individual customer, plant lists can be made, stored and printed detailing the plant characteristics, the quality and price information.

Photo lab

You can enhance your plant database using your own pictures and use these to generate unique photographic labels. You can also email a picture directly from Plantinfo to your customers from within WinTree®.

Do you need access to a comprehensive database of plant images? Then search within www.florapictures.com. You will find over 20,000 high-quality plant photos which you can select, purchase and import directly into WinTree®.

Labelling

The Labelling module provides you with the facility to produce different kinds of labels and to save and print them with the accompanying characteristics. You can also print different sized labels with or without a barcode. You can also create photo labels using the images on www.florapictures.com.

When installed, WinTree® Plantinfo is set with some standard layouts per label style. Within the Label Designer module, you gain the flexibility to design and format your own label layouts. TSD have specialist experience in label layouts and formats and will gladly support the process.

Printing in colour or with a thermal transfer printer

With WinTree® Plantinfo, you can print your sales labels on a thermal transfer printer or colour laser printer. A thermal transfer printer is recommended for printing large label volumes.

Our recommended printers are tested with the labels we offer. To optimise print quality, we advise the use of WinTree® Plantinfo software in combination with TSD recommended printers and labels. If you need advice on printer selection, TSD can also assist.

Integration benefits within WinTree® Nursery Manager

Integrating WinTree® Plantinfo software with WinTree® Nursery Manager, you can:

- ▶ Send photos per item within a quotation.
- ▶ Store plant photos (by stock item, by plant name etc)
- ▶ Search by characteristics (via the order-entry screen)
- ▶ Print labels directly from the sales order, showing the characteristics of the plants.
- ▶ Display photos and characteristics within your web shop.

The benefits of Barcode Scanning: Keep control of incoming and outgoing goods

Barcode scanning is a very simple and reliable technique that greatly increases accuracy and reduces the chances of human error across all elements of the nursery business. As a consequence, it reduces your workload and your reliance on employees' skills, requiring less nursery training, giving you greater peace of mind and a more streamlined and efficient process.

You can utilise employees who have little or no knowledge of nurseries, which is particularly useful for businesses reliant on a temporary or seasonal workforce.

Using the latest technology in the field of barcode scanning, you can improve the speed of administrative tasks, enabling faster processing and the swifter flow of goods. WinTree® provides options for this across all areas of your business.

Logistics is a vital element within a business and particularly so within the nursery industry. Efficient management of the flow of goods, from the checking and handling of incoming goods through to the delivery, is crucial. Additionally, finding experienced and skilled nursery employees is an immense challenge.

The complexities of the nursery logistics process can be simplified with a barcode scanning solution. By labelling the incoming goods with a barcode once checked, the product can be easily identified throughout its' process, without specialist horticultural knowledge or training.

By using PDA's (small handheld computers with inbuilt barcode scanners) and RF-technology (Radio Frequency or Wi-Fi), you will always know which stage of the delivery process a particular item is in - at any given moment.

We recognise that no two nurseries are alike and that each company's logistics processes are unique to them. Our initial assessment, identifying every logistical process within your business, is therefore of fundamental importance when implementing the Logistics Scanning solutions.

The Benefits of Scanning incoming and outgoing goods

- ▶ Buyers and stock controllers have a better view of all incoming goods plus any shortages, deficiencies, non-conformities and late "Goods Inwards" deliveries.
- ▶ Scheduling staff and despatch managers see the status of each delivery, whether picked and complete or perhaps waiting for purchased goods to arrive on a few order lines.
- ▶ Cost and time savings through an increase in picking efficiency as endless searches for individual 'missing' lines for a particular order are vastly reduced. The picking list directs the picking team to the exact location of the scanned incoming goods.

Stock taking with scanners

Using this module, stocktaking can be conducted at a greater pace, with reduced chance of errors and inaccuracies. Current stock in WinTree® can be updated using the scanner (batch or PDA scanner).

Any modifications can be imported into the WinTree® database, reflecting the latest stock movements within WinTree® and providing the latest information to users across the business.



WinTree® Officemanager

With the increased complexity of the sales process and customer's demands, there is more emphasis on communication and the sharing of information within a broader selection of colleagues. Gaining, maintaining and developing new customers is not an automatic process. The majority of companies are faced with fierce competition and have to work harder and smarter to keep their important customers and develop existing and new customer relationships. Improving communication is not a simple matter, particularly if your customer information system is not up to scratch.

You want a better understanding of your customers and suppliers, to know which contacts your company has, which are the best prospects, who has been in touch with them, what changes have been made - and what is the sales potential to each of them?

WinTree® Office Manager gives you the extra power you need in this endeavour and helps to give you the bigger picture. Any commitments made to your contacts, customers and suppliers (visits, phone calls, actions) can be noted within the Diary, with reminders, so you can keep your promises. In short, you can treat all your contacts as VIPs, whilst building a comprehensive picture of your Customer Relationship Management, keeping you alert to opportunities and developing a pro-active approach to addressing your marketplace.



WinTree® Cash & Carry

WinTree® Cash & Carry has been specially developed for businesses managing nursery stock and generating sales through the till. The optimum method of customer service is with barcode scanning—quick,

accurate, professional. WinTree® Cash & Carry is perfect for companies operating a nursery, garden centre of Cash and Carry - or a combination of these.

CTI-link

The WinTree® CTI link is the most efficient solution for the management of incoming and outgoing telephone calls. This module links the telephone exchange to WinTree®. As soon as the telephone rings, the contact information appears automatically on your WinTree® screen, whether the call is directly incoming or transferred to you.

You can also telephone directly from within WinTree® - with one mouse-click, choose the relevant contact and the connection is automatically set up. Errors when keying in numbers become a thing of the past.

No need to search for essential customer data in a hurry, never lose notes of your telephone conversations, never confuse people's names—for these benefits alone, companies are increasingly choosing CTI to connect phone to computer. What's more, with each telephone call, you gain invaluable time and convey a professional and impressive customer interface at all times.

More information?

Please contact TSD via 0031-388505050 or email to info@tsd.nl.