



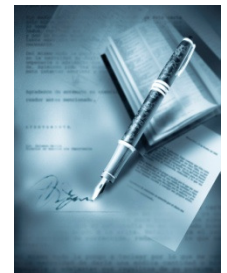
Turnkey's NAV4PM... A Microsoft Dynamics NAV Solution

Introduction

Turnkey's NAV4PM -Potato Merchant & Agronomy System- provides all of the functionality necessary to operate as a grower, trader or distributor of seed and ware potatoes. A tried and tested solution, it is in use in a variety of well known potato companies where the product has been shaped to meet a diverse range of business needs. And, as it is fully integrated with Microsoft Dynamics NAV (Navision), it provides a complete end to end solution for sales, purchases, accounting, inventory and cash management.

Purchase Contract Management

- Departmental Cost Centres for pool and non pool – automatic in depth analysis, including profitability.
- Individual growers and growers' groups – automatically applies appropriate rules for greater accuracy and analysis.
- Allocation of customer's dressing instructions to purchase contract – maintains contract information up to date.
- Bag purchasing and control – provides control of these items avoiding delays due to non availability of appropriate packaging.
- Label purchasing and control for Scotland, England and overseas – ensures appropriate labels are employed.
- "Back to back" purchase and sales orders – ensures accurate processing and instant cross referencing.
- Self bill invoicing – maintains tight control of supplier payments.



Stock Control

- Extensive product information available, eg location, variety, size and grade – provides instant access to all levels of product information.
- Multiple stock locations, can be internal or external – provides instant access to whereabouts of stock both internal and at farm locations.
- Grading records maintained – provides readily available history of grading results.
- Contract information always up to date from test digs and deliveries – provides immediate access to quantities delivered and still outstanding.
- Stock information always up to date – immediate access to product availability by location, variety, size and grade.



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Sales Contract Management

- “Back to back” sales and purchase orders - ensures accurate processing and instant cross referencing. .
- Collections and haulage instructions - control delivery methods and costs.
- Sales contracts always up to date - reflect quantities delivered and still outstanding.
- Prices can be automatically increased for slow call off – ensures opportunities to maximise charging not missed.



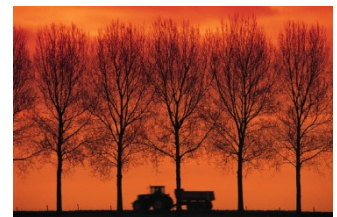
Financial Management

- Microsoft Dynamics NAV (Navision) is used by over 75,000 companies around the world.
- Sales, Purchase, Nominal, Inventory, Cash Management, CRM, HR & Payroll functionality.
- Fully integrated to Microsoft Windows and Office with ‘one click’ push to Word and Excel.



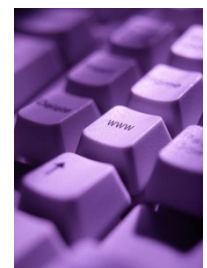
Agronomy Solution

- Match ongoing production to volumes required for contracts, identifying product deficits and surpluses and ensuring best match of buy/sell position per potato variety
- Conduct test diggings to continually ‘refine’ forecast yield for greater accuracy by:
 - Produce 5 year average;
 - Use ‘test digs’ and import data directly to agronomy;
 - Review box tallies
 - Confirm yield and grading of production
- Differentiate between seed and ware output from growth plans.



Communications / Internet Access

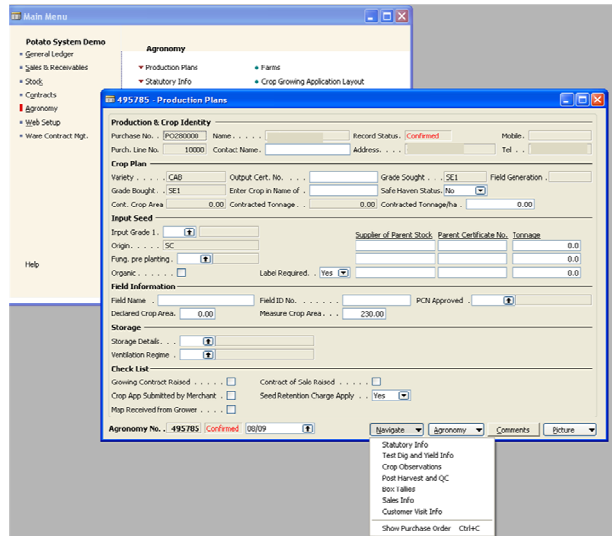
- Provide growers and traders with options such as web input of sales orders, input details of seeds and varieties planted and ongoing growth data - to ensure the most up to date information is available.
- Improved communication between traders and growers via SMS text messaging e.g. instruct the grower when and where to lift and deliver the product



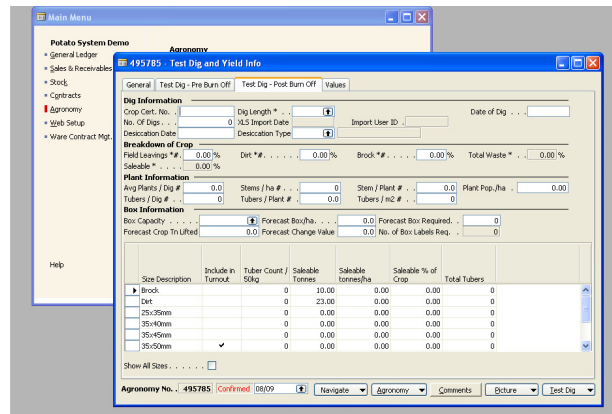
Customisation

Because our customers each approach the business of potato merchanting and agronomy in different ways, we have always ensured that the unique characteristics of their business can be built in to provide a customised solution that truly fits their business needs.

Screen Shots: here are some sample screen shots which give a guide to the breadth and sophistication of Turnkey's solution for potato growers and traders:



Menu & Production Plans



Test Digs & Yields

Description	Contracts of Purchase PO	Contracts of Sale SO	Contract Balance = PO minus SO	Yield Forecast (Size = PO Size)	Yield Forecast (All Sizes)	Actual balance = Yield Forecast minus SO	Planned Allocation	Balance to Allocate Planned = Yield minus Planned Allocation	Actual Allocation	Balance to Allocate Actual = Yield minus Actual Allocation	Total Retention
Charlotte		20.00	-20.00			-20.00					0.00
Desirée		320.00	-320.00			-320.00					0.00
Estima	110.00		110.00	110.00	110.00	110.00		110.00		110.00	0.00
Maris Piper		100.00	-100.00			-100.00					0.00
Maris Piper rep ha	56.00		56.00	54.00	54.00	54.00		54.00		54.00	0.00
Mozart		167.00	-167.00			-167.00					0.00
Maris Peer	178.00	328.00	-150.00	180.00	180.00	-148.00	27.50	152.50	55.00	125.00	0.00

Stock Overview – matching contracts to availability

The above is simply a snapshot of some of the functionality available.

For further details or to enquire on how we may assist your business contact Turnkey at:

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