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LEADING ERP SOFTWARE PROVIDER FOR THE FRESH PRODUCE INDUSTRY



How are you “Planning” for the Uncontrolled / Unpredictable?

Edited excerpt from an article compiled on behalf of Prophet US. For the full article, click on the News page on our website at www.prophetize.com

Few have escaped the effects of what 2020 has brought - especially in the fresh produce industry. A global pandemic, coupled with droughts, fires, floods and hurricanes brought about crucial changes in consumer behavior, supply chains and operations. Although one cannot predict the unpredictable, you can be prepared for it. Here are three ways an Enterprise Resource Planning (ERP) can help save your business during a crisis:

Inventory Management and Inventory-Based Accounting

Taking inventory of goods, outstanding payables, and outstanding receivables helps you get a complete picture of cash flow and allows you to plan accordingly.

Immediate Access to Information All in One Place

If you're facing crop damage or major disruption in the supply chain and need instant information, you won't have time to dig up spreadsheets saved in different locations and managed by multiple individuals. You need consistent data that is streamlined and easily accessible.

Plan Ahead When All is Calm

Having a more detailed understanding of your business when no crisis is looming allows you to find weaknesses and determine to what extent your finances and inventory can cover a disruption in cash flow.

Prophet UK welcomes Joanne Vaughan



Joanne Vaughan
(Prophet UK)

Joanne Vaughan, a Design Application Analyst, has a background in process and business analysis with an interest in ERP and solution design. She has a passion for continuous improvement, driven by the end-to-end customer journey, client interaction and feedback. Says Joanne “this role brings with it some exciting new challenges for me as well as the opportunity to improve on my skill set and expand my knowledge to become a valued member within the design team and wider organization.”

EDI Data Exchange Goes Live

Data exchanges to and from third-party pack houses have become easier following the completion of a comprehensive package of Electronic Data Interchange (EDI) messages. Says Paul Seekins, Prophet UK Customer Relations Director “the first use of this functionality went live in the UK during late summer 2020, and allows for the communication of sales orders, purchase orders, arrivals, despatches, re-packing and stock moves via standard EDI messages between the owner and packer of the stock in order to maintain stock accuracy and timeliness. EDI ensures that its functionality can extend to packers who do not have Pr3 as their core system. Further go-lives are planned for the new year.”



PMA Fresh Solutions Event

Prophet SA was proud to be a sponsor of the Produce Marketing Association's (PMA) Fresh Solutions event which was held on 20 November 2020 in Stellenbosch. This in-person event offered JD van Wyk, Prophet SA Director and Charl van Loggerenberg, Prophet SA General Manager, an opportunity to explore insights on the future of fresh produce with Prophet's network of PMA members. Says JD “the event was well planned and presented in a COVID-19 appropriate format, especially in terms of scheduling and time. Because of the adapted event structure, it was easier to make contact and spend time with a variety of individuals, which is usually a challenge at such events.”



JD van Wyk and Charl van Loggerenberg (Prophet SA)

Fresh Produce Complexity Solved: The Value of an Integrated System Environment

By: Charl van Loggerenberg, Prophet SA General Manager

A typical Prophet client uses more than one system to run their business, and with good reason – the fresh produce industry is experiencing a flurry of technology growth that is steadily absorbing legacy and manual operational processes. Also, the appetite for system solutions by industry stakeholders provides justification for new technology players to address niche requirements throughout the broader fresh produce spectrum therefore, it is not uncommon for a fruit exporter to have multiple systems or platforms that provide operational coverage throughout the business. This approach allows you to use fit-for-purpose technology for each functional area of your business.

However, despite a careful and well thought-through process preceding the choice of tools, oftentimes the forgotten element is the integration between these systems. When it comes to efficiency, system integration can be as important as the system itself and the way in which these systems work together is where the real value lies. Says Charl “we’ve seen a significant increase of integration opportunities throughout the client spectrum and every success contributes to our arsenal of tools that make the next integration project quicker and easier to execute. Our clients continue to position their Prophet system as the central pivot that ties together a range of systems.”

Businesses struggle when it comes to managing the ever-expanding data collected from their people, clients and suppliers. An integrated ecosystem solves this problem by offering the following:

- ▶ **Efficiency:** An integrated system environment will streamline your processes, reduce costs, ensure efficiency and reduce the disruption caused by having all your data in different places.
- ▶ **Fewer system errors:** As the data will not have to be exported, imported or replicated there is less chance for human error. This will provide you with more accurate and trustworthy data.
- ▶ **Improved Data and Reporting:** The wealth of information that is collected within this integrated ecosystem is easier to access, which leads to improved decision making. This holistic view of your data allows users to easily see patterns that would previously have been difficult when working with multiple tools and datasets. Real-time visibility is important in making accurate and timely decisions.
- ▶ **Easier system on-boarding:** This allows the user to work from a single system instead of having multiple systems and processes running simultaneously. This will reduce the time spent on training your users on multiple tools and shift the focus on learning a single integrated environment.
- ▶ **Increase security:** By using one system, you can easily build in the security tools necessary to prevent access by unauthorised users.
- ▶ **Create focus and innovation:** An integrated system will free up more time for your users and empower them to create innovative strategies and initiatives that will improve business and generate income.

Prophet can help drive your business’s system integrations as:

- ▶ Our team of Implementation Specialists are essential in designing a blueprint for your integrated system environment via proven technical workflow investigations;
- ▶ Our fit-for-purpose API and Integration Tools allow for scalable solutions specifically designed for complex fresh produce datasets;
- ▶ Our Business Intelligence teams build centralised data warehouses for fresh produce clients aiming for unified BI and Reporting solutions across your entire system landscape;
- ▶ Our Product Specialist teams actively engage with existing clients to showcase the value of existing integration channels with industry systems;
- ▶ The above measures all contribute towards an integrated system environment with a Prophet system acting as the central pivot for your complex fresh produce operations.

Prophet North America Spotlight

on Caroline Price

Senior Implementation
Consultant



Senior Implementation Consultant at Prophet North America, Caroline Price celebrated 29 years as a Prophet team member in November 2020. She shared some of the highlights of her journey with the business thus far and also tells us a little more about herself.

“Some highlights that come to mind is that: I have fulfilled numerous roles within the business which have collectively expanded my knowledge of the diversity of the produce industry across the world, I have worked with great colleagues and I have formed good relationships with our clients.”

You have worked in the Prophet UK and US offices as well as travelled to the South African office. What do you feel is special about each of them? “Each office differs in culture which inherently brings something special to each particular office. I have formed long-lasting friendships with different people from each office and I have been able to explore the country whilst doing so.”

What does your job entail on a day-to-day basis? “In a nutshell: project management, planning and implementation, guidance and support for our client’s workflows and processes as well as provide guidance and support for our implementation team.”

What is your wish for Prophet North America for the next five years? “To grow and manage the implementation team as we expand our user base across North America and South America.”

Name the top three items on your bucket list. Sail around tropical islands, become a scuba diver and to start visiting the many places in the world on my must-go-to list.



Prophet SA Spotlight

on Rikus van Zyl

Software Design Manager

A member of the Prophet SA team for 13 years, Rikus van Zyl tells us more about his journey with the business and also his new role as Software Design Manager.

“We have come a really long way as a Prophet SA team, and I’m proud to have been a part of some great developments and solutions over the years. I helped design many of our product functionalities and during the last few years, I was also involved with standardising our systems to iron out possible user errors. The amount of user errors and bugs in our products have decreased dramatically over time and it is a great feeling to know that I played a part in that. Furthermore, I have built up a good list of contacts and have made great friends in the industry.”

“The world of technology changes rapidly and along with that, people’s outlook on software. In my new role, I primarily ensure that our systems stay in line with both our clients’ and the industry’s expectations. Every change that needs to be made on any one of our systems comes across my desk to ensure that: the changes are appropriate for a particular client, the process flow is correct, that it is as user friendly as possible and that ultimately, the changes will coincide Prophet’s overall plans for the particular product. As Software Design Manager, I hope to position Prophet as the preferred software solution in the perishable industry in South Africa and beyond. I want Prophet to be known as a software business that sets the trends.”

