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LEADING ERP SOFTWARE PROVIDER FOR THE FRESH PRODUCE INDUSTRY

Prophet Launches its Training Academy

The fresh produce industry is uniquely complex as well as challenging and requires sophisticated systems to facilitate varying operational transactions. Says Charl van Loggerenberg, Prophet SA General Manager: "While supporting our clients, from day-to-day user support to strategic system solutions, our teams require a strong understanding of our clients' workflow and the underlying technologies that facilitate our system processing. To continuously achieve (and exceed) our clients' expectations, we needed to solve the challenge of creating,

storing and importantly, accessing the required training material developed by our teams."

"The need for an easily accessible knowledge bank provided the opportunity to make use of native Microsoft applications to create the Prophet Training Academy. Using various recording and content-creation technologies, our teams are able to use daily internal and external interactions to cement critical learnings in re-usable training pieces that can be accessed on the fly for immediate knowledge gains."

The Prophet Training platforms are collectively managed across all Prophet offices to ensure a standardised approach to knowledge transfer for all systems and across the entire value chain, thus ensuring an integrated approach to knowledge creation and sharing.

Charl concludes: "Our goal is to ultimately expose the training platforms to our external partners and importantly, our clients, to create a self-supporting user base."

PPECB Electronic Addendum Ready for Implementation

Prophet SA is celebrating the launch of its latest industry integration module, the PPECB Electronic Addendum, which is ready for implementation.

The Electronic Addendum integration allows its clients to connect directly with PPECB's API Gateway to seamlessly and electronically submit and obtain approval for the Addendum and in so doing, obtain their PPECB Export Certificate. The broader industry aim, driven by PPECB and supported by system vendors such as Prophet SA, is to enhance the credibility of the South African Export Certificate and maintain the competitiveness of the South African fresh produce industry.

Thank you to our clients LCL Logistics, Contour Logistics, and SRCC Marketing who continue to partner with us in testing our new integration modules.



Left to Right Front: Dore Fourie, Lynn-Mari Goosen, Quintin de Klerk (Prophet SA), Winn van Aswegen
Left to Right Back: Lize Deyzel, Ilse Hugo, Heloise Oosthuizen, Johann Vos, Rikus van Zyl (Prophet SA), Fralise Venter (Prophet SA)

Prophet Sponsors First-Ever Virtual PMA Fresh Connections Conference

The Produce Marketing Association (PMA) hosted its first virtual Fresh Connections conference from 18 - 20 August 2020 and Prophet was proud to once again form part of the team of sponsors for this event.

Says Prophet SA Director, JD van Wyk: "The virtual sessions provided valuable insights with the added benefit of being very focused and productive. The impromptu conversations that normally happen in person however was sorely missed. The PMA delivered a sterling event and Prophet continues to enjoy being a member of the PMA and a sponsor of this event."



Goede Hoop Vrugte (GHV) Workflow Upgrade a Huge Success

During March this year, GHV, a Prophet client since 2005, celebrated a successful workflow upgrade aimed at a complete system - and business process rework for their growing and ever evolving service offering.

Says Lize Deyzel, GHV Financial Director: "Through all the unforeseen delays that we faced, Prophet went the extra mile to help us keep the project on track. The benefits that we have enjoyed as a result of this implementation include that our processes are more effective and our system is more transparent. Our reporting is user-friendly and we are receiving a lot of positive feedback from our producers. Moreover, our staff are seeing the value of the newly implemented system in their day-to-day tasks and there is renewed trust in the system as well as the information gleaned from it."

Looking Back at Prophet SA's Annual Conferences

The national lockdown and its associated challenges has led Prophet SA to rethink their position regarding their annual conference – a flagship event their clients and partners have come to bookmark as a highlight on their calendars. As a result, the conference has been postponed for 2020. As the Prophet SA team uses this time to reflect and plan for next year's event, we'd like to revisit some of the Prophet SA annual conference highlights over the past few years.

The first Prophet SA conference was hosted in 2008 and attracted 15 delegates. From its humble beginnings as a product-oriented occasion, the annual conference has evolved to a popular industry networking event featuring prominent speakers who challenge and inspire its audience.

Many well-known guest speakers have graced the Prophet SA conference stage, including scenario planner and strategist Clem Sunter, political analyst Max du Preez, Blue North Sustainability founding partner David Farrell, extreme swimmer Lewis Pugh, economist Professor Brian Kantor, former Springbok rugby player and coach Nick Mallet as well as conservationist and extreme adventurer Braam Malherbe.



Clem Sunter



Lewis Pugh



Brian Kantor



Braam Malherbe

4 ERP Challenges to Avoid

(Excerpt from a blog post compiled on behalf of Prophet US. For the full article, click on the News page on the Prophet website at www.prophetize.com)

There is no shortage of ERP (Enterprise Resource Planning) solutions on the market, and many of them claim to be well-suited for the intricacies of a fresh produce business. However, a surprising few actually deliver the sophisticated integration that growers, shippers and distributors need in order to effectively manage all business processes and have clear financial visibility in one, single system.

These four key areas should be avoided before choosing an ERP partner:

Avoid Superficial Implementations: Many well-known ERPs take years to implement, yet result in a disappointing level of cross-departmental integration. The software functionality, while promising in the early stages of planning, actually doesn't perform beyond a basic level, resulting in companies having to continue maintaining an array of services to maximize profitability.

Avoid Reliance on General Ledger Level Profitability: Your ERP solution provide detailed analysis at the click of a button so that you can drill down into specific profitability by customer and profitability by item.

Avoid Reversed Implementations: Empower your team to get behind a massive systems migration by ensuring that you've chosen an ERP that is powerful enough to handle the complexities of a fresh produce business.

Avoid Systems Without Activity-Based Costing: A good system will provide an accurate accounting of varying consignment values based on your own product handling costs as well as the final customer sales price so that you can pay your suppliers accurately.

Coming Soon: New Integration Modules for Prophet SA Clients

In its aim to remain a leader in changes regarding industry integrations, Prophet SA is readying its systems for the next and final phase of digitising the regulatory framework. The next module releases include Titan 2.0 Re-Inspections and the PPECB Export Notification (Q67) integration modules that supplement the already-released industry modules throughout 2019 and 2020.



Prophet SA Spotlight

on Zonnika Augustyn

Zonnika Augustyn, a Prophet SA team member since 2007, has been promoted to the role of Client Services Manager. In this role, she will largely focus on building and maintain mutually beneficial relationships to ensure that Prophet SA's clients always receive the best solution for any given situation. We interviewed her to find out a bit more about her journey with Prophet SA and her new role.

What do you hope to accomplish within this new position?

"An important focus for me will be to grow our Product Specialist team by building on the strengths of each individual Product Specialist to ensure that they are reaching their full potential within Prophet SA. In so doing, all Product Specialists will be able to specialise in specific workflow areas within the business, which will then result in even better specialised client

services. Ultimately, we strive to not simply give support in the short term but, through knowledge sharing, empower our clients to apply our software to its maximum capacity in the long term."

What excites you about this new opportunity?

"I love the prospect of a new challenge. The South African fruit industry is dynamic and it changes rapidly with regards to IT and software. These changes, coupled with our experience as a business, is hopefully going to help Prophet SA grow to even greater heights. In the 13 years that I have been with Prophet SA, we have made tremendous leaps and bounds in establishing and growing our footprint within the industry, and we have become renown as market leaders in adapting our software to specific workflows.

