

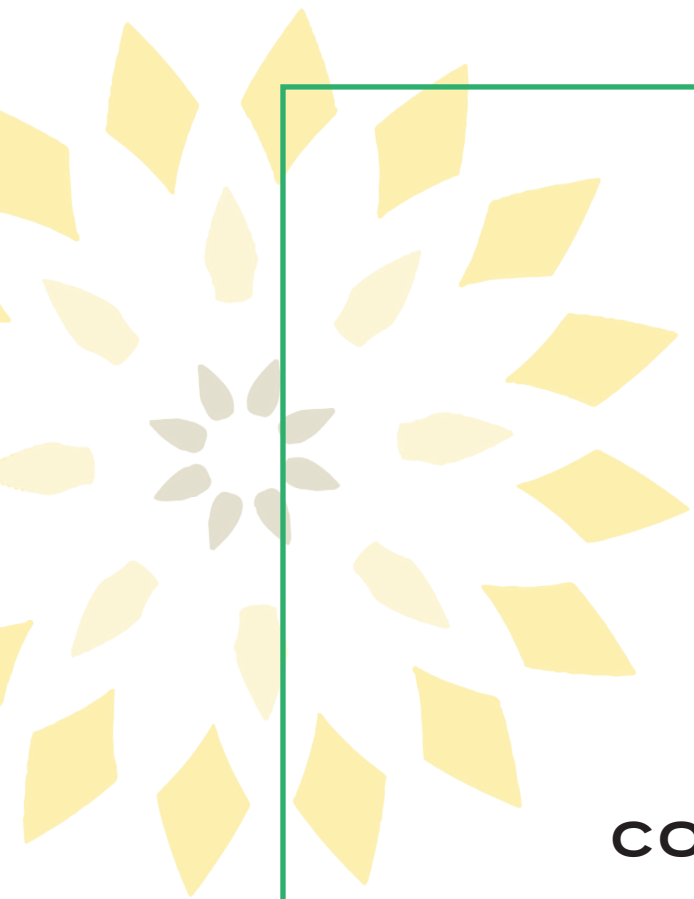
THE PICAS GROUP



Leading Software  
and Services for  
the Horticulture  
Industry.

[WWW.GROWPICAS.COM](http://WWW.GROWPICAS.COM)





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## THE PICAS GROUP

# Customer Driven Software

Thank you for your interest in Picas. As your technology partner, we provide top-quality software and services to meet every requirement of your business operation, keeping you ahead of your competition. Your success is our goal.

Picas offers many core modules, each one focusing on a different aspect of your business. These seamlessly connected modules include Order Entry, Crop Management, Inventory Control, Purchasing, Sales Analysis, Labor, eCommerce, Data Collection, and an Accounting suite. Included here are just a few of the many features available within these core Picas modules for young plant and finished growers.

### **ENTERPRISE EDITION**

*Medium-Large Wholesale Growers*

### **STANDARD EDITION**

*Small-Medium Wholesale Growers*

Since 1991

# WHAT SETS US APART

## INDUSTRY EXPERIENCE

From Horticultural degrees to years of working with Picas in the greenhouse, our consultants bring extensive expertise. With years of experience deploying Picas and training growers worldwide, they understand our customers better than anyone. Their deep industry knowledge and software proficiency make them versatile experts. When you join The Picas Group you truly are in the best hands. Our consulting team will provide you with clear and thorough system training, process improvements, best practice recommendations, and ensure your staff are confident with their roles using Picas.



410+

Total years of industry experience

4,021

Average hours of consulting annually

40

Average # of onsite visits annually



## CUSTOMER RESOURCES

### PICAS PORTAL

Discover the Picas Portal, your ultimate hub for enhanced engagement and support. Access hundreds of training videos, detailed process documentation, and real-time updates all in one place. Join a lively community forum to connect with fellow growers, sharing best practices and troubleshooting insights. Attend our exclusive Picas Academy Live sessions for invaluable learning experiences. Everything you need, conveniently available in your Picas Portal for seamless growth and success in the industry.

### DOCUMENTATION

Do you have seasonal or complex processes you would like documented for future reference? Our Picas Consultants can create detailed written documentation or videos tailored to your operation. You will receive best practice recommendations for your company to refer to as often as needed. This is perfect for processes like month/year-end closing, purchasing, transplanting/sowing, shipping, and much more.



## CUSTOM SOFTWARE

Picas was designed by growers, both big and small, and is a leader in the horticulture industry. As your technology partner, we offer high quality software and personalized customer service to help manage your business operations and keep you ahead of your competition.

### ENTERPRISE EDITION

Picas Enterprise is our flagship production system for operations requiring comprehensive automation in the horticultural industry. This end-to-end solution will provide your company with all the functionality you need upfront to be successful, with the ability to continue building and enhancing your system over time.

### STANDARD EDITION

Designed on the same platform as Picas Enterprise, Picas Standard Edition is an easy-to-use, affordable software solution for small to mid-size growers needing a moderate level of automation. This foundational version of Picas includes seamlessly integrated core modules for basic management functionality and allows you to expand your system over time.

# CORE MODULES



## CROP MANAGEMENT

- Sowing & Transplant Verification
- Material & Activity Requirements Reporting
- Germ Rate Routines
- Crop Inventory Reconciliation
- Product Availability Reports & Inquiries
- Capacity Planning
- Crop Costing & Margins



## INVENTORY

- Multi Level & Combination Crop Plans
- Crop Pricing
- Material Requirements—Bill of Materials
- Hard Good Inventory Management
- Activity, Spacing, & Chemical Requirements



## ORDER ENTRY

- Customer & Shipto Management
- Speculation Orders
- Customer Orders with Speed Entry
- Blanket Orders
- Pricing & License Contracts
- Freight Rate Calculator
- Order Fulfillment (Pulling, Sorting, & Packing)
- Order Substitutions & Backorders
- Seamless link to Accounts Receivable

SCAN TO FIND  
MORE INFO ON  
OUR WEBSITE!



[www.growpicas.com](http://www.growpicas.com)



## SALES ANALYSIS

- Sales Summary, Detail, & Comparison Reporting
- Freight, Royalty, & Discount Analysis
- Order Fulfill Rate
- Customer Complaint Tracking
- Custom Export Builder
- Sales Pivot Grid Inquiry



## ACCOUNTING

- Complete Accounting Package
- Accounts Receivable, Payable, & General Ledger
- AR Cash Receipts & Advance Deposits
- AR Customer Statements
- AR Finance Charge Calculator
- AP Invoice Entry with Vouchering Option
- AP Invoice Approval Workspace
- AP check printing
- Standard Aging & Distribution Reporting
- GL Budgeting
- Custom Financial Statements



## PURCHASING

- Vendor Management
- Purchase Orders with Speed Entry
- PO Confirmation Workspace
- Requisition Workflow
- Vendor Item Pricing & Cross Reference
- Receiving Routines
- Seamless link to Accounts Payable



## DATA COLLECTION

- Planting Verification
- Inventory Counts & Adjustments
- Product Location Moves
- Germ Rate Estimates & Actuals
- Mobile Action Workspace
- Labor Tracking
- Rack Tracking



## ECOMMERCE

- ePicas Online Availability & Orders
- Storefront Integrations
- Broker & Vendor Integrations
- EDI for Retail Stores



## LABOR TRACKING

- Time Clock Imports
- Cost Center, Department, & Job Tracking
- Incentive & Overtime Pay
- Employee Productivity Reporting
- Labor Planning
- Labor Costing

# PICAS INTEGRATIONS

We pride ourselves in our partnerships with customers and other industry leaders. From integrations with brokers and suppliers to collaborative solutions for credit card management, tag solutions, eCommerce, and more, we offer a wide variety of functionality and automation tailored to your unique needs. Through strategic partnerships and system integrations, we're able to deliver streamlined solutions that boost efficiency and productivity throughout your organization.

## 87

Total integrations with industry partners

## 84.3%

Of customers utilize Picas integrations

BROKER

SUPPLIER

CARRIER

SHOPIFY

CREDIT CARD  
MANAGEMENT

AP AUTOMATION

ROUTING

EDI/ECOMMERCE

TAGS

LABELS

TIME & ATTENDANCE

ISO STICKING  
ROBOTS

# FAVORITE FEATURES



## EPICAS

Online access to live plant availability and order entry. Additional capabilities for customers to look up orders, get tracking numbers, and pay invoices.



## CREDIT CARDS

Process high volumes of credit card transactions in the Credit Card Processing Workspace. On ePicas, customers can log in and pay their invoices directly with a credit card which links directly to accounts receivable cash receipts in Picas.



## IPM

Enter and track all the pests you need to be watching. Utilize tolerance ranges to assist in determining threat levels so necessary action can be taken to mitigate problems.



## VIRUS TESTING

Assign tests to production schedules at desired intervals and note which tests are to be done in-house or through outside vendors. Run testing reports to see where crop samples need to be taken, where they can be found, and view historical data.



## PLANTING LINES

Schedule sowing and transplanting on separate lines for each day. See how much time is needed to complete the plantings using line capacity settings. Run material pulling reports to stage needed inputs in time to avoid unnecessary line stops.

SCAN TO FIND  
MORE INFO ON  
OUR WEBSITE!



www.growpicas.com



## DOCUMENT MANAGEMENT

Imaging of all system generated customer documents for future reference. Can also attach other information like email correspondence, PDF's, and scanned documents.



## CRM

See live and historical sales data for a selected customer or customers. Record all customer activity that takes place in your business, i.e. last contact, sales call notes, preferences. Create and send email blasts to specific customer groups.



## PICAS.MOBILE APPS

Data Collection, Labor Tracking, and Crop Management Apps for management in the greenhouse.

Driver, Merchandiser, and Rack Tracking Apps for management once product ships.



## BROKER INTEGRATIONS

Eliminate manual availability and order entry routines. Automatically intake new orders and acknowledge to the broker. We have integrations with all the major brokerage companies including options for shipment tracking and electronic invoicing.



## SUPPLIER INTEGRATIONS

Up-to-date cutting availability imported into Picas throughout the day. Automatically generate and send purchase orders for your requirements. Receive acknowledgements confirming your orders were successfully processed.



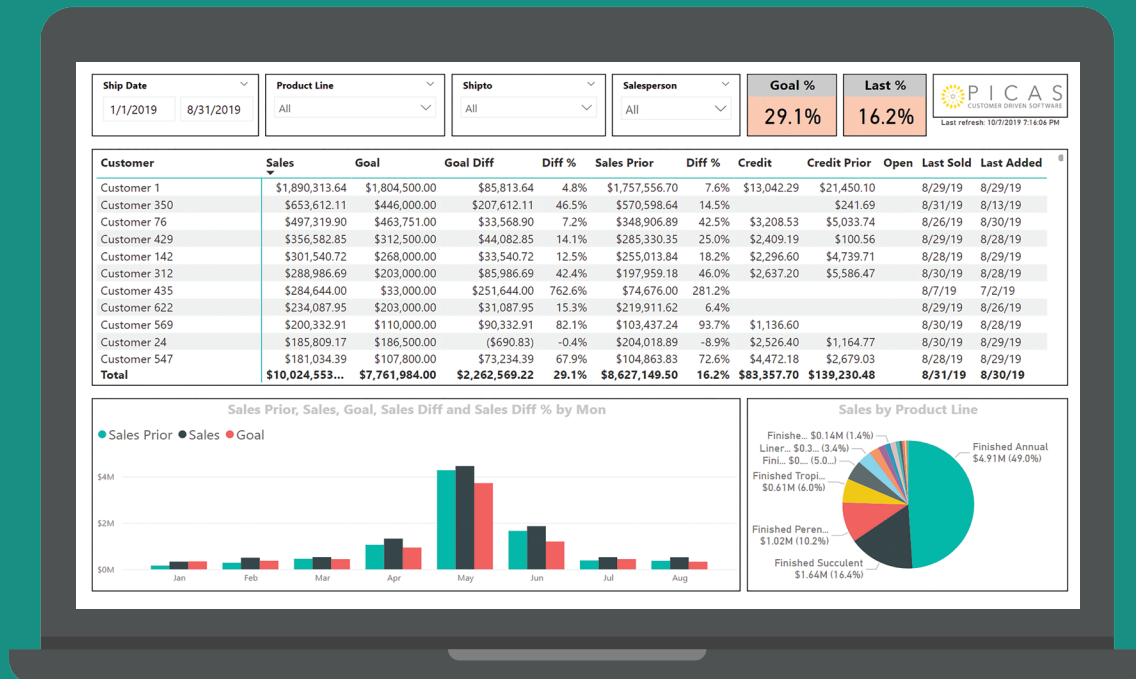
# BUSINESS INTELLIGENCE

## PUT YOUR DATA TO WORK

Picas.BI empowers you to transform raw data into actionable insights through robust analytics and visualization. It enables informed decision making by consolidating data from Picas into a unified platform with real-time information that can be accessed from anywhere, anytime. With interactive dashboards and drill down capabilities, along with advanced reporting tools, you're able to capitalize on opportunities, respond swiftly to industry and market changes, drive growth and gain a competitive advantage.

We offer a comprehensive suite of Picas.BI dashboards tailored to various facets of your operation. From sales, production, purchasing, transportation, operations, labor and more, each dashboard and report is meticulously crafted to deliver real-time performance metrics. This tailored solution ensures that every aspect of your growing facility is supported by actionable insights that drives sustained growth and continued efficiency.

Our team of experienced Picas.BI developers will not only customize a solution that's right for your company, we also provide enhanced training to empower your users to build their own datasets and reports.



REACH OUT TO [SALES@GROWPICAS.COM](mailto:SALES@GROWPICAS.COM) TO LEARN MORE ABOUT WHAT PICAS.BI HAS TO OFFER!

# ADDITIONAL SERVICES



## IT MANAGEMENT

Ensure the safety, security, and productivity of your network.

- Fully managed IT
- IT and network consulting
- Server and app migration
- Security
- Backups
- Cloud



## CONSULTING

Our goal is to instill a culture of continual improvement.

- Lean management
- Documentation and SOP's
- Onsite audits
- Live and remote training
- Process improvement
- Best practice recommendations



## DIGITAL MARKETING

Increase your exposure, represent your brand, and showcase your product.

### WEBSITE DESIGN

- Design
- eCommerce
- Hosting

### PHOTOGRAPHY

- Facility
- Product
- Staff

# CUSTOMER TESTIMONIALS

“The primary strength of Picas is it’s very forward-leaning—looking at how to use software to help us take cost, time, confusion, error out of this business game... We’ve been able to implement systems that make it easier for people to do business with us than our competition, which has gained us market share.”

**Andy Ambrosio | Wenke Greenhouses**

“Picas is fulfilling our needs. There’s no need for us to look for different or better software, because I don’t think you can get any better.”

**Amanda McFadden | George Sants & Sons Greenhouse**

“We have found Picas facilitated focus groups to be very beneficial to our business. Being in a completely different part of the world makes it difficult to hear how others deal with the challenges that being in this industry entails and how Picas fits into this. By participating in these sessions, we are able to discuss with other like users our experiences with Picas and how we use it and hear how other participants use the software as well. I would recommend users get involved with these groups.”

**Nathan Giulieri | Ball Australia**

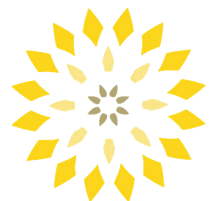
“Just saw the picking ticket and it’s perfect. Thank you so much to all of you for your hard work, we appreciate it. We are good to go for our very busy time and the papers look great.”

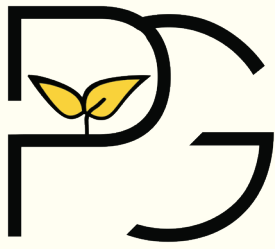
**Jenny Martin | Maison des fleurs Vivaces**

“It’s [Picas] been a major tool in our ability to manage predictable quality and ensure accuracy of inventory and fulfillment. Without this system, it would be very difficult to manage the complexity of the product line we produce.”

**Fred Granja | Gro ‘n Sell**

Your Notes





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## GET IN TOUCH

### THE PICAS GROUP

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### SOCIAL MEDIA

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