



Leading Software and Services for the Horticulture Industry

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35TH ANNIVERSARY

Thirty-five years ago, I set out on a mission to bring automation and structure to the horticulture industry, and what an incredible journey it has been.

Over the years, I've had the privilege to be a part of many technological advancements across the industry. I think about the partnerships we've built with growers, brokers, carriers, routing providers, e-commerce platforms, robotics companies, and many others. Just as important are the relationships that have developed along the way. It is a privilege to work alongside so many people who share a passion for helping this industry thrive.

What I reflect on most, however, are the opportunities to collaborate with exceptional customers and dedicated staff to solve problems and create solutions. Together, we have improved operations at our customers' facilities while also contributing to innovations that have helped move the industry forward. I am truly blessed with the opportunity to work alongside so many talented individuals who care deeply about this industry.

The passion that started this journey still burns brightly today, and there is much more to accomplish. I am confident that emerging technologies, including AI, will accelerate innovation and create new opportunities for our customers and our industry. While I am excited about what technology will make possible, I am even more excited about continuing to build lasting relationships.

None of this would be possible without the trust and confidence of our customers, partners, and employees. Thank you for being part of this journey. I look forward to what we will accomplish together in the years ahead.

John Stallmer
President



OUR STRATEGIC FOCUS

SMARTER ROUTING & DELIVERY EXECUTION

Picas is evolving to provide more intelligent delivery planning and execution through enhanced integrations with Appian. Drivers will benefit from more optimized routes, truck-aware navigation, and improved delivery confidence using the Picas.Mobile Driver App. Planners gain powerful tools with the Picas-Appian Daily Planner integration to better connect routing, scheduling and execution into a single streamlined workflow. Together, these tools will help improve efficiency, visibility, and operational performance across the business.

ENHANCED SPACE PLANNING

We're reimagining Space Planning in Picas to give growers a more intuitive, visual way to manage greenhouse space and production schedules. New workspace and dashboard tools will make it easier to move crops between houses and growing areas, improve planning accuracy, and create opportunities for AI-assisted recommendations and integrations with leading Space Planning programs.

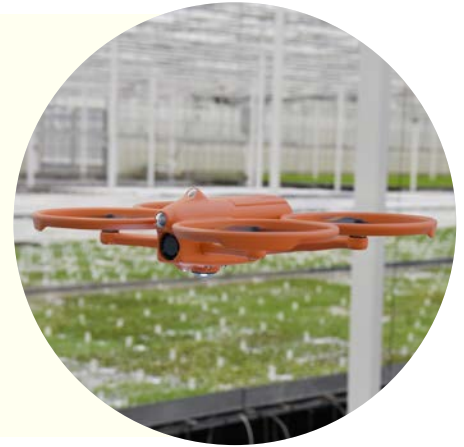


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AI & AUTOMATION

AI is rapidly transforming the way businesses operate, and we're excited to bring those advancements to the horticulture industry. From AI-powered analytics in Picas.BI to drone technology, advanced planning tools, and intelligent automation, we're actively integrating AI-driven capabilities across our solutions. These innovations will help growers make smarter decisions, increase efficiency, and unlock new opportunities throughout their operation.



CONNECTED DATA & ANALYTICS

We're investing in strategic integrations that extend the value of Picas beyond day-to-day operations. Recent integrations with platforms like Avantalytics bring together production, inventory, retail sales, and analytics data, helping growers make more informed decisions and uncover new opportunities for growth.

CONTINUOUS INNOVATION

At The Picas Group, we're committed to continuously improving the Picas experience. Through Picas.Next, we're delivering ongoing enhancements to functionality, performance, and usability, ensuring our customers benefit from a modern, efficient, and innovative platform. These investments help growers work smarter, stay productive, and take advantage of the latest technology available to the horticulture industry.

PICAS.BI & AI-POWERED INSIGHTS

Data is one of the most valuable assets in any operation, and we're investing heavily in tools that make it easier to access, understand, and act on. Through enhancements to Picas.BI, Microsoft Fabric, and AI-powered Copilot technology, we're delivering faster analytics, smarter reporting, and more intuitive ways to uncover trends and opportunities. The result is better visibility, stronger decision-making, and greater confidence across every area of the business.

WHAT SETS US APART



INDUSTRY EXPERIENCE

From Horticulture 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.



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 horticulture 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.

CUSTOMER RESOURCES

PICAS HELP

Your central resource for learning and navigating Picas software with confidence. Easily access process documents, table and workspace descriptions, training manuals, troubleshooting tools, and frequently asked questions to find the information you need when you need it. Whether you're a new user or an experienced team member, these resources are designed to help you work more efficiently and get the most from your Picas system.

PICAS PORTAL

A single access point for all your Picas training courses. Whether you need to review a recent call with a member of our team, train a new employee on Picas, or join our live training sessions, you can do it all in the Portal. Here you can also review feature documentation, TPG service materials, or marketing resources. The Portal makes it easy to learn and review at your own pace.

PICAS COMMUNITY

A collaborative space where Picas users can connect, share knowledge, and learn from one another. Participate in discussions, focus groups, forums, and Q&A conversations covering both industry-specific and general topics. Discover helpful tips and tricks, stay informed about upcoming events, and engage with peers to get the most out of your Picas experience.

410+

Total years of industry
experience

4,021

Average hours of consulting
annually

40

Average # of onsite visits
annually



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

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

INVENTORY

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

SALES ANALYSIS

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

Each of our **nine modules** is purpose-built to support both **finished and young plant growers**, addressing pivotal operational needs. Together, they help boost reliability, streamline processes, and build confidence.



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

LABOR TRACKING

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

ECOMMERCE

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

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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.

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DOCUMENT MANAGEMENT

Imaging of all system generated customer documents for future reference. Can also attach other information like email correspondence, PDFs, 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

Picas.Mobile enhances your efficiency, accuracy, and mobility within select Picas functions. With Data Collection, Labor Tracking, Inventory Control, Driver, Merchandiser, and Rack Tracking apps, you will gain flexibility to access your system wherever you are.



BROKER INTEGRATIONS

Automatically send and receive Availability, Purchase Orders, Acknowledgements, Invoices and more with any of the major brokers in the industry. No manual entry required.

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.

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.

BROKER

SUPPLIER

AP AUTOMATION

SHOPIFY

ROUTING

TIME & ATTENDANCE

TAGS

LABELS

EDI/ECOMMERCE

CREDIT CARD

CARRIER

ISO STICKING ROBOTS

87

Total integrations with
industry partners

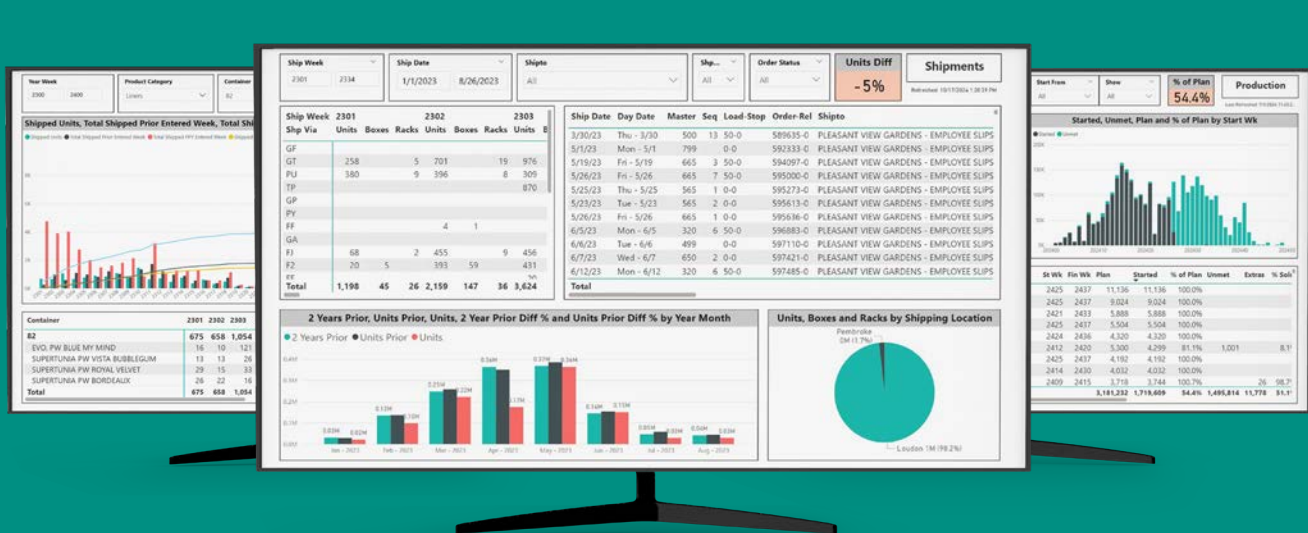
84.3%

Of customers utilize
Picas integrations



BUSINESS INTELLIGENCE

Transform your raw data into ***actionable insights*** through powerful analytics and visualization



Picas.BI turns the valuable data you've been collecting into meaningful insights that drive smarter business decisions. By consolidating information from Picas into a centralized platform, you gain access to real-time data anytime, anywhere.

Interactive dashboards, drill-down capabilities, and advanced reporting tools make it easy to monitor performance, identify trends, and uncover opportunities for growth. With the ability to respond quickly to changing market conditions and operational challenges, your data becomes a powerful 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 works closely with you to design and customize a Business Intelligence solution tailored to your unique goals and processes. Beyond implementation, we provide comprehensive training and support, empowering your users to build their own datasets, create custom reports, and confidently explore their data.

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ADDITIONAL SERVICES

IT MANAGEMENT

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

The Picas Group provides a wide variety of IT services to make it easier to keep your business running smoothly. We are experts in the horticulture industry and can fulfill your hardware, network, and security needs.

By eliminating IT headaches, we can get time back on your calendar, so you can focus on growing your business.

- Security
- Backups, Disaster Recovery, and Business Continuity
- IT and Network Consulting
- Cloud
- Fully Managed IT

WEBSITE DESIGN & HOSTING

Increase exposure and represent your brand with a powerful and secure website.

Do you struggle to find the time to manage all that your website demands? Keeping it fresh, aligned with your brand, and updated with current content can often feel like a full-time job. Your time is valuable, and we're here to partner with you to take that responsibility off your plate.

Our website design services will help you establish a dynamic and engaging online presence. Paired seamlessly with our website hosting services, we ensure your web presence not only looks great but also stays reliable and secure.

WEBSITE DESIGN

- Site Update
- Branding and Photography

WEBSITE HOSTING

- Domain Hosting and Managing
- Sub-domain Hosting
- Website Backups
- Website Redundancy
- HTTPS Certification
- SEO Analytics



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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

"[Picas] has 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



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WE'D LOVE TO
HEAR FROM YOU!