



**HARVEST *it*<sup>™</sup>**  
**(Integrated Plantation Management Software)**

## *Winery Features*

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## OVERVIEW

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iSmart Business Solutions (P) Limited is a software development and consultancy firm that provides integrated solutions for the food and agribusiness industry that enables customers to use information as a strategic planning tool. iSmart plans to become the World Leader in providing value added Business Solutions for food and agri business worldwide.

The current flagship product of the Company, **HARVEST it™** is the culmination of more than 1000 man-years of cumulative development effort over the past 18 years.

**HARVEST it™** version 1.0 is an integrated multi-platform package that meets the needs of virtually every aspect of the plantation industry. **HARVEST it™** 1.0 supports multi-crops and multi currency, thus facilitating usage in plantations all over the world. **HARVEST it™** has an integrated, modular architecture design, is available on varied hardware platforms and operating systems, and is a user-friendly system designed for plantation environment. All the modules of **HARVEST it™** 1.0 are Windows-based and developed using the client - server architecture. **HARVEST it™** 1.0 – is customized for different crops such as – Vineyards, Flower, Tea, Coffee, Rubber, Oil Palm, Tobacco, Sugar, Cardamom, Coconut and other minor crops.

Given below is a brief description of the modules offered by **HARVEST it™** relevant to a **Vineyard and Winery**.

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## MODULES AVAILABLE

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### Admin System

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Admin System is defined as the 'Gateway to the **HARVEST it™**'. This is because it acts as the entrance into every other system of the **HARVEST it™**. The main functions of this system are User Management, Security Management and Housekeeping. Admin system accepts certain general settings that are needed for the routine operations of other systems and takes care of the User ID's and Used Rights.

This System can prevent intruders from accessing the system.

- It has a unique intruder locking system. After three failed login attempts, the system will automatically shutdown to the unsuccessful Login user.
- When the System Administrator login the very next time after the intruder attempts to login, the User Name and the time of attempt is displayed.
- The system has a Password Expiry checking facility that checks for the expired number of days. The system allows us to set the number of days for accessing the system, for such users, with valid password.

### Reports

- ❑ Audit Trail
- ❑ Activity Job Relation

### Production / Winery

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The **HARVEST it™** Winery system is used to record and maintain details of wine production. Winery system helps you to keep track of various processes like crushing, pressing, fortification, fermentation, filtration/ clarification/ stabilization, fining, must movement, juice movement, blending, temporary oak displacement, issue to bottling, dispatch of juice/ must etc. This system also keeps track of other operations such as fermentation initiation, fermentation termination, addition of additives, gassing operation etc. A wine in budget and fruit in budget can be made.



It also helps to capture the job details for each process, i.e., the details of all the employees involved in the process. It also captures the ownership details of the vessels. This system also generates a variety of reports required for clarifications or comparisons of data. These reports include reports showing the juice movement, must movement, pressing, fortification, fermentation, additive, fining, stock statement, stock losses, empty vessel statement, history, projection, etc. A projected report of fruit allocation and juice production can be also made using this system.

The product features are briefly described below:

### **Transactions**

- Job Sheet
- Fruit in Actual
- Receival Rate
- Wine in Actual
- Crushing
- Pressing
- Fortification
- Fermentation Initiation
- Fermentation Termination
- Filtration / Clarification / Stabilization
- Fining
- Wine Grade Allocation
- Wine Style Allocation
- Final Wine – LIP
- Additives & Other Consumption
- Gassing / Skimming / Lees Stir
- Must Movement
- Juice Movement
- Blending
- Temporary Oak Replacement
- Issue to Bottling
- Dispatch of Juice / Must
- Stock Losses Actual
- Laboratory Trail / Analysis
- Purchase Invoice
- Market value
- Fruit in Budget
- Wine in Budget
- Product Destination Wise Activity Plan



## Reports

- Fruit in Actual Note
- Fruit Receival Rate
- Wine in Actual
- Pressing
- Fortification
- Fermentation
- Filtration / Clarification / Stabilization
- Additive
- Fining
- Issue To Bottling
- Stock Movement - Juice Movement
- Stock Movement - Must Movement
- Blend
- Temporary Oak Displacement
- Stock - Stock Statement
- Stock - Empty Vessel Statement
- Stock - Ownership Stock
- Stock - Stock Value
- Stock - Stock Losses Actual
- Laboratory Trial / Analysis - Test Results
- Laboratory Trial / Analysis - Test Ownership Batch Wise
- Laboratory Trial / Analysis - Test Analysis
- Laboratory Trial / Analysis - Test Analysis Graph
- Projection - Projected Fruit Allocation
- Projection - Juice Projection
- Projection - Product Destination wise Additive Consumable
- Projection - Additive / Consumable Consumption
- Projection - Grape Variety wise Product Destination Allocation
- Projection - Payment Projection
- Projection - Wine Making Charges
- History - Ownership History
- History - Batch History
- History - Vessel Activity History
- Payable - Term wise Payable
- Payable - Vineyard wise Payable
- Fruit Purchase Forecast
- Product Destination Wise Forecast
- Consumable / Additives Consumption
- Despatch
- Vessel Layout



- ❑ Job Sheet Details
- ❑ Winery Job Details
- ❑ Monthly Overhead Cost

## Viticulture

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**HARVEST it™** Viticulture is a System, which helps to define, record and calculate the nursery aspects as well as other activities involved during grapes cultivation. The various nursery activities like nursery arrival, transfer, stage transition, issue request, issue, sales and expenses can be recorded using this system. You can also keep track of the grapes that are being delivered to the winery for processing, record the harvest details, create plans for resource/ material/ finance, record the job progress, etc. The system generates reports that can keep track of the various activities occurring in the Viticulture System.

The product features are briefly described below:

### Transactions

- ❑ Grape Delivery Document
- ❑ HARVEST
- ❑ Plan
- ❑ Resource/ Material / Finance Planning
- ❑ Job Sheet
- ❑ Job Progress
- ❑ Nursery Arrival
- ❑ Nursery Transfer
- ❑ Nursery Stage Transition
- ❑ Nursery Issue Request
- ❑ Nursery Issue
- ❑ Nursery Sales
- ❑ Nursery Expenses
- ❑ Vineyard Analysis

### Reports

- ❑ Plan
- ❑ Pending Plan
- ❑ Pending Task
- ❑ Budget vs. Actual
- ❑ Job Sheet
- ❑ Job Progress



- ❑ Material Requirements
- ❑ Material Consumption
- ❑ Schedule – Employee Wise
- ❑ Schedule – Item Wise
- ❑ Vineyard Analysis
- ❑ Nursery Stock Register
- ❑ Nursery Stock Ledger

## Warehouse System

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**HARVEST it™** Warehouse System helps you to integrate the business processes with those of your trading partners and customers. This premier rule-based warehouse system enables Producers, Exporters and Warehouse people to more effectively optimize their day-to-day warehouse activities and lower their inventory carrying costs. It also enhances collaboration among trading partners through inventory visibility and user defined reporting.

The product features are briefly described below:

### Transactions

- ❑ Arrival
- ❑ Movement
- ❑ Docket
- ❑ Stock Out
- ❑ Repack
- ❑ Ownership Change
- ❑ Ownership Holding
- ❑ Stock Adjustment

### Reports

- ❑ Delivery List
- ❑ Stock Ledger
- ❑ Stock Register
- ❑ Material Consumption
- ❑ Stock Occupancy
- ❑ Ownership Ledger
- ❑ Ownership Holding

## Marketing Sales

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**HARVEST it™** Sales system forms part of IT solution for the agricultural industry. Sales is a System, which helps to define, record and calculate the sales of an organization for a specified day and for a specified period as the user wants. It records the events from the issue of invoice by the broker to the sale of goods.

The product features are briefly described below:

### Transactions

- Order
- Invoice
- Cellar payment
- Receipt
- Outstanding Orders
- Member Mass Updation

### Reports

- Price List
- Member Warnings
- Membership Signup
- Member By Sales Value
- Sales Type – Wise
- Sales Product Type – Wise
- Sales Salesperson – Wise
- Sales Member Category – Wise
- Sales Function – Wise
- Sales Product – Wise
- Sales Summary
- Order Filled Courier – Wise
- Order Filled Salesperson – Wise
- Sales Frequency Member – Wise
- Sales Invoice
- Member Cellar Details
- Member Cellar Stock
- Member Cellar Holding Letter
- Order Vs Stock

## Payroll System

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The **HARVEST it™ Payroll System** looks after the salaries and wages of the Upper Tier and Lower Tier employees at the Unit Level. It also provides valuable information on labor related activities, which are used to determine the productivity of both the Agricultural Unit and the individual employee. The Payroll System handles the Attendance, Leaves, Holidays and Issues besides Incentives and Benefits. The system also keeps track of the employees' personal details and history. The system can generate all relevant reports like Pay Summary, Job Expense, Journal Voucher, Loan, Overtime, Absenteeism Report along with all Statutory Reports.

The product features are briefly described below:

### Transactions

- Time Sheet
- Loan
- Earnings
- Recovery
- Recurrent Deduction
- Recurrent Earnings

### Reports

- Pay slip
- Pay Summary
- Journal Voucher
- Job Expense
- Recovery Statement
- Outstanding Statement
- Holiday Wages
- Overtime Analysis
- Super Annuation
- Super Annuation Fund Wise Details
- Loan
- Attendance Register
- Nil Attendance
- Absenteeism
- Time Sheet
- Statutory Report
- Productivity Analysis
- Attendance List

- ❑ Daily/Job Wise Attendance List
- ❑ Recovery List
- ❑ Credit Advice Schedule
- ❑ Leavers & Starters
- ❑ Employee Job
- ❑ Job Report

### Process

- ❑ Payroll Calculations
- ❑ Bank Payment
- ❑ Accounts Updation
- ❑ Accounts Reversing

## Human Resource System

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**HARVEST it™** Human Resource system is a human resource control system, which facilitates the human resource training, transfer, increments and promotions, medical claims etc. This system produces all the desired reports required for monitoring and controlling the system.

The product features are briefly described below:

### Transactions

- ❑ Recruitment – Vacancy
- ❑ Recruitment – Eligibility Criteria
- ❑ Recruitment – Application
- ❑ Recruitment – Shortlist
- ❑ Recruitment – Call Letter
- ❑ Recruitment – Interview
- ❑ Recruitment – Offer Letter
- ❑ Recruitment – Favoured Applicants
- ❑ Employee Details – Employee Dependents
- ❑ Employee Details – Employee History
- ❑ Employee Details – Employee Medical Claim
- ❑ Employee Details – Employee Status Change
- ❑ Disciplinary Action – Disciplinary Actions
- ❑ Disciplinary Actions – Suspension Rejoin
- ❑ Training
- ❑ Vocational Training
- ❑ Appraisal

- Leave Planner
- Leave
- Phone Calls
- Employee Record Corrections

### Reports

- Recruitment – Vacancy
- Recruitment – Applicant Details
- Recruitment – Interview
- Recruitment – Call Letter
- Recruitment – Offer Letter
- Appraisal
- Disciplinary Action
- Transfer
- Phone Call
- Probation List
- Retirement List
- Retired Employees
- Employee History Details
- Employee Dependent Details
- Employee Details
- Employee Medical Claim Details
- Employee Leave Planner
- Employee Leave Balance
- Leave Details
- Training
- Vocational Training
- Overtime

### Consolidated Accounts

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The Consolidated Accounts module of **HARVEST it™** consolidates and provides the accounts of all the estates within the Company at the Head Office. This is done through the data transfer facility. No manual data entry is needed in this system. It is capable of generating several reports such as:

- Consolidated Trial Balance
- Consolidated Profit and Loss and
- Consolidated Balance Sheet.



The Company's performance is measured by the outputs obtained from the Consolidated Accounts System.

- Estate/Group to consolidation at voucher level/General ledger level
- Consolidated Trial balance
- Consolidated ledger
- Consolidated Balance sheet, Profit and Loss account
- Schedules
- Vouchers, Cheque printing
- General ledger, Sub ledger
- Cash book, Journal book
- Reconciliation

The product features are briefly described below:

#### **Transactions**

- Document Maintenance
- Document Sanctioning
- Document Cancellation
- Credit Card Realization
- Reconciliation – Bank
- Reconciliation – Debit / Credit Note
- Voucher Adjustments
- TBL Environmental/ Social Accounting – Linking to Financial Indicators
- TBL Environmental/ Social Accounting – Open Environmental/Social Indicators

#### **Reports**

- Documents – Cash Book
- Documents – Bank Book
- Documents – Journal Book
- Documents – Debit/ Credit Note
- Documents – Multi Currency
- General Ledger
- Trail Balance
- Sundry Creditors/ Debtors Balance
- Daily Transaction Log
- Document Balance Statement
- Bank Reconciliation Statement
- Group Summary
- Supplier Wise Statement
- Voucher Adjustment

- ❑ Final Accounts
- ❑ Transaction Summary
- ❑ Exceptional Statement
- ❑ Triple Bottom Line
- ❑ Cost Centre – Wise Voucher List
- ❑ Activity – Wise Voucher List
- ❑ Department – Wise Voucher List

## Bills Management System

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Bills Management module of **HARVEST it™** is a system that is capable of automating all the tedious processes involved in the processing of payables and receivables in an organization. It keeps track of all the supplier invoices and related documents, creditors & debtors' balances right from their generation to the final payment or receipt. In general the bills could be broadly classified as Payables and Receivables. The system allows the flexibility for defining different Bill Categories, Aging of Bills, General Payment Terms, supplier wise payment terms, additional charges and linking them to account heads.

The product features are briefly described below:

### Transactions

- ❑ Advance Receipt
- ❑ Advance Payment
- ❑ Receivable
- ❑ Payable
- ❑ Bill Sanctioning
- ❑ Adjustments
- ❑ PAN Generation
- ❑ PAN Cancel
- ❑ Receipts
- ❑ Credit Card Receipt
- ❑ Payments
- ❑ Payment Cancel

### Reports

- ❑ Bill Register
- ❑ Additional Charges Register
- ❑ Unsanctioned Bill Register
- ❑ Sanctioned Bill Register

- Receivables
- Payables
- Term – Wise – Payable
- Unpaid Invoices
- Unassigned Advance Report
- Advance Adjustment Register
- PAN Report
- Payment Advice
- Out standings (Detailed)
- Out standings (Summary)
- Ageing Analysis – Ageing Bracket Wise
- Ageing Analysis – Supplier Wise
- Tax Report – GST Summary
- Tax Report – With Holding Tax Summary
- Tax Report – With Holding Tax Certificate
- Statement of Account
- Sales Ledger Control Account
- Debit Ratio Report
- Discount Summary Report
- Forex Gain or Loss
- Daily Ledger Posting
- Invoices
- Customer Statement

## Order Processing System

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Order Processing System of **HARVEST it™** facilitates the systematic processing of the Purchase Orders to the Suppliers. After Purchase Requisitions are received from various locations the system combines and sanctions the various Purchase Requisitions. After sanctioning the Purchase Requisition, tenders are called for using the Enquiry screen. The tenders are then evaluated and processed and finally the Purchase Order is presented. The main intention of the package is to control the purchase of items in the company by scrutinizing the Purchase Requisitions and the tenders.

The product features are briefly described below:

### Transactions

- Purchase Request
- Budget Item



- PR Sanctioning
- Enquiry
- Quotation
- Bid Evaluation
- Purchase Order
- Direct PO
- Purchase Order Sanction
- Purchase Order Report
- Amendment

### Reports

- PR Register
- Pending PR
- Ageing for PR
- Scroll PR
- PO Analysis
- Purchase Order Register
- Pending Purchase Order
- PO Ageing Analysis
- Purchase Order Amendment
- EOQ Analysis
- Major Purchase
- Approved Vendor
- Lead Time Analysis
- Price Trend Analysis
- ABC Analysis
- Budget vs. Actual

## Central Stores & Inventory

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The Stores module of **HARVEST it™** is the Inventory Management System that can maintain stock at Unit Level and Sub Level. The system permits four types of Stock Valuation Methods viz. – Monthly and Daily Weighted Averages, FIFO and Monthly General rate. The user can define as many additional charges as is needed and they can be posted either to Stock or Account. Allowance can be maintained either Item-wise or Account-wise. Both Local Purchase and Head Office Purchase are possible. There is a provision for Sanctioning or Rejecting Issue and Purchase requisitions. An Automatic SIR closing is possible after a predefined number of days. The system allows both Scrap Sales and Differential Rate Issue.



Debit Notes and Credit notes can be generated by the System. Stock Adjustment can be done either for Value or for Quantity. The system can produce reorder warnings either at the start or through a report. The system is capable of generating all the required reports that are needed for monitoring and controlling the system. The system can generate a Budget Variance report, Pending LPO and Purchase Requisition report, ABC Analysis, Ageing Analysis and SIR status among several others. This module is linked to the Central Stores module that coordinates procurement of items after validating the stock position at all estate stores.

The product features are briefly described below:

### Transactions

- Store Issue Requisition
- Issue
- Transfer
- Direct Item Issue
- Goods Receipt Note
- Supplier Invoice
- Issue Return
- Purchase Return
- Stock Adjustment

### Reports

- Stock Statement
- Closing Stock
- Stock Control Report
- Stock Ledger
- Consumption Register
- Ageing Analysis
- ABC Analysis
- Direct Material Consumption
- Over Stock Item
- Record List
- Price Variation
- Price Variation Graph

### Process

- Stock Process
- Month End Process

## Budget System

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The Budget module of **HARVEST it™** helps to prepare and maintain estimates of activities on the estate. The module considers the need for budgeting in four areas viz. Output Targets, Operation Expenditure Estimates, Sales Targets and Anticipation of Profitability.

**HARVEST it™** allows the User to estimate all expenditure and income in terms of three elements - Man, Material and Money on an activity wise and field wise bases. It also considers the cultivation activities to be happening in small geographical areas called fields. Hence, the estimate to be prepared is a detailed field-wise budget.

The system classifies operating expenditures into Variable and Fixed expenditure based on their nature and frequency of recurrence. Budget revision can be done either half-yearly or as desired.

The product features are briefly described below:

### Transactions

- ❑ Department Proposal
- ❑ Proposal Finalisation
- ❑ Budget
- ❑ Budget Approval
- ❑ Budget Revision
- ❑ Budget Planning

### Reports

- ❑ Worksheet Definition
- ❑ Worksheet Data
- ❑ Proposal
- ❑ Proposal Consolidation
- ❑ Budget
- ❑ Budget Revision
- ❑ Budget Plan

## Engineering & Maintenance

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The **HARVEST it™** Maintenance System looks after the maintenance of the assets of the company. Maintenance System helps in the capture of details of planned and unplanned maintenance going on in the company as well as to control it. The Maintenance System facilitates planning of maintenance of assets periodically. The Maintenance system helps you in planning the maintenance work taking into account material, resources and money, allocating work to the employees, tracking the progress of the work, etc.

The product features are briefly described below:

### Transactions

- ❑ Planned Maintenance
- ❑ Unplanned Maintenance
- ❑ Resource, Material & Finance Planning
- ❑ Maintenance Job Sheet
- ❑ Job Progress
- ❑ Service Bill
- ❑ Sanctioning Job Progress

### Reports

- ❑ Operation
- ❑ Work Type
- ❑ Task
- ❑ Cost Specification
- ❑ Standard Operating Procedures
- ❑ Unplanned Maintenance
- ❑ Planned Maintenance
- ❑ Plan Templates
- ❑ Resource Material Plan
- ❑ Job Sheet
- ❑ Job Progress
- ❑ Service Bill
- ❑ Maintenance Plan
- ❑ Maintenance Schedule Asset Wise
- ❑ Maintenance Schedule Employee Wise
- ❑ Maintenance Schedule Item Wise
- ❑ Material Requirement
- ❑ Planned vs. Actual Item Consumption

- ❑ Budget vs. Actual
- ❑ Pending Plans
- ❑ Pending Plan Maintenance Task
- ❑ Maintenance Cost Plan Wise
- ❑ Actual Cost Asset Wise
- ❑ Actual Cost Activity / Cost Centre Wise
- ❑ Frequent Task
- ❑ Unplanned Task
- ❑ Job in Progress
- ❑ Job Sheet
- ❑ Material Consumption
- ❑ Unbilled External Task

## Fixed Assets

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The **HARVEST *it***™ Fixed Assets system is used to record and maintain the asset details. It also allows you to keep track of the depreciation based on the norms. Fixed Asset system helps you to keep track of the exact value of assets belonging to an organization.

The product features are briefly described below:

### Transactions

- ❑ Depreciation Rate – Category Wise
- ❑ Depreciation Rate – Asset Wise
- ❑ Depreciation Rate – Item Wise
- ❑ Acquisition
- ❑ Invoice
- ❑ Sales & Disposals
- ❑ Forex Loss
- ❑ Work In Progress
- ❑ Work Completion Date
- ❑ WIP Capitalization
- ❑ Revaluation
- ❑ AMC – AMC Registration
- ❑ AMC – AMC Renewal
- ❑ AMC – AMC Revision
- ❑ Maintenance

### Reports

- Depreciation – Lead Schedule
- Depreciation – Detailed List
- Depreciation – Detailed List (Land)
- Depreciation – Amortisation
- Depreciation – Depreciation Summary
- Sales & Disposal – Disposals Detail
- Sales & Disposals – Disposal Summary
- Forex Depreciation – Forex Depreciation Worksheet
- Forex Depreciation – Forex Depreciation Summary
- AMC – AMC Registration
- AMC – AMC Renewal
- AMC – AMC Revision
- AMC – AMC Expired
- Asset Register
- Asset Register Life
- Asset Schedule
- Asset Maintenance Register
- Asset Replacement Notification
- CIF Register
- Voucher List

### Process

- Depreciation Calculation
- Depreciation FA Posting

## Management Information System

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**HARVEST it™** Management Information System provides the management with the Information required to control the cost and increase the productivity of the company which will help to increase the profit of the company. The system provides the management with various reports that will give the details of the various expenditures, the productivity, the efficiency of the different resources etc. These reports help the management to have a better control on the resources of the company.

The product features are briefly described below:

### Reports

- Winery – Fruit Delivery



- ❑ Winery – Ranking on Quality
- ❑ Winery – Dispatch
- ❑ Winery – Net Weight Analysis
- ❑ Winery – Product Wise Analysis
- ❑ Winery – Product Wise Volume Variance
- ❑ Winery – Stock in Hand
- ❑ Winery – Additive Consumption
- ❑ Winery – Wine Production
- ❑ Winery – Cost Analysis
- ❑ Financial Analysis – Payable Analysis
- ❑ Financial Analysis – Payment Analysis
- ❑ Financial Analysis – Receivable Analysis
- ❑ Financial Analysis – Receipt Analysis
- ❑ Financial Analysis – Fixed Asset
- ❑ Financial Analysis – Stores
- ❑ Financial Analysis – Purchase Analysis
- ❑ Financial Analysis – Purchase Order
- ❑ Financial Analysis – Central Administrative Expenses
- ❑ Financial Analysis – Overhead Expenses
- ❑ Financial Analysis – Actual Expenses
- ❑ Budget Analysis – Budget vs. Actual & Variance Analysis
- ❑ Budget Analysis – Budget vs. Actual Analysis
- ❑ Budget Analysis – Budget vs. Actual with Cost Centre Split Analysis
- ❑ Cultivation MIS – Harvesting & Collection
- ❑ Cultivation MIS – Nursery Stock
- ❑ Cultivation MIS – Yield Per Hectare

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## CLIENT LIST

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### **Tamburlaine Wines**

Australia

### **Mason Winery**

Australia

### **Unilever Group of Companies, UK**

Unilever Tea Kenya Ltd.

### **James Finlay Group of companies, UK**

James Finlay, Bangladesh

James Finlay, Kenya

James Finlay, Mombassa

Finlay Flowers, Kenya

### **Cargil Group, Indonesia**

PT Asiatic Jambi, Indonesia

PT Harapan, Kalimantan, Indonesia

Cargil Kenya Limited, Kenya

### **Socfinco Group, Belgium**

PT Socfindo, Indonesia

Okumo Oil Palm, Nigeria

### **Kenya Tea Development Agency (KTDA)**

Chai Warehousing Ltd

Chai Trading Ltd

### **Sameer Group**

Sasini Tea & Coffee Limited Kenya

### **Tata Group, India**

Tata Tea Limited, India

Tata Coffee Limited, India



**Apeejay Group, India**

AFT Industries Limited  
Empire & Singlo Tea Limited

**Carsons Group, Srilanka**

PT Agro Indomas, Indonesia  
PT Agro Bukith, Indonesia

Agro Hope Sdn. Bhd, Malaysia  
East Usambara Tea Company Ltd, Tanzania  
Parry agro Industries Limited, India  
Hapugastenne Plantations Ltd., SriLanka  
Udapussellawa Plantations Ltd. , SriLanka  
Kahawatte Plantations Limited, SriLanka  
Horana Plantations Limited, Srilanka  
Watawala Plantations Limited, Srilanka  
Eastern Produce Kenya Ltd, Kenya  
Mbaraki Port Warehouses (Kenya) Limited  
IJM Plantations Sdn. Bhd, Malaysia  
Mastermind Tobacco Ltd, Kenya



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## CLIENT TESTIMONIALS

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1. "iSmart Business Solutions personnel attached to the clusters were withdrawn **within two months of the implementation timetables.**"

"**HARVEST it™** was audited in August 1999. The report was very encouraging and consequently, the SAL pay roll was discontinued at the end of September and the new payroll was relocated to the respective units at the end of the month and the September wages were paid on **HARVEST it™ without any hitches**"

"Customer tailored security and control features in place. **HARVEST it™** has demonstrated **incredible strengths** in the area"

**BBK NEWS LETTER**

January 2001

2. "Wish to mention that **all the modules** of this package (**HARVEST it™**) are working satisfactorily"

**R.A.D.R. Ramanayake**

Financial Controller

James Finlay

3. " Watawala Plantation Limited engaged the services of iSmart Business Solutions, India to do a software installation for the use of its plantations and Head Office. So far, the installation has been successful especially in the Head Office where the **efficiency** after implementation, **has increased tremendously.**"

**V. Govindsamy**

Managing Director

Watawala Plantation Ltd

4. "Package has aided us in analyzing overtime costs, factory workers out turn and also plucker's productivity. This in turn has translated into **substantial savings** for the company."

**K.A. Somaya**

Managing Director

Sasini Tea and Coffee Ltd