



## Key Central Service Brief

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## Introduction

Key Central is the leading custom software development tool which allows produce customers to create customized applications which integrate with their business systems. Each customer has unique needs specific to their business and Key Central was created to adapt to those needs. Key Central is utilized as an organic development tool. This service brief will describe the Key Central development tool and the system requirements for installation.

## What Is Key Central?

### 1. Platform for program delivery

- a. Key Central is a programming platform which will allow delivery and access to custom programs developed for integration with Famous and other business systems.
- b. Key Central controls the security which determines which users have access to which program modules. It also controls the data that is delivered to the individual user, which is dependent on their security rights based on commodity, warehouse, customer, grower, etc.
- c. Key Central utilizes a Microsoft SQL database server to store the data needed that is not found in the Famous Oracle databases.
- d. Key Central contains all of the connections for the Famous Oracle database and default routines for extracting data from the Famous system.
- e. Key Central is web based which allows users to access the programs directly with their browser from a computer, tablet, phone, scanner or any internet connected device.
- f. Key Central is provided as a company-wide license with unlimited users.

### 2. Common Uses for Key Central

- a. Portal to the web for your IT system.
- b. Bridges the gaps between data, programs and users.
- c. Allows secured access for your users including growers, customers, suppliers, vendors, packers, shippers, logistics, quality control, etc.
- d. Allows access to your data from anywhere in the world with web access and a browser.
- e. Allows input and control of new sets of data.
- f. A foundational tool allowing future design, programming and deployment for many types of applications, tools, reports, etc.
- g. Please see the last page for a list of modules that other customers have implemented.

## Deploying with Key Central

### 1. Organic Development

Organic Development is a method of custom software programming which typically begins with a discussion of the long-term vision of the company. This can be accomplished with an individual interview with a management team member; or through multiple interviews with management and key staff members. The result of the interviews is a document outlining a list of projects and estimates that can be prioritized according to the company's needs. Once the list has been prioritized by the customer, work begins on the highest priority project and is billed monthly at the agreed-upon hourly rate. This method provides the following benefits to the customer:

- a. There is no need for a deposit on a project, as the billing is performed monthly.
- b. The customer can change the order of priority of the projects, or add new prioritized projects, at any point during the development cycle.
- c. We learn things in the beginning steps of a project that make it easier to understand what the next step should be.
- d. The customer retains the freedom to change the scope of work on any specific project at any point during the cycle.
- e. Information gathered during the initial interviews is used across all projects, viewing them holistically.
- f. The customer only need commit to one project at a time, while still benefiting from viewing all the projects as inter-related.

### 2. Implementing Organic Development

The first step in implementing an organic development process is to conduct initial interviews with management and/or key team members. Then we will be able to:

- a. Define the expressed needs of individuals and departments.
- b. Create a list of viable projects.
- c. Notate where there are congruent needs, or where more than one group/individual is asking for the same result.
- d. Assist in determining which projects would have the greatest impact on the widest range of team members, or will generate the most positive results for the company.
- e. Work with the management team to determine the final prioritization.
- f. Create a long-term vision with attainable software development steps to provide a clear path for progress for the customer.

Sometimes it is easier to get started by defining a specific project with an easy to understand scope. This will allow us to start working together and then build on this success for future projects.

### **3. Raw Sales Module – Included with base Key Central**

- a. The raw sales module is an csv file export of your sales data including information from both the order and invoice tables in Famous.
- b. This export has a column for all pertinent data and allows you to use Excel to pivot or analyze your sales data.
- c. This information will be saved in a csv format file that will be automatically downloaded. This file can be opened with Excel.

### **4. Installation and Commissioning**

- a. Key Central is installed on the same local network as the Famous server, on a separate virtual or physical server from Famous.
- b. If there is an existing server on your network running IIS, it may be used for Key Central.
- c. The installation process includes a full evaluation of your unique installation of Famous. This process enables Key Central to interface with Famous, and begin programming on specific modules.

## **Requirements**

### **5. System Requirements:**

- a. Key Central can be added to an existing virtual or physical server, or deployed on a dedicated virtual or physical server. The client is responsible to provide a system with the following specifications for this deployment of Key Central.
- b. IIS WWW service (need IIS admin)
- c. SQL Express 2005 or current version (up to 1 GB)
- d. Oracle Client
- e. Net 4.0
- f. VPN connection to your network for testing with programming tools.
- g. Up to 500 MB for program files.
- h. All current Windows service packs and critical updates.
- i. Your Technical Support team will need to work with us to allow us to install on your system.
- j. Sometimes the above requirements do not require you to purchase any new equipment, but if your network situation is very tight you may need another server.

### **6. Access Requirements:**

- a. Administrative access to your Famous software and Web Server are required in order for our technicians to fully design, test and debug the application within your specific network environment.

### **7. Equipment Provisions:**

- a. There are no provisions for equipment included with Key Central.

## Key Central Program Modules

### Some possible modules that other clients have:

#### ❖ Sales

- Integrated Inventory Between Companies
- Margin Analysis Commodity/Size/Grade
- Sales Order Fulfillment
- Sales Order Manage
- Sales Forecasting
- Sales Budget Planning and Reporting
- Dashboard
- Whiteboard
- Non-standard FOB reporting
- Customer Status
- Commodity Sales Analysis
- Sales Resource Planning
- Weekly Sales & Movement Reports
- Raw Sales Data
- Product Specifications

#### ❖ Grower

- Grower Status
- Packout and Repack Reporting
- Inbound Shipment Tracking
- Bin Inventory and Management
- Pooling by any Combination of Factors
- Import Managing and Reporting
- Import Settlements and Reporting
- Grower Access to Live Status
- Production Planning and Tracking
- Purchase Order Management / Tracking
- Industry Reporting and Integration

#### ❖ Quality and Compliance

- Quality Control Inspection Reports
- Compliance Reporting for Trucks
- Compliance Reporting for Bait and Traps

#### ❖ Payroll

- Field Data Collection and Sync
- Process Breaks and Rates
- Compliance Reporting for your State
- Field Data with Bin Tags for Pay and Yield

#### ❖ Inventory

- Warehouse Management
- Inventory Management
- Graphical View of Warehouse Aging
- Aging Reports with Real Dates
- Move List Management
- Integrated Inventory Between Companies

#### ❖ Finance and Accounting

- Profit Analysis per Commodity
- Margin Analysis per Commodity
- Per Field Partner Returns
- Cash Flow Projections
- Combined Financial Reports
- Cash Management Between Companies

#### ❖ Other Modules

- Data Verification and Notification
- Packaging Inventories
- Packaging Yard System
- Logistics Management
- Traceability
- Promotions and Ad Management
- Rejection Tracking
- Digital Signature and Documents
- Integration With Sorting Machine Data
- Mobile Views of System Data

#### ❖ Systems

- Combined Sales and Inventory System that bridges between eight Companies for Order Fulfillment, Live Status and No Double Entry
- Commodity Integration System with both the Supply Side and Sales Side with Forecasts that become real over time.
- SRP Sales Resource Planning which facilitates all aspects of the flow from suppliers through customers.