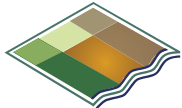




ADVISER



MANAGER



MAPPER

Goings on in the Back Paddock

Good tools to help you improve farm performance

Back Paddock's aim is simple: to help you make decisions to improve your profits

Our recent merger with Nutrient Management Systems, a nation-wide leader and provider of independent information systems, means you can access even better farm planning and agronomic tools to improve your farm's business and environmental performance. Back Paddock's easy-to-use software is now supported by a national network of leading agronomists and software professionals who have the smarts to help you make more money – now and in the longer term.

One of the main elements of Back Paddock's service and support is communication. As such, we welcome you to the first edition of our newsletter. *Goings on in the Back Paddock* will come to you every two months and will feature our latest developments, introduce you to our team, and pass on hints and tips for getting the most out of Back Paddock software.

It is just as important to us as it is to you that we continue to hit the mark with our products. We increase Back Paddock's value to you by working closely with farmers and advisers through our research and development program to improve the planning, recording, mapping and agronomic capabilities of softwares.

When using Back Paddock and you think "wouldn't it be nice if it could do..." just let us know and we will see what we can do.

In the meantime, support is only a phone call, fax or email away. Our Freecall Helpdesk operates from 7am to 7pm (AEST).

Tom Cowlrick,
Director



Annual subscription provides extra benefits

Long-term users of Back Paddock Software will have noticed the recent move to payments for an annual licence or subscription.

This new and innovative pricing arrangement provides significant benefits to customers, both old and new. The benefits of the annual subscription are:

- ▶ it puts pressure on Back Paddock to continually improve its software to keep your business
- ▶ free and unlimited Helpdesk support on Freecall number 1800 557 166
- ▶ your software is always the current version – new software versions and enhancements are immediately available to subscribers via internet downloads
- ▶ low entry cost – the uptake cost is significantly lower than similar software purchased outright. This makes it cheaper to initially use and evaluate Back Paddock software

The life expectancy of most computer softwares is about five years. Compare Back Paddock's pricing for annual licences over this period to outright purchase of other softwares, remembering at the end of this period you will have up-to-date software with Back Paddock and out-of-date software with an outright purchase. Plus you will have paid extra for any support you required

Over the page:

- ▶ How our products fit together
- ▶ Meet the Helpdesk team
- ▶ Shortcuts
- ▶ Contact us



BACK PADDOCK
SOFTWARE

Meet Brett and Graeme from our Helpdesk

The Back Paddock Helpdesk team includes Brett Charlton and Graeme Forbes who aim to provide you with answers – quickly.

Brett says the Helpdesk aims to answer all inquiries within two business hours, and if it is going to take longer they let the client know.

“We can answer most questions straight away and 95 per cent of questions within the two hours,” he said. “Users phone us looking for solutions so we try to deliver as soon as possible”.

Graeme said a lot of calls were about installing software.

Very few people are completely comfortable with computer systems, so we generally guide the caller through what they need to do, step by step,” he said

Brett has a background in information technology and has worked for Nutrient

Management Systems for over five years. A sound understanding of agriculture and how software is used in the field has assisted when providing Helpdesk services. Brett also develops, tests and supports software and computer networks.

“I enjoy the variety – it’s pretty diverse,” he said. “Helping callers get through problems and use software better is very rewarding”.

Graeme was a crops farmer in Stanthorpe, Queensland for 18 years so he provides very hands on advice to Helpdesk callers. Graeme has a rare combination of skills, as he was also a computer programmer and operations manager before turning to horticulture.

“I understand what the farmer or adviser wants to do,” he said. “When you have a clear idea of what they are trying to achieve you can work with them to make it happen.”



Brett Charlton



Graeme Forbes

Which Back Paddock software should I use?

Back Paddock has a range of software to meet the requirements and budget of all farm input planners.

The information below will help you identify which software may best suit your needs. If you require more information phone the Freecall Helpdesk on 1800 557 166.

All Back Paddock softwares are compatible so if you wish to share files or upgrade your software your data is immediately available.

Adviser

This is easy-to-use software for planning, recording and analysing all farm inputs and operations. Adviser includes GIS mapping as a standard feature. The following key planning activities are easily achieved:

- ▶ Establish multiple clients/farms
- ▶ Easily produce ‘recipes’ of inputs and operations for all paddocks
- ▶ Swap recipes for inputs and operations with other Adviser users
- ▶ Modify and maintain your own extensive inputs database
- ▶ Quickly summarise all inputs for all paddocks and the whole farm into ‘shopping lists’
- ▶ Rapidly prepare whole-farm cropping and pasture plans

- ▶ Determine gross margin by crop and by paddock over a range of likely prices and yields
- ▶ Prepare ‘what if’ scenarios on alternative management strategies
- ▶ Produce detailed budgets including seasonal cash-flow projections
- ▶ Provide clear operational plans to farm workers and contractors
- ▶ Easily revise plans as the season progresses
- ▶ Review, analyse and compare end-of-season actuals to plans

Adviser Lite

Adviser Lite has been developed to provide all the functionality of the full version but without the more advanced features of mapping and cash flow budget. Should you decide to upgrade to Adviser from Adviser Lite, it is just a matter of relicensing. All data created in Adviser Lite is immediately compatible with Adviser, Manager and Reader software. This means you can plan and record in Adviser Lite now and use that data if and when you want to move into mapping, simply by upgrading to Adviser.

Adviser Reader

Reader is software that allows users to view information and print reports from files created in the Adviser and Manager softwares. It is ideal for advisers and consultants who have clients who do not wish to input data but may like to receive,

Shortcuts

Back Paddock can get you started with mapping without any fuss. All you need to do is provide a farm map and paddock names, and Back Paddock will create a software file for you that lets you plan and record using a farm map. Back Paddock can also add maps to your existing files.

Then all those maps that you previously didn’t know what to do with, like yield and biomass maps, can be layered and viewed to help you improve profits. If you already have a geo-referenced aerial photo and a geo-referenced digital farm map, Back Paddock can use them to create your file. If not, Back Paddock can access and create these for you. The second of the attached pdf documents is the order form for this Back Paddock service.

browse and print their information electronically.

Manager

Manager is a single client version of Adviser that provides full functionality and the ability to manage multiple farms owned by a single business enterprise. Manager includes easy-to-use mapping.

Manager Lite

Manager Lite is a good entry level into Back Paddock software. It has all the functionality of Manager excluding mapping and cash flow budget. Plans and records in Manager Lite can be mapped later by upgrading to Manager.

Contact us:

Freecall Helpdesk: 1800 557 166

The Helpdesk is open Monday to Friday from 7am to 7pm (AEST)

Email: mail@backpaddock.com.au • **Web:** www.backpaddock.com.au • **Fax:** 07 3206 2135

Post: PO Box 823 • Cleveland Qld 4163