

Business is booming

The global economic meltdown has, thankfully, had no effect on business at Prophet this year. In fact, client numbers are on the increase.

- Using PR2, Capespan SA has selected Prophet plc to be the ERP system provider for its exporting operations. This project provides a substantial increase in developing the Prophet exporter software that has evolved in association with developer partners over many years.



As an exporter, importer and logistical service provider, Capespan is a global leader in marketing fresh produce, as well as value-added products to retailers world-wide. To deliver fruit to the world for 12 months of the year, the company's procurement drive stretches to 44 other countries apart from South Africa. Fifteen full-service marketing offices are located around the world. In stabilising and ensuring its RSA volumes, Capespan currently controls 15 farming/production units through an associate company. Also, the group owns and operates port facilities, shipping operations and strategically placed cold stores.

- Univeg Expofrut South Africa has increased its uptake of Prophet QX throughout its business units. Based in Stellenbosch, Western Cape, the company is a division of Univeg Operations South Africa and markets deciduous and citrus fruit in South Africa for the group. Core business is:



supplying inter-company demand programmes; developing new markets; optimising distribution from inter-company production units; and procuring additional volumes. Products include all main-line fruit items other than subtropical.

- Another new Prophet QX user is Mouton Citrus, located in Citrusdal, Western Cape. With global alliances and partnerships, Mouton Citrus is one of South Africa's leading grower-exporters of citrus and rooibos tea. This successful partnership of national, international and empowerment stakeholders has been growing profitably through acquiring farms, developing new generation orchards and applying best practice and technology.



- Focusing on marketing and distributing fresh fruit to Russia and Eastern Europe, multinational Ocean South Fresh will in future be using Prophet QX. With offices in SA and Russia, the company has joined forces with



Chilean partner Chilfresh to increase access to good markets for suppliers in Southern Africa and South America. From its base in Somerset West in the Western Cape, the Russian and Eastern European citrus and deciduous programmes are managed, as well as marketing to Western Europe, the UK, Middle and Far East.



Growing with partnerships

Prophet QX user Safpro was one of the original fruit exporters that helped Prophet SA to spec its system with regular feedback. Founded in 1997 in preparation of the deregulation of export lines for fresh produce, Safpro first started exporting citrus in 1998 followed by deciduous fruit and grapes in later years. It exports to a variety of markets, including Canada, Northern Europe, Southern Europe, Russia, South East Asia, the UK, Middle and Far East.

In a turbulent industry, Safpro has managed to maintain a consistently good growth rate.

Approximate volume achieved in the 2007/2008 season was: citrus 39 000 pallets, pome and stone fruit 15 500 pallets and grapes 3 500 pallets. Much of this success stems from the principle of growing in partnership with quality farmers and customers. As such, growers with whom the company originally started business make up at least 80% of Safpro's volume today.



A Safpro spokesman said the relationship with Prophet complemented the company's business principles. "The QX system has facilitated expansion over the past five years without compromising underlying business principles in terms of transparency and reporting ease. QX provides us with an effective and efficient system, reducing administrative management time and facilitating a focus on the front end of the business.

"We believe Prophet is an industry leader and look forward to further developments in their packages and products."

Insure!

by Arnold du Piesanie, Nuvision

The main core of your business relies on electronic management systems. Should fire or lightning or any other insured perils cause damage to any specified items, this could harm a business extensively - or worse still, result in a company closing down. Loss can be prevented by ensuring that the main equipment used is insured.

ELECTRONIC EQUIPMENT

Specify replacement value of all equipment including servers and software.

Please note: familiarise yourself with the excess applicable; an additional excess will apply to claims caused by power surges or lightning strikes, unless adequately protected by suitable electrical supply fluctuation safeguards; fire brigade charges aren't covered.

Under the electronic equipment section, the following is included: physical loss or damage including theft; transit, as well as loading, unloading, or temporary storage at other premises; professional fees - not exceeding 15% of sum insured; clearance costs - debris removal and reconstruction; express delivery and overtime, reasonable additional costs for effecting repairs or replacement approved by the insurer - limited to 50% of what the repair or replacement cost would have been had these additional costs not been incurred.

CONSEQUENTIAL LOSS

This includes: increased cost of working because of the loss to avoid business interruption; cost and expenses necessary to reconstitute or recompile lost data.

It's a good idea to include extensions such as consequential loss from accidental failure of Telkom access lines, incompatibility cover for replacing or upgrading legal programs to achieve compatibility with the modified or altered electronic system and restoring previously captured data which has

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INSURANCE BROKERS WE'LL TAKE CARE OF IT

become inaccessible because of modifications or alterations.

NUVISION

An accredited Financial Service Provider and a member of the Pointbreak Group, Nuvision is an independent short term insurance brokerage which assists business owners to manage asset risks.

We believe in looking after clients in the same way that we would treat a valued friend. Risk solutions are sourced from South Africa's blue chip insurers and underwriters, drawing on our knowledge gained over 10 years in the industry. We also look after the personal insurance needs of our clients with the same care.



To take the complexity out of insurance our relationship managers, Arnold and Pieter, have dedicated support teams.

INTERESTING FACTS

- The average South African appears to be spending about 4.7% of monthly income on short term insurance. Is this in line with your spend to protect assets?

- The short term insurance ombudsman has collected a record R83.9 million from insurers on behalf of individuals in 2007. Great to have an industry watchdog helping us to take care of clients.

- Motor insurance accounts for about 40% of the total premium income in the industry.

www.nuvision.co.za

'Qliking' away

A further three Prophet clients are merrily 'qliking' away to better business management with QlikView. They are Komati, Safpro and Freshworld.

QlikView provides intelligence on customers, merchandising, operations and overall performance to get products on the shelf faster than the competition. Speed to market is critical to success in the fruit exporting business - and that means shortening decision times and getting all the disparate parts of the supply chain responding in sync to market demands.

That's what QlikView is all about. It's a single product that provides all the capabilities that traditionally would require an entire suite of complex products. This product is revolutionising business intelligence with fast and powerful visualisation capabilities. In a matter of hours or days, QlikView puts information at your fingertips and frees you to make quick decisions, giving you the intelligence you need to act - faster.

