



pat.
HORTICULTURE
SOFTWARE

From Spreadsheets to ERP

How UK horticulture businesses regain
control of planning, availability and dispatch

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In this paper you will learn **everything** about our software

Many horticulture growers still run core operations across spreadsheets, email chains and disconnected tools. It works until complexity rises. Then every last minute change creates risk.

Disconnected workflows

Why spreadsheets fail when planning, availability and dispatch need to stay aligned

Operational bottlenecks

The most common operational errors and how they impact delivery performance

Requirements for growers

What an ERP must cover for different horticulture workflows from planning to dispatch

A structured transition

A practical transition path without disrupting daily operations

Evaluating the right fit

The next step to evaluate the right fit for your horticulture business

A Reliable source of truth

Why connected data matters for planning, availability and delivery accuracy

The goal for **UK growers**

A single source of truth that keeps your team aligned, even when plans, availability, or delivery requirements change. By connecting planning, sales, inventory, and dispatch in one system, every team works with the same reliable information.

The hidden cost of spreadsheets in horticulture

Spreadsheets are great for lists. They are not built for connected workflows. In horticulture, planning, availability and dispatch influence each other every day. If data is fragmented, teams lose control exactly when accuracy matters most.

Example calculation





5 employees
 Reconciling spreadsheets


×


30 min/day
 Checking availability and dispatch lists

=


12.5 hours/week
 Spent on manual coordination



 At £25 per hour, that's **£312.50** per week or **£15k+** per year.


 Time lost to spreadsheet reconciliation. Value lost to manual work.


What happens in practice?


Data first, decisions later


Teams spend valuable time validating spreadsheets instead of focusing on what really matters.


Reactive instead of proactive

Without a single source of truth, dispatch becomes reactive and changes are managed under constant pressure.


Firefighting, not planning

Delivery commitments turn into stressful firefighting during busy periods.



Research on operational spreadsheets has reported that **94%** of spreadsheets contain errors, with an average cell error rate reported in the same context.

What this means for growers: if planning, availability and dispatch depend on spreadsheets, the risk of hidden mistakes rises fast as complexity increases.

What a horticulture ERP must cover from planning to dispatch

If you are evaluating ERP options, focus on workflow coverage, not feature lists. The system must support how your operation actually runs. Our software combines deep industry knowledge with integrated ERP processes. We support a wide range of horticulture businesses and map their core workflows end-to-end – from the first planning decision to the final delivery.

Planning & Forecast

With sales-based forecasting, your planning is directly linked to real customer data past orders, seasonal trends, and projected demand.

Inventory Management

Our planning tools integrate crop timelines with labor and material needs to ensure everything is available when it's needed.

Production

With reusable crop templates, you can standardize complex planning workflows and reuse them season after season.

Mobile Operations

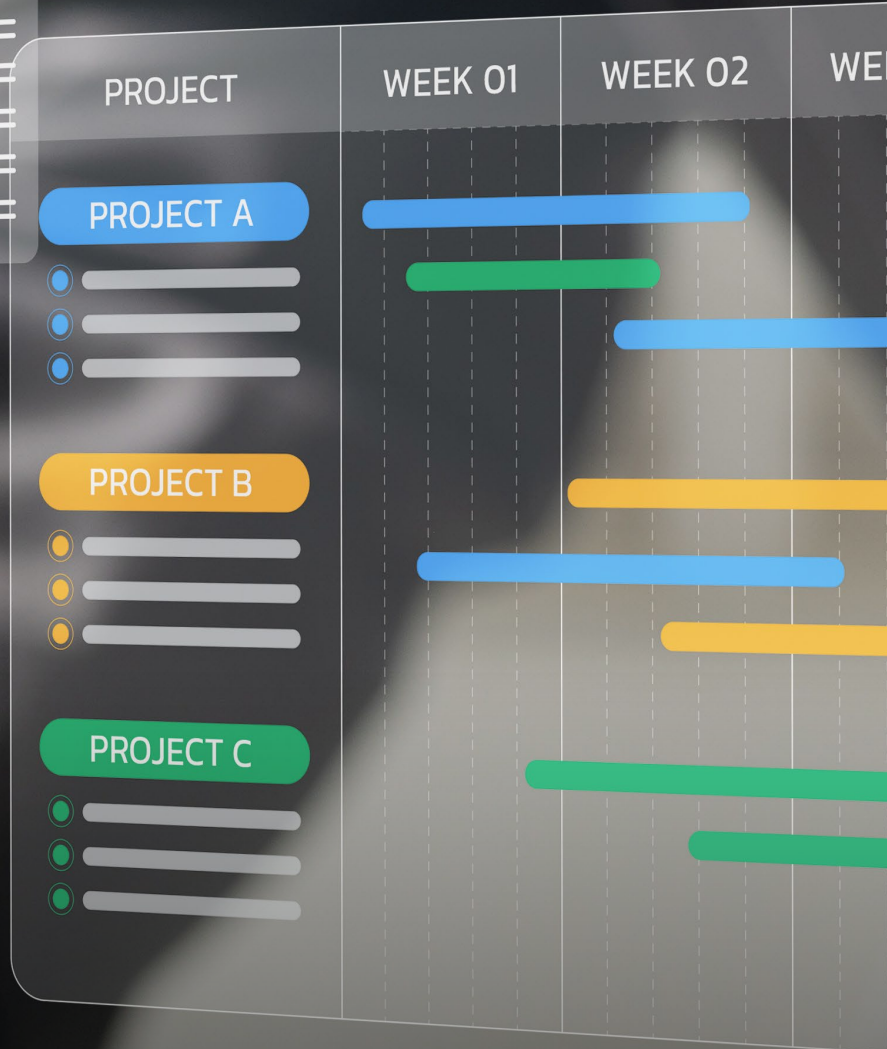
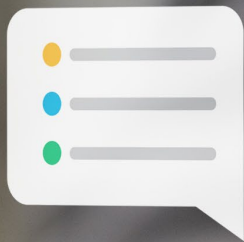
With our software your team can scan, update, document, and manage operations on the go – whether they're in the propagation tunnel or on a remote site.

Sales Management

Whether you begin with a delivery deadline or available stock, our system supports both forward and backward planning with ease.

Integration & Connectivity

Greenhouse space is a valuable resource. With visual capacity planning, you can monitor current usage, forecast future needs, and avoid conflicts.



Based on published research referenced by Quality Magazine, the average error rate in manual data entry is about **1%**.

What this means for growers: even a small error rate can cause dispatch issues when labels, quantities, batches or delivery details are handled manually.

How to replace spreadsheets without stopping operations

The goal is not a big bang project. The goal is a controlled transition that keeps your daily operations running while processes, teams, and data are gradually brought together in one connected system.

PHASE 1 2-4 weeks

Building the foundation

Start by understanding how your operation works today. Together, we map planning, availability, dispatch, and production workflows while defining core data such as items, customers, production logic, and traceability requirements to create a reliable operational foundation.

PHASE 2 4-8 weeks

Launching the core workflows

Begin with the essential processes: planning, availability, and order management. Your team starts working in the new system while spreadsheets can still remain in place where necessary, allowing operations to stay stable during the transition.

PHASE 3 4-8 weeks

Fully connected operations

Once the core workflows are running smoothly, additional processes such as dispatch workflows, barcode scanning, traceability, integrations, and reporting can gradually be added and refined as your operation evolves.



The principle behind a **successful transition**

The system should adapt to real horticulture operations and support the way your teams already work on a daily basis, instead of forcing unrealistic or overly rigid processes.

Questions

Are your operations ready to move beyond spreadsheets?

Answer the following questions with yes or no to quickly assess how prepared your business is for a more connected, reliable, and scalable way of managing planning, availability, sales, and dispatch.

Question	Yes	No
1 Do you trust your availability view today?	<input type="radio"/>	<input type="radio"/>
2 Do sales and production work with the same numbers?	<input type="radio"/>	<input type="radio"/>
3 How often do orders change last minute?	<input type="radio"/>	<input type="radio"/>
4 How much time is spent on double entry each week?	<input type="radio"/>	<input type="radio"/>
5 Do dispatch errors happen because data is outdated?	<input type="radio"/>	<input type="radio"/>
6 Are picking and labelling steps fully standardised?	<input type="radio"/>	<input type="radio"/>
7 Can you trace batches or lots through to the customer?	<input type="radio"/>	<input type="radio"/>
8 Do you rely on manual checks to prevent mistakes?	<input type="radio"/>	<input type="radio"/>
9 Are reports based on consistent data sources?	<input type="radio"/>	<input type="radio"/>
10 Would your team benefit from one connected flow across departments?	<input type="radio"/>	<input type="radio"/>

The **next step** understanding what fits your operation best

If you want to move from spreadsheets to a more connected ERP workflow, the best starting point is understanding how your planning, availability, sales, and dispatch processes work today. We're happy to discuss your current setup, answer your questions, and explore together whether PAT is the right fit for your operation:



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30+

Since **1995**, we've been building and evolving the digital foundation that of horticulture businesses.

150+

Globally active, locally connected -
Trusted by over **150** horticulture
businesses across the world.