

# Logic Tools v2.0

Designed and developed specifically for the “Green” Industry. Growers, Wholesalers, Retailers, Landscape Design/Build, Maintenance and Garden Centers.

## “Green” Industry Business & Accounting Software For the Horticultural Sector



- A complete, state-of-the-art, comprehensive solution supporting every aspect of your business, including Inventory, Receivables and the Point-of-Sale.
- Grower, Wholesaler, Retail, Design/Build and Maintenance, with unprecedented ease-of-use designed in.
- Logic Tools is adaptable (and priced) for every business size and model.
- Support for the new EMV “Chip” credit and debit cards, configurable to almost any card processor.
- Designed and developed by IBS, providing software and support services for over 25 years.

## The “Logical” Solution for your Business

[www.LogicToolsOnLine.com](http://www.LogicToolsOnLine.com)

**(708) 476-3923**

## The “Story” behind *Logic Tools*.

IBS has been actively engaged in supporting the application of technology within the horticultural sector for many years, making use of both our software products and those of other vendors. It became abundantly clear that, although, these products provided certain added value, within certain areas of the business, none achieved the overall objectives envisioned by either the more progressive users or the staff at IBS. We undertook the task of developing a software product that could provide a real basis for reducing operating costs, lower staffing requirements, increase profitability and achieve a higher level of customer satisfaction.

The initial question was what would this software look like, what functionality would it provide and how do you implement the product throughout the organization to achieve your goals. We worked very closely with our existing clients, studied the activity taking place, understood the time consuming and staff consuming questions and problems presented on a daily basis.

Everything originates with the customer and without our customers we are nothing. How do you move more customers thru the process, completely satisfied, in the shortest time frame? To satisfy that, we have designed our software to answer any question put forth by a customer, either a retail customer, a wholesale landscaper or a bulk wholesaler. The concept is simple, allow the first person in contact with the customer to answer the question, any question, and provide it in such a way that the customer is completely satisfied. Whether that is a question on price and availability, on plant characteristics, deliverability, planting cost, or in the case of wholesale accounts their account status.

Secondly, administrative processes that generally take place in the back room had to be simplified and made a lot less complex so they could be moved back to the staff where they originated. This has resulted in the accounts being more up-to-date and more accurate simply because these people deal directly with the customers.

Thirdly, the movement of products, what’s needed when and where? Hot and slow seller notifications, on time. A less time consuming method of maintaining an accurate perpetual inventory and the ability to move products between locations on time and accurately. All contribute to lowered costs, higher margins and greater customer satisfaction. The basis of the Logic Tools design!