



ERP SOLUTION FOR AGRICULTURE / LIVESTOCK INDUSTRY

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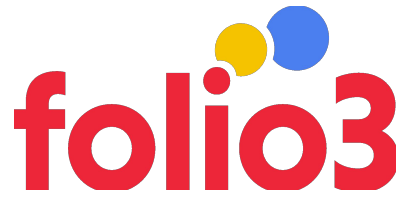
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Agenda

- Introduction about Folio3
- Folio3's Microsoft ISV Solution **AgriERP**
 - ERP Solution for Agriculture/Livestock Industry
- Sneak Peek
- Solution Design & Architecture
- Customer Success Stories
- Dashboards
- Q/A Session



At a Glance

We are Silicon Valley entrepreneurs, MIT techies, Fortune 500 alums, and user-obsessed designers.

We are big believers in technology's potential.

We are bigger believers in human potential.



20+

Years Experience

With large enterprises, SMEs and startups



1000+

Clients

From 2-person startups to Fortune 500 companies that love us enough to be our best spokespersons



2000+

Solutions

AI, Cloud, Web, eCommerce, IoT, and Mobile



900+

Employees

Across USA, Canada, UK, Mexico, Pakistan, Bulgaria, UAE and Australia.

folio3 Solutions and Products Offerings

Microsoft Dynamics



ERP



Power Apps



Expense



Approvals



Timesheet



Warehouse



Purchasing



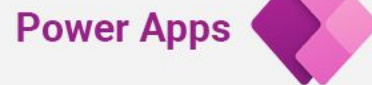
Connectors



Available on AppSource



Microsoft Solutions



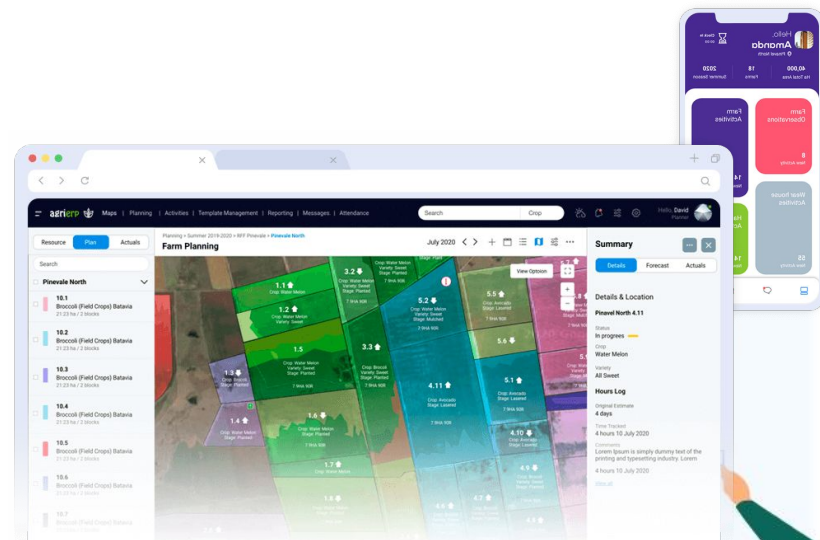
Folio3 Clients



Dynamics Clientele



Transform your agri business with AgriERP





A Single Straight-Forward Platform Designed by Farmers for Farmers to Maximize Profits



Dynamics 365
Finance



Dynamics 365
Supply Chain Management



Microsoft Dynamics 365
Business Central



Available on
Microsoft AppSource

- The system helps you increase Yields, improving sustainability and profitability
- Accurate crop planning, adjust as circumstances change
- Harvest at the optimal time with mobile record scouting capabilities
- Automate field operations & Control inventory
- At the core it's one well-designed integrated system. All parts of your operation are connected.
- Mobile technology is used to ensure data is collected in the most natural way by those who are performing the work, where they are doing the work.



Farm Business Consulting Solutions

More than ever today's family farms need to enhance profit, reduce risk, and build value to be able to grow, compete and success now and for future generations.

UnCommon Farms works with producers who are thinkers, strivers, and drivers of success. We want to be the catalyst to help you succeed into the future by providing the business resources you need to compete. With our community of agriculture business experts and other farms like yours, UnCommon Farms can help you take your farm business to the next level.

UnCommon Farms Group is a member-owned network of family farm operators, agricultural experts and suppliers. Membership provides:

- Expertise and support in 17+ business categories
- Training for your staff in large farm operations
- Connection with peer farm operators throughout North America
- Linkage to suppliers and buyers as part of a collective 1.2 Million Acres

Typical Farm Challenges

Outgrowing Existing Systems

Customers approach Folio3 when they are struggling to scale their existing systems to support continued business growth and visibility of data.

A common goal is to replace disparate systems with a central databased system to control and monitor, from planning to harvest and production to supply chain.



1

Siloed Systems

2

Growth & Scale Issues

3

Insufficient Reporting

4

Manual Processes

5

Security Issues

AgriERP – How it evolved

- We engaged with some key customers to build their solutions
- We partnered with Uncommon Farms Group to further develop solutions and broaden delivery capabilities
- The partnership provides our customers with everything they need for success – farming specific business expertise and guidance, supported with technology
- We find the best approach is to provide an overview first, then develop a phased roadmap together and execute against that
- Think of this as an overall solution with farming expertise, business knowledge, and technology converging



folio3 agrierp

Overview of the Solution

Transform your Business with the World's Leading ERP Software for Agriculture Industry. Automate business processes, save time and resources, and improve your business performance. Providing the following functions, modules and applications into the solution:



Vegetable & Fruit Farms



Bulk Crops



Cattle & Livestock



Indoor & Vertical Farms





Why Choose AgriERP as Your Farm Management Software

An all-in-one agricultural software and platform, AgriERP enables your farmers and management to plan, manage, track and record their operations smoothly without any hurdles, all in real-time. It is a powerful, yet user-friendly agricultural management and farming software that lets you be in complete control of your farming operations from wherever you are via any smart device.

Profit Analysis



Measure your profitability and analyze your earnings in real-time at every stage of farm operations.

Knowledge Succession



Retain insights and historical data to help future generations so learn and plan effectively.

Inventory Control & Analysis



Gain from real-time knowledge of projected costs and inventory use as well as actual costs and usage.

Revenue Forecasts & Projections



Compare and modify your plans according to statistical data and intelligent revenue projections.

Field & Crop Planning



Make dynamic operational plans while sitting in your office with a few clicks or taps.

Task Monitoring



Assign tasks to workers and monitor them from any smart device.

Seamless & Smooth Connectivity



Eliminate manual entry and gain insights by gathering real-time data from multiple sources.

Measure Yield Variability



See what's driving current and future yields

Transparent Communication



Share data and reports with partners, advisors, lenders

Core Capabilities of the Solution

Leveraging the power of Microsoft's Dynamics 365 to provide an end-to-end Farm Operations and Management Solution to address the complete life cycle from planning to production.



FINANCIALS

- General Ledger
- Accounts Payable
- Accounts Receivables
- Fixed Assets
- Cash & Bank
- Procurement & Sourcing
- Budget & Reporting
- **Grower Accounting (Payments & Settlements)**
- **Pooling**
- Inventory Management
- Product Information Management



FARM

- **Farm Dashboard (Map)**
- **Plantation Management**
- **Land Parcel Management**
- **Soil Sampling**
- **Soil Bed**
- **Planning Activities**



CROP

- **Crop/Season Planning**
- **Crop/Season Management**
- **Crop Protection**
- **Crop/ Season Activity/ Operations**
- **Crop Forecasting**
- **Fertilizer applications**
- **Pesticide applications**



SHIP

- Storage Management
- Transport Management
- Load Management
- Pallet Cross Referencing
- Consignment Trading
- Consignment Traceability



PACK

- Pack Ahead Planning
- Pack Management
- Depart Date Management
- Production Forecasting
- Live Production Performance
- Streamlined Production (Grading/Packing)
- Label Room

Core Capabilities of the Solution



Leveraging the power of Microsoft's Dynamics 365 to provide an end-to-end Horticulture Operations and Management Solution to address the complete life cycle from planning to production.



FINANCIALS

- General Ledger
- Accounts Payable
- Accounts Receivables
- Fixed Assets
- Cash & Bank
- Procurement & Sourcing
- Budget & Reporting
- **Grower Accounting (Payments & Settlements)**
- **Pooling**
- Inventory Management
- Product Information Management



NURSERY

- **Nursery Dashboard (Map)**
- **Plantation Management**
- **Land Parcel Management**
- **Soil Sampling**
- **Soil Bed**
- **Planning Activities**



PLANTING

- **Season Planning**
- **Season Management**
- **Cultivation Protection**
- **Season Activity/Operations**
- **Growth Forecasting**
- **Fertilizer applications**
- **Pesticide applications**



SHIP

- Storage Management
- Transport Management
- Load Management
- Pallet Cross Referencing
- Consignment Trading
- Consignment Traceability



PACK

- Pack Ahead Planning
- Pack Management
- Depart Date Management
- Production Forecasting
- Live Production Performance
- Streamlined Production (Grading/Packing)
- Label Room

Core Capabilities of the Solution



Leveraging the power of Microsoft's Dynamics 365 Finance and Supply Chain to provide an end-to-end Farm and Livestock Management Solution to address the complete life cycle from planning to production.



FINANCIALS

- General Ledger
- Accounts Payable
- Accounts Receivable
- Fixed Assets
- Cash & Bank
- Procurement & Sourcing
- Budget and Reporting
- Inventory Management
- Product Information Management
- Invoice Scanning Automation
- Shop Floor



FEEDLOT/FIELD & LIVESTOCK

- Field Dashboard (Map)
- Plantation Management
- Soil Bed
- Planning Activities
- Harvest Activities
- Breeding
- Vaccinations
- Pasture Movement
- Examinations
- Identification



WAREHOUSING

- Warehouse Management
- Inventory Control
- Cycle Counting
- Palletization
- Inbound and outbound material workflow
- Cluster picking
- Outbound wave processing
- Cross docking



PRODUCTION/ PACKAGING

- Disassembly Management
- Routes Operations & Inspections
- Packaging Types
- Scheduling
- Inspections
- Material Management
- Finished Goods Reporting
- Quality Control



SHIP

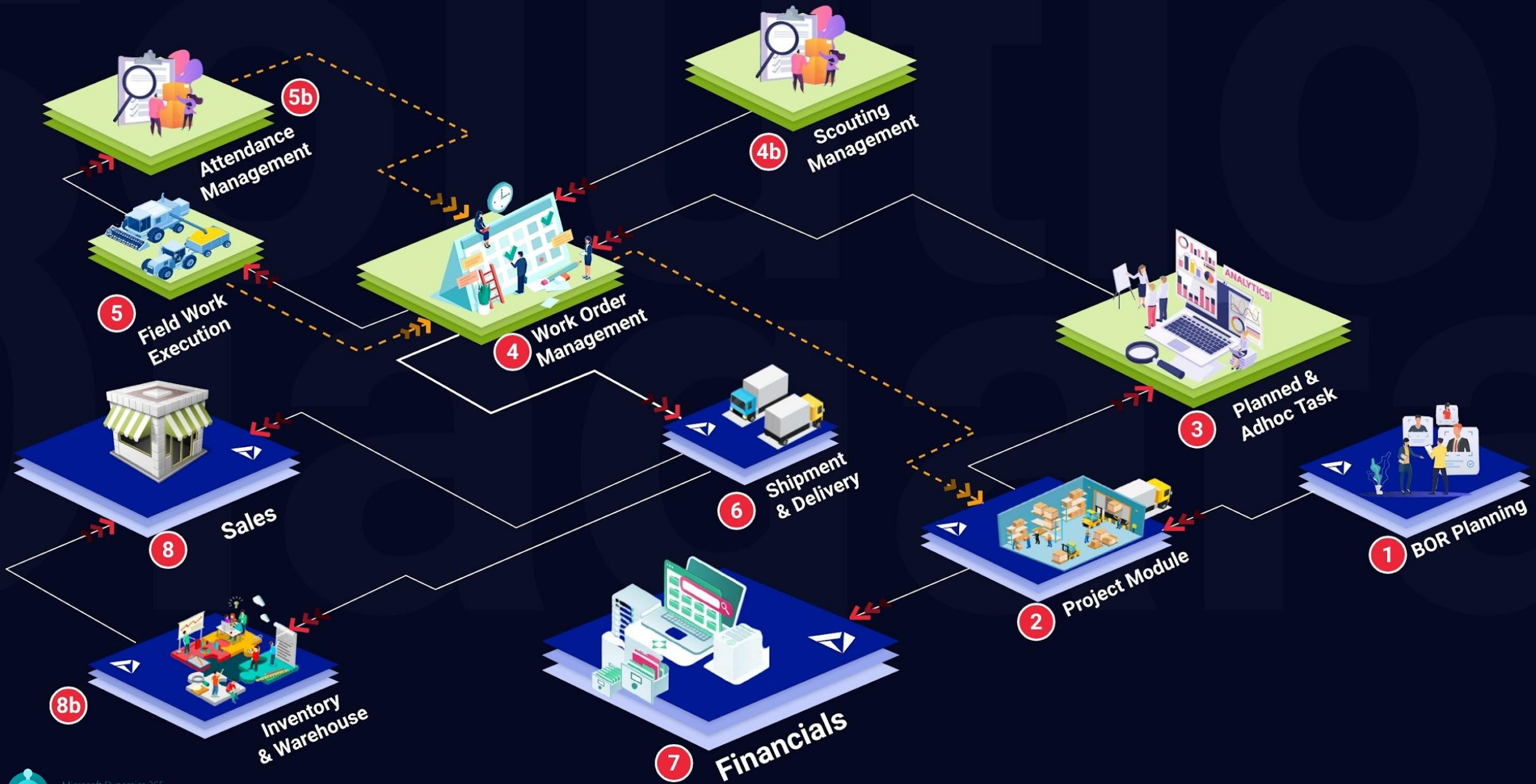
- Sales Shipment
- Transfer Orders
- Storage Management
- Transport Management
- Load Management
- Cross Referencing
- Consignment Trading
- Consignment Traceability



Solution Design & Architecture









Sneak Peek

User Interface of the AgriERP Apps (Mobile and Web)



Headline

Welcome to  agrierp

Actions

- + Sales Quote
- + Sales Order
- + Sales Invoice
- + Purchase Quote
- + Purchase Order
- + Purchase Invoice
- > Find entries...
- > Search in data...
- > New
- > Payments
- > Reports
- Excel Reports

● ○

Activities

Sales This Month

\$148,300

> See more

Overdue Sales Invoice
Amount

\$104,398

> See more

Overdue Purch. Invoice
Amount

\$60,972

> See more

Sales Invoices Predicted
Overdue

0

> See more

Ongoing Sales

Sales Quotes

0

>

Sales Orders

26

>

Sales Invoices

4

>

Ongoing Purchases

Purchase Orders

25

>

Ongoing Purch. Invoices

29

>

Purch. Invoices... Next Week

0

>

Intercompany

Pending Outbox Transactions

4

>

Payments

Unprocessed Payments

Average Collec... Days

Outstanding V... Invoices

Scan documents



Incoming Documents

My Incoming Documents



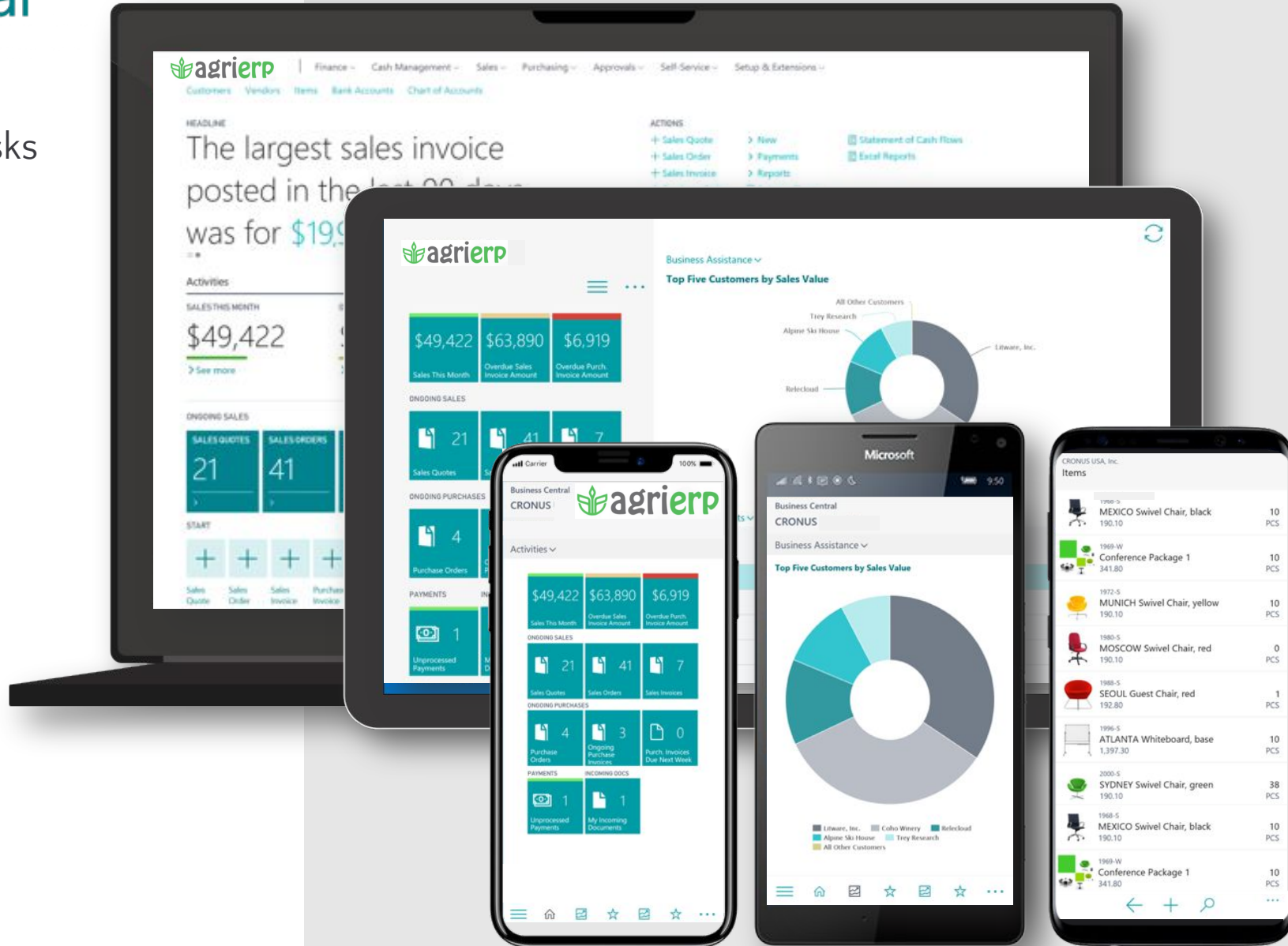
Microsoft Dynamics 365 Business Central

Optimize your team's productivity with seamless, integrated processes and tasks



Run Your Business Anywhere

- Deploy in the Cloud
- Flexible data residency, compliance and security
- Universal, mobile-enabled user experience across deployments and devices





< December 2022 >

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Work items assigned to me

Work items will be displayed here after they are assigned to you.

Bank management

Electronic reporting

Product variant model definition

Benefits

Employee self service

Production floor management

Budget planning

Expense management

Project management

Business document management

Feature management

Purchase order confirmation

Business processes for human resources

Financial analysis - all companies

Purchase order preparation

Business processes for payroll

Financial analysis - current company

Purchase order receipt and follow-up

Folio3's ISV Features on Core Modules of Microsoft Dynamics 365

Finance & Supply Chain Management

Accounts payable	Accounts receivable	Asset management	Audit workbench	Budgeting	Cash and bank management	Common
Consolidations	Cost accounting	Cost management	Credit and collections	Demo data	Expense management	Fixed Assets
Fleet management	General ledger	Human resources	Inventory management	Master planning	Organization administration	Payroll
Procurement and sourcing	Product information management	Production control	Project management and accounting	Questionnaire	Retail and Commerce	Sales and marketing
Service management	System administration	Tax	Time and attendance	Transportation management	Vendor collaboration	Warehouse management

Navigation



Farm Blocks

Pinavele North

24 Total Block 18 Active Block 12 Total Crop

Block Listing

- PN 1.2 4.2 ha Semi - Finished Goods Rockmelon
- PN 1.3 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.4 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.2 4.2 ha Semi - Finished Goods Rockmelon
- PN 1.3 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.4 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.3 2.5 ha Semi - Finished Goods Rock.
- PN 1.3 2.5 ha Semi - Finished Goods Rock.
- PN 1.4 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.3 2.5 ha Semi - Finished Goods Rockmelon
- PN 1.2 4.2 ha Semi - Finished Goods Rockmelon

Dashboard

Home | Maps | NSW Meridon | PN 1.2

02 Jan, 23 - 02 Feb, 23



Weather Forecast



User Profile

David Planner

View All

Boards

Operations Activities

Work Order Mid term forecasting at PN 1.3 is completed

Inspection Broccoli inspection created by Martin at PN 2.3

Cultivation Cultivation operation performed at PN 1.4

Widget Select Data

67% Total Revenue

Crop Revenue : Block Revenue :

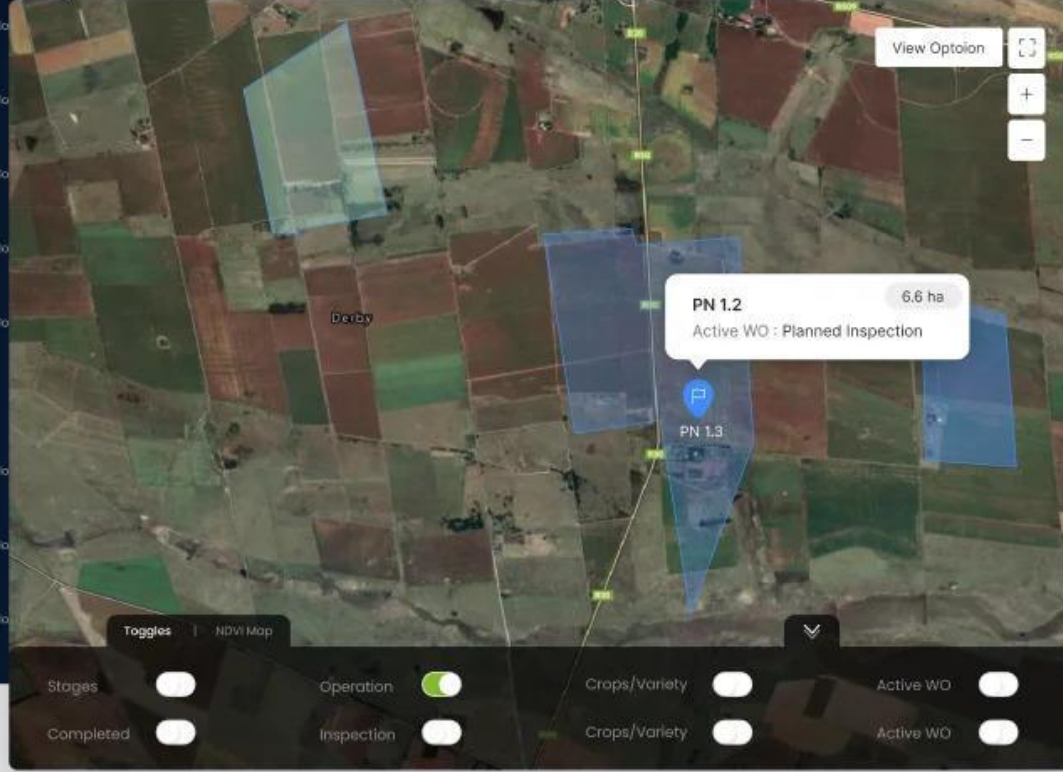
Work Order

Chat

Checklist

Activities

Revenue Chart



"Grow smarter with a single, straight-forward platform
designed by farmers for farmers to maximize profits"

The image displays the AgriERP software interface across multiple devices, illustrating its multi-platform capabilities:

- Desktop Monitor:** Shows the main dashboard with a sidebar menu (Search, PERM PLANT, Vann Bros Farms, PN-1.13, PN-1.12) and a central workspace. The workspace includes a breadcrumb trail (Home > Planning > Vann Bros Farms > Orchard 1.9), a title bar (PN-1.09 | BO-000174 | Semi - Finished Goods Honeydew), and a summary panel on the right. The main content area shows a table of work orders with columns for status (New, Draft, To Do, In Progress, Review, Done, Cancelled) and actions (ADHDC, DRAFT, WO-000130, WO-000205, WO-000118).
- Laptop:** Displays a detailed view of a work order (WO-000130) with a title bar (PN-1.09 | BO-000174 | Semi - Finished Goods Honeydew) and a summary panel on the right. The main content area shows a table of work orders with columns for status (New, Draft, To Do, In Progress, Review, Done, Cancelled) and actions (ADHDC, DRAFT, WO-000130, WO-000205, WO-000118).
- Tablet:** Shows a map view of the farm with a sidebar menu (Search, PERM PLANT, Vann Bros Farms, PN-1.13, PN-1.12) and a central workspace. The workspace includes a breadcrumb trail (Home > Planning > Vann Bros Farms > Orchard 1.9), a title bar (PN-1.09 | BO-000174 | Semi - Finished Goods Honeydew), and a summary panel on the right. The main content area shows a table of work orders with columns for status (New, Draft, To Do, In Progress, Review, Done, Cancelled) and actions (ADHDC, DRAFT, WO-000130, WO-000205, WO-000118).
- Smartphone:** Displays a mobile interface with a sidebar menu (Search, PERM PLANT, Vann Bros Farms, PN-1.13, PN-1.12) and a central workspace. The workspace includes a breadcrumb trail (Home > Planning > Vann Bros Farms > Orchard 1.9), a title bar (PN-1.09 | BO-000174 | Semi - Finished Goods Honeydew), and a summary panel on the right. The main content area shows a table of work orders with columns for status (New, Draft, To Do, In Progress, Review, Done, Cancelled) and actions (ADHDC, DRAFT, WO-000130, WO-000205, WO-000118).

A callout box highlights a specific work order: **2042A-2.2** Active WO : Planned Inspection 6.6 ha.

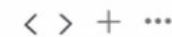
Search

Home > Floor > Floor

3D Design



Jun 30, 2024



AgriERP

VF - Room #65



Tower 3.8
Mushroom (Field Crop)
5 Racks, Vertical Tower

Tower 3.9
Microgreens (Field Crop)
5 Racks, Vertical Tower

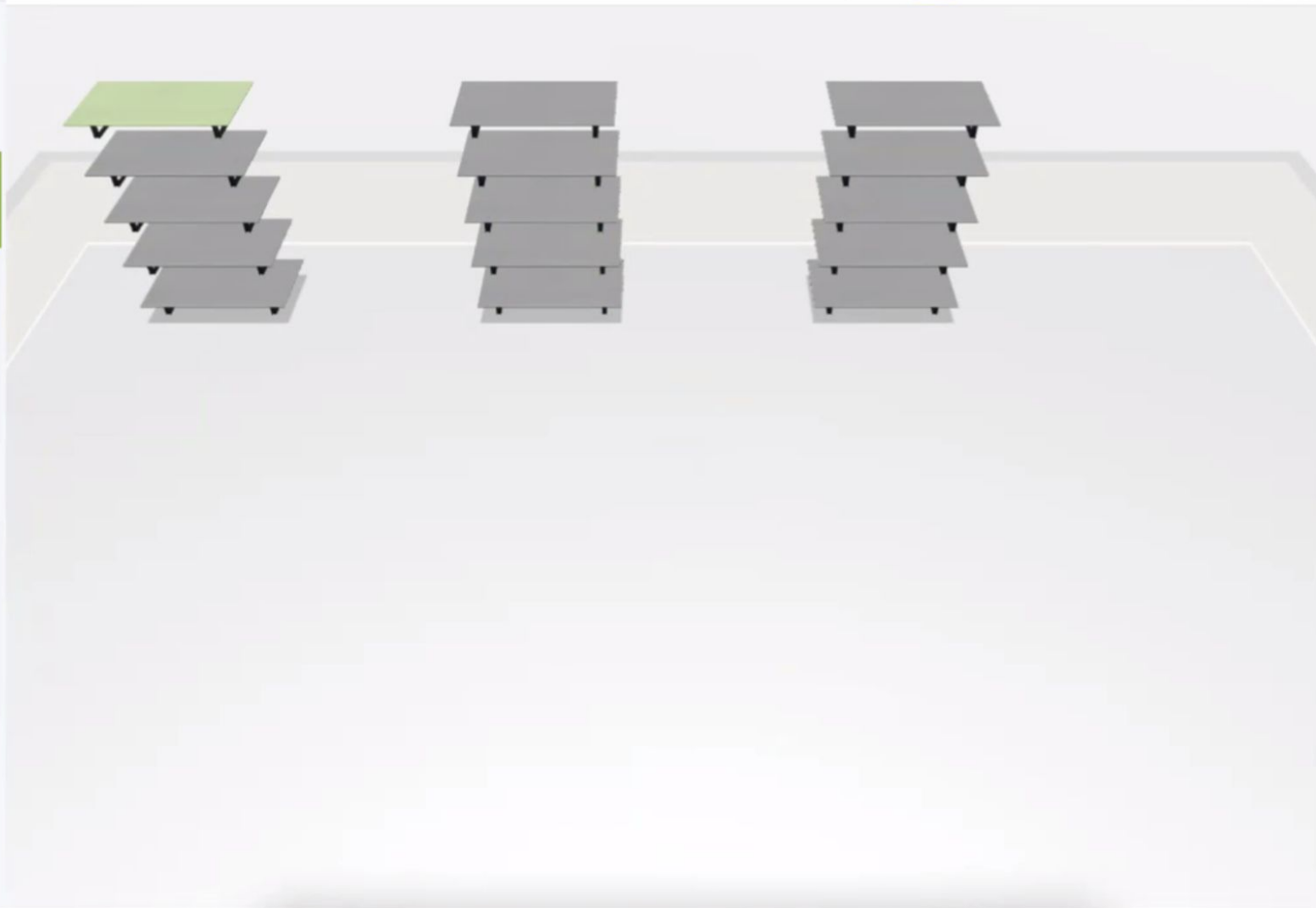
Tower 3.10
Kale (Field Crop)
5 Racks, Vertical Tower

GreenHouse #44



Tower 4.9
Tomatoes (Field Crop) Sweet Million
1 Lane, Green House

Tower 4.10
Lettuce (Field Crop) Cegolaine
1 Lane, Green House



Summary



General

Racks
5



Stage

Harvesting

Expected Yield
500 kg

Montioring

pH Level 6.1	IC 6.2	Humidity 5.8
Air Temperature 30C	Temprature 22C	CO2 350ppm
Lightning 65%	Nutrients 5	ETC Hours 24

Observation

No observation found

Search

Home > Floor > Floor

3D Design



Jun 30, 2024



AgriERP

VF - Room #65



Tower 3.8
Mushroom (Field Crop)
5 Racks, Vertical Tower

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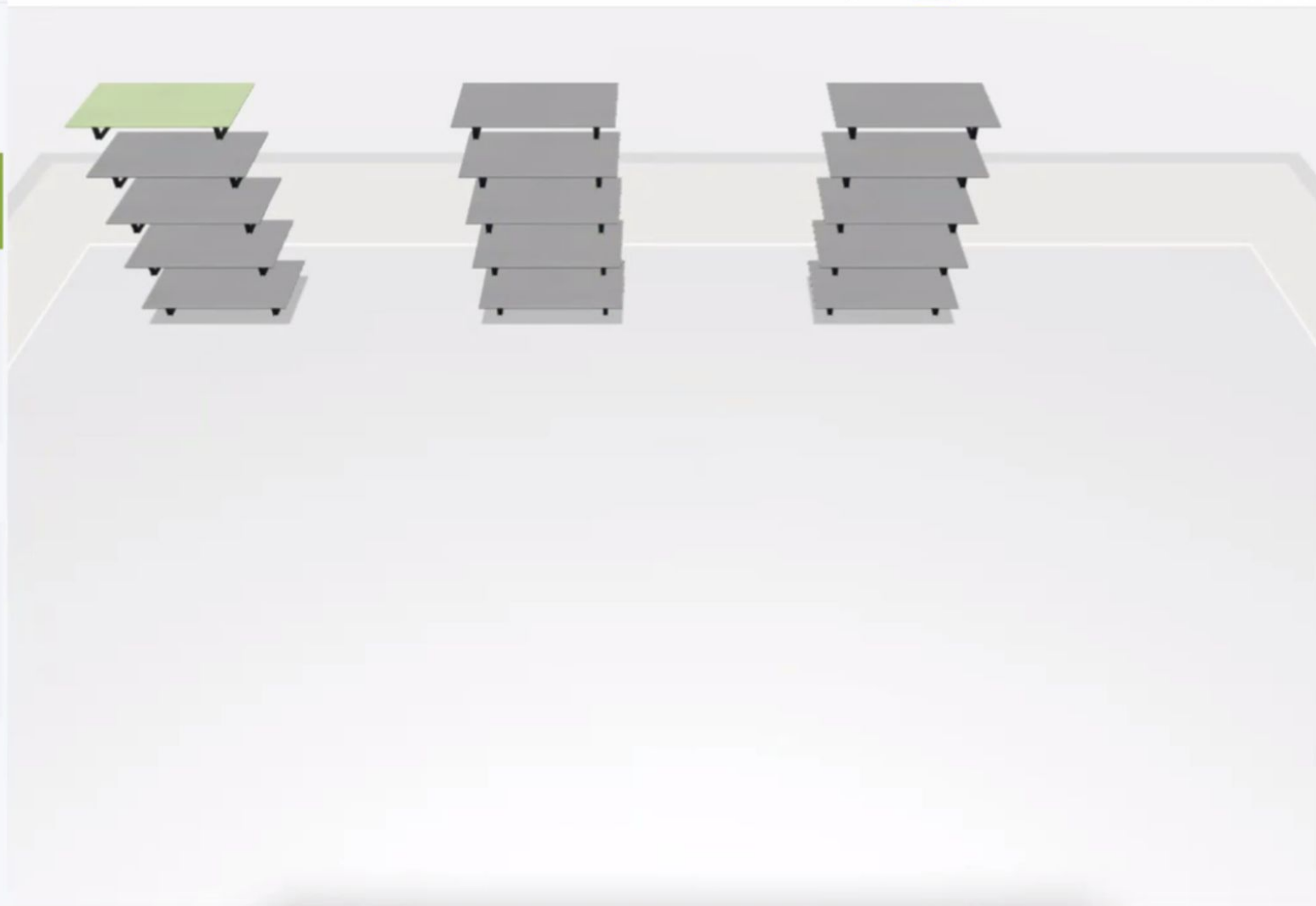
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Summary



General

Racks
5



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Observation

No observation found

Search

- AgriERP
-  VF - Room #65

Tower 3.8

Mushroom (Field Crop)

5 Racks, Vertical Tower

Tower 3.9


Microgreens (Field Crop)

5 Racks, Vertical Tower

Tower 3.10

Kale (Field Crop)

5 Racks, Vertical Tower

 GreenHouse #44
- Home > Floor > Floor > GreenHouse #44 > Tower 4.10

3D DesignJun 30, 2024

< > + ...
-
- Summary


...

×

General

Racks

5



Stage

Plantation

Expected Yield

500 kg

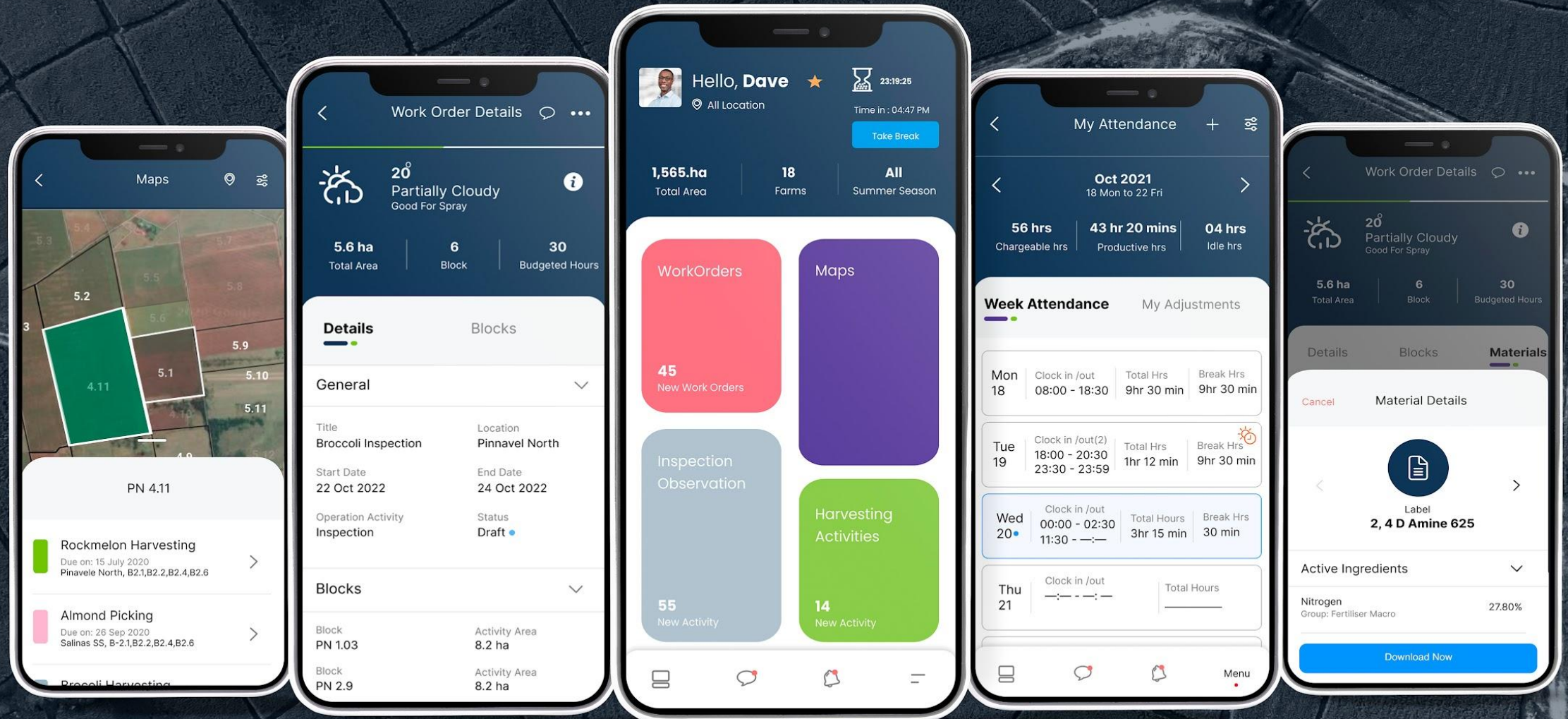
Montioring

pH Level	IC	Humidity
6.0	6.1	6.2
Air Temperature	Temperature	CO2
25C	20C	360ppm
Lightning	Nutrients	ETC Hours
55%	7	22

Observation

No observation found


agrierp
MOBILE APP





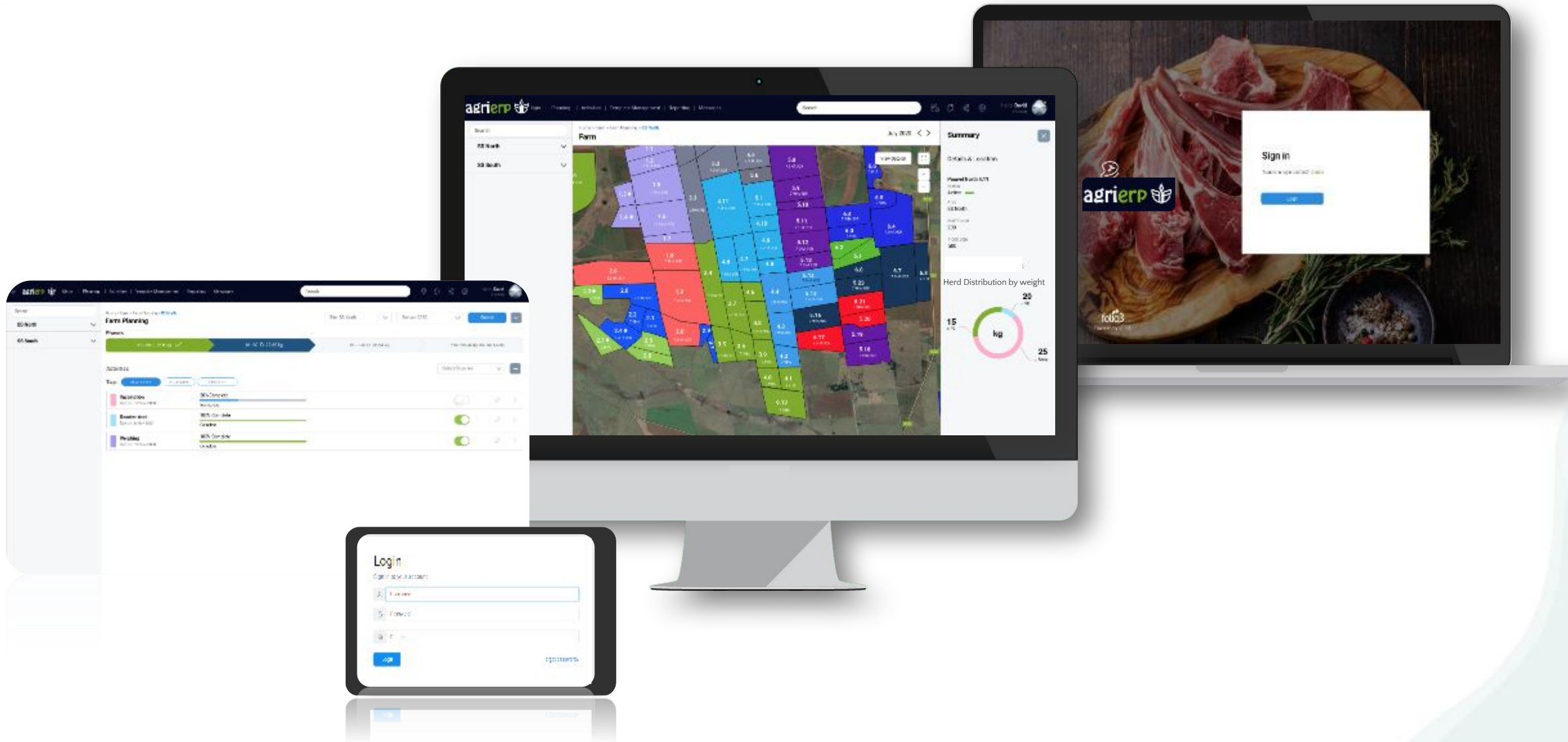
Apps for Livestock Management

User Interface of the AgriERP Apps (Mobile and Web)



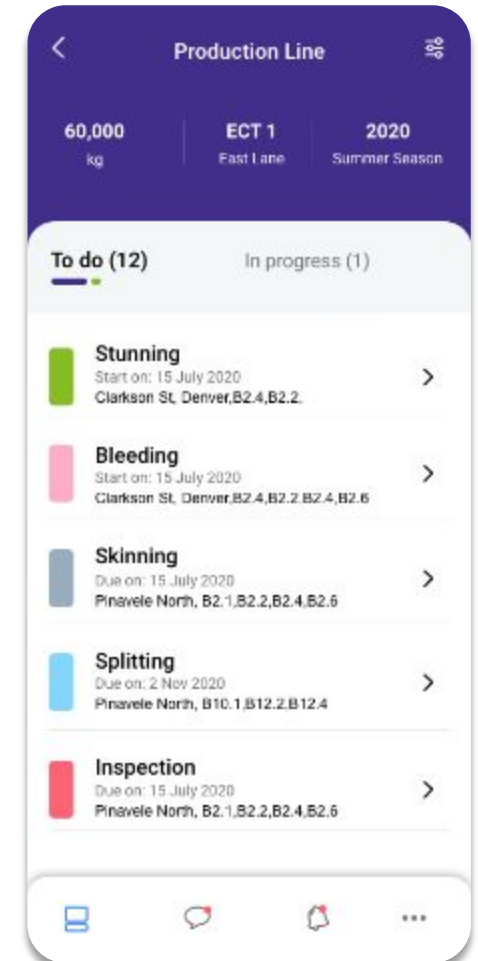
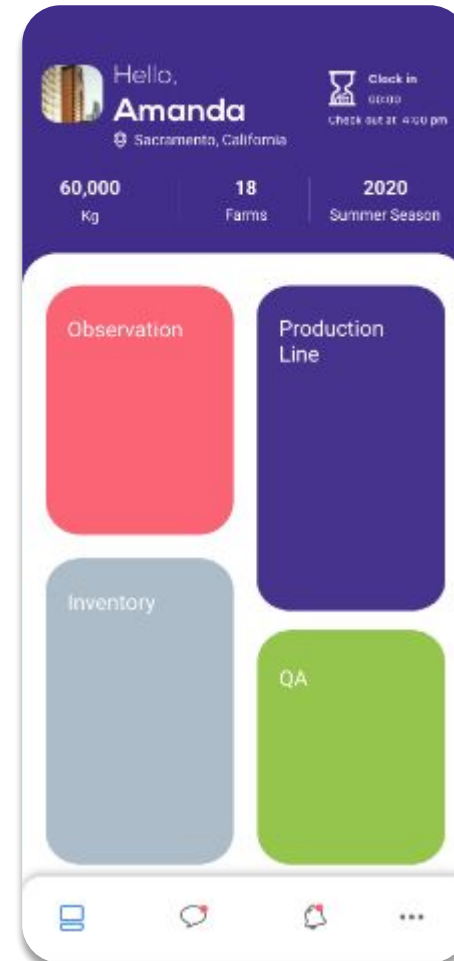
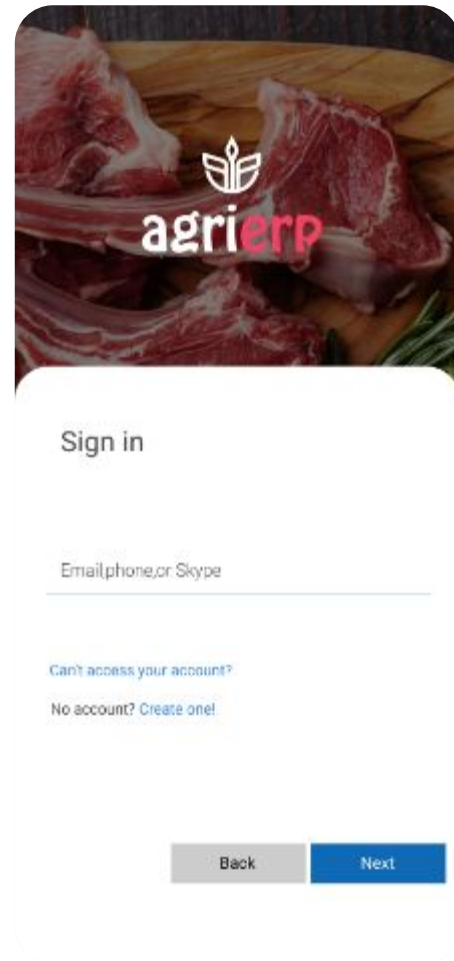
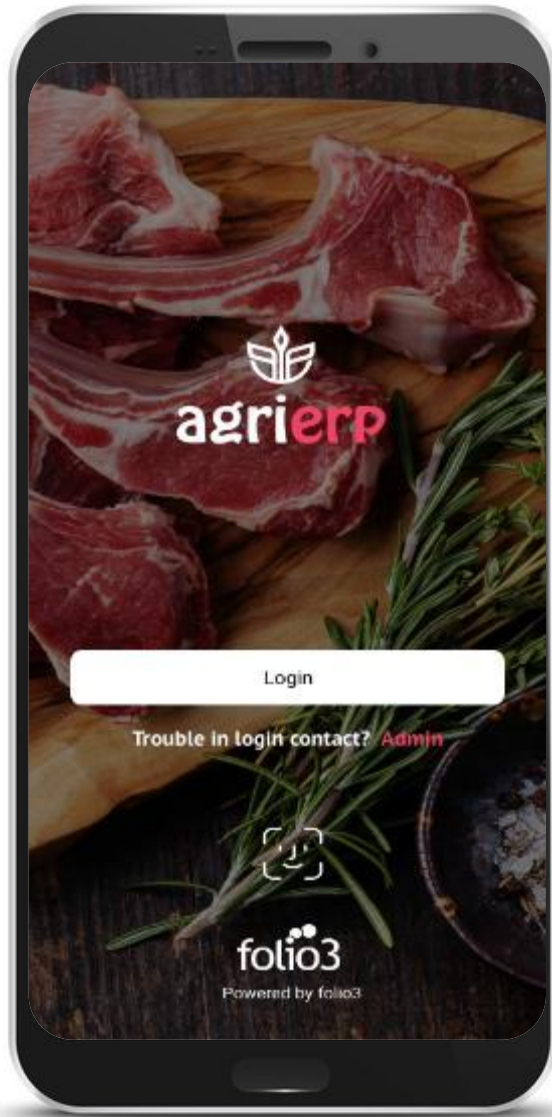
Web App

Meat Processor

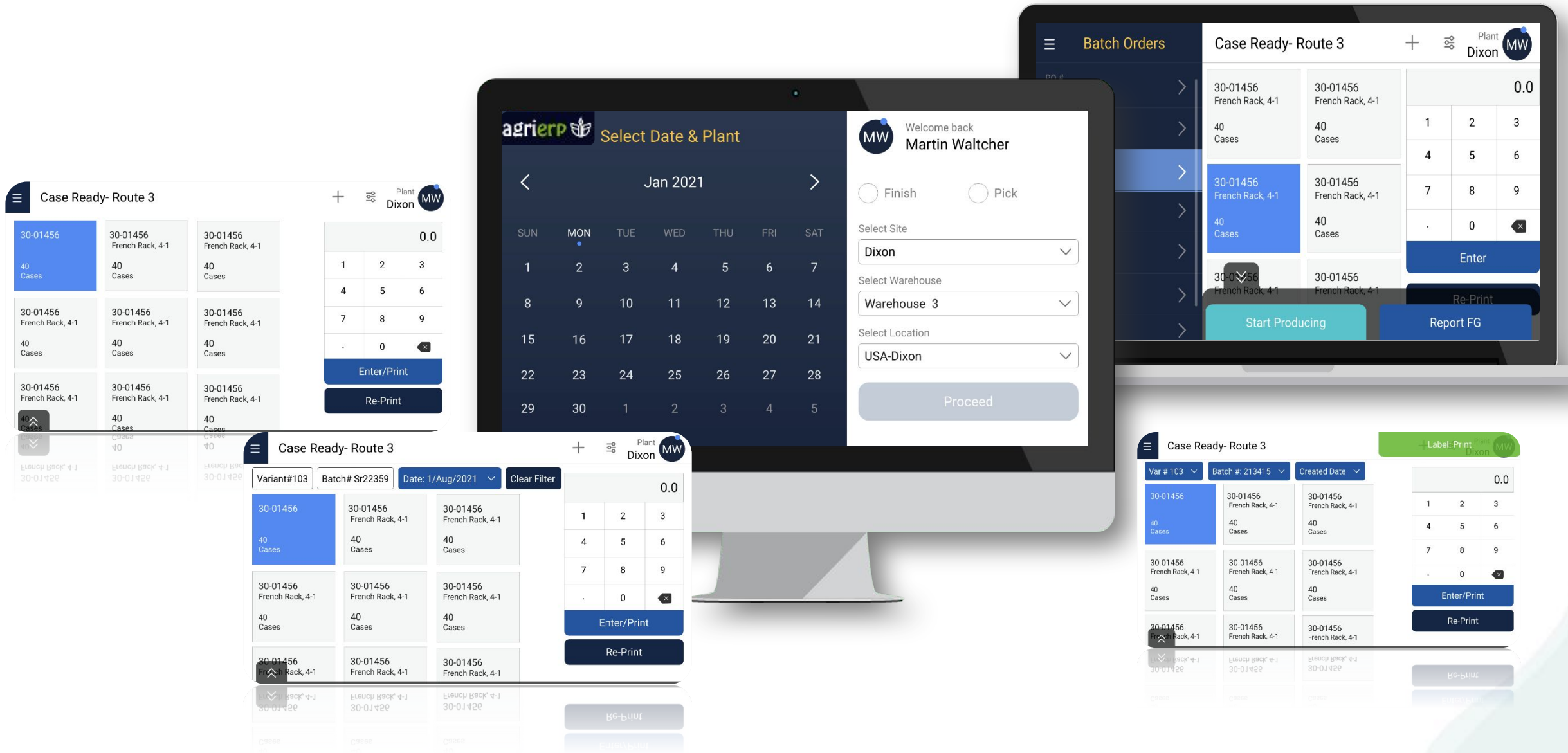


agrierp Mobile App

Meat Processor

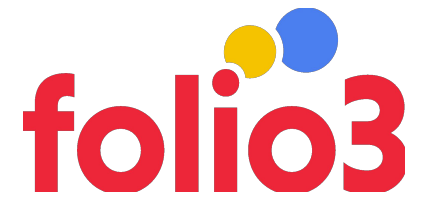


App for Livestock Management – Sneak peak





Customer Success Stories



Vytelle.LLC

Folio3's - Customer Success Story

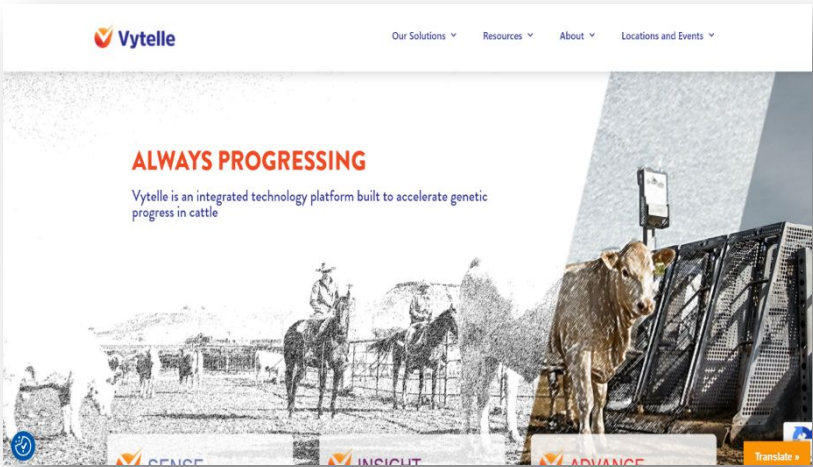


Helping Vytelle to automate their genetic progress in cattle via streamlining their Platform Integration



Vytelle is an integrated technology platform built to accelerate genetic progress in cattle. VYTELLE, LLC. Is a precision livestock company reshaping how cattle producers worldwide optimize their herds. Through Vytelle’s integrated technology platform, generations of genetic gains can be made in just a few years. This allows producers to sustainably deliver more protein with fewer inputs, helping to ensure meat and milk are viable, competitive food choices for future generations.

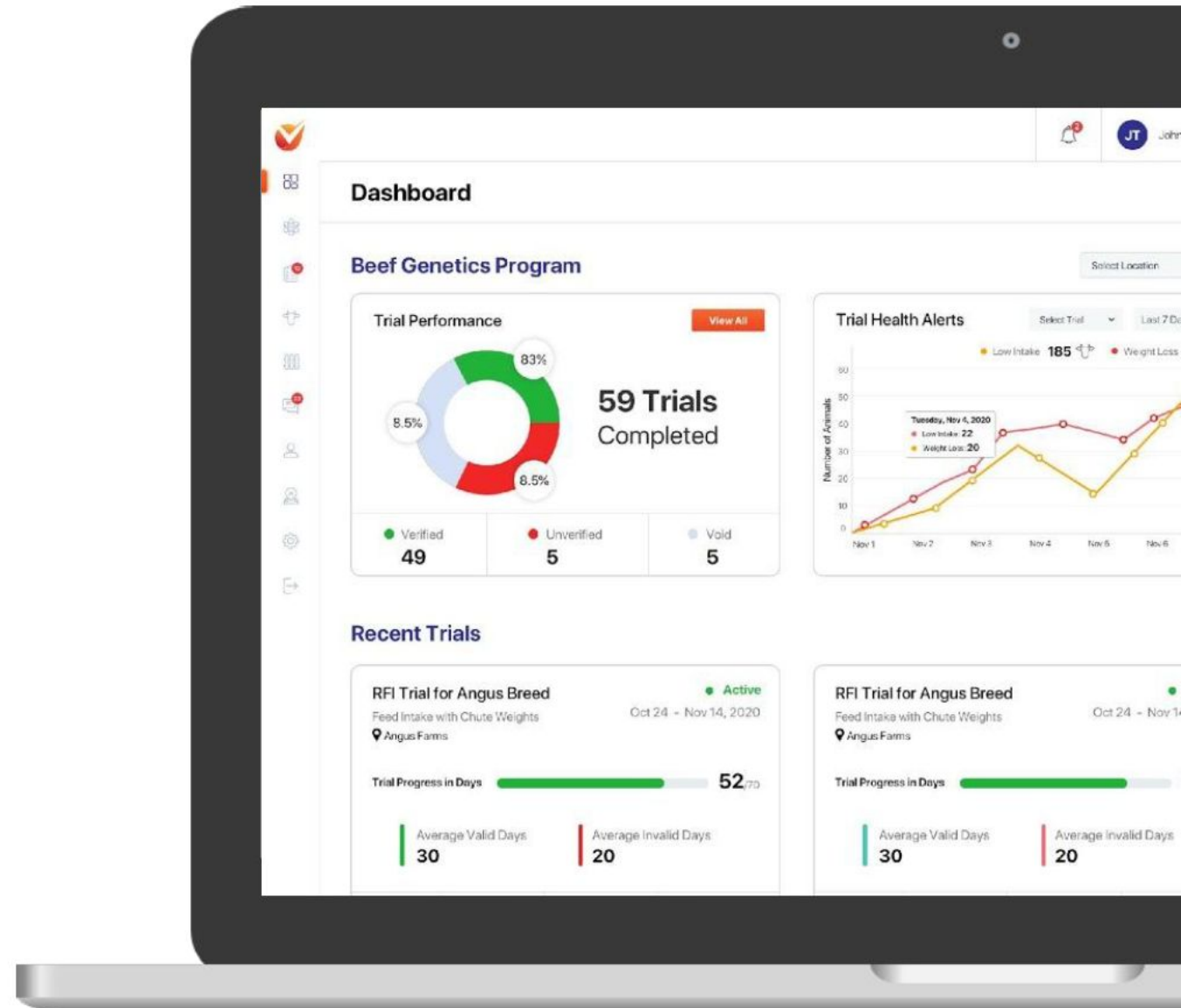
Folio3 is actively helping Vytelle to innovate the genetics industry via numerous Automation Solutions. Which includes providing robust applications (Vytelle Advance.IO App) and custom integrations on their existing ERP Platform of Microsoft Dynamics 365 Business Central. Folio3 is delivering an end-to-end Operations Management solution to consolidate their current systems for future business growth.



Products and services	Organization size	Industry	Location	Company Type
Custom Integration Microsoft Dynamics 365 Business Central	Large (51- 200) employees)	Biotechnology Research	Lenexa, Kansas, USA	Privately Held
Apps by Folio3: Vytelle Advance.IO	Folio3 is actively helping Vytelle to innovate the genetics industry via numerous Automation Solutions. Which includes providing robust applications (Vytelle Advance.IO App) and custom integrations on their existing ERP Platform of Microsoft Dynamics 365 Business Central.			



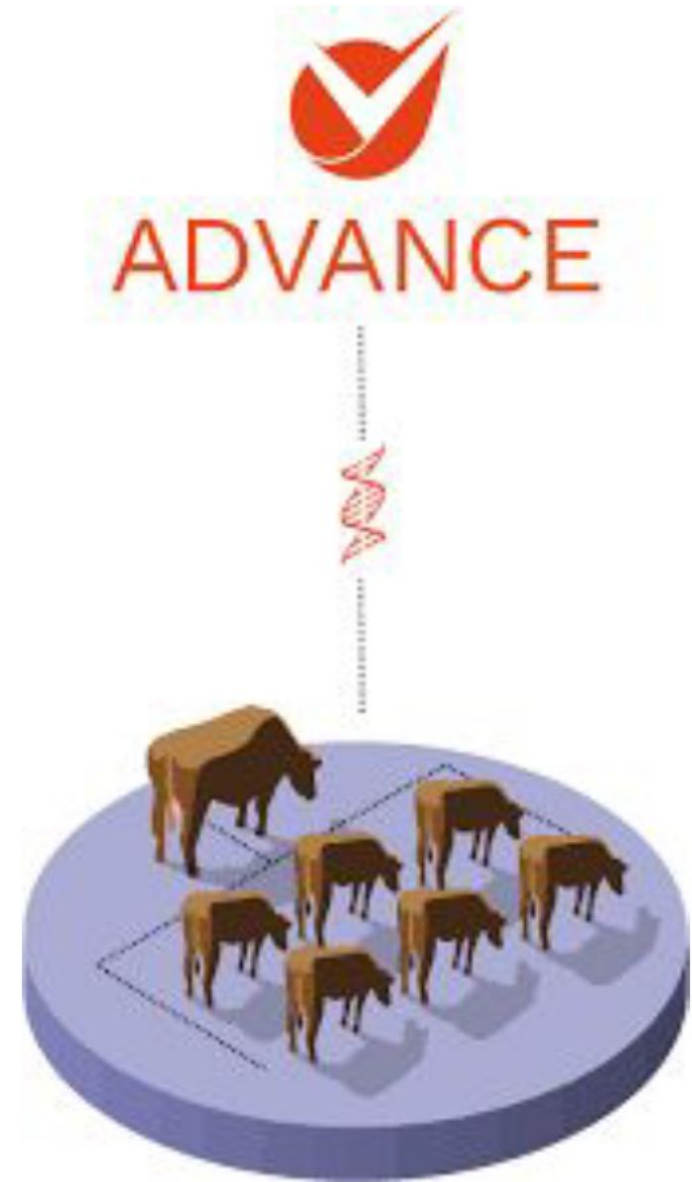
- Responsive Web Application for Breeders, Cow-Calf Operators, Feedlots, and Research Institutes.
- Integration with Feed Intake hardware to capture an animal's daily feed consumption.
- Integration with GrowSafe Beef hardware to capture an animal's daily weight gain and water intake.



VYTELLE



- Web based solution to help Vytelle transform its IVF Process.
- Management of bulls as well as donor and recipient cows.
- Management of farms, satellite locations, as well as labs.



VYTELLE



- Vytelle Network is a web-based application to monitor and measure individual animal EPDs.
- Monitoring the individual animal performances and keeping the track of its test EPDs
- Management of users, companies and locations.

The screenshot displays the Vytelle Network web application interface. The top navigation bar includes a sidebar with menu items: Dashboard, Performance, Test Animal EPDs, Sire EPDs, Dam EPDs, All Animals EPDs (selected), and Settings. The main content area is titled "All Animals EPDs" and shows a list of animals with their respective EPD values. Below this, a detailed view for a specific animal (NPM2431851) is shown, including its pedigree chart and performance data.

Animal Details (NPM2431851):

- Name: WULFS 74773
- VID: 1431
- Date of Birth: 2022-08-10
- Registry: AAA
- Company: The Cattle Company
- Location: Noble Research

EPD Values (Acc):

- RFI EPD: -0.24 (0.24)
- ADG EPD: -0.05 (0.16)
- DMI EPD: -0.33 (0.23)
- Test Progeny Sire: 174
- Test Progeny Dam: 174

Pedigree Chart:

- Sire: NPM2431851 | Sire 3B
- Dam: NPM2431851 | Dam 3B
- Sire: NPM2431851 | Sire 3B
- Dam: NPM2431851 | Dam 3B
- Sire: NPM2431851 | Sire 3B
- Dam: NPM2431851 | Dam 3B
- Sire: NPM2431851 | Sire 3B
- Dam: NPM2431851 | Dam 3B
- Sire: NPM2431851 | Sire 3B
- Dam: NPM2431851 | Dam 3B

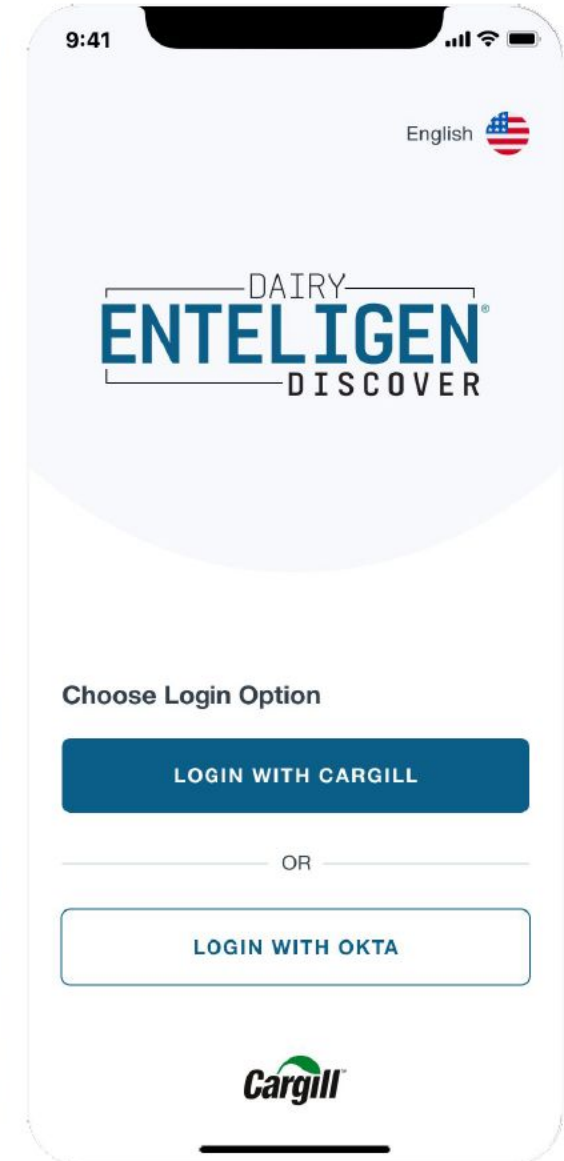
VYTELLE



MOBILE APP DEVELOPMENT

- Easy to use application for smartphones and tablets
- Integrates data from dairy herd management and nutrition systems
- Captures insights from experienced Cargill dairy consultants
- Enable producers to:
 - Prevent mistakes
 - Set long term plans
 - Optimize investments in facilities and people
 - Long term business health and profitability

CARGILL

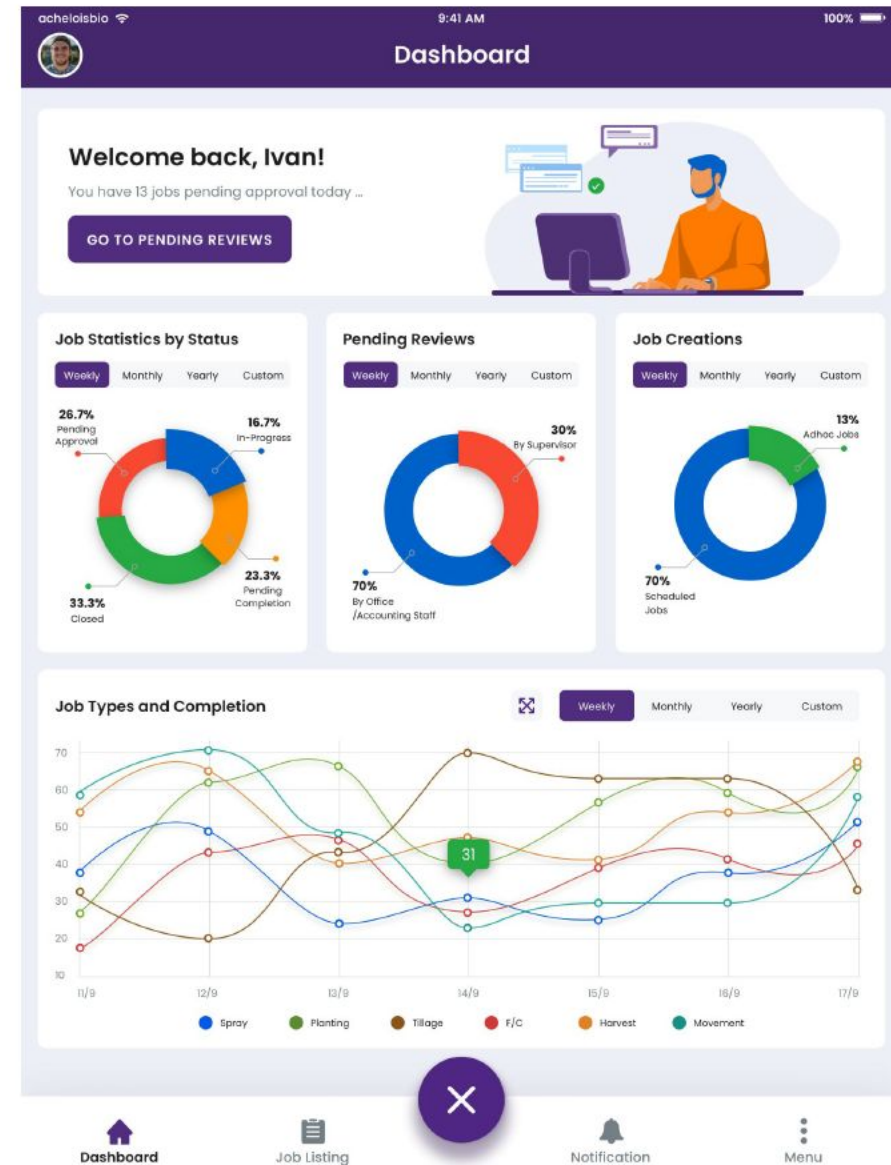
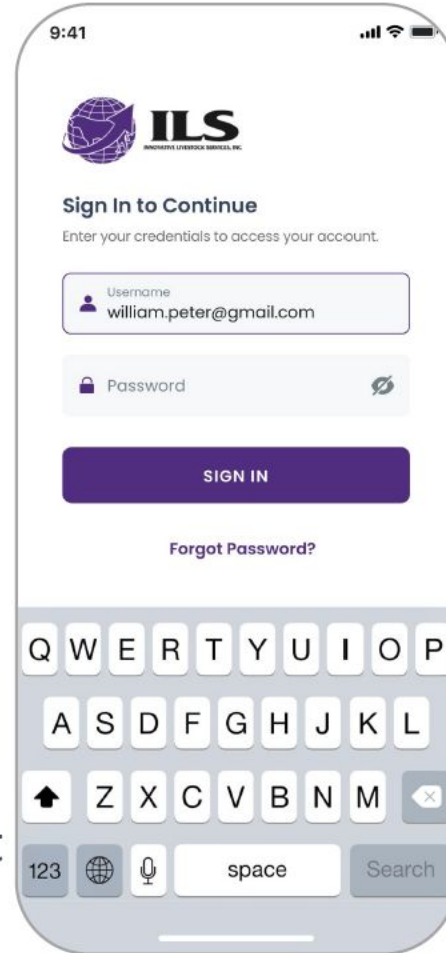




Innovative Livestock Services (ILS) is a group of feed yards and crop farms located in the heart of cattle feeding country in Kansas and Nebraska that produce healthy and nutritious beef.

Folio3 developed an iOS app, enabling supervisors to assign recurring and non-recurring tasks to field operators.

Field operators can view and complete tasks in offline mode as all areas may not have internet connectivity.



INNOVATIVE LIVESTOCK SERVICES

PROGRESSIVE BEEF

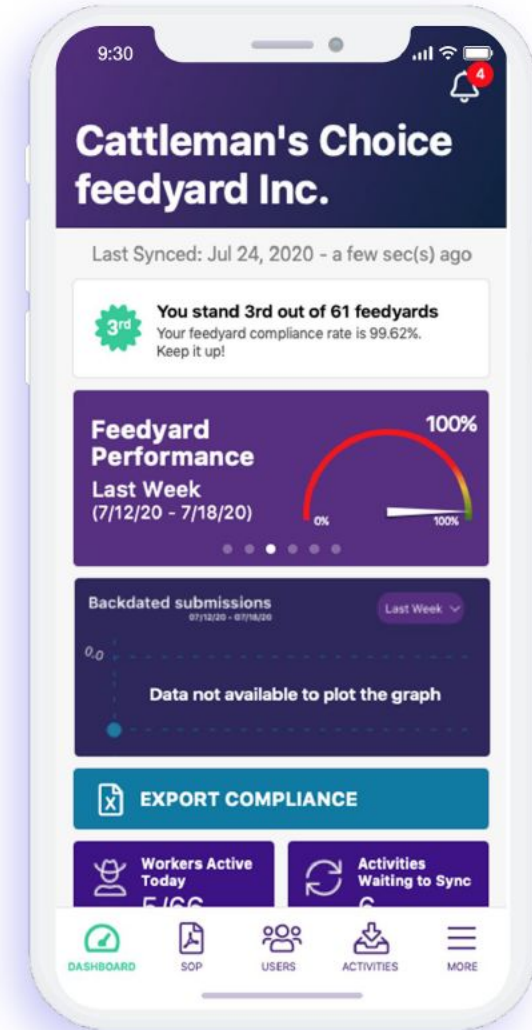
Progressive Beef is a web and mobile based solution for quality management of cattle feed yards that enables management of day to day quality assurance activities, SOPs & maintenance.



“Wendy’s partners with ProgressiveBeef to use more sustainably sourced beef” – Agweb 2018



“With A New Partner Keeping An Eye On Feedlots, Tyson Foods Looks To Sell Better, Healthier Beef” – Forbes 2019



PROGRESSIVE BEEF



Superior Farms

AgriERP's Customer Success Story

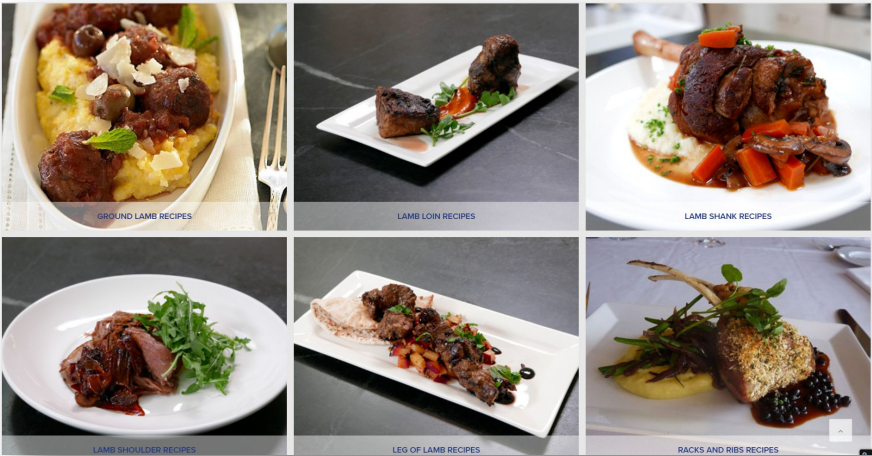


Implementation of Folio3’s Livestock industry Specific Solution; “AgriERP”



Superior Farms, founded in 1964, is North America’s top processor and marketer of lamb. The company is the recognized market leader in the retail and food service markets it serves, providing products and services to customers throughout the United States, Canada and more than 10 countries.

Superior Farms were seeking to implement a new ERP system for its core Livestock Management business from Planning to distribution. Folio3 provided them with an end-to-end Livestock Management and ERP solution to consolidate their current systems to a more robust solution to support planned and future business growth.



Products and services	Organization size	Industry	Location	Company Type
<ul style="list-style-type: none">Folio3 AgriERPFolio3 Agri PayrollFolio3 Agri HRMSFolio3 Agri – Apps	Large (1001- 5000) employees	Food Production	Sacramento, California, USA	Privately Held
Folio3 will be implementing the AgriERP solution which is powered with Microsoft Dynamics 365 Finance & Supply Chain and also Includes a suite of Folio3’s Agri based Web and Mobile Apps with comprehensive HR/Payroll Solution and Power BI based analytics.				



For Superior Farms



Livestock breeding
& Management



Master Planning



Meat Production



Dispatch &
Shipments



LIVESTOCK BREEDING & MANAGEMENT



Breeding & Growth Tracking

From tracking fertility rates and conception to tracking the animals weight and growth.

Livestock Records

Profiling using EIDs, record keeping and activity tracking.

Treatment & Vaccinations Tracking

Complete history of all treatments and vaccines along with Condition scoring.



MASTER PLANNING

Coverage Planning

Coverage planning and scheduling of resources, materials, and capacities.

Cutting Planning

Slaughter planning and slaughter data entry, Cutting including cutting planning and optimization.

Production Planning

Production including recipe optimization based on Sales demand and forecasting.



MEAT PRODUCTION

Production Management

Production Orders can be accessed through the Production App and specific routes can be selected to start production.

Box Labeling with Serial/Batch

Production App can print customer specific labels based on different templates while maintaining Serial/Batches.

Inventory Movement

Inventory is automatically created and moved to relevant warehouses for availability to dispatch teams.



DISPATCH & SHIPMENTS

Sales Shipments

Folio3 Warehousing app is an Android app which runs on the Scan guns and support offline data for Sales Shipments.

Transfer Orders

Warehousing app makes it easy to scan thousands of boxes to put on Sales or Transfer Orders in a matter of a few seconds.

Palletization & License Plating

Tasks like Palletization are super fast and you can send multiple prints of the license plate to be put on the Pallet.



Rombola Family Farms

AgriERP's Customer Success Story



Implementation of Folio3’s Agriculture Industry Specific Solution; “*AgriERP*”



Rombola Family Farms is based out of NSW, Australia and were seeking to implement a new ERP system for its core Agricultural business from Crop Planning to Harvest till distribution.

Folio3 provided them with an end-to-end Farm Management and ERP solution to consolidate their current systems to a more robust solution to support planned and future business growth.



Products and services	Organization size	Industry	Location	Company Type
<ul style="list-style-type: none">Folio3 AgriERPFolio3 Agri PayrollFolio3 Agri HRMSFolio3 Agri – Apps <p>Folio3 will be implementing the AgriERP solution which is powered with Microsoft Dynamics 365 Finance & Supply Chain and also Includes a suite of Folio3’s Agri based Web and Mobile Apps with comprehensive HR/Payroll Solution and Power BI based analytics.</p>	Large (1001- 5000) employees)	Farming and Agriculture	Nericon, NSW Australia	Privately Held

Rombola's Growth Challenges



Outgrowing Existing Systems

Rombola Family Farms approached Folio3, when they were struggling to scale their existing systems to support continued business growth and visibility of data.

The challenge was to reduce the amount of disparate systems in place today to control and monitor how products are farmed from planning to harvest and production to supply chain.

Already in the red-zone, the issues were severe and require immediate, concrete actions.



1

Siloed Systems

In Rombola's case the system was not capable to freely communicate with other information management systems.

2

Growth & Scale Issues

Since Rombola was rapidly growing in-terms of business and resources – Scalability was an immediate challenge for them.

3

Insufficient Reporting

The existing system was not sufficient enough for custom reporting which leads to strategic decision making problems.

4

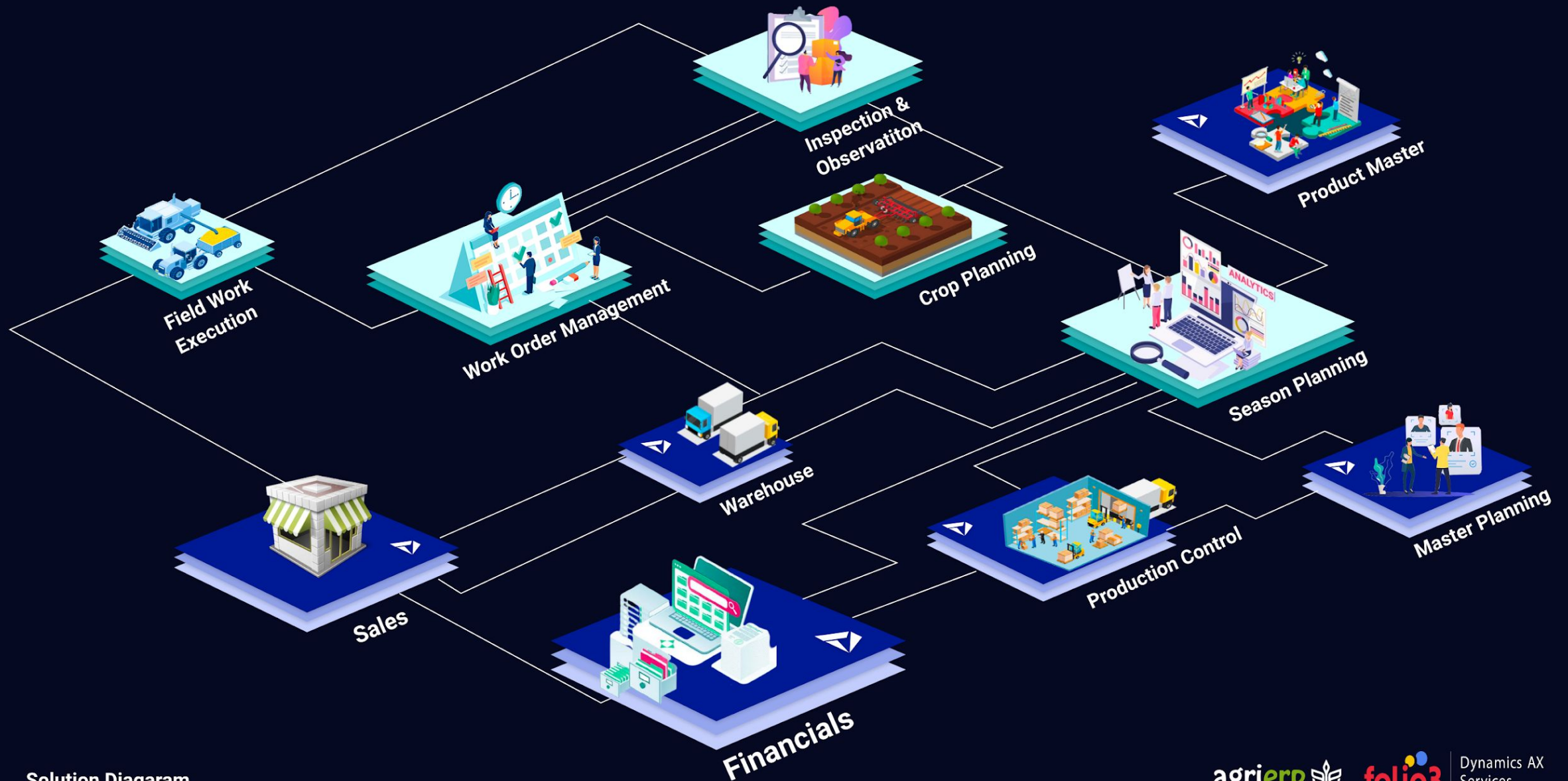
Manual Processes

Data management was entirely manual and a clear lack of automation exist, which tends to human errors.

5

Security Issues

Security of information, systems and business processes was critical as the system was not compliant on industry standards.



An ERP solution to accommodate the vertical farming operations



RVEST Partners is a Canadian based vertical farming company.

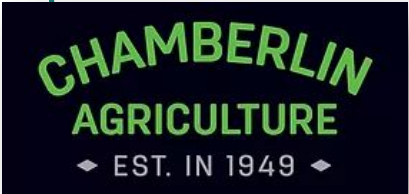
Folio3 provided them with an end-to-end implementation of Microsoft Dynamics 365 Finance and Supply Chain Powered by Folio3’s AgriERP Farm Management Platform.



Products and services	Organization size	Industry	Location	Company Type
<ul style="list-style-type: none">Folio3 AgriERPMicrosoft Dynamics 365 Finance & Supply Chain	Small (20) employees)	Farming and Agriculture	Quebec, Canada	Privately Held

Folio3 will be implementing the AgriERP solution which is powered with Microsoft Dynamics 365 for Finance & Supply Chain as the ERP platform for RVEST and configured various modules. This system will be integrated and will act as a seamless enterprise-wide application.

An ERP solution to accommodate their Financial operations as well as Logistics & Warehousing



Established in 1949 **Chamberlin Agriculture** is a Washington based family-owned grower company with agricultural products, services and crop consulting to optimize sustainable and quality fruit production.

Folio3 provided them with an end-to-end implementation of Microsoft Dynamics 365 Finance and Supply Chain Powered by Folio3's AgriERP Farm Management Platform.



Products and services	Organization size	Industry	Location	Company Type
<ul style="list-style-type: none">Folio3 AgriERPMicrosoft Dynamics 365 Finance & Supply Chain	Large (1001- 5000) employees)	Farming and Agriculture	Wenatchee, Washington-USA	Privately Held

Folio3 will be implementing the AgriERP solution which is powered with Microsoft Dynamics 365 for Finance & Supply Chain as the ERP platform for Chamberlin Agriculture and configured various modules. This system will be integrated and will act as a seamless enterprise-wide application.

Improving the sales cycle of Tree growing company with migration and integration with Dynamics CRM



Based out of Canby, OR, SuperTrees Inc. grows over 200 varieties of plants and 50,000+ trees and is recognized as the go to source for quality. SuperTrees, has been growing plants since 2005. Co-Founders, Ben & Brant Walker, were among the first in the United States to adopt the method of growing trees in air-pruning containers.

Folio3 successfully migrated their existing ERP solution to Microsoft Dynamics 365 and also provided them with CRM solution mapping and integration with their Sales and Customer Service Dynamics 365 Apps.



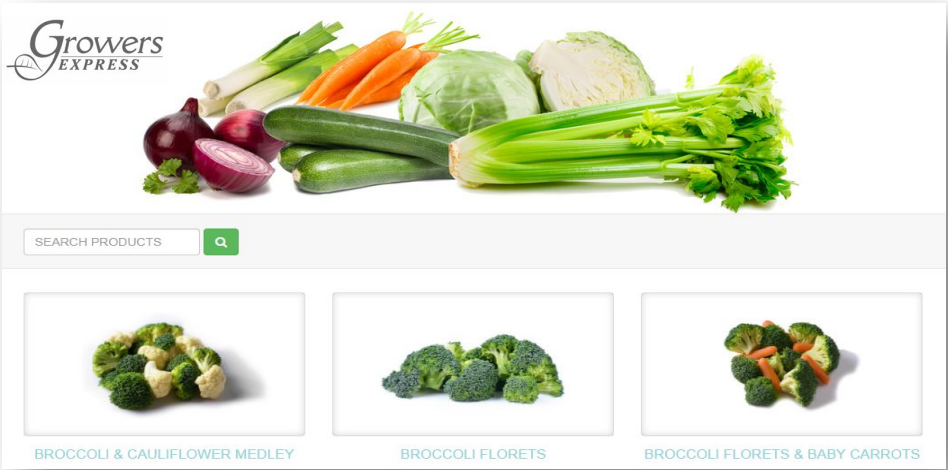
Products and services	Organization size	Industry	Location	Company Type
Microsoft Dynamics 365 <ul style="list-style-type: none">• Business Central• CRM<ul style="list-style-type: none">• Sales• Customer Service	Small (50 – 100) employees)	Health, Wellness & Fitness	Canby, Oregon USA	Privately Held
Folio3 provided services to migrate their existing ERP solution to Microsoft Dynamics 365 Business Central and also provided them with CRM solution mapping and integration with their Sales and Customer Service Dynamics 365 Apps streamlining their core operations and sales cycle.				

Smart decision making & real-time tracking for a farmer-owned grower company



Founded in 1987, Growers Express is a farmer-owned grower, packer and shipper of premium-quality fresh vegetables. Located in Salinas, California. They grow and distribute more than 40 fresh commodity and value-added fresh produce items nationwide.

Folio3 has been their Dynamics AX Technology & Support partner since 2010.

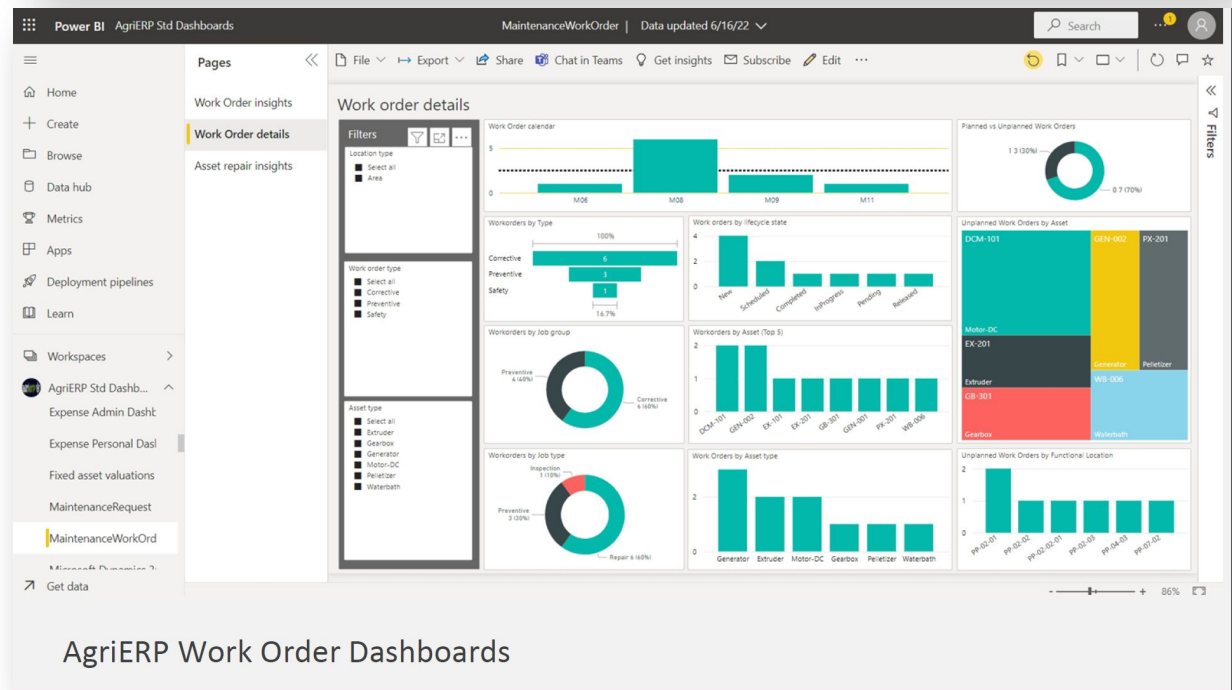
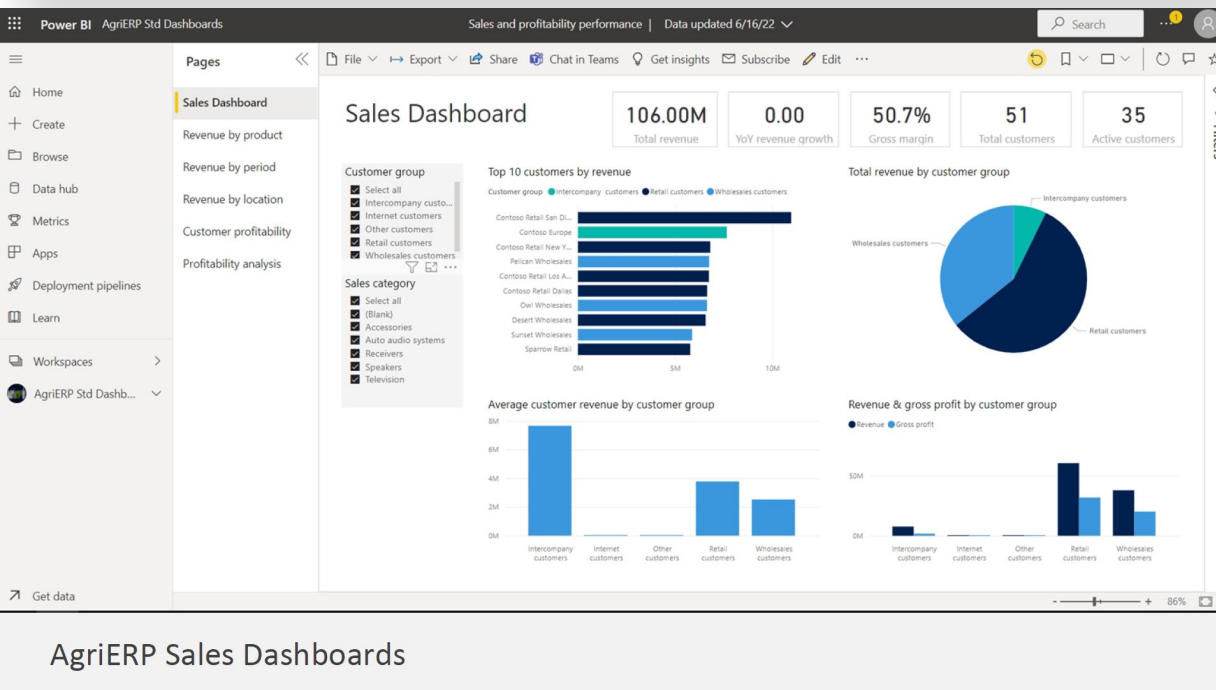
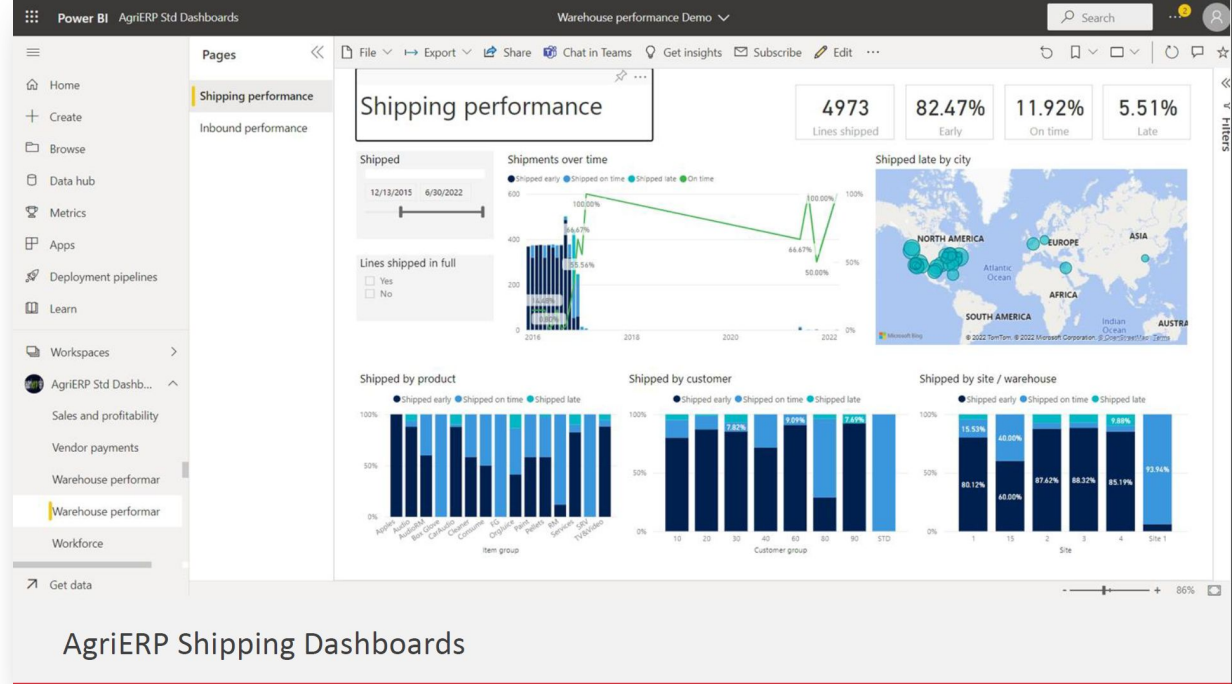
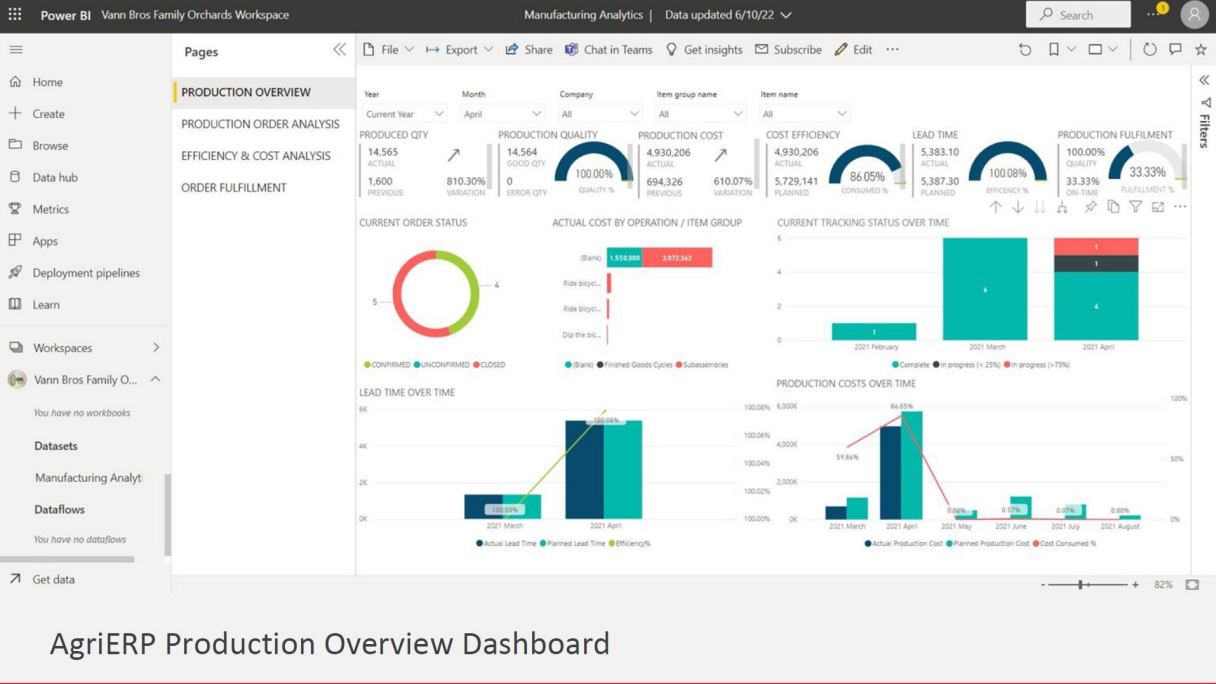


Products and services	Organization size	Industry	Location	Company Type
<ul style="list-style-type: none">• TrueTrac Mobile App Suite• Warehouse Management System• ZAP BI & Power BI	Large (1001- 5000) employees	Farming	Salinas, CA USA	Privately Held
Folio3 has been their Dynamics AX Technology & Support partner since 2010. We have developed and are maintaining a number of solutions, these include: TrueTrac Mobile App Suite, Warehouse Management System (Transfers, Picking, Cycle Counting, Receiving, Inventory Reservations, Inventory Adjustments), Lost Acres App, Crop Report App, Survey Tool App, Zap BI and Power BI Suite.				

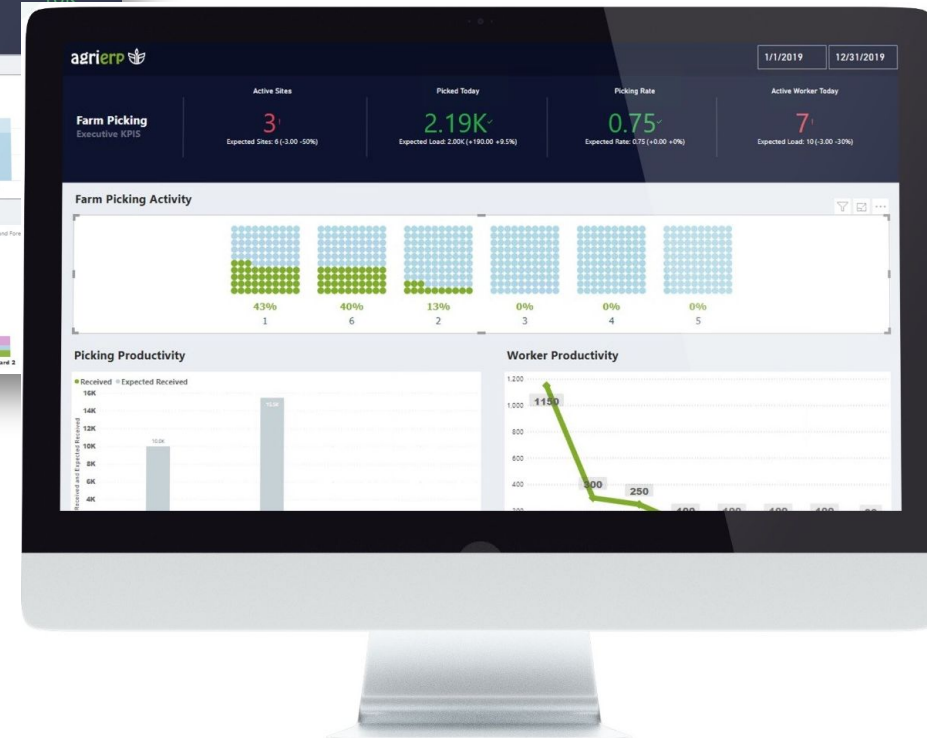
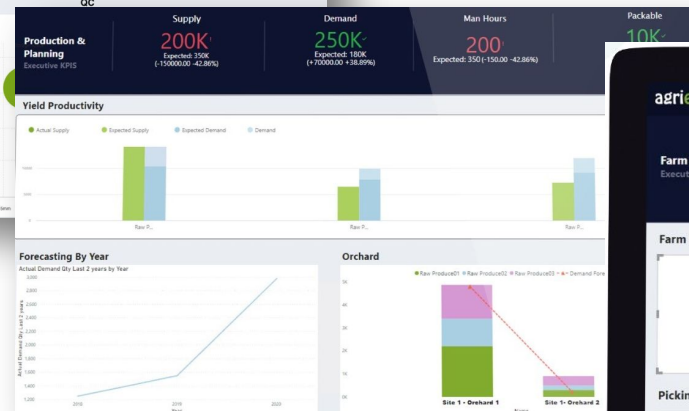
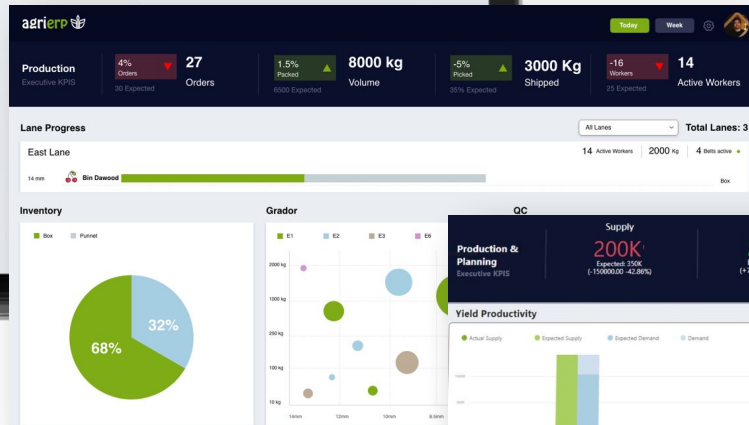
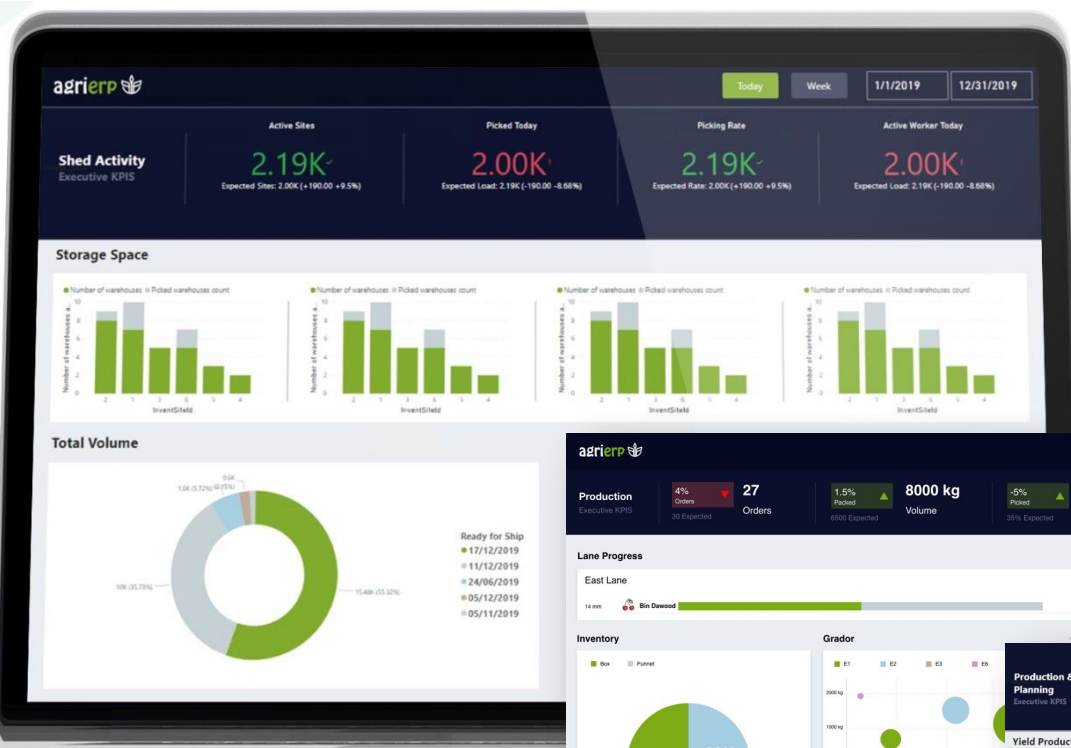
Dashboards

AgriERP's
Power BI Dashboards

This is the “**payoff**” of the implementation effort and the value of fully connected and integrated system with a central database – real time, complete and accurate reporting to support data-based decisions and business management.



Dashboards



Production

Executive KPIS

-70%
Picked
270k Expected

200k
Total Volume

+2%
Picked
22 Expected Load

25k
Ready to Ship

+30% Kg
Picked
390 Expected Load

420 Kg
QC

-18% Kg
Picked
60% Occupied

420 Kg
Available Space

Production

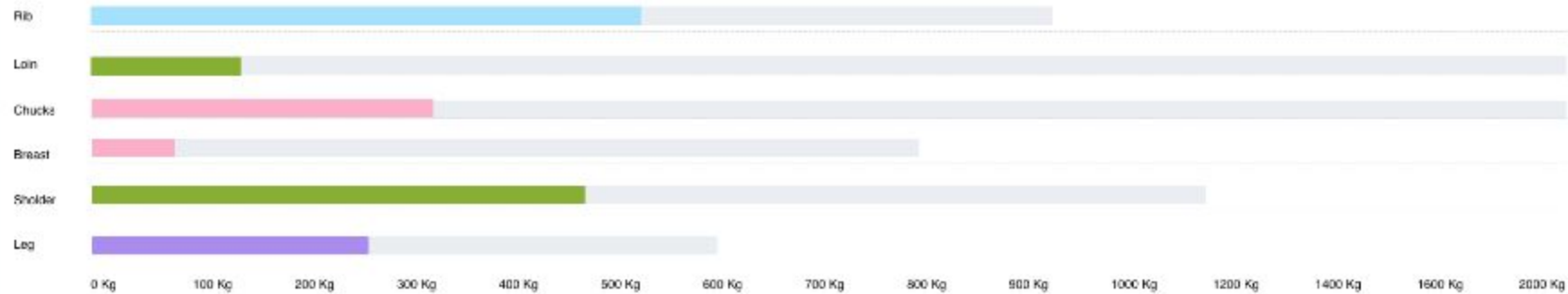
All Location

East Lane

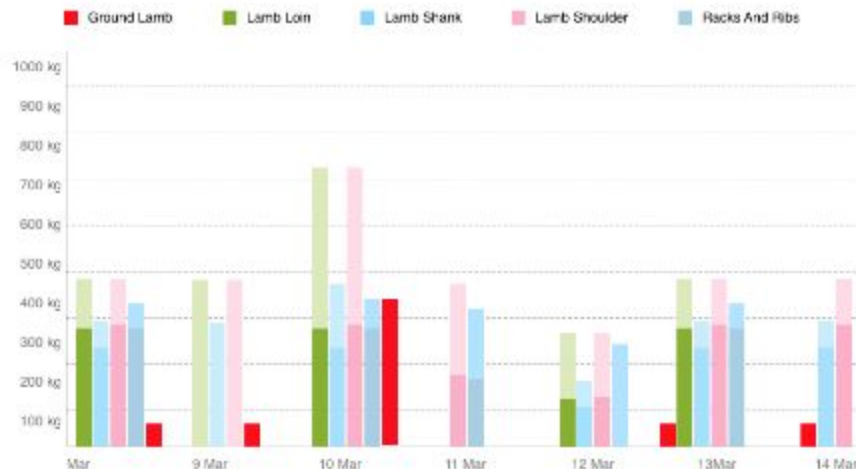
14 Active Workers

2000 Kg

4 Bets active

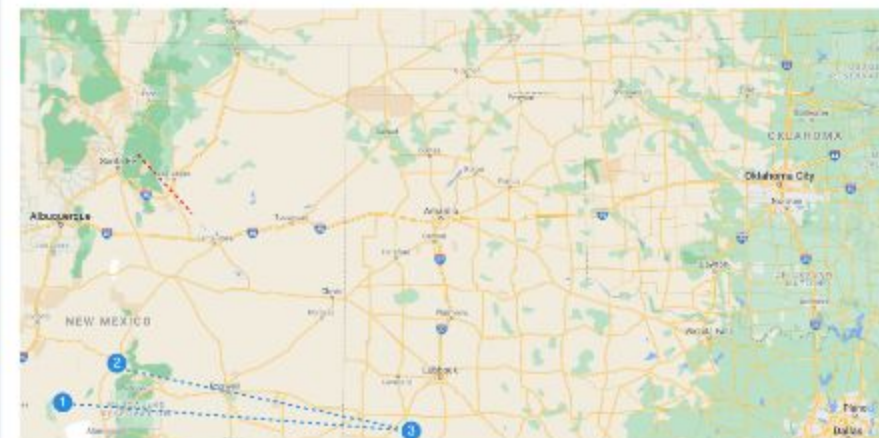


Product Inventory



Traceability

By Products



Active Sites

Picked Today

Picking Rate

Active Worker Today

Farm Picking
Executive KPIS

3!

Expected Sites: 6 (-3.00 -50%)

2.19K✓

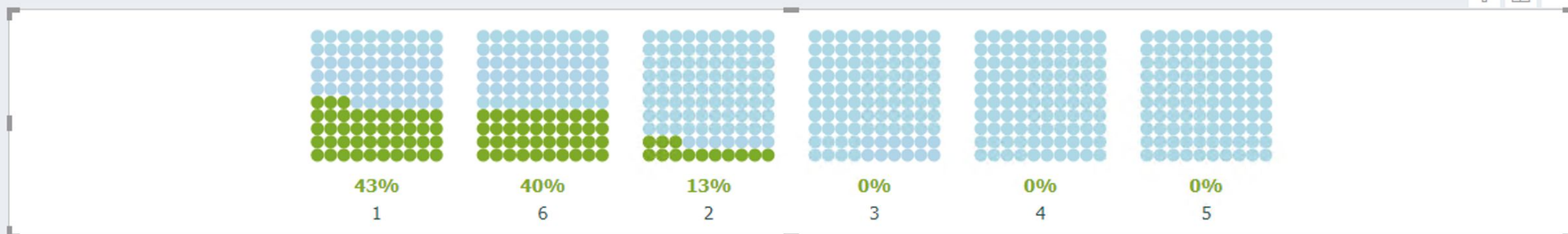
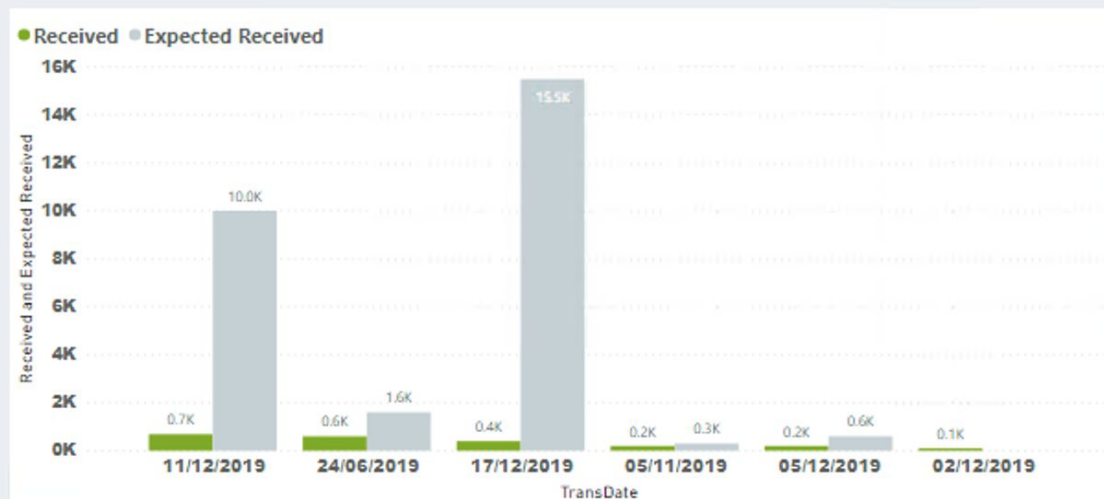
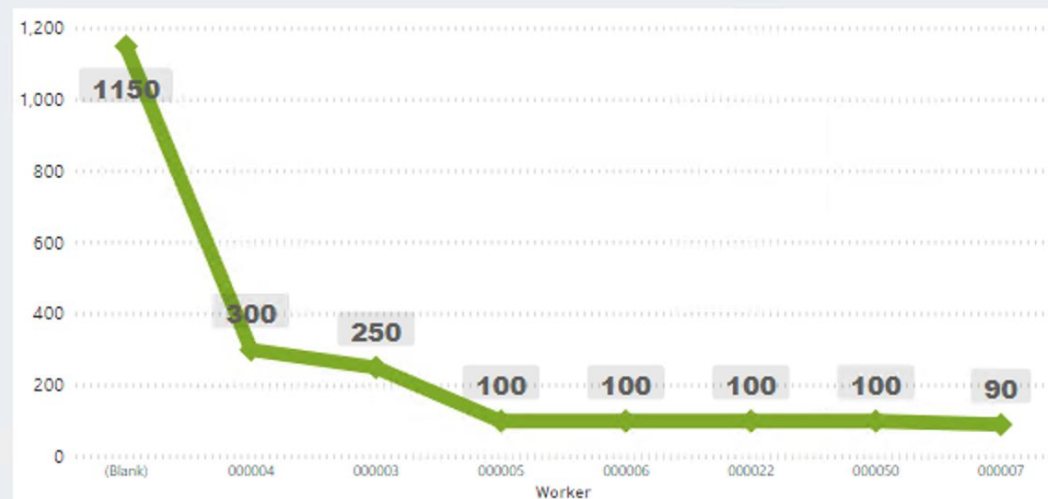
Expected Load: 2.00K (+190.00 +9.5%)

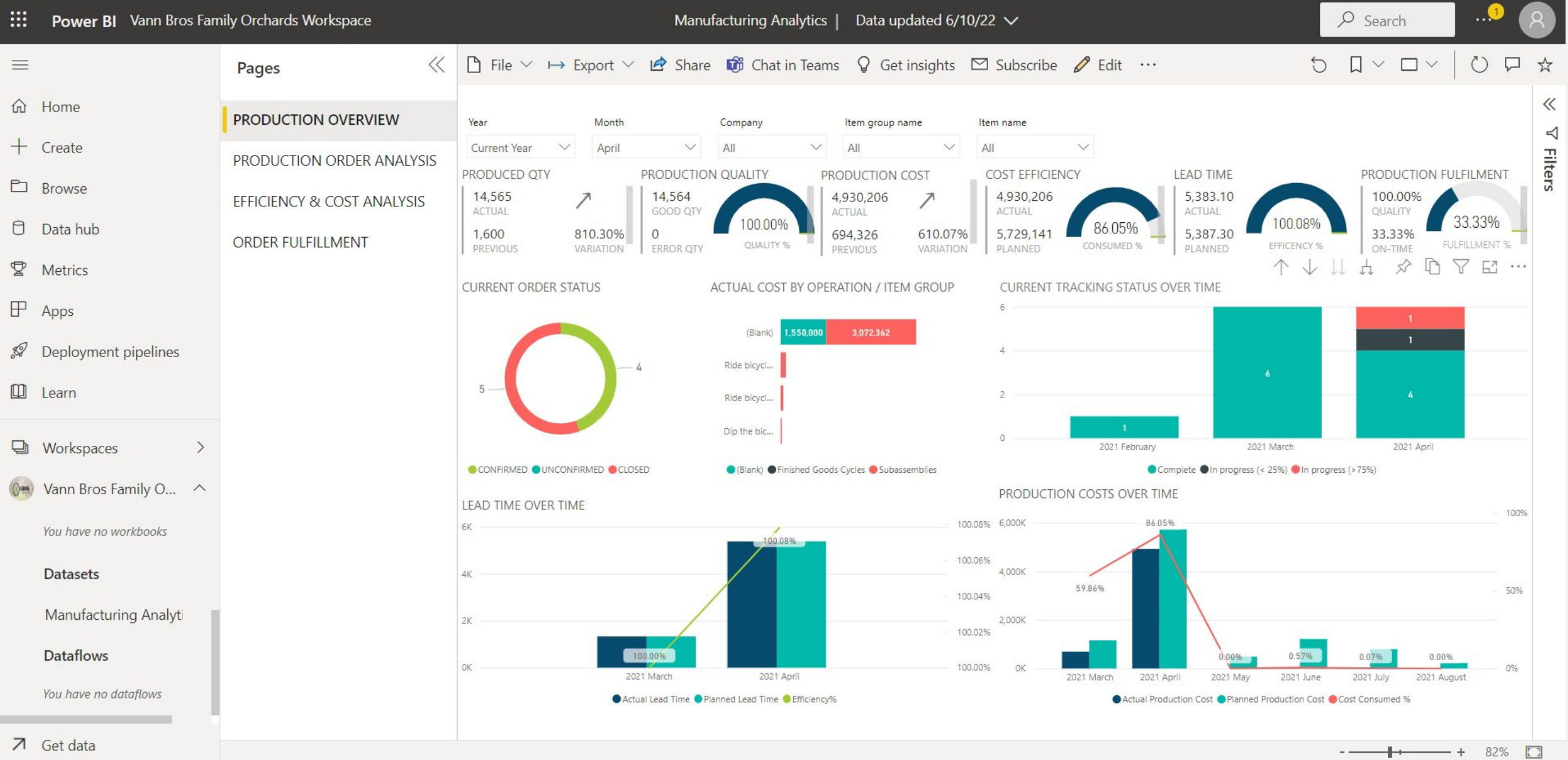
0.75✓

Expected Rate: 0.75 (+0.00 +0%)

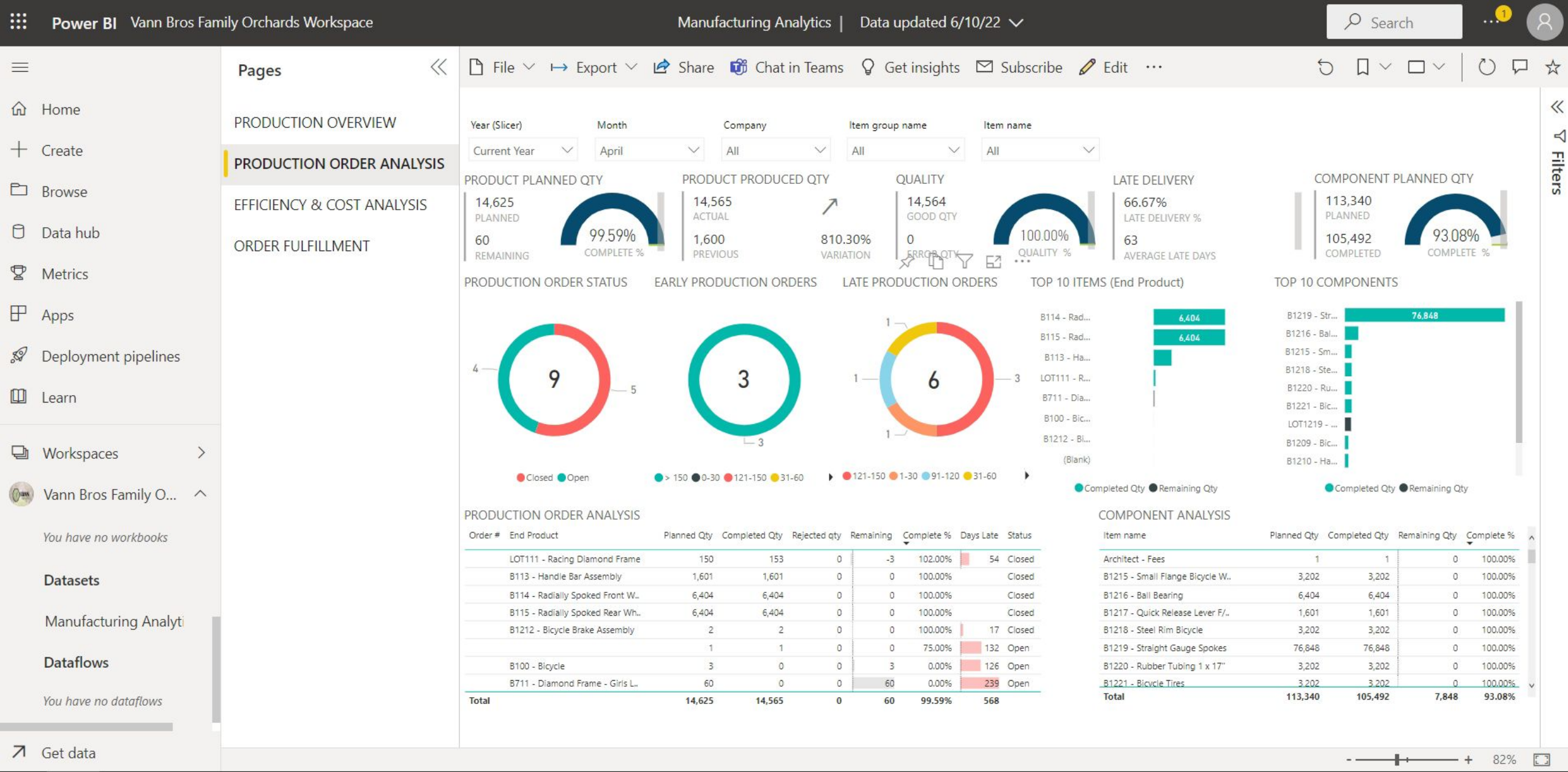
7!

Expected Load: 10 (-3.00 -30%)

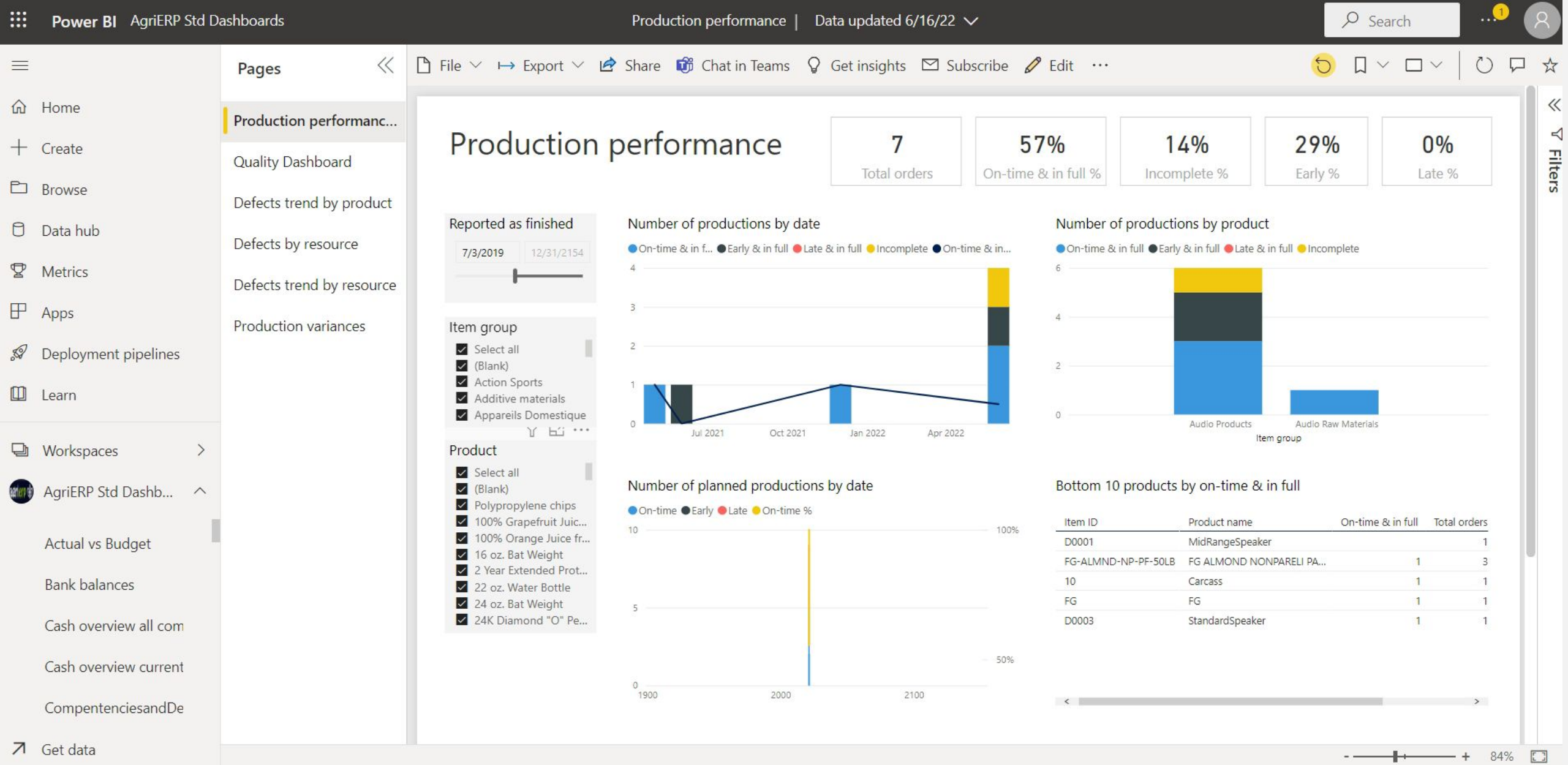
Farm Picking Activity**Picking Productivity****Worker Productivity**



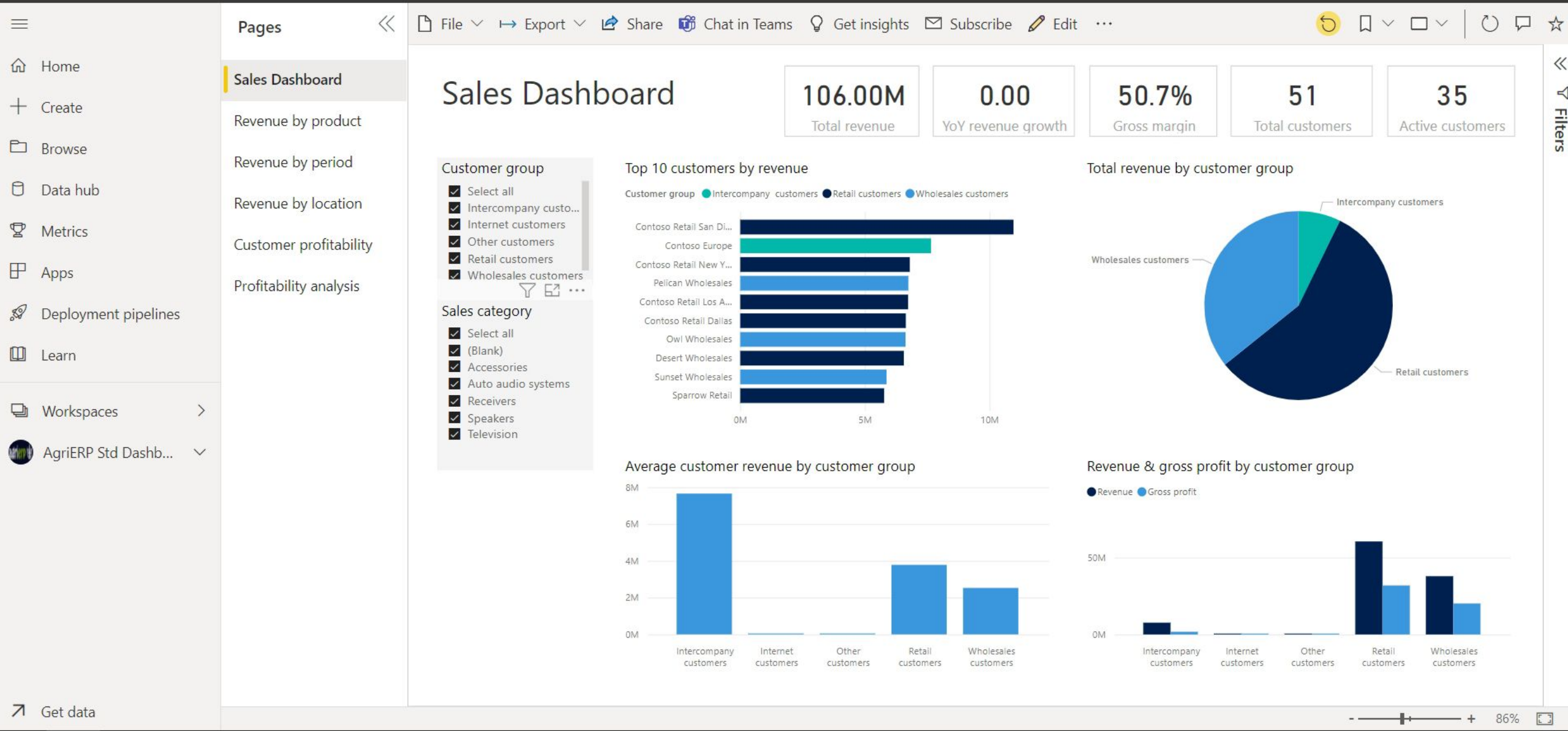
AgriERP Production Overview Dashboard

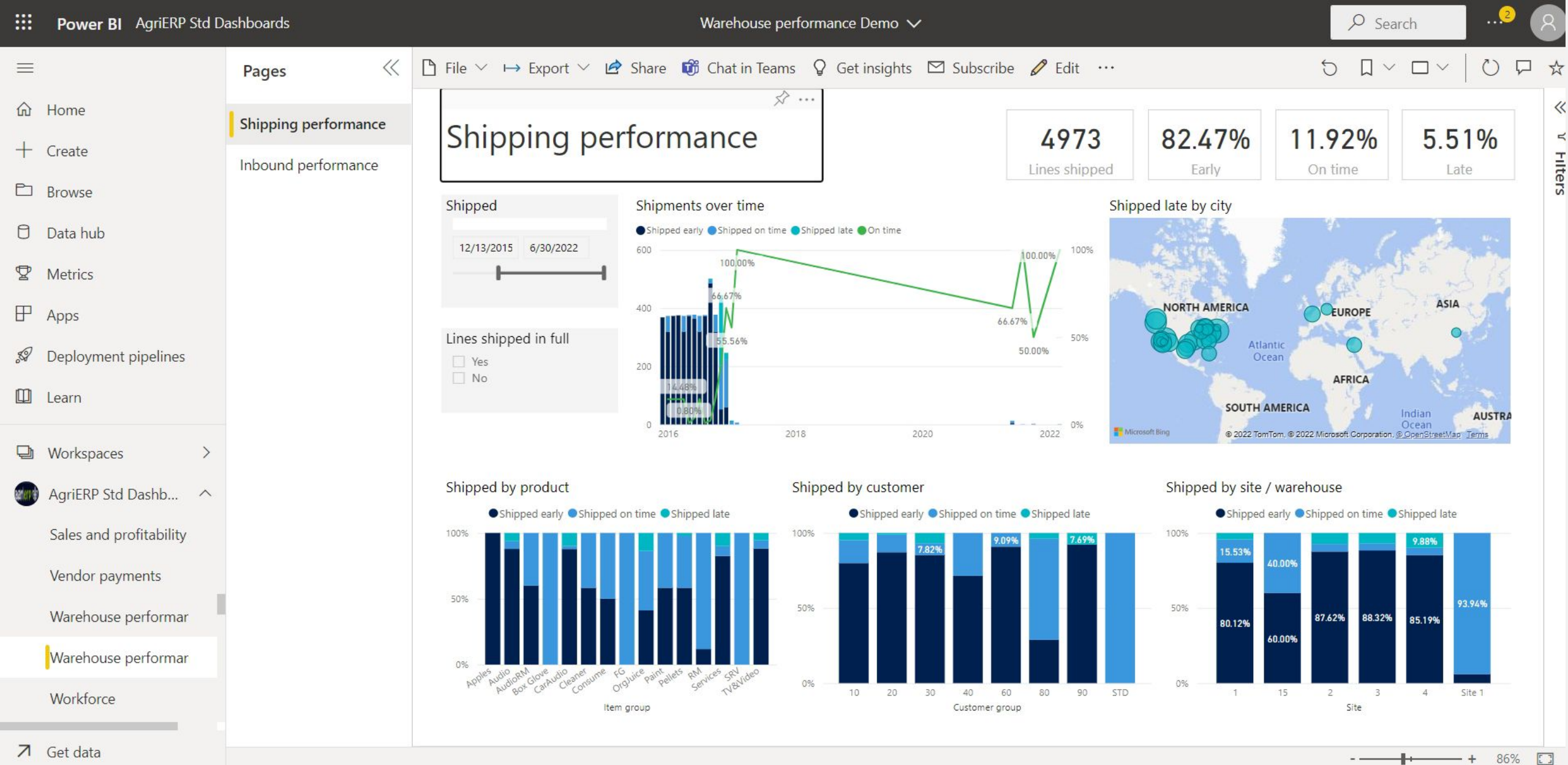


AgriERP Production Order Analysis Dashboard

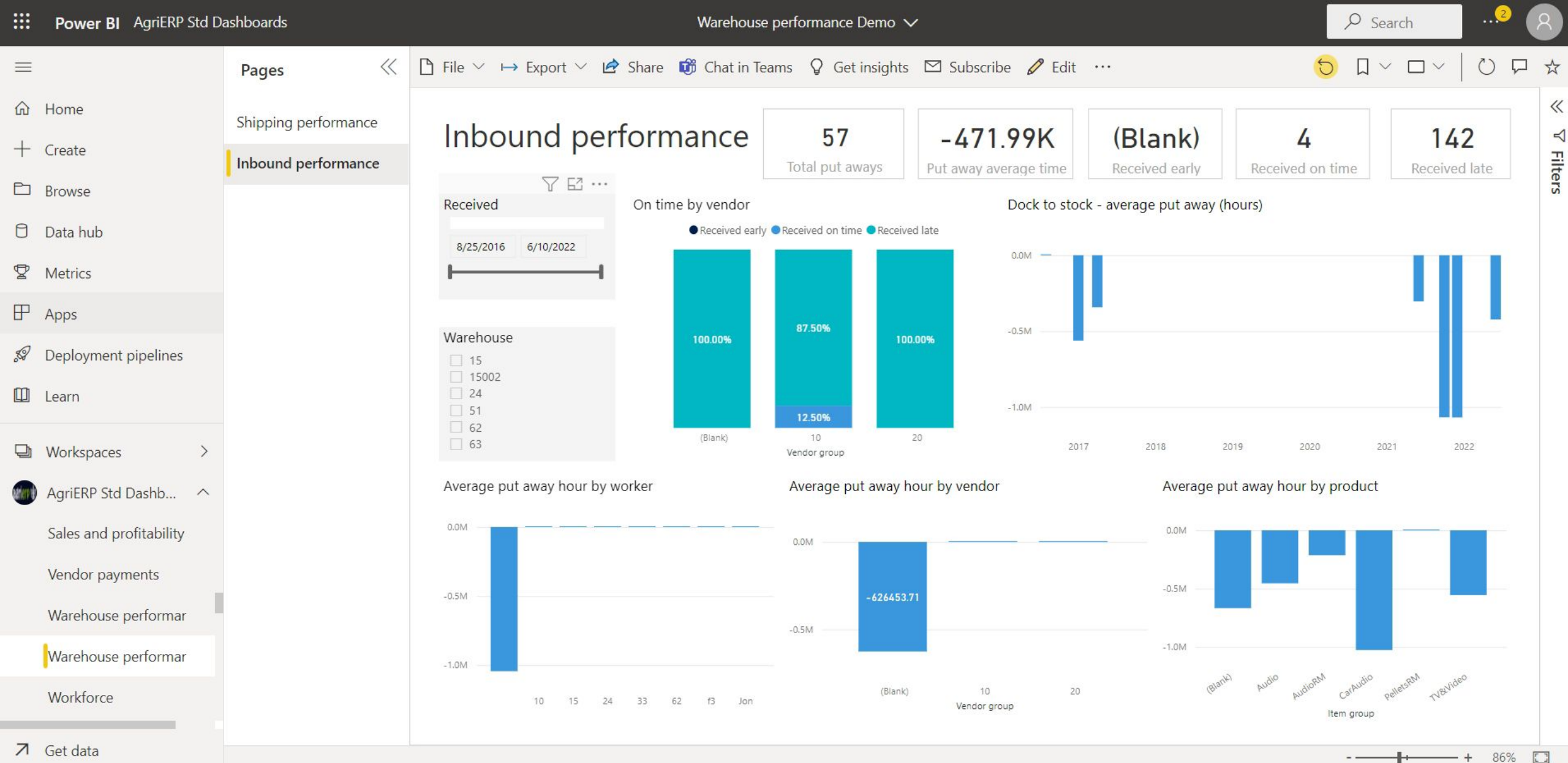


AgriERP Production Performance Dashboards

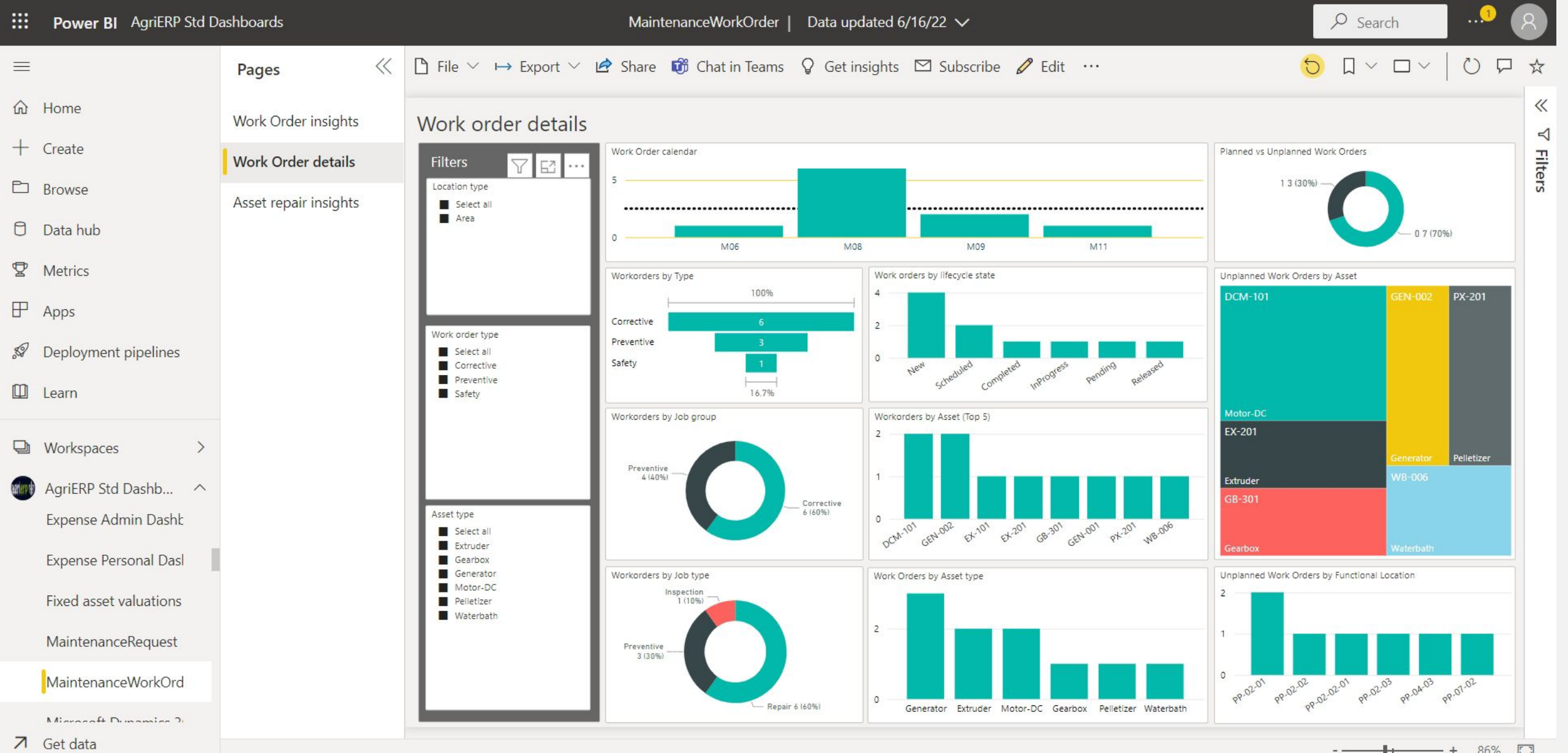




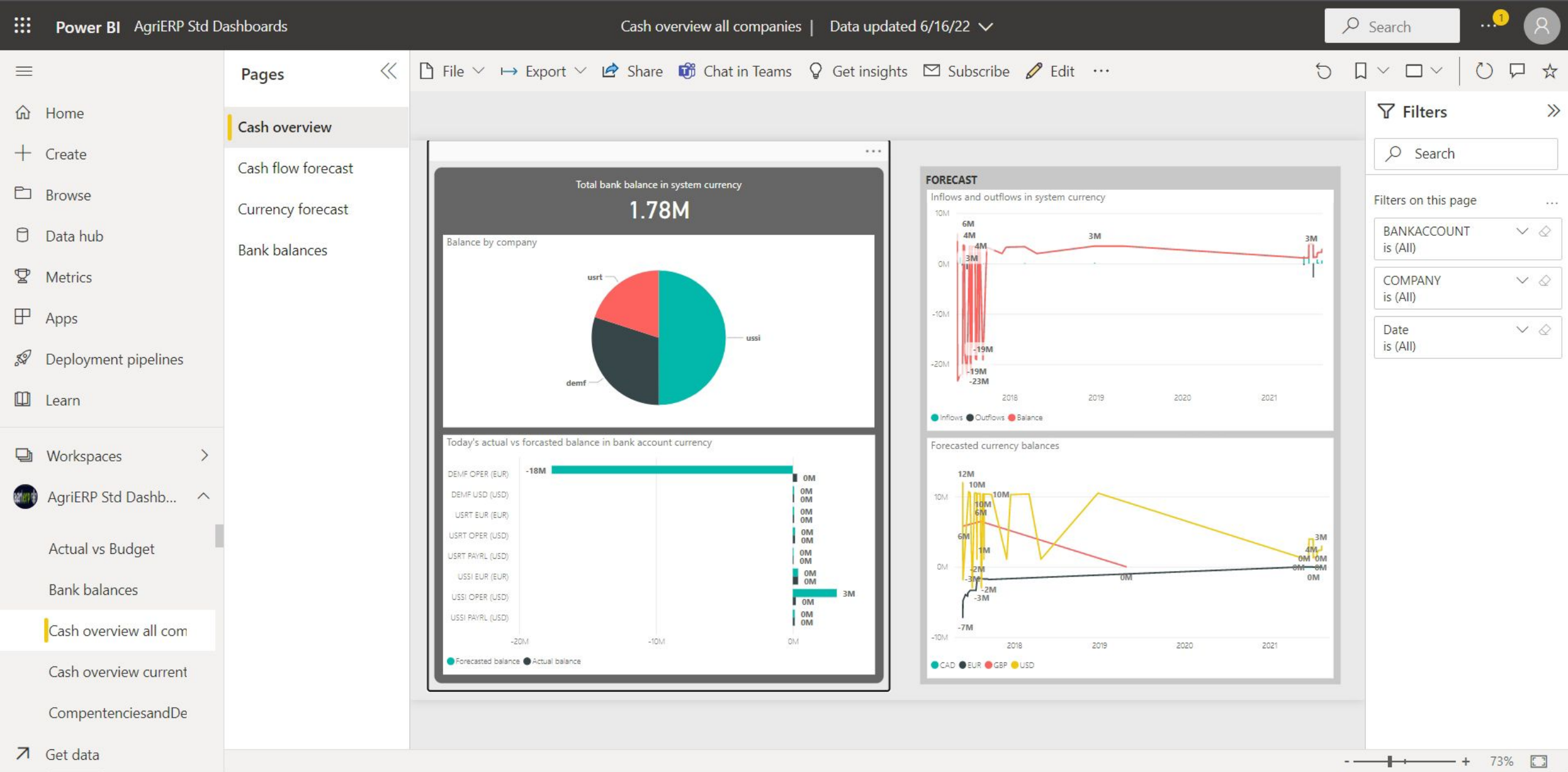
AgriERP Shipping Dashboards



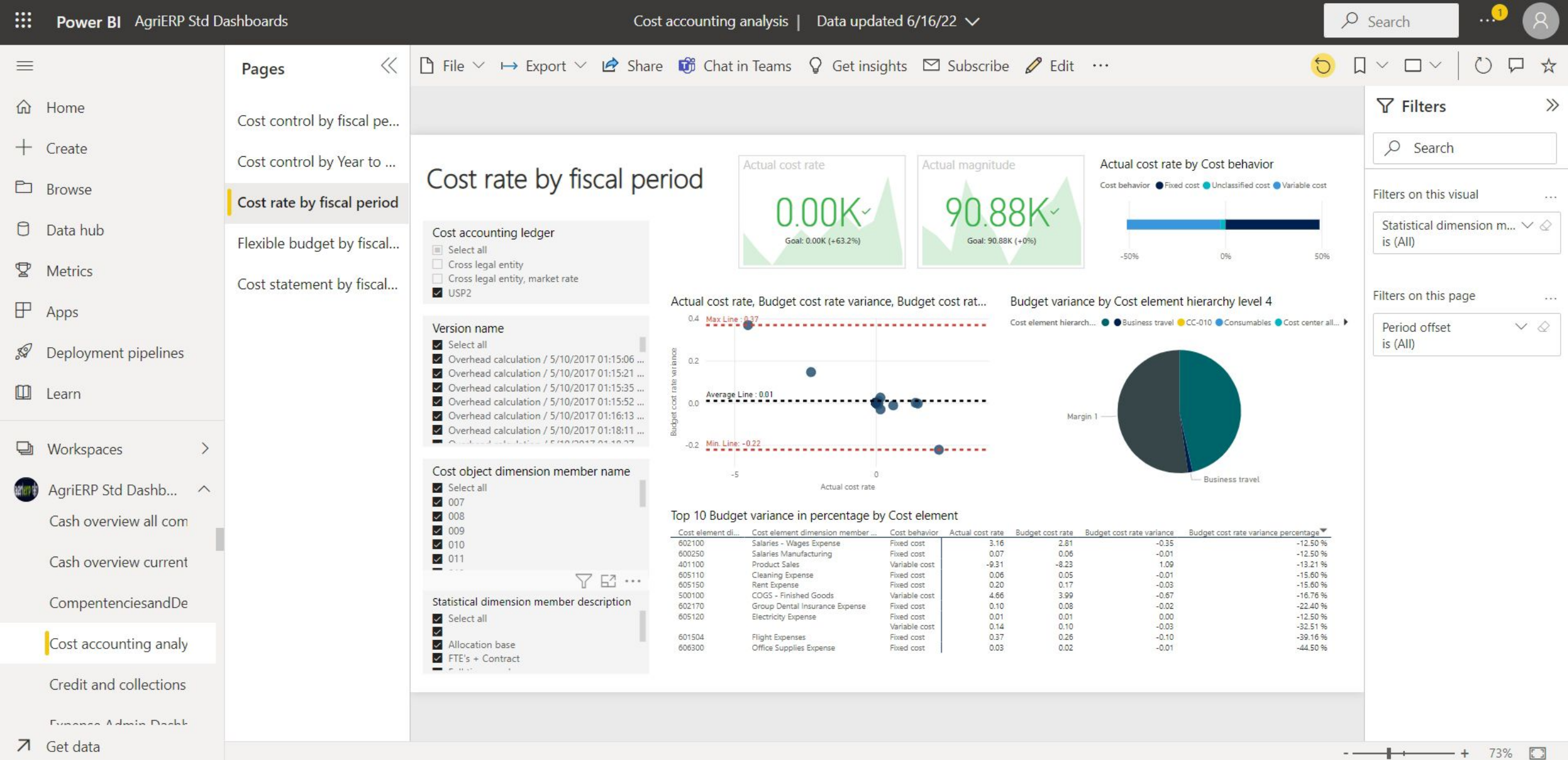
AgriERP Receiving Dashboard



AgriERP Work Order Dashboards



AgriERP Cash Position Dashboards

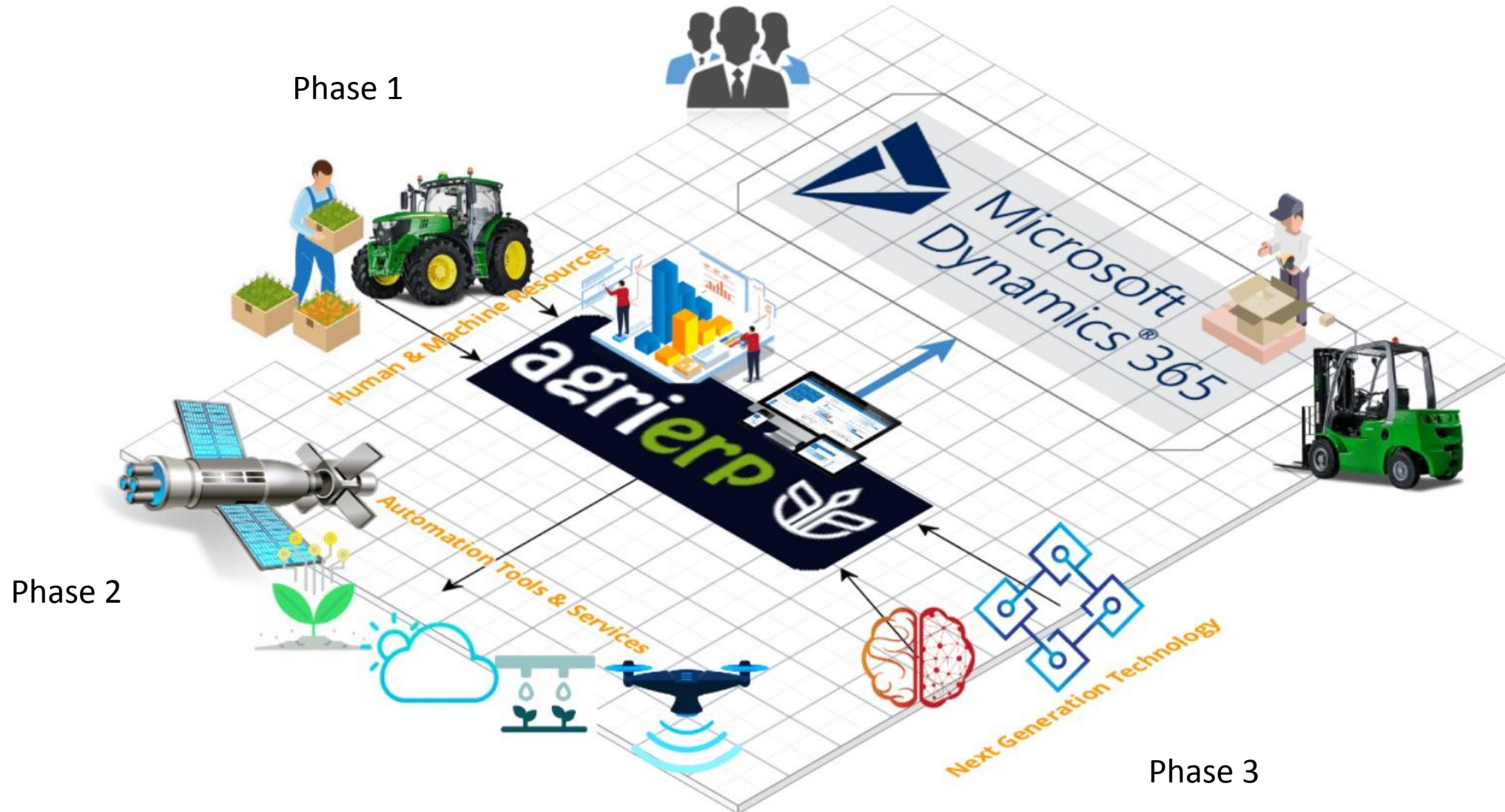


AgriERP Cost Accounting Dashboards

Product Roadmap

Graphical representation of the Product RoadMap

Product Roadmap



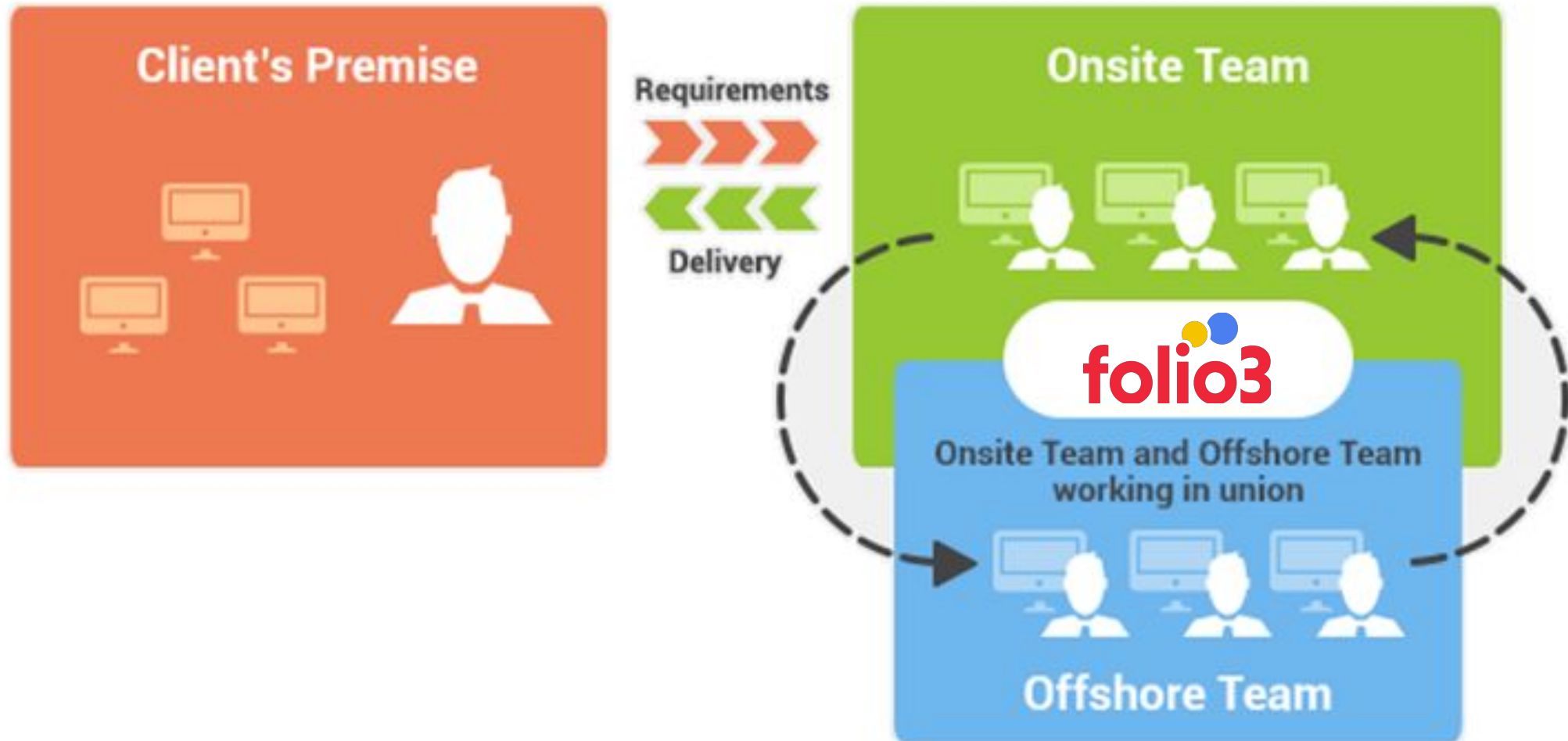


Methodology

Approach for the Implementation Process of the Solution

Hybrid Delivery Model

(Onshore / Offshore)



Process Overview



From in-depth experience Folio3 has carved out an Optimal Process to ensure ERP repeatable success. Coupled with its experienced and skillful team, ERP Implementations are no more fuzzy but a Success!



03
UAT, Training, Co-Live
Onsite team availability

02
Implementation
Onsite weekly meetings

01
Discovery & Solution Design
Onsite Discovery Workshops

Discovery

Identification of problems and pain points currently faced by the existing system. Proposing a solution according to the end requirements to improve efficiency.



Implementation

Implementing the proposed solution within the proposed timeline with mentioned features and within the budgets.

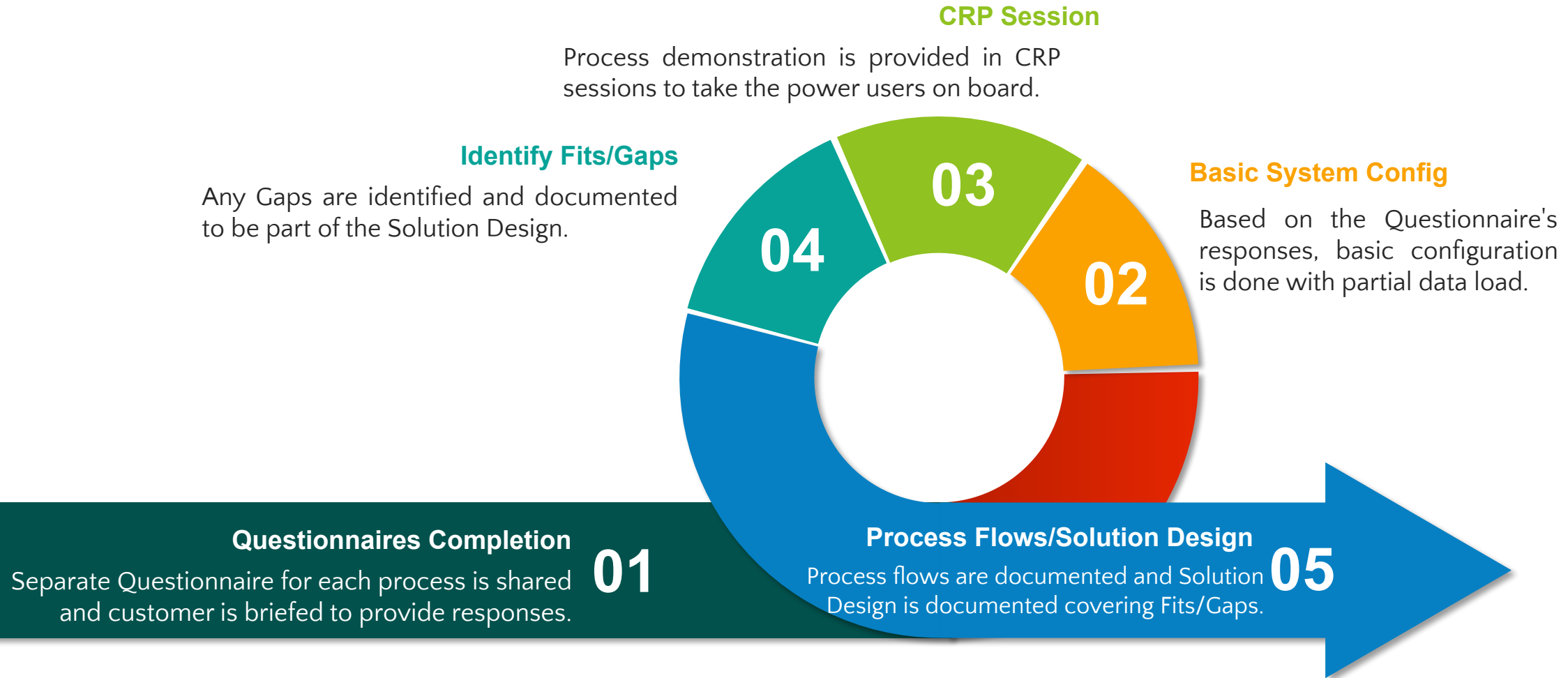


UAT, Training, Co-Live

User Acceptance Testing, with training sessions for awareness and post implementation support.



DISCOVERY PROCESS



Support Process

(Proposed)

How do I execute a process of a system?

I need something...

Something doesn't work..

I want to improve..

0

Knowledge Base & Digital Service Desk

Folio3 will setup JIRA Service Desk for the users to report support cases. It comes with a knowledge base which can be populated with FAQs and the responses to other



1

On call Folio3 Support Team 24/7

Users who submit tickets to Service Desk or send through email will be responded by Tier 1 Support team.



2

Folio3 Technical Support Team

Tier 1 Support team can engage Folio3 Technical resources for complex issues.



3

Client Team

Issues related to processes, trainings are escalated to Client's Team.

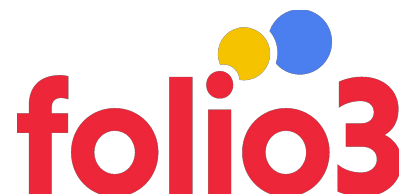


Trainings



Q/A Session

Question and Answers – Discussion Session



Thank You.

dynamics.folio3.com

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