



Fortis for Agriculture

Better control of documents and data helps agricultural businesses grow

From farmers, cooperatives, and suppliers to packers, shippers, distributors and wholesalers, agriculturally-based businesses look to technology to reduce costs and improve productivity. Maintaining profitability requires companies to identify inefficient processes and address these gaps with a well thought out long-term plan. These organizations face competitive pressure to better manage agricultural production on farms and livestock facilities and improve the efficiency of the manufacture and distribution of agricultural supplies and equipment such as machinery, feed and fertilizer. The challenging economic climate increases the need for flexibility and speed in decision-making, improved business processes and smart deployment of resources.

Westbrook **Fortis** document management software helps agriculturally-related businesses gain control of paper-based and electronic documents. **Fortis** helps businesses withstand fluctuations in supply and demand by improving efficiency without capital investment or hiring additional staff. With **Fortis**, businesses can improve customer satisfaction, increase profit margins and streamline back office functions, such as accounts payable and receivable, inventory control, shipping and human resources. The estimated 80 percent reduction in the time spent searching for documents has a direct impact on increasing productivity.

Fortis provides the ability to easily share information with suppliers, haulers, and customers with **Fortis Web** or **Fortis Portal** which offers view-only access for mobile access and customer-facing applications.

Agricultural businesses can also use **Fortis Webflow**, a workflow option with built-in notifications and electronic routing. Workflow participants see the steps they are responsible for completing for such activities as purchase order approvals, time off requests, performance reviews, and expense reports. This automated collaboration dramatically reduces operating costs by eliminating faxing or mailing paper copies, automating escalation and out-of-office delegation, and shortening cycle times.



Accounts Payable

Use workflow to automatically route invoices through the approval process. Integrate information with line-of-business applications to link purchase orders, delivery tickets, and related documents with accounting transactions.

Order Management

Orders can be fully captured in **Fortis** and tracked through packaging, shipping, and delivery.

Logistics

Fortis is used to capture and track bills of lading, shipping forms, and signed delivery documentation matching them with orders and invoices.

Service and Maintenance

Fortis provides a comprehensive repository to manage product documentation, service and repair procedures, and product service histories.

Human Resources

Fortis can securely archive, store, and allow permission-based access to HR records.

Disaster Recovery

Power failures, hardware malfunction, software failures, human error, natural disasters, and criminal acts all pose a risk to business continuity. **Fortis** provides a secure repository that electronically safeguards your vital records.

Fortis provides a document management backbone that integrates with administrative systems at many agriculturally-based enterprises including:

Potandon Produce, Idaho Falls, ID

Before they implemented **Fortis**, Potandon Produce, the largest marketer of fresh potatoes and one of the largest marketers of onions in North America, handled their sales records the old fashioned way – paper documents associated with each sale were stored in a file envelope. Invoices and bills of lading are faxed in from Potandon's packing facilities and a fax server indexes them into **Fortis**. All documents related to a sale including correspondence, emails and "customer passing" documents that let their customers know that an order is almost ready to ship, are archived in the **Fortis** repository.

Michigan Milk Producers Association, Novi, MI

Michigan Milk Producers Association (MMPA) is a member owned and operated dairy cooperative serving over 2,300 dairy farmers in Michigan, Ohio, Indiana and Wisconsin. MMPA's accounting department uses **Fortis** to archive digital images of invoices, tax documents, and producer and hauler checks. **Fortis** is integrated with Unisys Enterprise Output Manager which converts text documents into PDF format and automatically archives them into **Fortis**. Future plans include deploying **Fortis Portal** to allow association members to view checks online to confirm that payment has been issued.

Intermountain Farmers Association, Salt Lake City, UT

Intermountain Farmers Association (IFA) offers agricultural and farming supplies and bulk feed products and services. The association also operates 24 IFA Country Store locations in Utah, Colorado, Nevada, Idaho, and New Mexico as well as agronomy centers and feed mills. IFA uses **Fortis** to archive, index and retrieve payroll documents, invoices, tax forms, health insurance forms, and credit and membership applications.

Virginia Poultry Growers Cooperative, Inc., Hinton, VA

Virginia Poultry Growers Cooperative (VPGC) was incorporated in the summer of 2004. However, the 154 farmers that make up the cooperative have been growing turkeys for decades. VPGC is located in the Shenandoah Valley with a processing plant in Hinton, VA and a feed mill in Broadway, VA. VPGC uses **Fortis** to archive and retrieve vendor contracts, grower's agreements, and HR documents. The cooperative is also implementing **Fortis** in A/P and A/R.

