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# AGRICULTURE SECTOR



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# PROBLEM VS. SOLUTION



# THE PROBLEM

## VULNERABILITY OF THE SMALL FARMERS VALUE CHAIN



### INFRASTRUCTURE

Farmers are more vulnerable due to climate change, management issues and are leaving the agriculture sector because of natural disasters.



### PROFITABILITY

The agriculture value chain is not optimized and becomes less profitable.

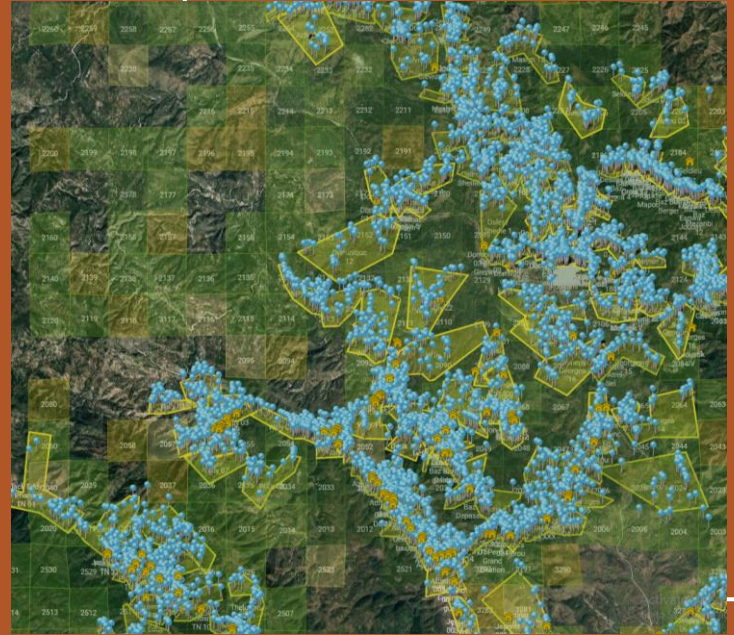


### TRACEABILITY

Few, if any, system on the market help farmers with full products traceability and real-time insights.

# OUR SOLUTION

We created **Agrotracking**, an IT software traceability system, using information to improve value chain performance to increase small farmers revenue.



# OUR SOLUTION



## TRACEABILITY

Ability to track a product through all stages of production.



## SAFETY

Recording of all operations and transactions carried out on the products.



## NETWORKING

Connect agribusiness investors and stakeholders to improve competitiveness and market growth.

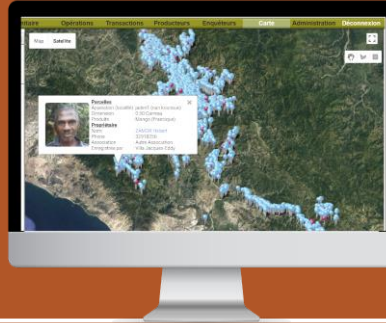


## COST SAVINGS

Reduce the time spent removing agricultural products deemed dangerous from the market.



# PRODUCT OVERVIEW



Farmers  
registration



Technical  
assistance and  
services



Field  
operations

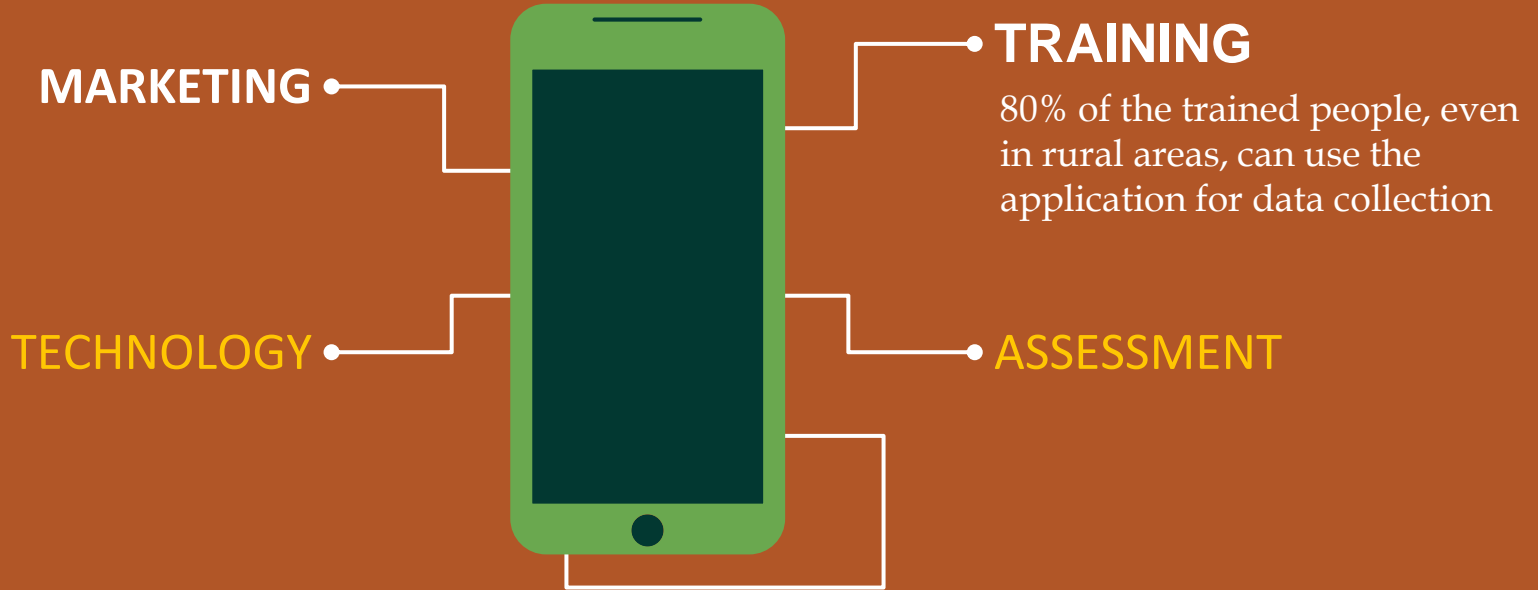


Post-Harvest  
transaction



Traceability

# BUSINESS MODEL



# MARKET SIZE



# TARGETS

## CLIENTS



NGOs



Government



AgriBusiness



Producers

## USERS

# BUSINESS PLAN

## SUBSCRIPTION PLAN

Access to services on a subscription basis

## SOFTWARE CUSTOMIZATION

Adaptation of the software for NGOs, governmental institutions and agribusinesses.

# SUBSCRIPTION PLANS

**\$200**

**\$400**

**\$800**

Access to

Access to  
Financial profile of  
farmers

Access to

**SILVER**

**GOLD**

**DIAMOND**

# SOFTWARE CUSTOMIZATION

**BASIC**

**ADVANCED**

**\$6,000**

**\$12,000**

Customization of basic features with training and IT Support for **3 months**.

Full customization of all software features with training and IT support for **6 months**.

# PREDICTED GROWTH

## SUBSCRIPTION PLAN

	SILVER \$200	GOLD \$400	DIAMOND \$800
AGRIBUSINESS	5	5	
NGOs	10	10	5
GOVERNMENT		5	5
TOTAL	\$3,000	\$8,000	\$8,000

# PREDICTED GROWTH

## SOFTWARE CUSTOMIZATION

	BASIC \$6,000	ADVANCED \$12,000	TOTAL
AGRIBUSINESS	2		\$12,000
NGOs	4	2	\$48,000
GOVERNMENT		1	\$12,000

**\$72,000**

# PREDICTED GROWTH

## SUBSCRIPTION

**\$19,000**

Per month

**\$228,000**

Per Year

## CUSTOMIZATION

**\$72,000**

Per Year

# SWOT ANALYSIS

## STRENGTHS

21 years in business, involving in the agriculture technology since 2008.



## WEAKNESSES

Limited experience in financial services, high transaction costs for mobile payment.

## OPPORTUNITY

Agriculture represents 25% PIB , highest employment rate (40%), more actors investing in agriculture, partnership with FinTech



## THREATS

Natural disasters, environmental risks, climate change, infrastructure (road)

# COMPETITORS

Smart Farming

AgriLedger

Haiti Hope Project

FARMFORCE



# COMPETITIVE ADVANTAGES

## AGRICULTURE



**THEM**

Project based approach  
Timeframe projects  
Partial



**US**

Full electronic traceability

# OUR PERSPECTIVES



Possibility to create business farmers groups to apply for loans or grants.



Provide financial literacy to small farmers



Electronic Payment Integration in the software to facilitate and secure transactions

# ABOUT US

At SOLUTIONS, we are creating a positive impact and sustainable development of the communities we serve through the design and implementation of pragmatic and adapted IT solutions.



# OUR SERVICES



IT Consulting



Software Development



IT Training



IT and Network Support

# OUR AWARDS



PIONEERS  
OF  
PROSPERITY

Founded

2001

2009

Digicel  
Entrepreneur  
Award in the  
category of  
Services

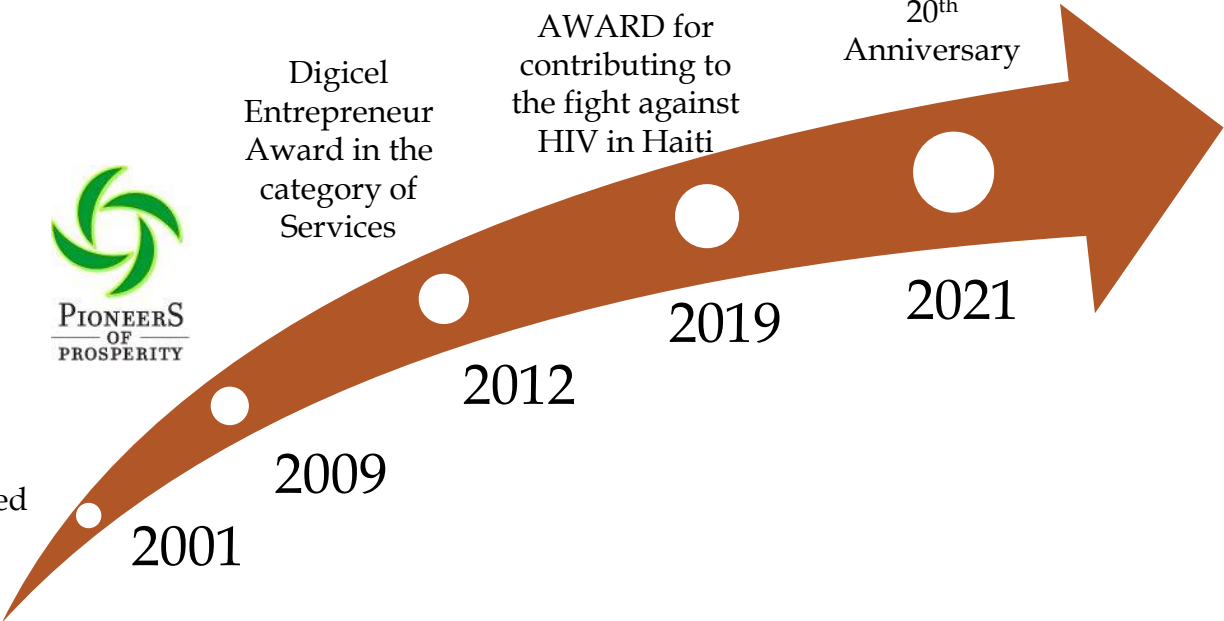
2012

US CDC  
AWARD for  
contributing to  
the fight against  
HIV in Haiti

2019

20<sup>th</sup>  
Anniversary

2021



# OUR EXPERTS



**JEAN M. BUTEAU**

Agriculture Value Chain Specialist

More than 35 years of experience

Value Chain Specialist.

Logistical Intelligence in Agriculture.

Bringing small Farmer in the rural area  
closer to the digital world.



**KURT JEAN CHARLES**

More than 20 years of experience

Experienced Entrepreneur with a demonstrated  
history of working in the information technology  
and services industry. Skilled in Management,

Innovation Management, Business Strategy,  
Business Analysis, and Software Development

# THANKS!

Do you have any questions?

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