



**Produce
Intelligent Solutions**
hispattec.com

We develop the best digital solutions for fruit and vegetable, olive and wine companies...

Efficient software for agriculture of value



Over 500 companies trust in our solutions.



We have been helping the agri-food network improve its results since 1985.



Present on 5 continents.



More than 200 professionals specialising in Agro, Technology and Data Science.



Our customers' turnover worldwide is USD 20 billion/year.



Customised, flexible solutions. Because every business has its own needs.



Tools for every point on the Agro Network (farmers, agronomists, managers...).



Experience in dozens of different crop types and agricultural processes.



Our mission: To help the network produce more with less in a fair, sustainable and more profitable way.



We participate in digitalising the sector in Spain, Chile, Peru, Mexico, Central America, Brazil...



What gets measured
gets managed

Peter Drucker.



Reasons for choosing our solutions

If you have clear objectives, **we have a technological, innovative solution for your company.**

Our tools are developed by professionals with in-depth knowledge of both technology and the agri-food sector. Do you want to improve productivity? We know how you can do it. Do you need to reduce the time spent on agricultural processes? You can. Do you want to create predictive models that have a positive impact on profitability? **Improve your profits through analytical intelligence.**

66 We have the **most specialised solutions and technologies** on the market.



We can help you

Pre-harvest solutions
Pre-harvest technology
Crop production management systems, seedbeds, inputs, pre-payroll...

Post-harvest technology
Controls all production processes, packaging, shipping, sourcing, accounting, finance...

Business intelligence
Make and implement better decisions with customised descriptive, diagnostic, predictive and prescriptive analytics services.

Some of our customers

Sharing technology as a driver of change towards agriculture that is more sustainable, efficient and beneficial for humanity.

We are proud of our customers. Their economic and social results stand as our recommendation. We like to think that we not only create software and technological tools, but also solutions that help our clients go one step further in the development of their work and objectives.



Pre-harvest

It all starts with the seed

Improve management from the field with tailor-made **solutions for each professional profile.**



Campogest

The ultimate app for land surveyors. Control of multiple crops, treatment recommendations, generation of Field Notebook... From the mobile phone and integrated with ERPagro.



App for farming partners

From now on, thanks to a mobile phone, the company is in constant contact with its farmers and/or partners. It gives them access to all the commercial and social options and points of communication they have with the company. They can consult:

- Their account statements.
- Real prices for their products.
- Settlements, delivery notes, supplies, packaging and all information as a farmer.
- And everything related to the technical department on advice, handling recommendations, forecasts...



Agrotareo

Control the execution of all the farm tasks from the plot with your mobile device to manage the resources and compare reality with your plan in real time: workforce, productivity, machinery, transport, tasks in the field. Fully integrated with ERPagro.



Integrated data systems

Real-time crop monitoring through field sensors and local weather forecasts.

- ✓ IoT - Agro-meteorological sensors.
- ✓ Machinery.
- ✓ Remote Sensing - Satellite, drone, etc.
- ✓ Markets.
- ✓ Agronomic knowledge bases.
- ✓ Soil, meteorological, phytosanitary and other maps.
- ✓ Cost and productivity control on production lines with precision scales.



The people at Hispattec **know agriculture and its processes**, as well as the key points of each node of the Network.

Post-harvest

Full control of commercial activity

Input, auction, commercialisation, packaging, logistics... **we have the perfect solution** for the integral control of every post-harvest process.

ERPagro is the only vertical solution on the market created expressly from and for agriculture by technology professionals specialised in the agri-food sector.

Since 1985 Hispattec has been offering solutions for fruit and vegetable, wine, olive and cereal companies... **ERPagro is a worldwide reference as integral agri-food management software.**



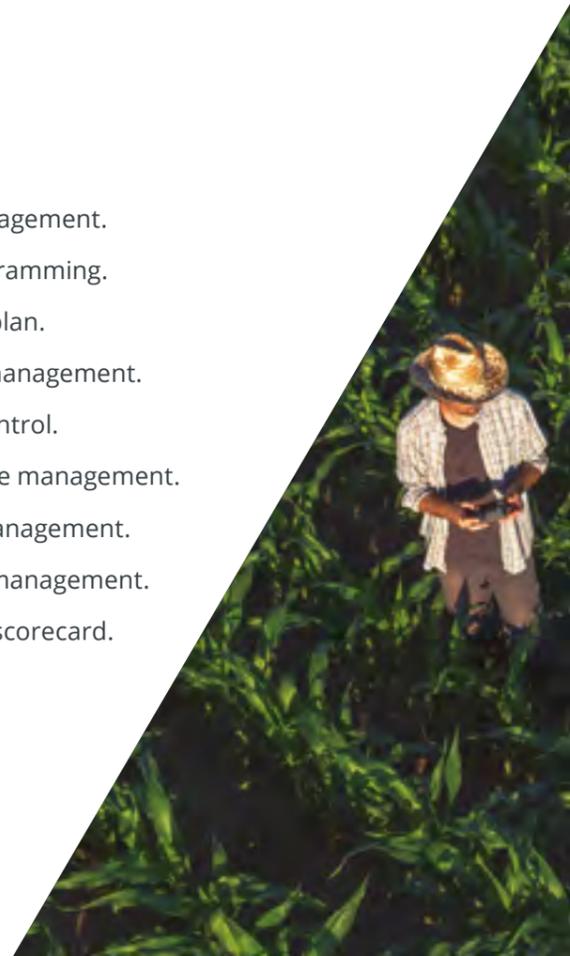
The whole company in order and under control

ERPagro focuses on corporate integration. It gives you an overview of every business process (crops, purchasing, manufacturing, sales, logistics, accounting, finance, payroll, traceability, quality...) in real time.

ERPagro modules

Personalisation in a big way

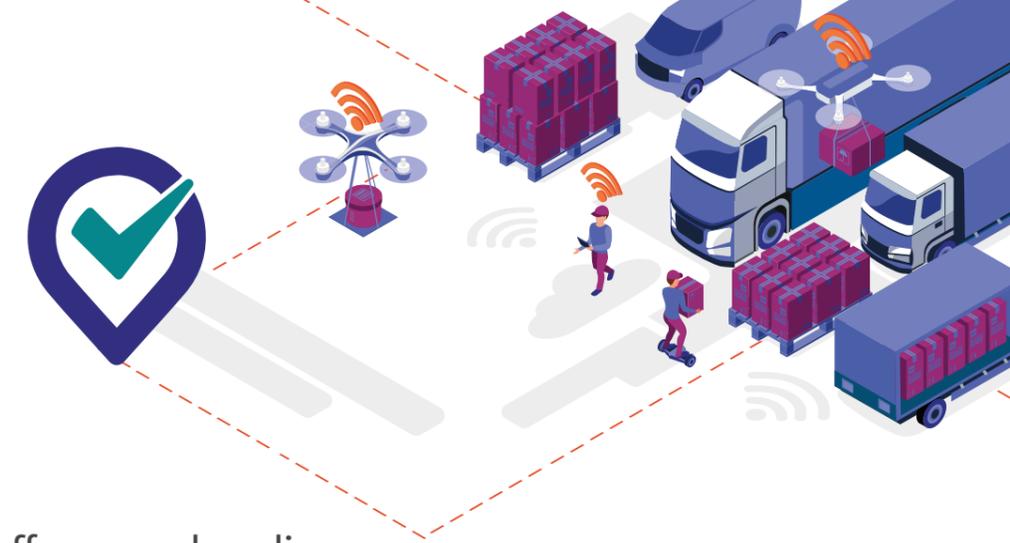
- ✓ Supply warehouse management.
- ✓ Purchasing, supplies and warehouse managements.
- ✓ Packaging and marketing management.
- ✓ Seedbed management and seedling production.
- ✓ General and cost accounting, financial management, pre-payroll.
- ✓ Sales management, commercial operations and order shipping.
- ✓ Farm management.
- ✓ Crop programming.
- ✓ Fertiliser plan.
- ✓ Nursery management.
- ✓ Quality control.
- ✓ Warehouse management.
- ✓ Winery management.
- ✓ Oil press management.
- ✓ Balanced scorecard.



REAL-TIME MONITORING AND OPTIMISATION OF LOADS AND SHIPMENTS



HispattecTrack monitors each shipment in real time so that you know if the temperature, humidity, pulp condition and position is correct at all times.



HispattecTrack offers merchandise tracking and logistics analysis for any means of transport.

You will be able to optimise your logistics processes thanks to advanced analytics of product status data, its position, the continuity or not of the cold chain and other information to control deliveries, claims and intrusions.

Services

-  Logistics analysis and audit.
-  Ground/air tracking service.
-  Maritime tracking service.
-  Cold storage control service.
-  Readers: USB, NFC and RFID.
-  Customised web platform.



Monitoring

- ✓ Temperature
- ✓ Humidity
- ✓ Position
- ✓ Pulp Temperature
- ✓ Intrusion
- ✓ CO2

Characteristics

- › 24/7 customer service centre.
- › Management of stock of tracking devices.
- › Daily reports.
- › Customisable alerts.
- › Anti-intrusion service.
- › Final delivery report for each load.
- › Integration with EDI / ERPagro.
- › Interpretation of data collected for queries and complaint reports.
- › Service compatible with any IoT tracking device.



AgriFood Analytics

The power of data Make better decisions

We want to help you make and implement better decisions by providing **DATA and INTELLIGENCE**

To become more competitive, agri-food network entities have to make the right decisions (at the right time) and see them through successfully. **Good decisions come from sufficient, accurate data and how to transform it into actions and results.**



The 4 value drivers behind Hispatec Analytics

- Organise and integrate data that is internal and external to the organisation (IoT, machinery, installations, systems, markets, Remote Sensing, GIS, etc.).
- Modelling data and providing technologies to develop predictive analytics with Artificial Intelligence and Big Data.
- Providing solutions for descriptive and diagnostic analytics.
- Consultancy and development of prescriptive analytics.



Four critical questions on the Agri-Food Network

If you don't know how to ask the right question, you won't find anything out no matter how much data you have. Let's start with the four basic questions:

- What is going on? (descriptive analytics)**
- Why is it happening? (diagnostic analysis)**
- What is going to happen? (predictive analytics)**
- What is the best decision? (prescriptive analytics)**



What kind of decisions can be taken more objectively and in advance?

- Harvest estimates and prediction (volume, quality, optimal harvesting dates, work, etc.).
- Market analysis (volumes, trends, prices, flows, etc.).
- Multi-dimensional profitability analysis (from farm to shelf).
- Ripening estimate.
- Sales orders estimate and business analysis.
- Economic-financial analysis and simulations of agricultural processes.

Exclusivity. 100% customised models.
Faster, more accurate decision-making



Margaret is the first **agri-food Artificial Intelligence platform on the market**

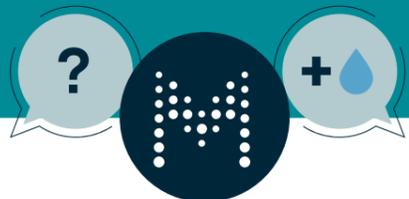
It is made up of different layers of technology that provide the ability to deliver maximum value to customers and users.



Margaret is capable of acquiring, **capturing and storing data from any available information source**, such as IoT devices, sensors, machinery, satellite, weather, agronomic, legal or commercial sources; it is also capable of integrating with ERPs (ERPagro, SAP, Oracle, Navision) and tools such as Excel.

Margaret organises and structures data through a taxonomy layer that translates data, definitions and concepts to the needs of each end user, carrying out "Data Lake" functions and using different database systems.

Thanks to its processing engines, Margaret is designed for data analysis using algorithms and (internal and external) Artificial Intelligence models that combine advanced mathematical and geographical analysis capabilities. Margaret can connect to AI clouds, such as Amazon AI, Microsoft Azure, Tensor Flow and others.



Margaret



It is the **analytical tool with the widest cover and variety of options** and has been developed to help the agri-food manager make the best decisions.



Margaret prepares the data to be exploited both in the Hispattec ecosystem and in the applications and platforms available to customers:

Power BI, Qlik, Tableau, SAP, Dynamics, Oracle, John Deere, Esri or any technology the client might propose.

Value through data

Development and customisation of digital tools for the ancillary industry **to increase market knowledge**, sales rates and digital relationships with distributors and producers.



Extended digital relationship with the farmer and distributor

Value-added for the digital relationship with the distribution channel and the farmer. Customised advisory solutions and decision support tools. Data- and value-sharing solutions with key customers.

Digitalisation and automation of processes (RPA)

Digitalisation of manual tasks and processes, developing the necessary web and mobile interfaces so that each user/role can enter/register or view data within the framework of different business activities. Process automation and robotisation.

Having superior agronomic competitive intelligence

Get closer to your consumer. Gain a better understanding of what the farmer needs in advance. Exploit the marketing and sales potential of the channel, maximise the efficiency of commercial actions, make data-driven sales and marketing decisions.

BB Having the best information is key, **but having it in the right tools is fundamental.**



Data

We aggregate, process and standardise internal and external data.



Analytical Capacity

From descriptive to prescriptive in pre/post-harvest decisions and operations.



Digitalisation

Customised digital tools to make better decisions and develop digital relationships with customers and suppliers.



Accompaniment

Partners with our clients to develop and deliver impact from analytics and data-driven strategies.



Success stories

The success of our customers is our greatest reward. That is why they are the best people to talk about our technological solutions for the agri-food sector.



Costa de Huelva SCA Hispattec Analytics

Data cross-referencing and analysis has meant that Costa de Huelva can accurately predict strawberry, blueberry, blackberry and raspberry harvests. This forecasting makes it possible to relate production forecasts to market needs. With knowledge of the scenario, they can make better decisions.

Carlos Cárdenas (Cooperativa Costa de Huelva administration): “Forecasting what we’re going to produce in the near future and relating it to sales” is a very useful tool that helps us stay ahead of the game.

Trops Agribusiness 4.0

Leading company in avocado and mango from the Tropical Coast of Malaga / Granada, it incorporates a large part of our technology in all its agricultural processes. More specifically, Production Control, the app for cooperative partners and the app for employees are the three latest innovations we have developed for them.

With these three and the other vertical management modules at their disposal, they are continuing to grow to become one of the world’s leading producers and marketers of tropical produce. Quality technicians, agronomists, farming partners and board members exchange management information with their mobiles, contributing to profitability and cost efficiency thanks to the information ecosystem we have helped them create.



Soltir Automatic weighing system

The automatic truck weighing system has brought about a radical change in Soltir’s daily operations. The system recognises the number plates, identifies the incoming product and informs the auction and marketing system. Workers can be assigned to other non-automated tasks and avoid human error in weighing processes. Farmers’ waiting times are reduced by 60% and settlements are made faster and with full transparency.

Ángel García, manager of Soltir: “Hispattec has provided us with different technological solutions since 2002”. Since then, “it has provided us with real-time information, transparency and faster, safer decision-making”.



Mabe Biometric access control by facial recognition

Is it possible for 600 workers to access the warehouse in just 6 minutes? Yes. Mabe S.A.T. in El Ejido, Almeria, asked us to develop a system using cameras and Artificial Intelligence to detect workers’ faces as they accessed the facilities and, without stopping them, grant them access or not.

It is the first access control system of its kind installed in Spain, capable of absorbing a flow of 100 workers per minute and updating logs for entry, exit, temporary exits and movement between work centres in real time. It integrates with ERPagro and any HR management system.

Success stories



Unica Group Unified cooperative management platform

Hispattec has unified the software used by the Unica Group's 14 cooperatives. The way this has been done has made it possible for each cooperative to continue to have its own customised processes and modules, but now Unica Group's head office has access to all its partners' relevant data to work more efficiently and make better strategic decisions. It generates such a volume of information that they are using Big Data techniques to generate invaluable predictive models.

Enrique de los Ríos, CEO of Unica Group: "Hispattec can undoubtedly help companies in the agri-food sector on the road to digital transformation. But above all, it is a reliable partner with whom they can work hand in hand.

Camposol

Presence Control in the Field and Transport with Agrotareo

Camposol is the main agro-exporter of agricultural products in Peru. With thousands of hectares in production, we work together to face the challenge of organising, modernising and digitalising field presence processes and managing the transport of workers to the "work" sites.

"Agrotareo" is the pre-harvest app used for the development which, in **the first season alone, saved USD 4.5 million** by effectively controlling the correct presence of workers at the work sites as well as daily occupancy and transport routes.

Each worker is identified with an **RFID or QR card, the foreman completes the registration with his mobile phone** and Agrotareo classifies who is who and the logistical requirements.

In real time and with a minimum possibility of errors, work shifts, routes and harvest forecasts are organised and the pre-harvest planning and human resources departments have constant, accurate information about what is happening in the field.



Paisano Group Technology transfer with ERPagro

This important Mexican company carries on its business by connecting the agricultural supply from the field in Mexico to the export markets. Highly focused on the efficiency of their farmers, **they decided to install ERPagro to control everything from seed to final export** (mainly to the USA).

Their mission as a company with a strong vocation for Social Responsibility makes them invest in modernising the agricultural management of their associates to provide them with our management solutions and transfer technology, knowledge and good practices.

Thanks to how the entire business is structured, they are one of the main groups for exports of fresh produce from medium and small farms to the USA with own marketing.



Anecoop

Anecoop Monitoring of cold stores and logistics

One of the main Spanish and European cooperatives entrusts the **control of its cold chain and logistics to the services provided by HispatTrack.**

With a real-time data viewing and control service, alerts and detailed analysis, **the company's commercial operators monitor the status of the fresh produce in the loading rooms at all times** along the entire route to the end markets.

This service helps maintain the Cooperative's quality standards and Anecoop's professionals are able to react in real time to any break in the cold chain, optimise land and sea transport routes and avoid subsequent complaints.

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