México hispatec agrointeligencia

SOLUTIONS CATALOG

MODULAR AND SCALABLE AGRI-INTELLIGENCE FOR GROWERS

From seed to consumer: technology that connects **FIELD OPERATIONS, PACKING, LOGISTICS, SALES**, AND **BUSINESS MANAGEMENT** within a single integrated platform.

hispatec ERPagro

efemis by ERPagro

Control Tower PRO

Margaret by hispatec

➡️ Next

Menu [Navigation: Click on the topic of your interest to go directly. Use the bottom buttons to go back, move forward, or jump to a section]

About Hispatec

Hispatec is your technological ally in the agri-food sector, bringing innovation and expertise to optimize each stage of the value chain and take agricultural management to the next level.

We develop **modular software** and **comprehensive digital solutions** for all agents in the agri-food chain: **growers, packers, marketers, logistics chains, and auxiliary or service industries.**

With **over 35 years of global experience**, our goal is to **digitize agriculture** to achieve **more efficient use of resources** and ensure a **more sustainable agriculture**—economically, socially, and environmentally.

More than 700 companies trust our solutions.

Our **clients generate over 20 billion USD in annual revenue.**

+250 specialists in **agriculture, technology, and data science.**

Modular, personalized, and flexible solutions

From **seed to consumer**, we connect **field operations, post-harvest, logistics, and business management** in a single platform that **transforms data into profitable decisions.**

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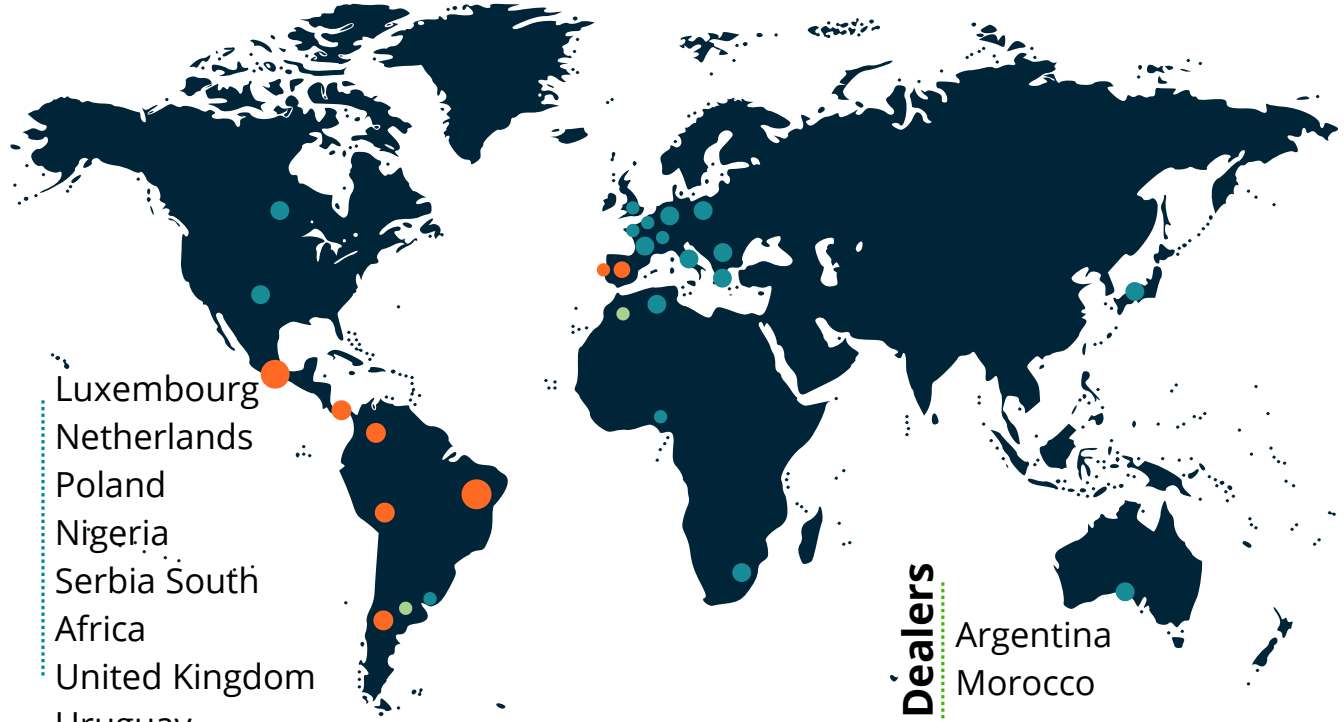
Hispatec in Figures

Hispatec has driven its growth by strengthening its distribution channel, achieving rapid territorial coverage and international expansion. Today, it carries out projects across five continents, consolidating its global presence and response capacity for the agri-food sector in diverse contexts.



Projects

- Algeria
- Australia
- Canada
- France
- Georgia
- Germany
- Greece
- Italy
- Japan
- Luxembourg
- Netherlands
- Poland
- Nigeria
- Serbia South
- Africa
- United Kingdom
- Uruguay

Dealers

- Argentina
- Morocco

Offices

- Spain
- Brazil
- Colombia
- Costa Rica
- Chile
- **Mexico**
- Peru
- Portugal

8 Offices	Projects in **30** Countries	**700**+ Clients	**€20B**+ Managed	**250**+ Experts	**12**+ Nationalities	**35**+ Years of Experience	**€1M**+ in R&D per year
10+ Agtech Collaborations	**10** Strategic Partners	Sustainability 1 Economic, 2 Social 3 Environmental	**50**+ Crops Managed	**#1** Agtech Company in Spain	**5** Integrated Business Units	**24/7** Support	**10K**+ Key Users

Testimonials and Success Stories

Producers, packers, and distributors share how Hispatec's technology boosts their efficiency, traceability, and profitability.

Camposol®

Click to watch on YouTube

TROPS

Click to watch on YouTube

CoopHuelva

Click to watch on YouTube

MOYCA®

Click to watch on YouTube

FRUTASOL

Click to watch on YouTube

MABE HORTOFRUTICOLA

Click to watch on YouTube

Soltir

Click to watch on YouTube

Fresón de Palos®

Click to watch on YouTube

Client Portfolio and References

Hispatec works with more than 700 clients worldwide — growers, packers, exporters, distributors, cooperatives, and public entities — demonstrating the versatility of its solutions across the entire value chain.

Mexico

Guatemala

Argentina

Chile

Netherlands

Colombia

Peru

South Africa

Brazil

Portugal

Client Portfolio and References

More than 75 of the top 100 agri-food companies in **Spain** trust Hispatec, along with clients in **Mexico**, **Peru**, **Chile**, **Colombia**, **Brazil**, **Argentina**, **Guatemala**, **South Africa**, **Germany**, the **Netherlands**, and **Portugal**, consolidating its international presence and its ability to drive efficiency and traceability across different markets.

Spain

Client Portfolio and References

Client Portfolio and References

Human Team + Partnerships and Certifications

Hispatec has a team of over 250 specialists in agri-food technology, supported by an international network of Certified Distributors that ensure proximity, support, and efficiency in every project.

Thanks to its specialized team and excellence in services, Hispatec is recognized as a strategic partner by technological, agri-food, and public organizations both in Spain and internationally.

Its partnerships include being a Microsoft Gold Certified Partner, IBM Partnerworld member, and Lenovo Gold Data Center and Premium Business Partner.

Hispatec also chairs the Smart Agro Commission of AMETIC, is part of the Tecnova Foundation, and collaborates with GlobalG.A.P., CDTI, the S3 AgriFood Platform of the EU, GIS, Coexphal, and Fenacore in modernization and irrigation efficiency projects.

Additionally, Hispatec is co-founder of DATAGRI, the largest digital transformation forum for the agri-food sector in Iberia, and participates in the official master's program DIGITALAGRI, the first in Spain focused on digitalization in the agri-food sector, training new professionals in IoT, Big Data, and ERP.

A team with outstanding sectoral expertise

What is ERPagro?

ERPagro by Hispatec is an ERP specialized in agriculture that connects field operations, packing, finance, and commercialization within a single system. Its modular design adapts to every company, offering complete traceability, cost control, and operational efficiency, helping organizations make strategic decisions based on real data.

Technical and Functional Specifications

- Robust, fully **integrated enterprise solution**, 100% **configurable** for managing the **entire agri-food cycle**.
- **.NET architecture** adaptable to **different business models**.
- **Scalable by production unit** and compliant with **regulatory standards**.

Technical Features

- **Developed in Microsoft C# .NET**, with **multilayer and multichannel architecture**.
- **Flexible deployment modes:** centralized, client/server, or hybrid.
- **Integration via standard APIs** (REST, WebServices, XML, JSON, CSV).
- **Transactional process management** with **referential integrity**.
- **Advanced security:** proprietary or Windows-integrated login (SSO).
- **User- and module-based access control and permissions.**
- **Configurable auditing** of data, processes, and incidents.
- **Automatic updates** via subscription server.
- **Development of custom modules** using .NET.

Functional Capabilities

- **Multi-company**, **multi-warehouse**, and **group consolidation**.
- **Operational and accounting traceability.**
- **Deep configuration**, customizable by user.
- **Real-time reporting and BI.**
- **Multi-language and multi-currency support.**
- **Dynamic menus** and **custom user favorites.**

What is Efemis?

EFEMIS is the agricultural management solution that digitalizes field operations — from planning to execution. It allows users to record tasks, control inputs and costs, supervise personnel and machinery in real time, and ensure compliance with certifications. All within a flexible platform that guarantees efficiency, traceability, and profitability at every stage of production.

Main Features

- **Dual platform:** access via web and **mobile devices**.
- **Geolocated management:** register farms, **crops, and field tasks** with precision.
- **Offline functionality:** operate **without connection** and synchronize later.
- **Integrated analytics:** dashboards measuring **productivity, efficiency, and sustainability**.
- **Intuitive and adaptive interface:** secure use from **any browser**.

Field Use Cases

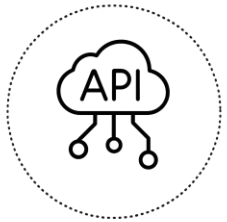
- Issuance and monitoring of **work orders**.
- **Dynamic forms**, agronomic recommendations, and technical scouting.
- Quick registration of **crops, machinery, and bins via QR**.
- **Real-time access** to planning and field tracking.
- Includes Digital Field Notebook, scouting, and mobile forms.

Key Benefits

- Greater control and **agronomic traceability**.
- **Reduction of errors and data duplication** in field entries.
- **Time savings** and **better decision-making** with reliable data.
- **Native integration** with **ERPagro** and **external platforms via API**.

Integrations with Other ERPs

Open connectivity and secure architecture that enable **seamless integration with external systems** and the **expansion of the business**.



ERP Integrations

- Connects with **SAP, Oracle, Dynamics, CONTPAQi**, or **custom systems**.
- **Bidirectional integration** of orders, costs, payroll, and accounting.
- **Connectivity:** REST API, WebServices, XML, JSON, CSV.
- **Automatic or event-based synchronization.**

EFEMIS Web + Mobile

- **Offline app** with **geolocation** and QR synchronization.
- **Work orders, scouting, and mobile forms.**
- **GIS integration:** SIGPAC, Land Registry, Satellite.
- Compatible with **Chrome, Firefox, and Edge.**

ERPAgro Architecture

- Robust **.NET platform**, secure and customizable.
- Flexible deployment: **client/server, centralized, or hybrid**.
- Advanced **auditing, traceability, and security.**
- **Real-time, multi-channel BI reporting.**

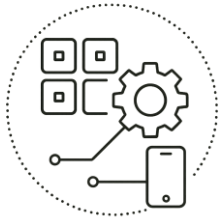
ERPAgro SDK

- Builds **custom modules and integrations** in .NET.
- **Automates workflows** and integrates **IoT and BI sensors.**
- **Connectors** for external software and hardware.
- Ideal for **autonomous technical teams.**

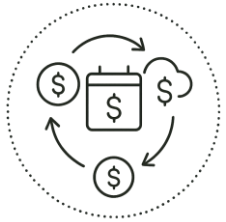
Value Proposition

At **Hispatec**, we offer a **specialized agricultural solution** that combines **technology, flexibility**, and **dedicated support**. Our platform **adapts to your operation, integrates with your existing systems**, and provides **flexible commercial models** with **a high return on investment from the very first months**. More than just software — we deliver **tangible value and continuous evolution**.

Total Flexibility
- Adapts to your processes **without forced changes.**
- **Scalable by module or stage.**
- Deployment on **servers, cloud, or hybrid environments.**



Modular and Integrable ERP
- Activate only the **modules you need.**
- Integration with **SAP, Oracle, CONTPAQi, IoT,** and **mobile apps.**
- Connects hardware and **custom systems seamlessly.**



Flexible Commercial Models
- **Perpetual license:** one-time payment.
- **Monthly rental:** affordable and accessible.
- **SaaS:** everything included in a **single monthly fee.**

High Return
- Reduces **costs and errors.**
- Improves **traceability and compliance.**
- Enables **data-driven decisions.**
- Proven results: **EBITDA improvement within the first months.**

Dedicated Support
- In-depth **initial assessment.**
- **Tailored implementation.**
- Ongoing **training, support, and consulting.**

Work Methodology

The **implementation methodology** of Hispatec is based on **three key phases**: **Initiation**, **Execution** & **Monitoring, and Closing**, supported by **active committees** that ensure **quality, traceability, and compliance** throughout every stage.

1

Initiation

- **Diagnosis and definition of requirements.**
- **Presentation to users** and **As-Is / To-Be analysis.**
- **Project planning** including schedule and resource allocation.

Deliverables: Diagnosis, Requirements, and Project Plan.
Validation: Formal approval from the client.

2

Execution & Monitoring

- **System configuration**, data upload, and **user training.**
- **Official go-live** including testing and maintenance.
- **Progress tracking** and continuous adjustments.

Deliverable: Operational system and maintenance plan.

3

Project Closure

- **Final documentation and validations.**
- **Information gathering** and **project closure report.**

Includes **certifications** and **project closure record.**

Working Committees

- **Steering Committee (biweekly):** Strategic decisions and key milestones.
- **Project Committee (weekly):** Supervision, issue resolution, and escalation management.

Concerns of Decision-Makers When Choosing an Agricultural ERP

Shared perceptions from prospects and clients when comparing ERPagro + Efemis with other market solutions.

Concept	ERPagro + Efemis	High-End ERPs	Generic ERPs	In-House Developments
Agricultural Specialization	100% agri-focused, ready-to-use modules	Not agri-specific, requires customization	Do not include agricultural processes	Depends on the developer, lacks standardization
Mobility in Field and Packing	Online/offline mobile apps with synchronization	Limited, requires add-ons	No agricultural mobility	Variable, hard to maintain
Functional Coverage	End-to-end: field, post-harvest, logistics, finance, HR	Broad, but not agri-focused	Only basic administration	Very partial, depends on what's developed
Adaptability to Agriculture	High, field-proven	Very low, requires costly consulting	Nonexistent	High at first, but hard to maintain
Traceability & Certifications	Complies with GlobalG.A.P., organic, and export standards	Requires expensive add-ons	Not included	Difficult to pass audits
Implementation Time	Months, proven agri methodology	Years in some cases	Months, but does not solve agri processes	Variable, no guarantees
Total Cost 🏅	Medium, fair for agri value **See testimonials**	Very high	Low, limited value	Low at first, high in the long run
Support & Evolution	Specialized and continuous	Global, but generic	Limited, not specialized	Depends on the developer
Scalability	Scales with the agricultural operation	High, but costly	Limited	Very low, fragile systems
Strategic Vision (BI + Agri)	BI with agricultural indicators	Powerful BI, but not agri-focused	Basic, non-agri	Very limited

Solutions Dashboard

[Shortcut: Click on the Module, APP, or Service of your interest to view its detailed description.]

Pre-Harvest and Field Operations (ERPagro Modules + Efemis Web and Mobile Apps)

- Seedbed Management
- Nursery Management
- Farm Economic Management
- ***EFEMIS Core APP*** *– Fields and Crops*
- ***EFEMIS APP*** *Farm Planning*
- ***EFEMIS APP*** *Crop Technical Management*
- ***EFEMIS APP*** *Field Tasks*

Post-Harvest and Packing (ERPagro Modules and Apps)

- Production Control
- Automated Traceability
- Purchasing and Warehouse Management
- Commercial Management
- Sales and Shipping Management
- Agri-Food Logistics and Quality Control
- ***APP*** *Packing Plant Operations Control*
- ***APP*** *Packing Plant Production and Traceability*
- ***APP*** *Warehouse and Inventory Management*
- ***APP*** *Returnable Assets Management*
- ***APP*** *Sales Orders Management*
- ***APP*** *Shipping and Dispatch Management*

Cross-Functional and Business Management (ERPagro Modules, Apps, and Services)

- Maintenance and Repairs Management
- Quality Control
- Human Resources and Payroll Management
- Finance and Accounting Management
- Investment Project Management
- Biological Asset Management
- ***APP*** *Maintenance and Repairs Management*
- ***APP*** *Quality Control*
- ***APP*** *Dynamic Forms (Checkpoint)*
- Margaret AI
- IoT Device Integration
- Virtual Weather Stations
- Spectral Satellite Analysis

Note: Screenshots are for illustrative purposes only. The software interface is fully available in English.

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FROM SEEDBED TO FIELD: EFFICIENCY AND AGRICULTURAL PROFITABILITY

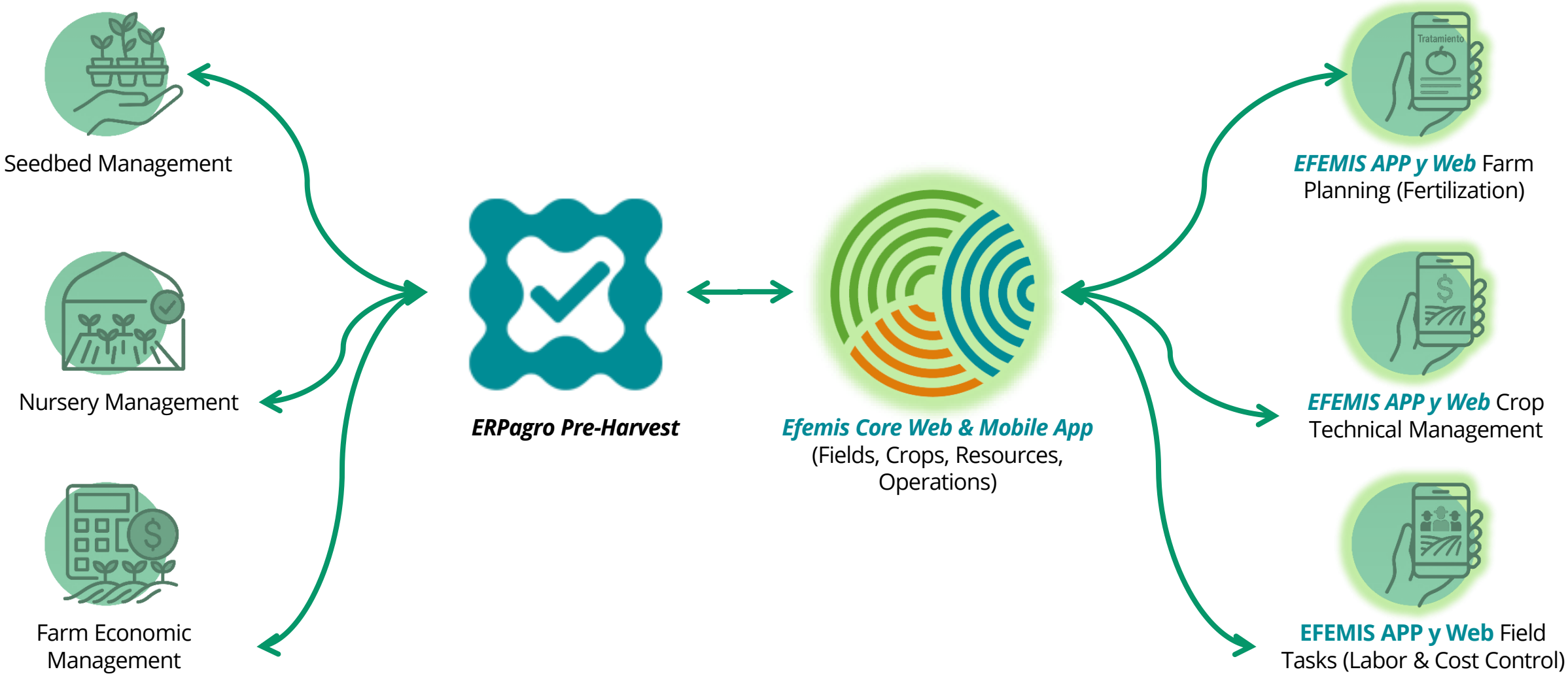
Digitize every task to transform pre-harvest and field operations into **reliable data**.
Manage **labor, machinery, and costs** with precision, boost **productivity**, and ensure **traceable processes** across the entire operation.

hispatec ERPagro

Smart solutions for the modern agricultural field.

ERPagro + Efemis Modules and Apps | Pre-Harvest and Field Operations

Integrated solutions that turn the management of **seedbeds, nurseries, and field operations** into **reliable data**.
Connects the field with **plans, crops, costs, and resources** to ensure **control and full traceability from the seed onward**.



Seedbed Management

Objective: Plan, record, and oversee the entire plant propagation process, ensuring traceability, quality, and order fulfillment.

Designed for plant producers, nurseries, and growers with their own seedbed operations.

Complete Seed Traceability: track seed entries, batches, and varieties.

Digital Order Management: with automated production orders.

Batch Production Control: manage sowing, irrigation, and treatments.

Document Automation: shipping notes, invoicing, and returnable materials.

Accurate Sowing Planning: by species, variety, area, and season.

Production and Efficiency Reports: exportable and integrated with BI tools.

Nursery Management

Objective: Control the entire production process to reduce losses and ensure traceability and real unit costs.

Designed for plant producers and nursery managers responsible for seedling development and transplant readiness.

Production and Logistics: Record cuttings, pruning, transplanting, and irrigation activities.

Operational Traceability: Track the origin, activities, and responsible personnel for each batch.

Costs and Profitability: Calculate unit cost per plant or batch, with real-time financial visibility.

Locations and Movements: Manage and control greenhouses, benches, and field plots.

Real-Time Inventory and Orders: Process manual or automated orders with synchronized inventory updates.

Forecasts and KPIs: Generate volume forecasts and BI-driven performance reports.

Farm Economic Management

Objective: Determine the actual production cost, analyze deviations, and maximize the profitability of each crop or season.

Farm directors, financial managers, and field operation administrators.

Accurate and Real Costs: by crop, field, or farm block.

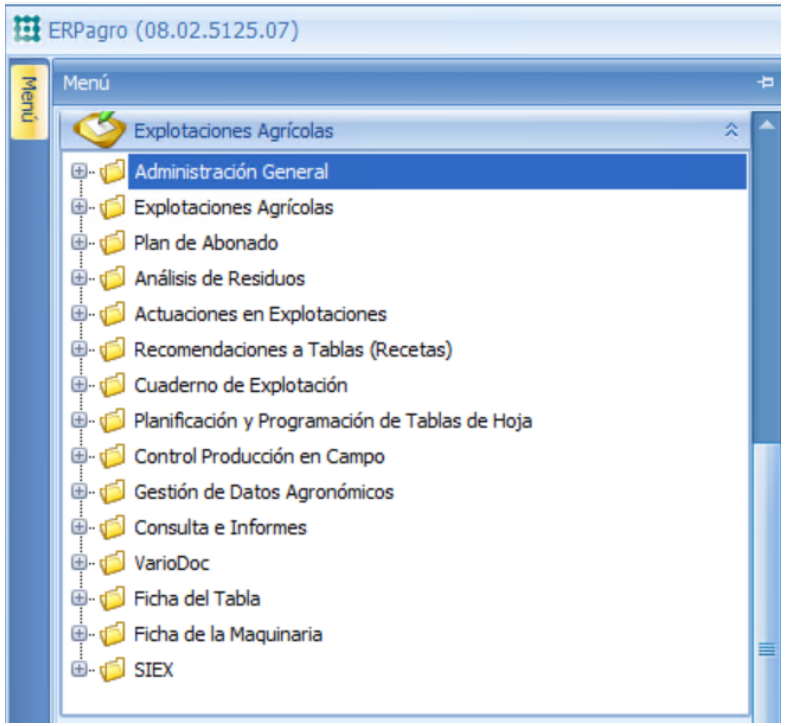
Clear and Unit Profitability: to identify the most profitable crops.

Dimensional Analysis: margins and comparative reports by farm, client, or season.

Budget Management: with deviation alerts and variance tracking.

Exportable Analytical Reports: in PDF, Excel, or BI dashboards.

Predictive Economic Forecasts: with “what-if” scenario simulations.



EFEMIS Core

Objective: Manage the entire farming operation — including fields, crops, resources, work orders, costs, planning, traceability, reports, and analytics.

Farm directors, administrators, and planning managers.

Field Mapping: management of zones, fields, and subfields with detailed technical and financial data.

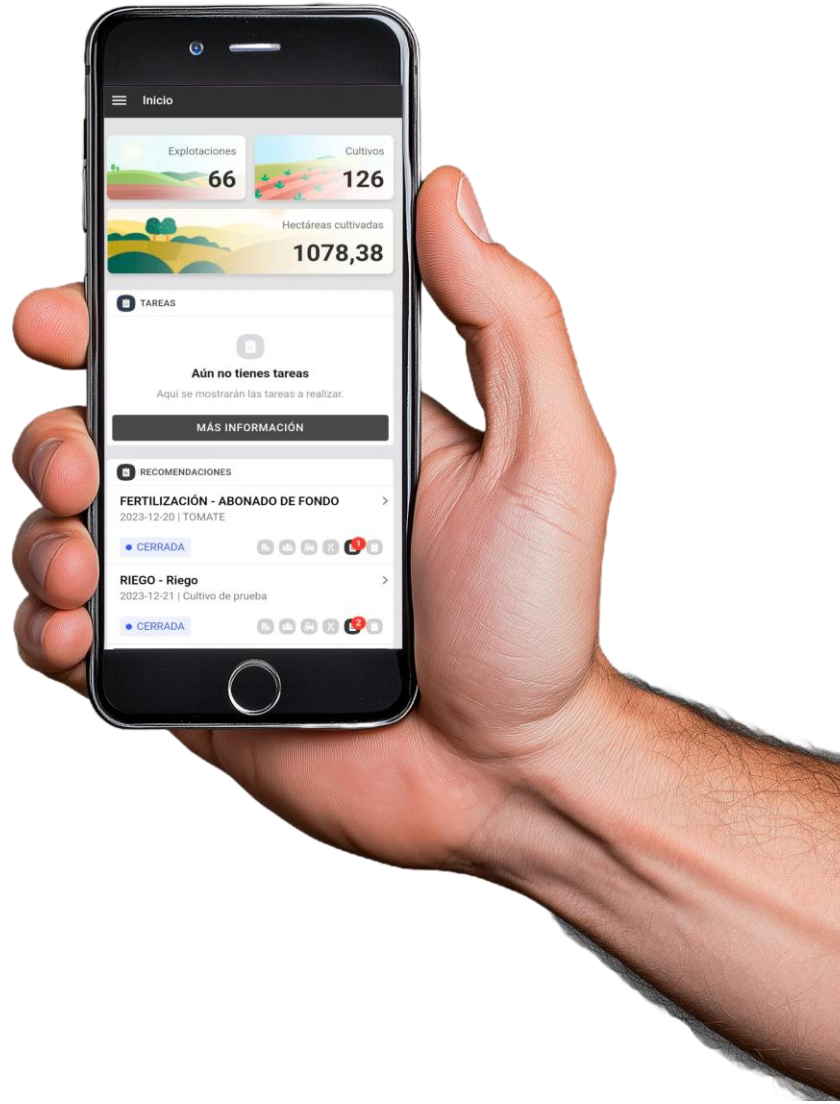
Crops and Seasons: Control of costs, consumption, and yield forecasts.

Master Data: unified registry of species, varieties, nurseries, and warehouses.

Work Orders: planning and tracking of tasks, resources, and inputs.

Resources: real-time control of workers, machinery, and materials.

Recommendations: optimization of fertilization, irrigation, and treatment plans.



EFEMIS Farm Planning (Fertilization)

Objective: Design, manage, and control nutritional, production, contractual, and strategic plans.

Agronomy technicians, crop nutrition managers, farm administrators, and management teams.

Plan Creation:
Nutritional, production, and contractual plans by crop, field, or season.

Harvest Forecasting:
Based on actual and planned planting data.

Budgets and Consumption:
Control of costs and projected margins.

Contract and Certification Management:
Ensures regulatory compliance and audit readiness.

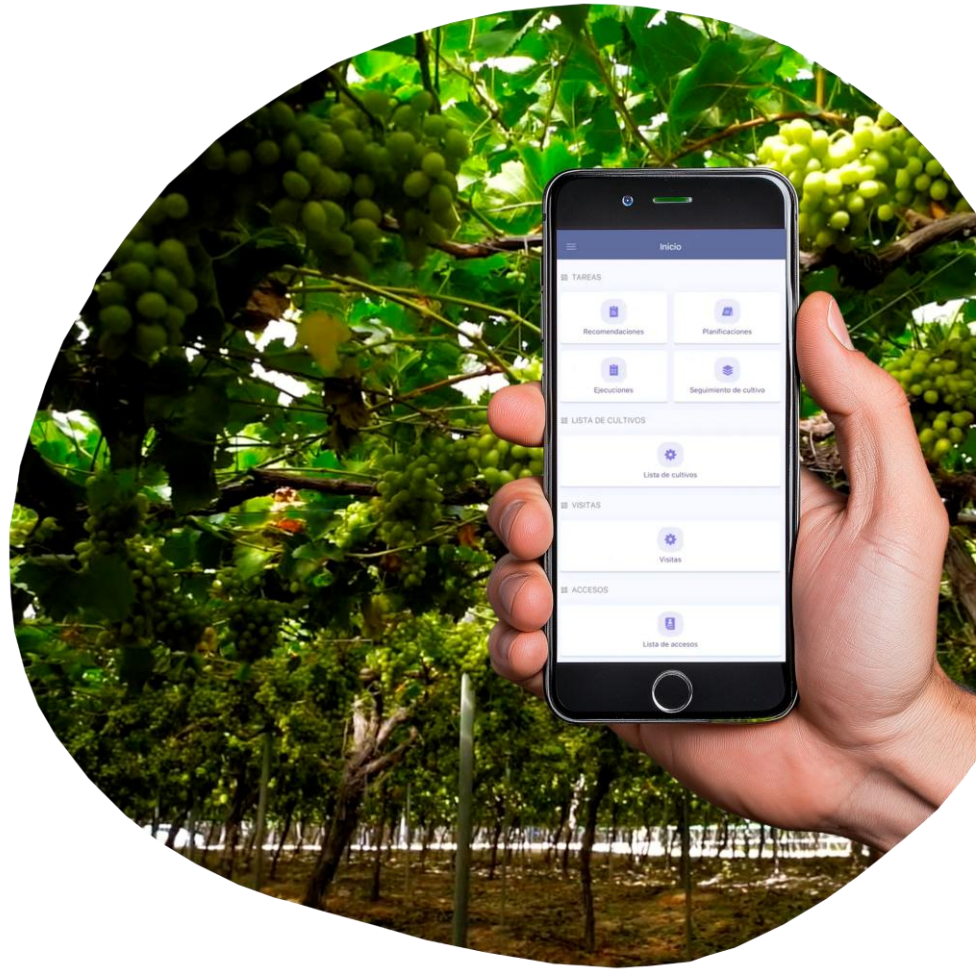
Automated Recommendations:
Application rates and timing based on the defined agronomic strategy.

Comparative Reports:
Planned vs. actual results to evaluate performance effectiveness.

EFEMIS Crop Technical Management

Objective: Execute field recommendations, record georeferenced data, and optimize input usage.

Agronomy technicians and field supervisors.



Georeferenced Management (even offline):
Automatic synchronization as soon as connection is available.

Comprehensive Crop Protection:
Early detection of pests and alerts for quick decision-making.

Digital Field Execution:
Work orders and task planning directly from mobile devices — no paper required.

Optimization of Nutrition and Fertilization:
Precise plans that reduce input usage and improve yields.

Efficient Irrigation Control:
Manage sectors, tanks, and controllers with detailed summaries.

Advanced Technical Monitoring:
Multispectral comparisons and real-time progress tracking.

EFEMIS Field Tasks (Labor & Cost Control)

Objective: Record attendance, supervise crews, control resources, and measure productivity to optimize labor costs.

Field supervisors, cost managers, farm administrators, and payroll officers.

Attendance Control:
Real-time registration using QR, biometrics, or smart credentials (NFC).

Personnel and Work Order Management:
Assignment of crews, tasks, and activities.

Productivity Measurement:
Individual performance tracking by crew or machinery.

Resource Control:
Monitoring of machinery, materials, and man-hours.

Digital Supervision:
Live progress monitoring with daily reports and alerts.

Integration:
Connects with ERPagro, Finance, HR, and Payroll modules to consolidate labor costs.

EFEMIS Comprehensive Field Management

From field data capture to strategic decision-making, all within a single digital workflow.

- Efemis connects the field with strategic management.
- What used to be manual and scattered records is now real-time digital information.
- This data is automatically processed, turning it into clear and structured insights.
- Finally, the information is analyzed, generating indicators that enable managers and directors to make better decisions at the right time.

Data Capture (Information)

1. Technicians and supervisors record field data directly using EFEMIS (e.g., mobile app).
2. Tasks, resources, yields, and observations are digitized, eliminating manual entry.

Data Processing

1. Recorded information is centralized within the ERPagro platform.
2. The system automatically processes data such as costs, labor hours, and applied inputs.
3. This creates a structured, reliable, and traceable database.

Data Analysis (Indicators)

1. Processed data is transformed into visual reports and dashboards.
2. Key performance indicators are generated: costs per hectare, productivity per plot, and resource usage.
3. This enables real-time decision-making based on objective metrics.

Note: Screenshots are for illustrative purposes only. The software interface is fully available in English.

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POST-HARVEST: QUALITY AND TRACEABILITY FROM PACKING TO THE FINAL CUSTOMER

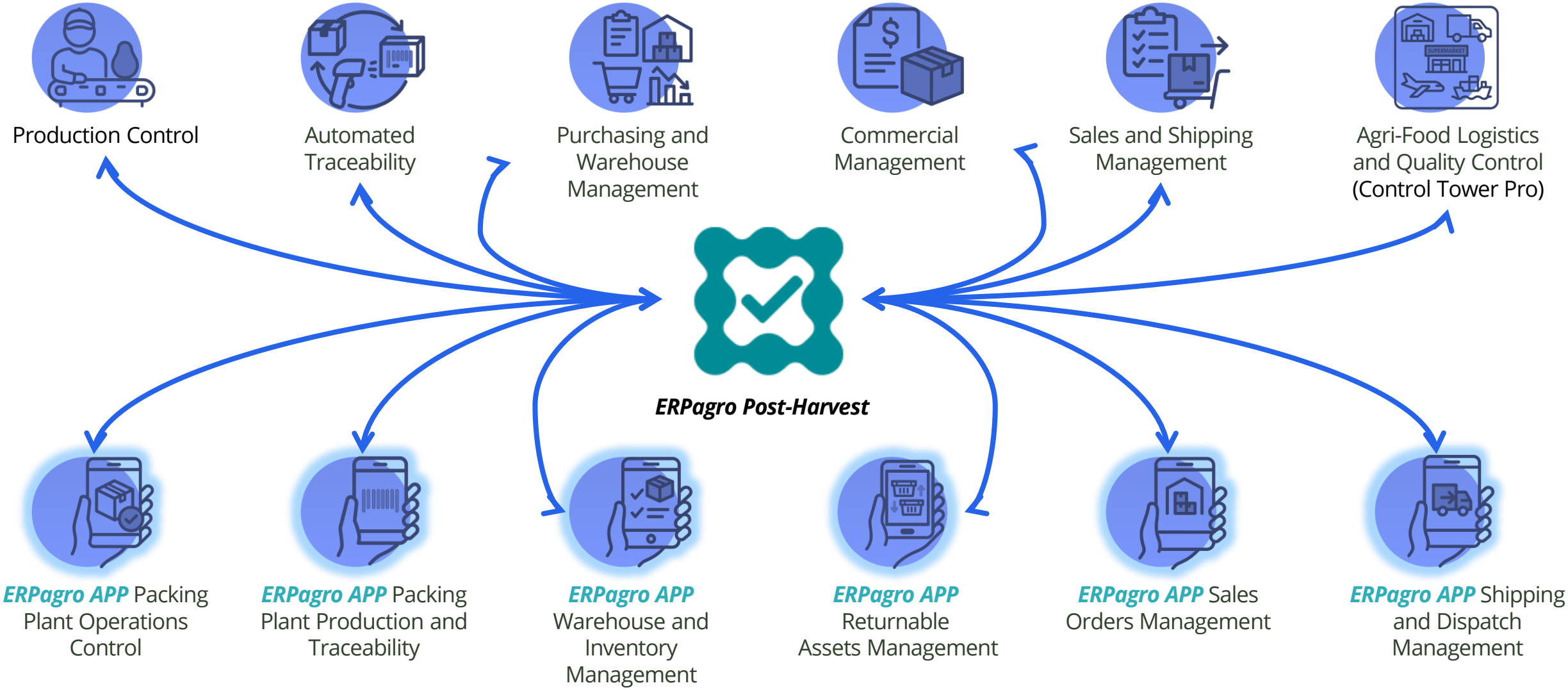
Optimize **warehouse**, **packing**, and **logistics** operations with **real-time information** that ensures **efficiency**, **compliance**, **and full traceability** throughout the supply chain.

hispatec ERPagro

Turning every shipment into a guarantee of freshness, quality, and customer trust.

ERPagro Modules and Apps | Post-Harvest - Packing

Integrated solutions that optimize **packing operations** and plant production, ensuring full control of **traceability, inventories, warehouses, sales,** and **logistics.** All seamlessly connected to **business management** for maximum efficiency.



Production Control

Objective: Plan and control production in real time, optimize resources, reduce losses, and ensure traceability from raw materials to finished products.

Production managers, plant chiefs, line supervisors, quality managers, and operations managers.

Comprehensive Administration: Configurable activities, sections, and production lines.

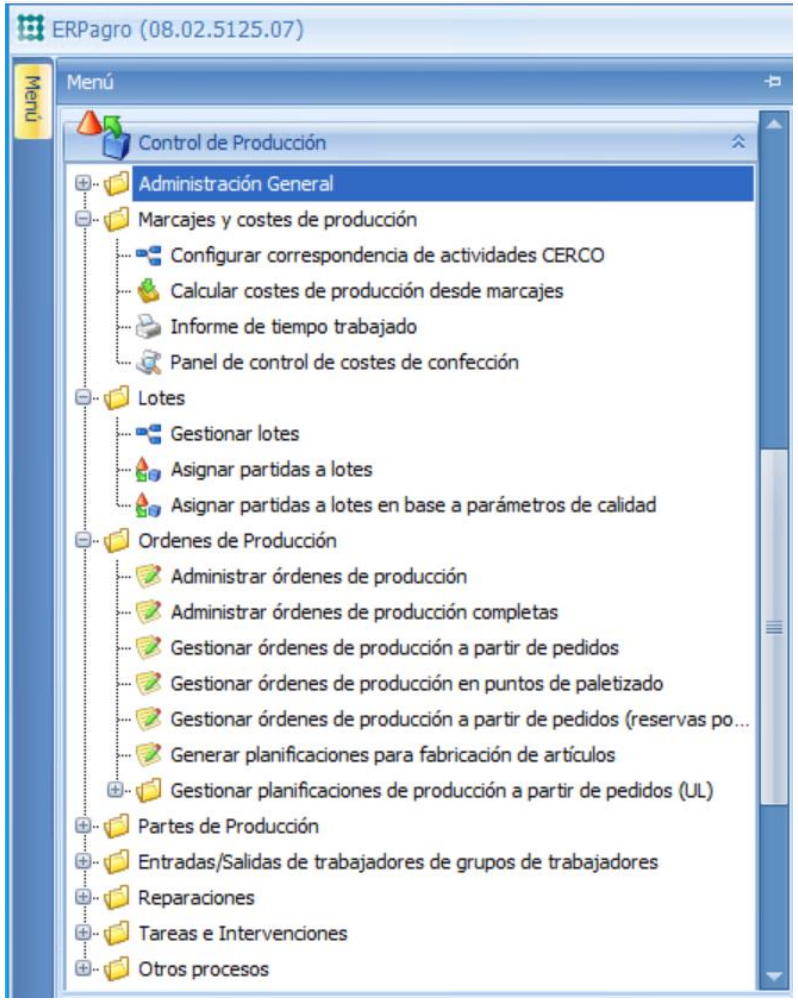
Production Orders: Creation, management, and monitoring of full or partial production orders.

Production Parts: Mass or individual registration of consumption, yields, and working times.

Production Costs: Automatic allocation of direct and indirect costs by batch, worker, or activity.

Batch Management: Assignment and traceability of batches with quality and yield criteria.

Plant Integration: Management of palletizing, picking, dispatches, and inventory regularization.



Automated Traceability

Objective: Ensure comprehensive and transparent traceability of every agricultural product, in compliance with national and international regulations, while building trust with clients, auditors, and export markets.

Agricultural technicians, packing and logistics managers, quality and certification departments, auditors, commercial management, and company directors.

Comprehensive Record:
Every task, input, batch, or movement is digitally linked to the final product.

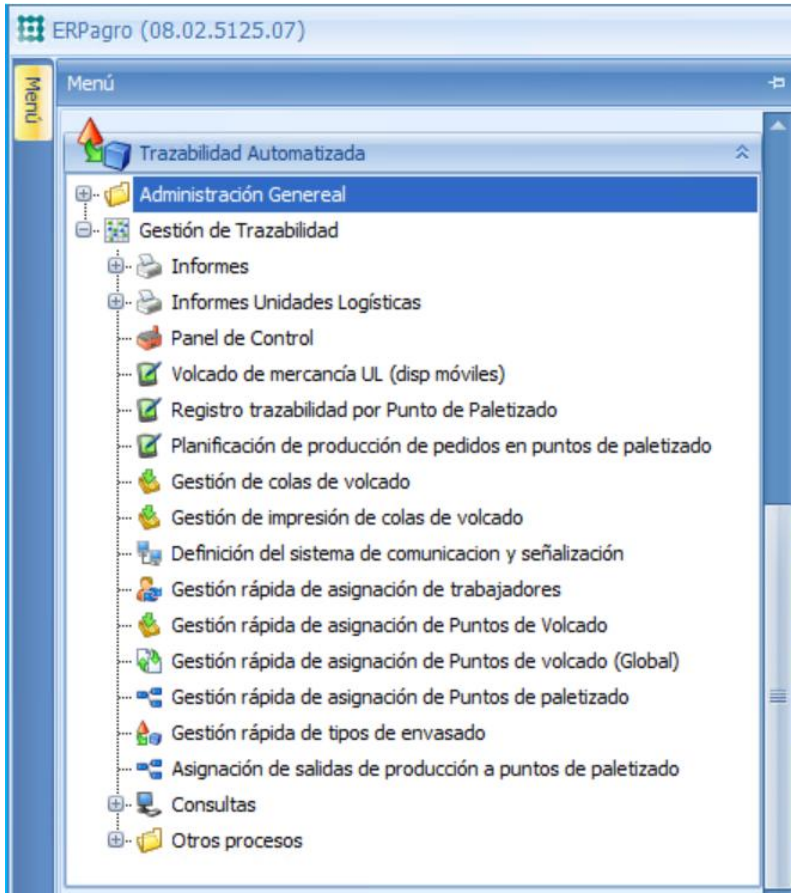
Smart Labeling:
Identification through batch codes, QR, or RFID.

Digital Evidence:
Photos, signatures, and documents support each stage of the process.

Integration with Key Modules:
Quality, in-plant production, commercialization, and finance.

Traceability Reports:
Visualization by plot, batch, client, campaign, or market.

Non-Compliance Alerts:
Early detection of deviations within the supply chain.



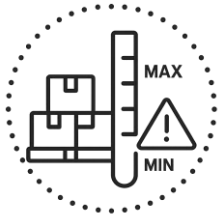
Purchasing and Warehouse Management

Objective: Ensure material availability, reduce losses, and guarantee that costs remain aligned with production and operational needs.

Purchasing managers, warehouse supervisors, logistics coordinators, and finance and cost controllers.

Integrated Purchasing:
Management of purchase requests, orders, and supplier-linked purchase workflows with full cost tracking.

Inventory Management:
Physical counts, stock adjustments, and automatic reconciliation of inventory balances.

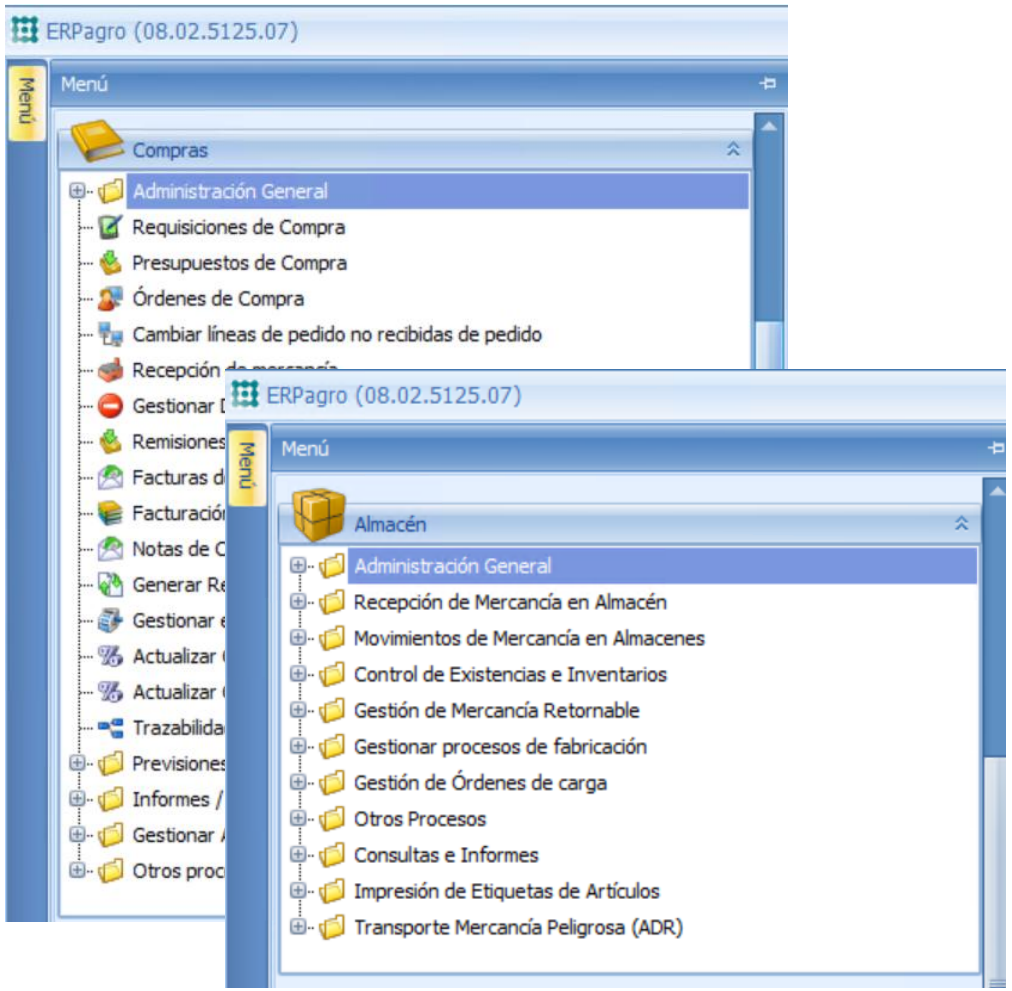


Stock Alerts:
Minimum and maximum stock notifications to prevent shortages or overstock situations.

Warehouse Control:
Recording of goods receipts, dispatches, transfers, and returns.

Batch and Location Management:
Traceability of inputs by batch, physical location, and expiration date.

Linked Costs:
Direct integration with production and accounting control.



Commercial Management

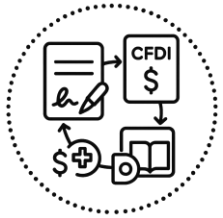
Objective: Centralize and control all commercial operations, ensuring contract compliance and complete traceability of each transaction.

Commercial managers, sales administration staff, account executives, and senior management.

Contract Management: Registration, monitoring, and control of sales and purchase agreements by client, product, or campaign.

Pricing and Conditions Management: Definition of rates, discounts, bonuses, and special conditions.

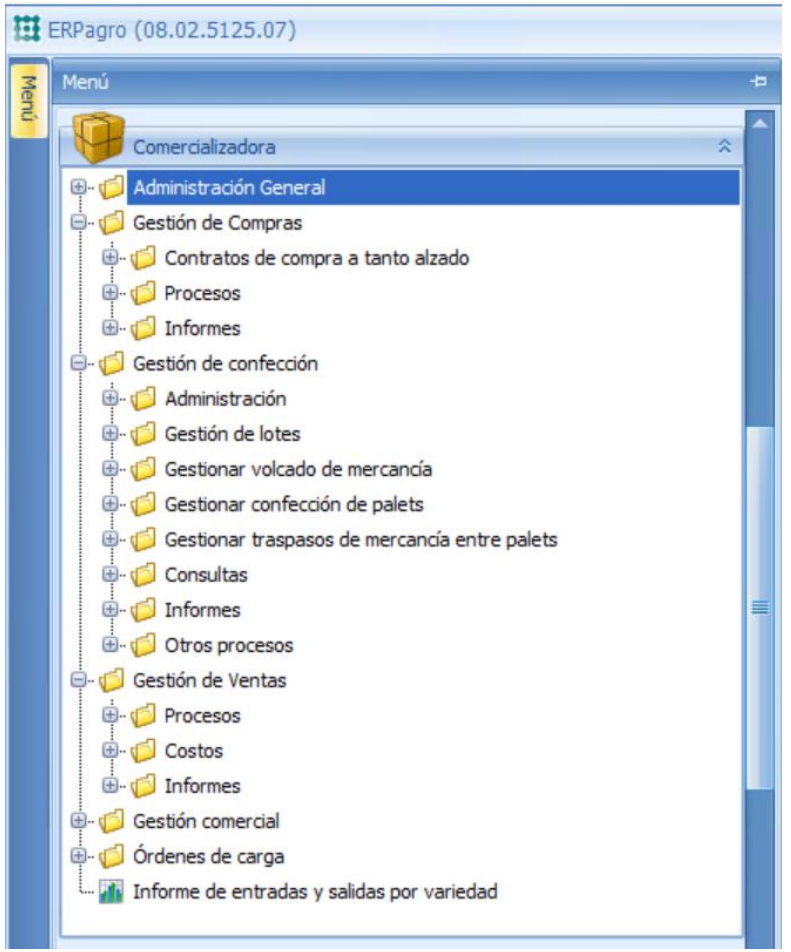
Linked Order Control: Automatic relationship between sales commitments and sales orders.



Contract-Linked Invoicing: Direct integration with Electronic Invoicing / e-Invoicing, finance, and accounting modules.

Commercial Traceability: Connection between contract, order, delivery, and invoicing.

Customer Management: Integrated customer database, purchase history, and agreed conditions.



Sales and Shipping Management

Objective: Optimize order management, ensure on-time deliveries, and automate the documentation process associated with each shipment.

Sales directors, sales and logistics managers, administration and billing departments.

Comprehensive Order Management: Recording, tracking, and monitoring sales orders fully integrated with the ERP system.

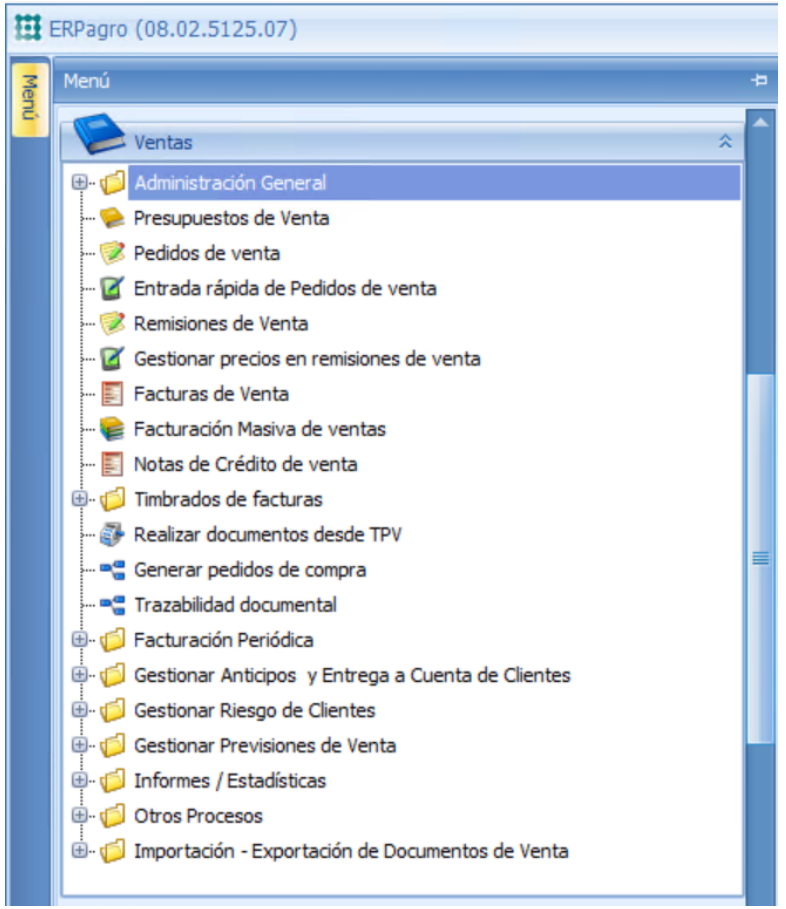
Automated Documentation: Generation of manifests, load orders, and shipping documents.

Document Traceability: Connection between order, shipment, delivery, and invoice.

Organized Shipments: Scheduling of loads and deliveries with vehicle and carrier assignment.

Electronic Invoicing: Issuance and validation of digital invoices directly linked to sales orders.

Logistics Optimization: Reduction of shipping errors, better transport utilization, and improved time control.



Agri-Food Logistics and Quality Control (Control Tower Pro)

Objective: Optimize agricultural logistics by reducing time, costs, and incidents, ensuring every shipment meets quality standards and arrives on time at its destination.

Logistics and transportation managers, operations management, commercial departments, and executive directors.

Shipment Tracking:
Real-time location and traceability of pallets, batches, and shipments in transit.

Route Management:
Monitoring routes, delivery times, and assigned carriers.

Logistics Alerts:
Notifications of delays, route deviations, or incidents during distribution.

Transport Conditions:
Recording of temperature, humidity, and other critical parameters using IoT sensors.

Delivery Reports:
Digital proof of delivery including time, responsible person, and customer confirmation.

ERP Integration:
Seamless connection with sales, finance, and automated traceability modules.

ERPagro APP Packing Plant Operations Control

Objective: Ensure precise control of production operations by reducing manual errors and guaranteeing efficiency throughout processing and packing workflows.

Plant supervisors, production managers, line leaders, and operations managers.

Real-time Recording:
Capture of activities performed by worker, line, or machine.

Task Assignment:
Digital distribution of work orders with online tracking and monitoring.

Cost Integration:
Linking of activities with cost allocation per worker or equipment.

Offline Operation:
Data recording without internet connection, with later synchronization once online.

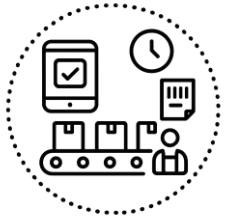
Digital Evidence:
Photos, signatures, and supporting documents associated with each process.

Alerts and Notifications:
Automatic alerts for incidents, delays, or production downtime.

ERPagro APP Packing Plant Production and Traceability

Objective: Unify production control with the traceability required by clients, regulations, and audits — reducing errors and ensuring reliable data.

Plant supervisors, line leaders, quality managers, and production managers.



Plant Recording:
Capture of real production data by batch, shift, or line.

Batch Traceability:
Tracking of inputs, processes, and finished products linked to each batch.

Consumption Control:
Automatic allocation of materials, packaging, and labor costs.

Waste and Defect Management:
Recording of incidents linked to quality and cost analysis.

Labeling and Serial Control:
Product identification through barcodes or QR codes.

Offline Operation:
Activity recording without internet connection, with later synchronization once online.

ERPagro APP Warehouse and Inventory Management

Objective: Maintain accurate inventories, reduce losses, and improve efficiency in the control of materials and finished products.

Warehouse managers, logistics personnel, plant supervisors, and purchasing managers.

Real-Time Inbound and Outbound Movements: Immediate recording of transactions connected to purchasing, production, and sales.

Batch and Location Management: Control by batch, physical location, expiration date, and status.

Order Picking and Preparation: Support for warehouse order fulfillment and dispatch organization.

Physical Counts and Adjustments: Periodic inventories with automatic stock reconciliation.

Full Traceability: Relationship between inputs, production, and shipments.

ERP Integration: Connected data across finance, purchasing, production, and sales.

ERPagro APP Returnable Assets Management

Objective: Reduce losses and optimize the management of returnable packaging, ensuring that every movement is recorded and linked to the corresponding client, supplier, or site.

Warehouse managers, logistics supervisors, plant coordinators, and administrative staff.

Delivery and Return Records:
Control of boxes, bins, crates, and pallets assigned to clients, suppliers, or sites.

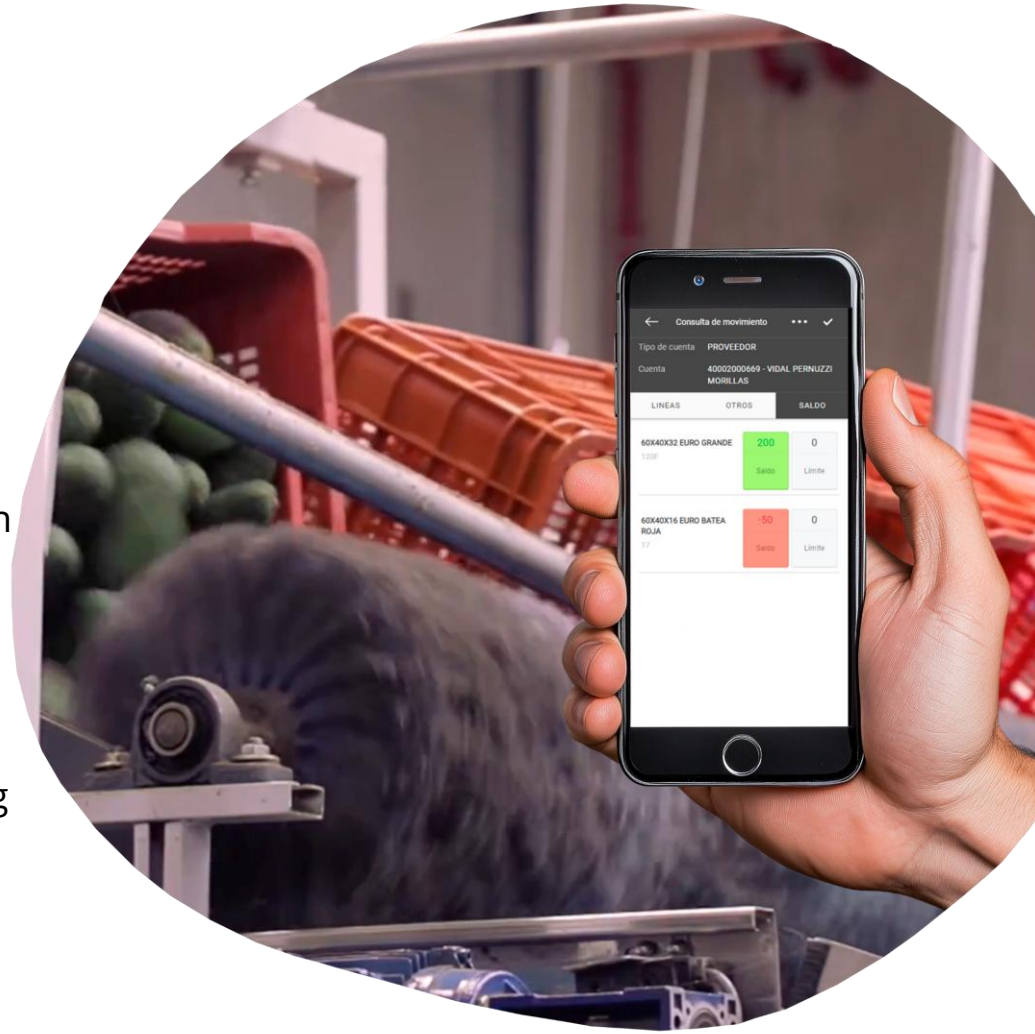
Real-Time Movements:
Inbound, outbound, and transfer tracking between warehouses or distribution centers.

Responsibility Traceability:
Association of returnable items with clients, transporters, or workers.

Balance Alerts and Control:
Identification of shortages and monitoring of pending returns.

Offline Operation:
Data capture without connectivity, with later synchronization.

Usage and Cost Reports:
Analysis of losses, recovery, and turnover of returnable assets.



ERPagro APP Sales Orders Management

Objective: Simplify order entry, reduce errors, and ensure that every order is linked to the shipping and invoicing workflow.

Sales representatives, account managers, customer service staff, and sales administration personnel.

Instant Order Entry:
Capture orders from mobile devices — in the field or at the office.

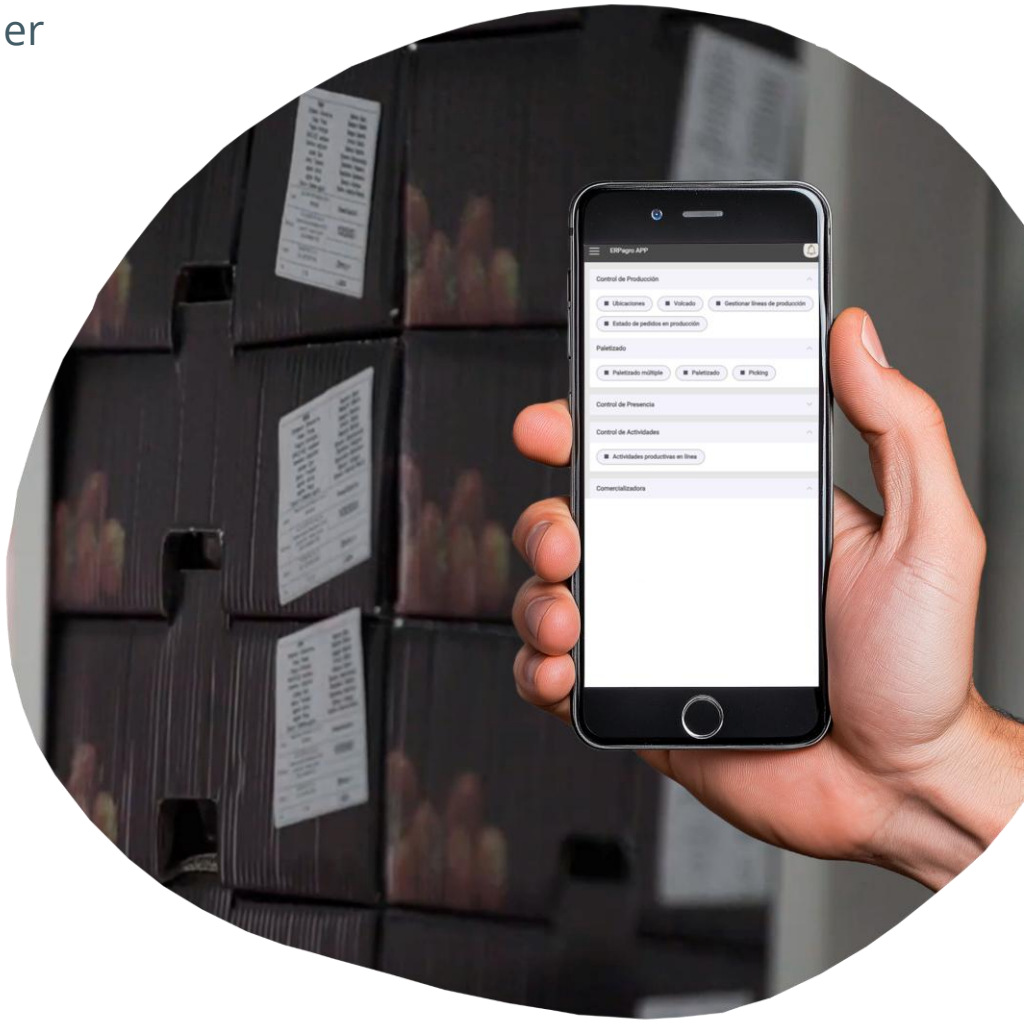
Automatic Validation:
Verification of stock availability and sales conditions.

Integration with Shipments:
Each order is automatically linked to loads and deliveries.

Document Generation:
Digital orders with instant confirmation for the client.

Customer History:
Consult previous orders, agreed prices, and special conditions.

Order Reports:
Visualization of pending, delivered, and invoiced orders.



ERPagro APP Shipping and Dispatch Management

Objective: Optimize shipping logistics, reduce errors during loading, and ensure each delivery meets the required timing, documentation, and traceability standards.

Logistics managers, warehouse supervisors, transport coordinators, drivers, and administrative shipping personnel.

Load Planning:
Organization of loads and vehicles according to orders and routes.

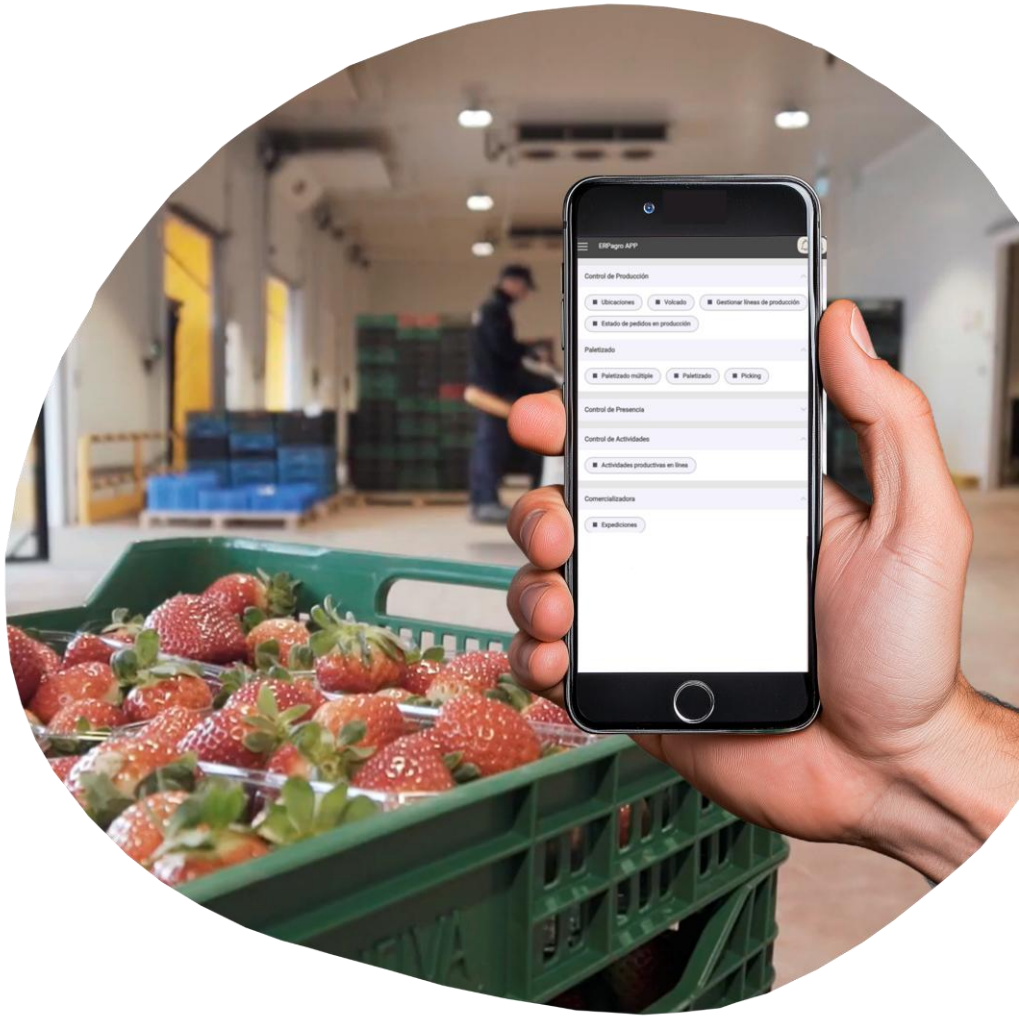
Shipment Management:
Real-time control of loadings, departures, and deliveries.

Digital Documentation:
Generation and validation of manifests, loading orders, and delivery documents.

Complete Traceability:
Link between order, load, transport, and final delivery.

Carrier Control:
Registration of transporters, responsibilities, and shipping conditions.

Alerts and Tracking:
Notifications of delays, incidents, or confirmed deliveries.



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Note: Screenshots are for illustrative purposes only. The software interface is fully available in English.

México hispatec agrointeligencia

CROSS-FUNCTIONAL SOLUTIONS: COMPREHENSIVE SUPPORT FOR AGRICULTURAL OPERATIONS

Integrates **quality, maintenance, administrative management, finance, human resources**, and **technological innovation** (**IoT and AI**) within a single environment. Tools designed to **support the entire value chain**, **optimize resources**, and **ensure efficiency** from start to finish.

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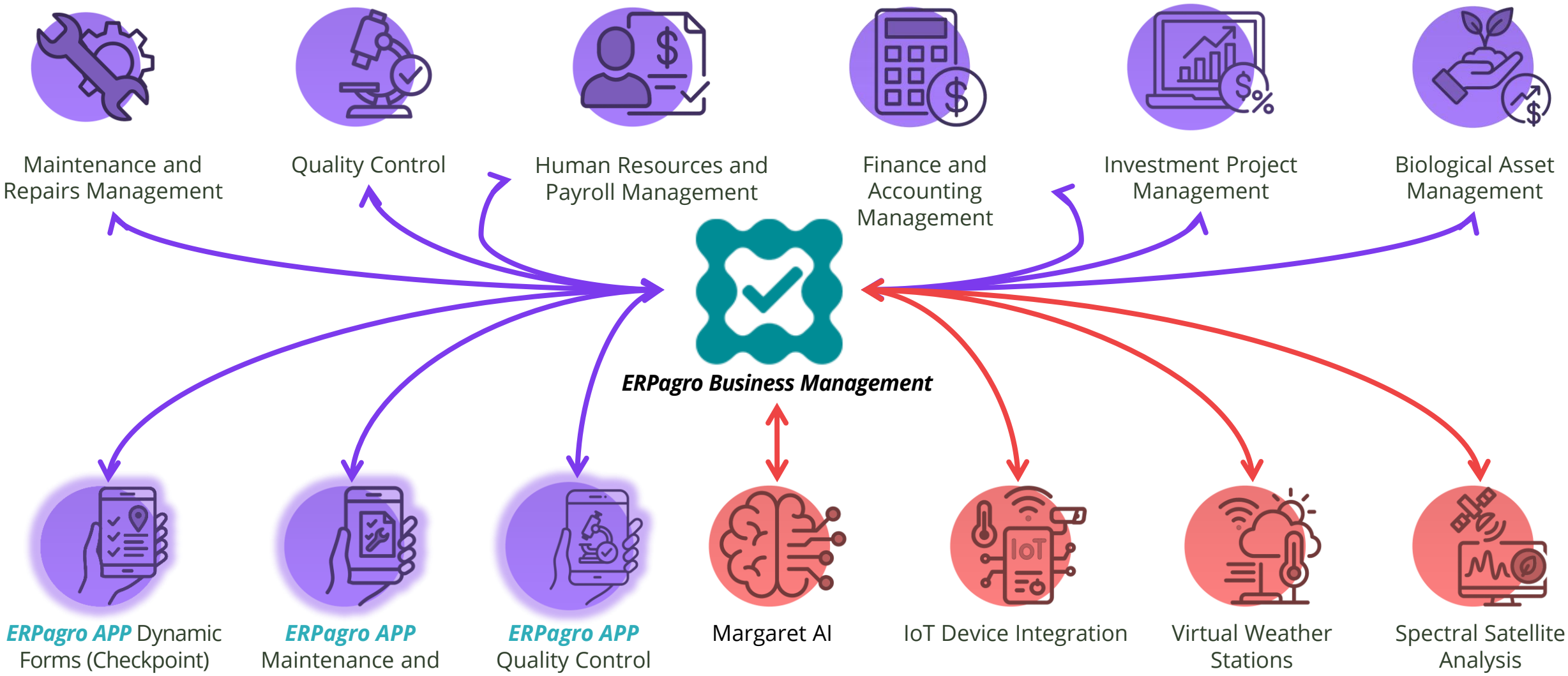
Supporting field, packing, and sales with efficient and profitable processes.

ERPagro Modules and Apps | Cross-Functional and Business Management

Cross-functional solutions that strengthen the overall management of the agricultural business — from finance, payroll, and quality control to IoT, AI, and advanced analytics. A unified platform that connects field and packing operations with strategic vision and comprehensive traceability.



Maintenance and Repairs Management

Objective: Minimize downtime and costs while ensuring financial control for each repair.

Maintenance managers, workshop supervisors, agricultural and administrative managers, cost accountants, and directors.

Work Orders:
Creation, tracking, and digital closure of maintenance tasks.

Preventive Scheduling:
Automatic programming based on usage hours, mileage, or calendar.

Spare Parts and Supplies Management:
Control of stock and consumables.

Integrated Costs:
Labor, external services, and assigned materials.

Technical History:
Digital log of preventive and corrective maintenance.

Efficiency Indicators:
Cost per hour of use, failure frequency, and equipment availability.

Quality Control

Objective: Detect and correct quality deviations early, preventing customer rejections and ensuring compliance with national and international certifications.

Quality technicians, packing supervisors, certification managers, operations managers, and commercial directors.

Configurable Inspections:
Custom checklists by client, crop, or standard.

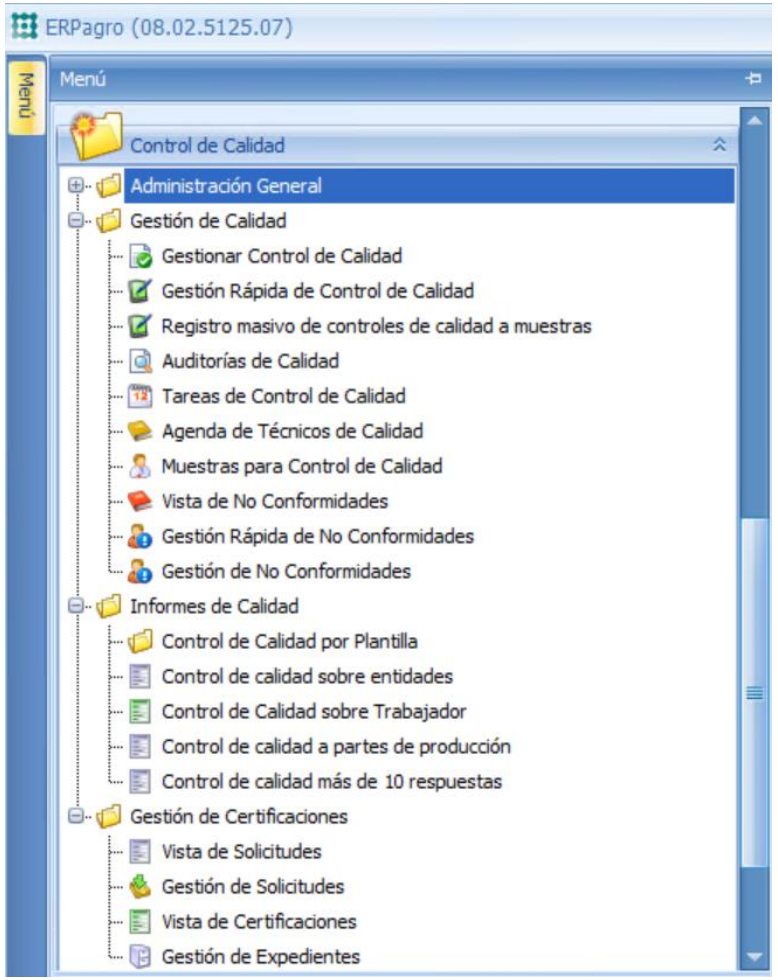
Integrates Digital Evidence in Real Time:
Photos, parameters, and signatures.

Immediate Alerts:
Notifications of non-compliance or deviations.

Incident Management:
Recording, tracking, and closing of non-conformities.

Ensures Compliance with Standards:
(GlobalG.A.P., PrimusGFS, Organic, etc.)

Traceability Integration:
Each lot linked to its quality control results.



Human Resources and Payroll Management

Objective: Optimize workforce management, reduce payroll errors, and ensure labor traceability and regulatory compliance across all areas.

Field supervisors, crew managers in packing plants, payroll, administration, and management areas.

Attendance Control:
Digital registration of entries and exits using biometrics, QR codes, or facial recognition.

Incidents and Performance:
Recording of absences, overtime, breaks, and productivity.

Legal Compliance:
Generation and storage of traceable contracts, reports, and evidence.

Contract Management:
Centralized registration, termination, and control of temporary and permanent employees.

Integrated Payroll:
Automated calculation of salaries and benefits, connected to Finance and Accounting.

Workforce Indicators:
Reports on labor distribution, crew efficiency, and performance.

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Finance and Accounting Management

Objective: Replace scattered records with a centralized, accurate, and traceable financial control system.

Finance directors, accountants, treasury managers, administrative managers, and auditors.

Automated Payments and Collections: Management of accounts payable and receivable with full document control.

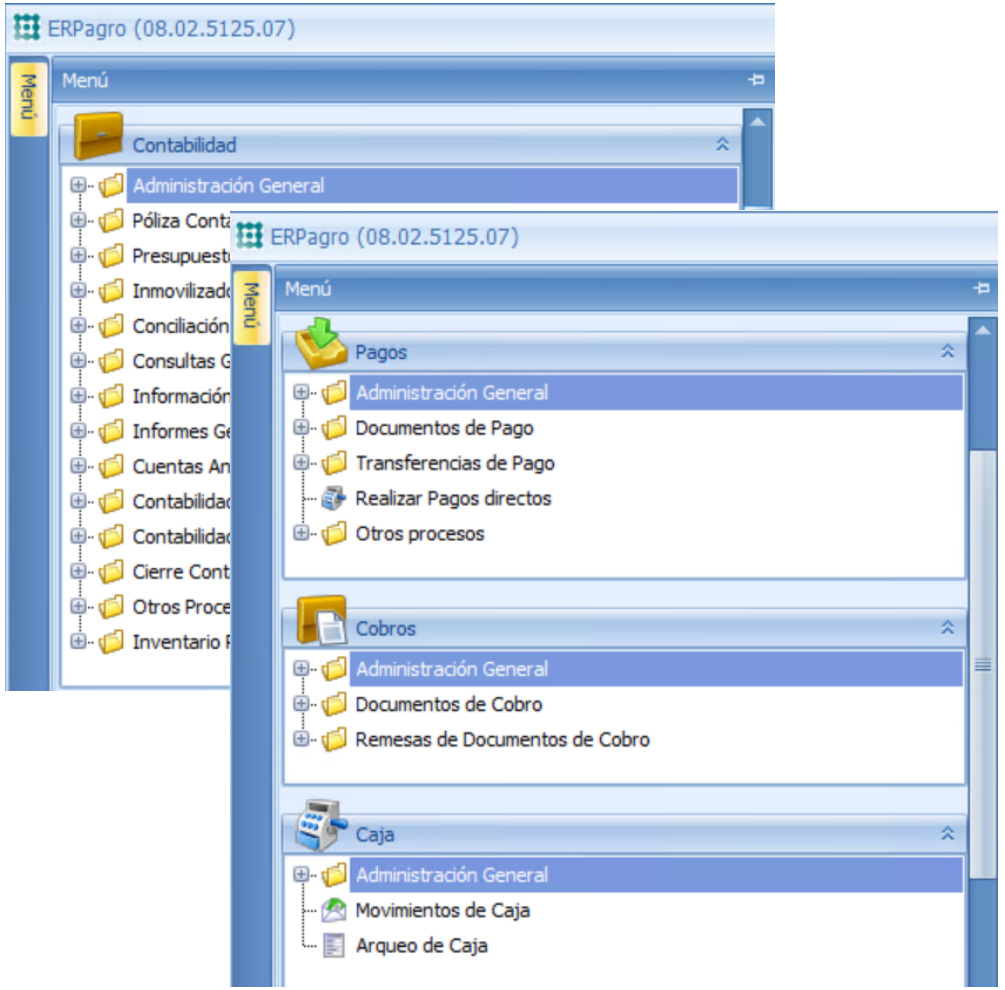
Analytical Accounting: Monitoring of costs and margins by farm, crop, client, or campaign.

Tax Compliance: Electronic Invoicing / e-Invoicing and generation of regulatory reports.

Treasury and Cash Management: Tracking of bank accounts, cash flows, and cash audits.

Budget Accounting: Dynamic budgeting with real-time comparison against actual execution.

Bank Reconciliation: Streamlined processes for identifying differences and making adjustments.



Investment Project Management

Objective: Facilitate strategic decision-making through the analysis of profitability, risk, and return on agricultural investments.

Board members, investors, financial managers, and planning officers.

Financial Simulation: Calculation of key indicators such as ROI, NPV, and IRR.

Multiple Scenarios: Comparative analysis between projects or alternatives.

Integration of Real Data: Connection with cost, production, and finance modules.

Document Management: Attachments, technical studies, and digital support for each project.

Long-Term Forecasting: Multiyear financial models with growth scenarios.

Progress Control: Monitoring of project status, budget, and deviations.

Biological Asset Management

Objective: Integrate the economic value of biological assets into financial statements, ensuring traceability, regulatory compliance, and support for strategic decision-making.

Financial directors, accountants, auditors, administrative managers, and board members.

Asset Valuation: Calculation of the present value of plantations and perennial crops.

Integrated Accounting Standards: Methodology aligned with international agricultural accounting practices (based on IFRS IAS 41 or U.S. GAAP ASC 905).

Stage-Based Control: Value differentiation according to crop age, condition, or development.

Accounting Connection: Integration with Finance, Analytical Accounting, and Budgeting modules.

Historical Monitoring: Recording and comparison of asset value over time.

Strategic Indicators and Reports: Investment metrics, generated value, and future projections.

ERPagro APP Dynamic Forms (Checkpoint)

Objective: Replace manual and scattered records with customizable and traceable digital forms, ensuring control, evidence, and regulatory compliance.

Field technicians, packing supervisors, quality managers, auditors, and administrative staff.

Flexible design: Create custom forms with text fields, numbers, checklists, and dropdown selectors.

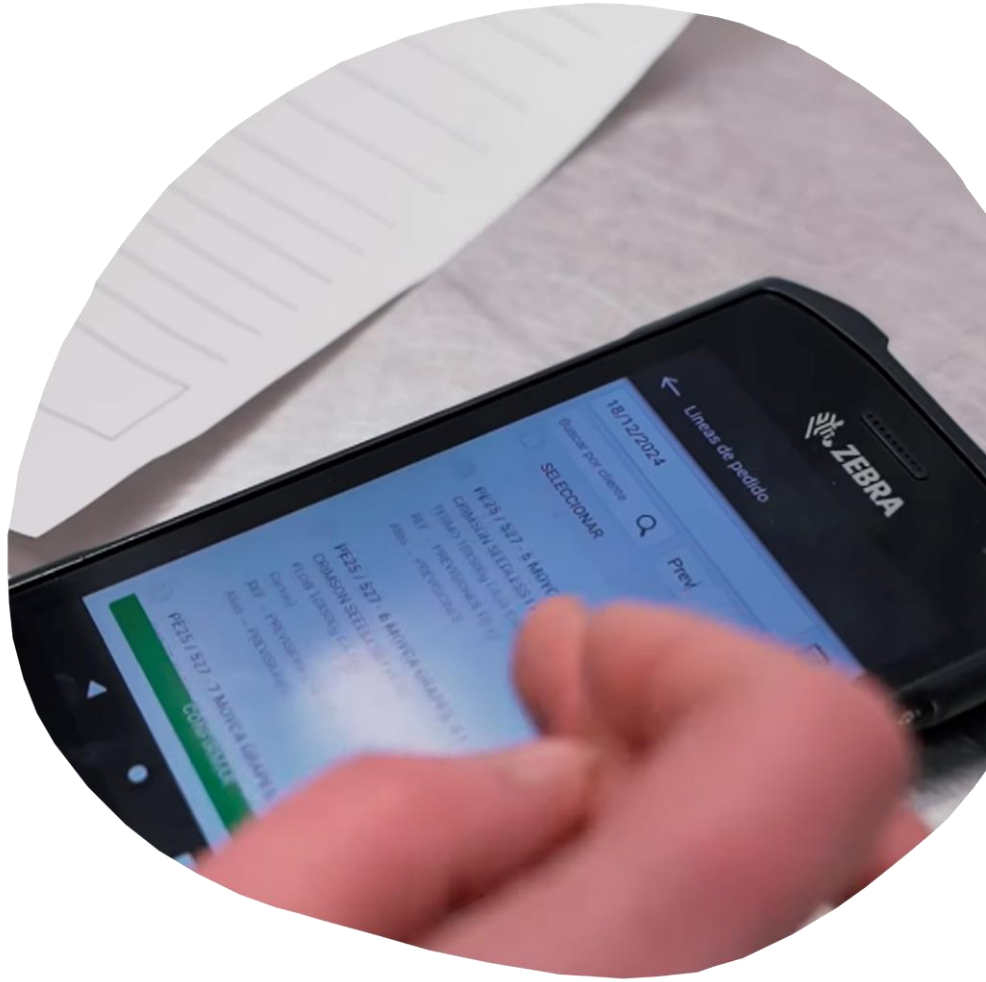
Validated data capture: Apply rules for mandatory fields, automatic calculations, and predefined values.

Integrated evidence: Attach photos, signatures, and documents directly within each record.

Offline operation: Record data in areas without connectivity, with later synchronization.

Dynamic checkpoints: Applicable to people, assets, crops, and processes.

Instant reporting: Convert collected data into performance indicators and management reports.



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ERPagro APP Maintenance and Repairs Management

Objective: Digitize the maintenance and repair process by eliminating paper records and improving the traceability of each piece of equipment.

Mechanics, maintenance technicians, workshop managers, and field supervisors.

Field recording: Capture work orders, labor, and spare parts directly from the field.

Digital evidence: Photos, signatures, and attached documents integrated into the system.

Offline operation: Ability to work without an internet connection and synchronize later

Automatic alerts: Notifications for pending or upcoming maintenance tasks.

Instant connection: Integration with ERP and the Workshop & Repairs module.

Practical applications: Failures detected in the field, packing areas, or external services.

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ERPagro APP Quality Control

Objective: Eliminate manual records, reduce errors, and ensure that quality information flows in real time to the ERP system, supporting commercial decisions and certifications.

Quality technicians, packing supervisors, certification managers, and internal auditors.

Configurable checklists: Digital forms adapted to each crop or quality standard.

Validated capture: Quality parameters with predefined ranges.

Digital evidence: Photos, comments, and signatures integrated into each inspection.

Offline mode: Operate without an internet connection, with automatic synchronization once reconnected.

Instant alerts: Notifications for critical deviations in the field or packing areas.

Reports and analysis: Graphical indicators by batch, campaign, or client.

Margaret AI

Objective: Improve decision-making through predictive and prescriptive algorithms that optimize costs, increase profitability, and reduce risks across the entire agri-food value chain.

General managers, production managers, financial officers, field technicians, and packing supervisors.

Agricultural predictions: Estimation of yields, crop quality, and input requirements.

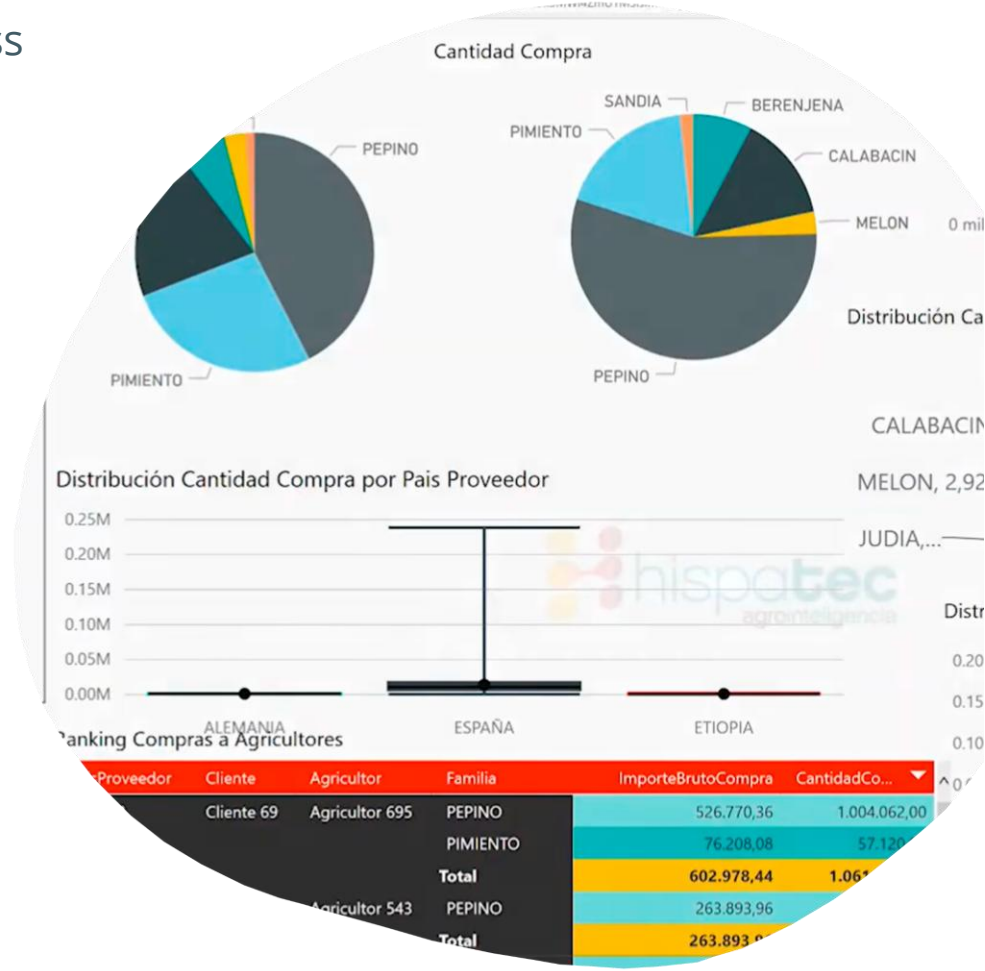
Automatic recommendations: Optimal actions for irrigation, fertilization, harvesting, and shipping.

Smart alerts: Identification of risks in the field, production, and logistics.

Cost models: Financial projections and scenario comparisons.

Trend analysis: Market behavior, demand, and price dynamics.

Resource optimization: Efficiency suggestions for labor, machinery, and logistics.



IoT Device Integration

Objective: Ensure real-time monitoring, automate critical processes, improve traceability, and guarantee efficiency across the entire agri-food value chain.

Agricultural producers, packing managers, field technicians, quality supervisors, operations managers, and directors.

Environmental monitoring: Capture of humidity, temperature, radiation, wind, and soil quality data.

Process automation: Activation of irrigation, climate control, machinery, or alarms based on defined parameters.

Industrial supervision: Integration with plant machinery and equipment for production and maintenance control.

Integration with ERPagro: Data is directly connected with production, traceability, quality, and cost modules.

Decision accuracy: Improved control in the field and packing operations.

Real-time alerts: Automatic notifications for deviations or critical incidents.

Virtual Weather Stations

Objective: Ensure decision-making based on reliable climate data, reducing production risks, improving planning, and ensuring traceability under environmental conditions.

Field technicians, agronomists, production managers, and heads of quality, logistics, and management areas.

Weather predictions: Local and regional models that anticipate climate changes.

Automated alerts: Notifications for climate risks such as frost, storms, heavy rain, or drought.

Integration with ERPagro: Data linked to crop tasks, input applications, irrigation, and crop protection.

Real-time climate monitoring: Recording of temperature, humidity, wind, radiation, precipitation, and other parameters.

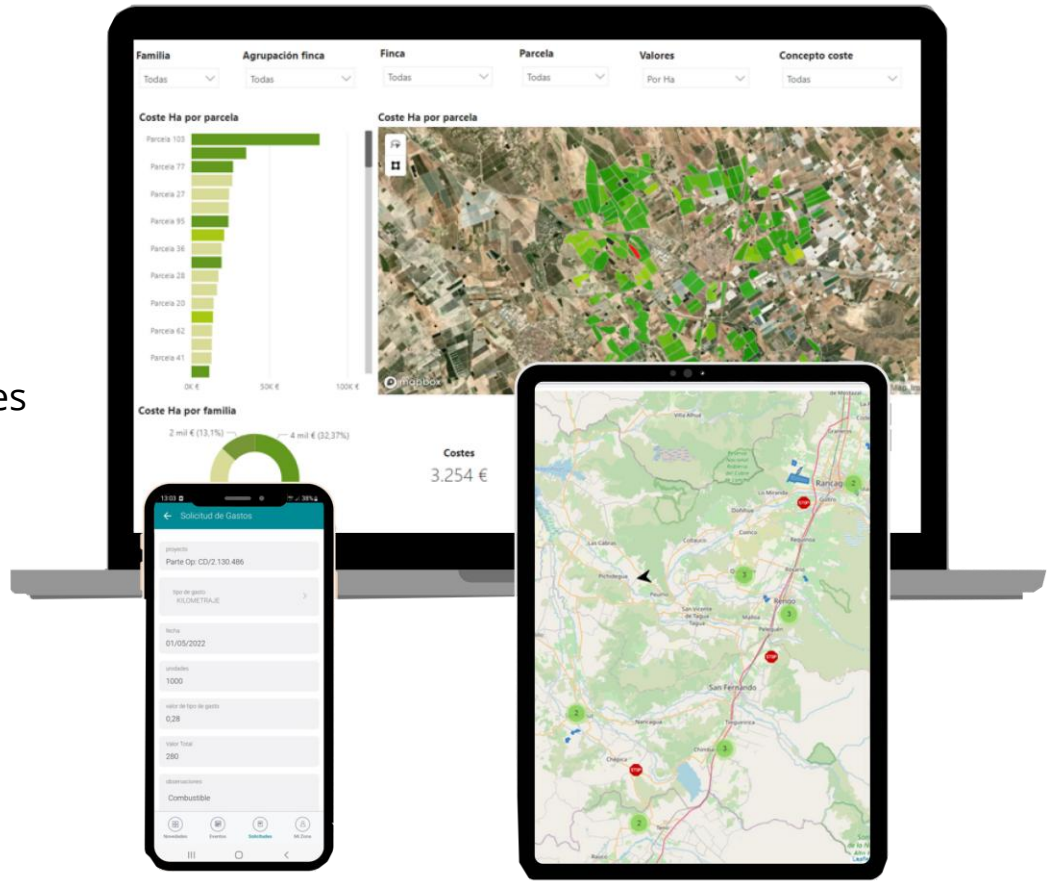
Climate history: Data storage for comparative analysis, audits, and certifications.

IoT compatibility: Integration with soil sensors, physical stations, and satellites.

Spectral Satellite Analysis

Objective: Support irrigation, nutrition, and crop protection decisions based on satellite imagery and predictive models.

Agronomists, field technicians, production managers, and heads of quality, management, and logistics areas.



Periodic satellite monitoring: Access to updated images of plots and fields.

Early detection: Identifies water stress, pests, and nutrient deficiencies.

Continuous monitoring: Tracks crop evolution throughout the season.

Input optimization: Applies fertilizers and irrigation with precision.

Integration with ERPagro: Data linked to crop activities, applied inputs, and recorded production.

Agricultural profitability: Reduces costs and improves yields.

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Data Sheets

Download the descriptive data sheets and explore in detail the features, workflows, and integrations of each module, app, and service.

ERPagro - Pre-Harvest

Efemis - Field

ERPagro – Post-Harvest and Packing

ERPagro – Cross-Functional Business Management

Contact us for a Demo or Proof of Concept

At **Hispatec**, we are ready to partner with you on your agri-food digital transformation journey. Request a demo, and a specialized consultant will contact you (in English) to schedule a personalized session. We bridge the gap with seamless remote support.

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