Agrisoft Systems

NEWSLETTER

Message from the Management

Agrisoft looks towards the future under new management

Dear Customers,

With the untimely passing of Armin Gfroerer Kerstan, founder and late President Director of Agrisoft Systems, January 2012 marked the start of a new chapter for the company. Following on from initial ideas developed more than 20 years ago, Armin founded Agrisoft Systems in 1998 to provide purpose-built agronomic management support software designed specifically for the ever-growing oil palm sector. Over the years, the company prospered and grew to include a programming and administrative staff currently numbering over 10 people. The experienced programming staff is led by Betanto Puttanto, Head of Technical Development, who has more than 7 years' experience developing the OMP software and is profiled in more depth on page 3 of this newsletter.

Following the death of Armin I have taken over the position of Managing Director of Agrisoft Systems. As Armin's son I have always followed the development of OMP closely. I studied physics and mathematics and in 2010 obtained a physics Diploma with highest marks from the University of Heidelberg, Germany.

Message from the Management

While collaborating with a global network of researchers, I am currently completing my PhD thesis in physics. I am confident that my science background as well as my analytical skills and communication abilities will be great assets in continuing the development of OMP to meet the needs of the complex world of oil palm management.

The success of Agrisoft Systems and its flagship product OMP was always built on two main principles. The first is a strong emphasis on cooperating with leading oil palm agronomists, plantation managers and researchers to analyze requirements in order to create software which meets the needs of the end user. The second is the commitment to providing long-term and in-depth customer support to help each customer achieve the best results with their OMP installation, and to keep OMP up-to-date with the changing needs of oil palm management.

The staff of Agrisoft Systems remains committed to upholding these principles to maintain OMP's industry-leading position in the field of oil palm agronomy management software. Additional expertise will be provided by a board of advisors including leading oil palm specialists that have agreed to support Agrisoft in an advisory capacity. Advisors include William Griffiths (Operations Advisor of the Kula Group, NBPOL), William Henderson (PT Smart Tbk.) and Thomas Fairhurst (Tropical Crop Consultants Limited). I am confident that access to such a range of experience in oil palm management and agronomy will help Agrisoft maintain the high standards that our customers have become accustomed to. A selection of software improvements and upgrades scheduled for release in 2012 are previewed in the "Developers desk" section on page 5 of this newsletter.

We look forward to meeting the challenges ahead and further developing Agrisoft Systems whilst remaining true to the principles instilled in the business by Armin Gfroerer Kerstan.

Yours faithfully,

Max Kerstan
Managing Director

Who's behind OMP

Head of technical development: Betanto Puttanto

Betanto Puttanto, or Beta as he is known to most, was born in Tegal, Central Java, on 19 September 1982. Beta developed a deep interest in computers from a young age, to the extent that when still at school he even preferred spending his resting time in the multimedia room to practice his computer skills. After graduating from SMA 7 Jogjakarta in 2001, Beta continued his studies about software development and programming. For Beta, programming is an art and programmer is the artist.

In 2005 Beta joined Agrisoft Systems and started working with Armin Gfroerer Kerstan in developing OMP. His excellent programming skills and meticulous

attention to detail allowed Beta to quickly become one of Agrisoft's most important employees. Armin and Beta often worked closely together in developing concepts for new features requested by customers or in finding solutions to existing problems.

Who's behind OMP

Although he worked mostly behind the scenes, Beta's very good English skills also allowed him to act as contact person for the customers of Agrisoft Systems in software development or support issues. Throughout his time at Agrisoft has always been active in the activities organized by the company, for example acting as trainer in the software training sessions offered by Agrisoft.

He states: "I am looking forward to the challenges and responsibilities of my new position, and am confident that the Agrisoft programming staff and I can continue to improve OMP. In particular, I eagerly anticipate the chance to work much more directly and closely with our customers on software development questions. I hope and believe that we can keep and continue the legacy that Armin has built."

Since January 2012, Betanto holds the position of Head of Technical Development at PT. Agrisoft Systems and is responsible for the development of all software products. His 7 years of experience in developing OMP have given Beta an in-depth understanding of all aspects of OMP and its Add-Ins and will be invaluable in continuing its development.

From the developers desk

A selection of the on-going developments and plans which are part of our constant efforts to continue to improve Agrisofts products.
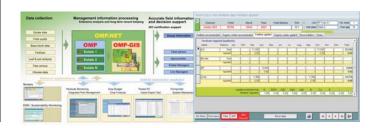
New Applications

OMP-AI Weather Station Recording (OMP-AI WSR)

New add-in to record and analyze weather and climate data

OMP-GIS for ArcGIS

GIS analysis compatible with ArcGIS

Development plans

OMP-AMIS Enterprise Edition

Web based application for main office (group level) using SQL-Server Reporting Service (SSRS)

OMP-AMIS for SQL-Server

Migration from MS Access based to SQL-Server based databases

New Features and additions

OMP-DBMS

1. New "Under Development" stage for blocks under replanting.
2. Diesel consumption analysis
3. Greenhouse gas emission module

OMP Nursery

By batch analysis for fertilizer program and vegetative growth

OMP-AI Crop Budget

1. Improved data entry format
2. Data of previous four years included for more reliable budgeting