



# Agrisoft Systems NEWSLETTER

Fourth Edition, Oct. - Dec. 2012

## Message from the Management

# Season's greetings and look back at the year 2012

**Dear Customers,**

**Agrisoft Systems team would like to wish all our customers and friends a merry Christmas 2012 and all the best for the coming year 2013!**

The year 2012 was a year of many changes but also of exciting new opportunities for Agrisoft Systems. The year started on a very bad note with the untimely passing of Armin Gfroerer Kerstan. As founder and President Director of Agrisoft Systems, Armin was in many ways the heartbeat of the company and had built close relationships with many of our customers over the years. Armin's death was followed by a reorganization of the company structure, with myself assuming the position of Managing Director and Betanto Puttando taking over further responsibilities regarding programming coordination in his new role as Head of Technical Development. In addition, the Agrisoft team was strengthened by the arrival of Nina Memenga, who will take over the position of Head of Systems Analysis and Software Design in the next year.

After this initial period of internal reorganization, the Agrisoft Systems development team continued working throughout the year on improving OMP and its AddIn programs. This work culminated in the release of the new OMP version 8.7.01 in August, which includes many suggestions and requests from our customers as well as other improvements. The new version was as always provided free of charge for our customers with active maintenance and upgrade agreements (MUAs). The upgrade for our customers in Papua New Guinea was carried out during an extensive site visit by Betanto Puttando, during which he also collected many further suggestions to be included in future OMP updates. Besides the ongoing work





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on the existing programs, the Agrisoft Systems team has been working on several new projects over the last year, including an OMP extension to create long-term crop budgets and a customization of the OMP Tissue Culture database. Both projects will hopefully be completed in early 2013, when we also plan to release a new AddIn for more precise analysis of crop performance based on daily harvesting data. Another on-going development project concerns extending and improving the new OMP-SIS Smallholder Information Systems AddIn, the first version of which was released in the autumn of 2012.

Agrisoft Systems is pleased to note that the total oil palm plantation area managed using OMP has continued growing in 2012. Part of this has been due to the growing popularity of OMP in the oil palm sector in Latin America, which has resulted in a considerable increase in the OMP-licensed area in Guatemala, Panama and Colombia. In addition, the release of the new dedicated SIS AddIn has

been accompanied by the installation of OMP for significant areas of smallholder oil palm cultivation, predominantly in Papua New Guinea.

In connection with the new OMP installations of the past months, Agrisoft Systems has carried out operator trainings for the Oil Palm Industry Corporation (OPIC) in Popondetta, Papua New Guinea and for another plantation in West Sumatera that is new to OMP. A more complete account of these training visits can be found in the later sections of this newsletter. In addition, we continue our series "Who's Behind OMP?" with a profile of Alam Pramono and conclude the newsletter with an overview of some of our current software development plans.

Best regards,

Max Kerstan  
Managing Director







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## Who's behind OMP

### IT Support Staff:

# Alam Pramono

It is self-evident that high quality internal IT support and maintenance of the IT infrastructure is essential for a functioning software company. In this edition of the newsletter we will profile Alam Pramono, a multi-talented member of the Agrisoft Systems staff who is responsible for the internal IT administration. Alam was born in Yogyakarta, on March 20, 1985. Since childhood, he exhibited a deep interest in both software and hardware aspects of computer systems. As Alam's familiarity with computers grew so did his fascination with this subject, which made him dream of being a programmer. Therefore, after graduating from SMA 2 Yogyakarta in 2004, Alam continued his study at STMIK Amikom Yogyakarta, a university specializing on IT and computer science.

After graduating from STMIK Amikom, Alam joined the Agrisoft Systems team in 2008. His very good programming skills allowed Alam to contribute heavily to completing the OMP Add-In Pesticide, amongst other projects. Always eager to add to the knowledge that supports his work as a programmer, Alam has attended several additional seminars such as a seminar on MS. Access 2010 in Jakarta and a seminar on MS. Visual Studio.NET at Gadjah Mada University, Yogyakarta. Armed with this knowledge, one of Alam's main tasks was to explore possibilities of creating a Visual Basic-based version of OMP.

After the conclusion of these projects, Alam's sound knowledge of hardware and software aspects of computer networks made him the ideal choice to handle networking affairs at Agrisoft



Systems, and his current tasks include maintenance of the local and remote servers and the Agrisoft local area network. In addition Alam performs a variety of internal IT support tasks including software installations, SQL Server maintenance, handling systems security and managing office infrastructure. Alam hopes that in this capacity he can help Agrisoft Systems to expanding not only in the palm oil sector but perhaps also towards other crops. Alam says: "I hope to see OMP-AMIS installed on the computer of every oil palm agronomist sooner rather than later!"



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## Visit Reports

# OMP Operator Training at Papua New Guinea and Sumatera

By: Max Kerstan

At Agrisoft Systems we are committed to helping all our customers get the best out of their OMP management software. In particular, we offer a range of different OMP operator and user training courses covering all levels from basic OMP use to advanced data analysis using OMP and OMP-GIS. For more information on the various training courses offered, please contact [marketing@agrisoft-systems.com](mailto:marketing@agrisoft-systems.com). Our operator training courses are usually held at the Agrisoft Systems head office in Yogyakarta, but training visits to our customers' plantation offices can also sometimes be arranged. In November 2012, we carried out two such visits to West Sumatera and Papua New Guinea to conduct basic OMP user and operator trainings in connection with new OMP installations.



One site visit was carried out by Nina Memenga and myself to the Popondetta, Oro Province office of Papua New Guinea's Oil Palm Industry Corporation (OPIC) in the middle of November 2012. OPIC is a statutory body committed to increasing the sustainability and productivity of the oil palm smallholder community, who account for a significant portion of the area under oil palm cultivation in Papua New Guinea. The vicinity of Popondetta is home to smallholder oil palm farms covering a total area of ca. 12,000 ha, who sell their produce to the palm oil mill operated by Higaturu Oil Palms. Following the recent release of the OMP-SIS Smallholder Information Systems AddIn, a dedicated OMP database managed by Higaturu Oil Palms for these smallholder areas was installed





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Oct. - Dec. 2012

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in September 2012. To be able to make use of this data pool for their work with the local smallholder community, a copy of the Higaturu smallholder OMP database was installed at the OPIC Popondetta office during our visit in November 2012. As the maintenance of the database is handled by Higaturu Oil Palms, the four-day user training at OPIC focused mostly on data analysis and use of the OMP-SIS AddIn. I am confident that the newly installed OMP database will become an invaluable tool for OPIC's work with the smallholders around Popondetta, and I am personally very much looking forward to continuing our cooperation in the future as we look to further improve the OMP-SIS AddIn. We would like to thank the OPIC Popondetta Project Manager Mr. Leo Ruki and his team for the very warm welcome afforded during our visit. In particular we very much enjoyed the many interesting tales about the people and culture of Papua New Guinea that we were told during the training coffee breaks not to mention the wonderful original Oro Province hats and bags that we were presented with on our departure! Further thanks go out to the team at the Higaturu plantation guest house who made sure we had a wonderful stay.

On our other recent site visit we visited a new OMP client in West Sumatera, Indonesia. This OMP training was extremely well-attended, with an audience of more than 15 people encompassing agronomists, IT administrators and OMP operators. Due to the unusually large number of participants Agrisoft Systems sent a team consisting of the three trainers Nina Memenga, Betanto Puttando and myself to carry out this training. The operator training held during our visit covered a range of topics from basic data entry and maintenance procedures to data analysis with OMP, as well as using OMP-GIS and the other OMP AddIn programs. In addition, we assisted the local users with the installation and setup of the site-specific OMP database, in particular regarding the import of existing agronomy data and incorporating estate GIS maps. We would like to warmly thank the entire team at the plantation involved not only for the great hospitality during our visit, but also for their eager participation and many interesting questions and suggestions that made the training a very enjoyable experience.

Our recent experiences recounted above once again reinforced the importance of training and support site visits to our customers, both to gather valuable feedback and suggestions for improvements of our products and to ensure that our customers are getting the best out of OMP. I for one am certainly looking forward to maintaining the close ties with many of our customers through further personal visits in the coming year!





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## From the developers desk

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

### Long-term Development Plans

- Portable version of OMP and OMP-GIS independent of Microsoft Access and MapInfo
- Module for import of field audit data from handheld GPS devices
- Improvements of graphical user interface and query speeds
- Web-based data reporting

### Current Project

#### OMP-AI HRR

- New "Harvest Round Recording" AddIn
- Record harvesting events on a daily basis
- Precision analysis of crop performance on daily, weekly, fortnightly, 4-weekly and monthly basis with large selection of built-in reports
- Automatically update monthly yield data in OMP based on the daily harvesting records

### Planned features and additions

#### OMP-DBMS

- Recording of flooding events

#### OMP GIS

- Possibility to export thematic maps to handheld GPS devices
- Possibility to collect data with handheld GPS using customized OMP data dictionary

#### OMP-AI SIS

- Create filterable reports to print selected farmer data
- Improve survey data analysis possibilities

#### OMP-AI Crop Budget

- Add possibility to change block details compared to reference year for more realistic planning