

AGRONOMICA CLIENT'S SUCCESS STORY

JOSAPAR





The Client:

Josapar is one of the largest food product companies in Brazil, originating in the state of Rio Grande do Sul. Today, its products are present in points of sale throughout the country and are exported to more than 40 countries, establishing the company as one of the main suppliers to the Brazilian retail network.

A great Family

Client Challenge:



Josapar Products

Before the system integration, requests were initially created in Josapar's internal software and then had to be manually entered into the laboratory's system, which increased processing time and caused rework for the teams involved. This workflow negatively impacted operational efficiency, especially given the high volume of demands.



Rice plantation – Source: Cleiton Ramão IRGA

With the integration of the systems, this scenario was transformed. The process became more agile and streamlined, significantly reducing the time needed to create analysis requests. Considering that the company performs more than 200 analyses per year with Agronômica, the gains in productivity, standardization and reliability were substantial, establishing the integration as a strategic advantage for the business.



Rice plantation – Source: IRGA

How We Solved the Client's Problem:

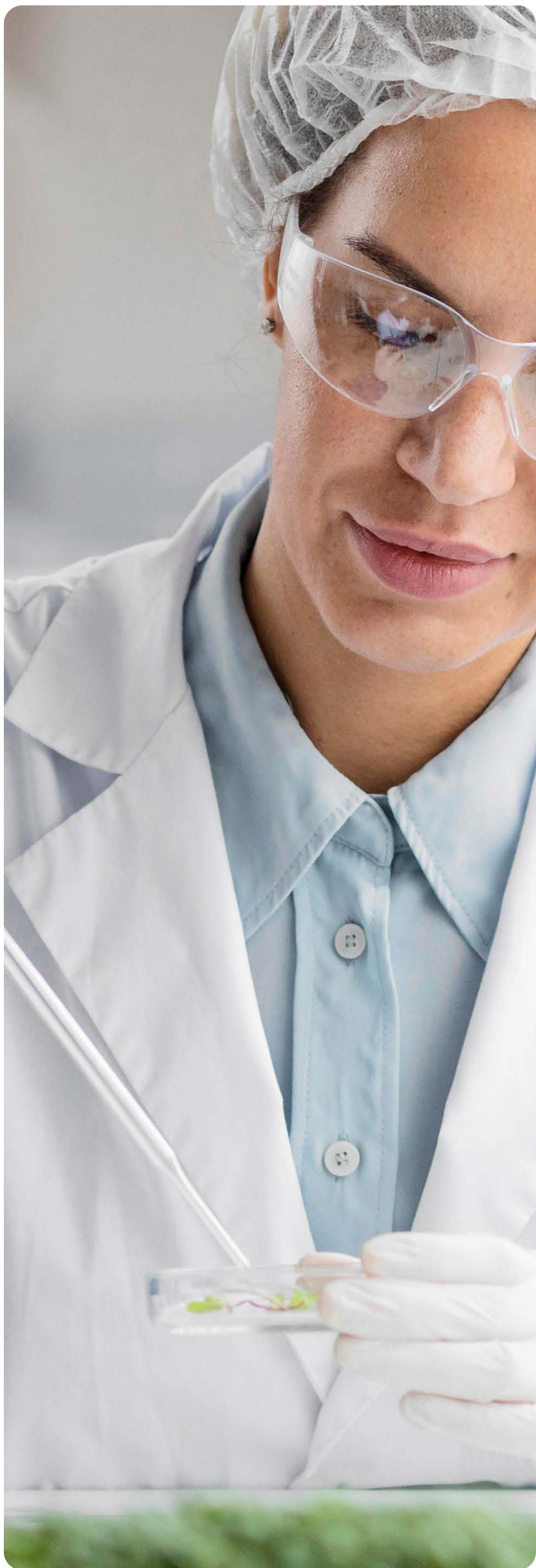
Agronômica developed a system designed to meet the laboratory's operational needs and provide an efficient experience for its clients. We identified that the client needed to access our portal daily to generate analysis requests and view test results. Since this process was part of their daily routine and not an isolated task, recurring difficulties arose in accessing and navigating the portal.

With this in mind, we developed a direct integration with the client's internal system, allowing all requests and result consultations to be performed within the environment they already work in. This improvement brought agility, convenience, and eliminated access barriers, significantly simplifying the client's daily workflow.



Beans plantation – Source: Revista

With the new integration module, the client now submits requests directly through their own internal system, in a transparent and unified way, without the need to access external platforms. Information is automatically transmitted to Agronômica's system, ensuring greater speed, data reliability, and operational efficiency, while strengthening the partnership between the companies.



Implementation Process:

To gain an in depth understanding of the client's needs, collaborative meetings were held involving the IT teams from Josapar and Agronômica, the system provider, and the Commercial and Quality departments. This joint effort was essential to ensure that the integration fully met the security, traceability, and compliance requirements that are fundamental in phytosanitary analysis processes and indispensable for import and export operations.

Numbers and Metrics:

After the integration was implemented, the client began operating with a much more agile, reliable and scalable process. Order entry became instantaneous, as requests are generated in the client's internal system and automatically transmitted to Agronômica's system. This automation eliminated manual steps, significantly reduced the risk of typing errors, and minimized rework.

Even without formal time metrics, the feedback was extremely positive, clearly demonstrating gains in operational efficiency, information security, and process standardization. As a result of these benefits, the annual volume of samples submitted increased, and the relationship with the client was strengthened, directly contributing to their loyalty and establishing the integration as a competitive advantage in the partnership.



Client Testimonial:

“Talking about an integration project in the age of Artificial Intelligence that we live in today seems very easy.

However, this happened more than 10 years ago, and we are grateful every day for this pioneering spirit and initiative of our teams, both from Josapar and Agronômica.

We can only express our gratitude for the enormous productivity gains over this period, and it's impossible to imagine how we would be without this process that guaranteed us speed in sample registration, analysis results, and especially in issuing the final report in record time.

I am certain that actions like this have helped and continue to help us maintain our leadership in Brazilian rice exports.”



Analysis of rice grains in the laboratory



Analysis of rice grains in the laboratory



Analysis of rice grains in the laboratory

Success Factors of the Partnership:

Agronômica stands out, so far, as the only laboratory to offer this level of personalized service, developed specifically to integrate with clients' systems. The solution is already being expanded to other partners with high request volume, reinforcing Agronômica's position as a reference in innovation, efficiency, and customer focus.

Adaptability:

Agronômica remains continuously attentive to client needs, developing solutions that go beyond laboratory analysis itself. Our team is encouraged to practice active listening and propose improvements throughout the entire service chain, ensuring a comprehensive, efficient, and truly differentiated experience.