

# AZOTI

Where Local Means Local

A SaaS solution enabling commercial food buyers to reduce costs by efficiently sourcing from hyper-local farms.

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## Four Steps to Easy Hyper-local Sourcing

1

Choose Farms or Food Hubs to Partner

Simple & Quick Implementation!

Commodity	Variety	Producer Name	Production Method	Packaging	Selling Price	Pledge Amount	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>Fruits</b>																			
<b>Apples</b>																			
Apples	Pippin	Hoen's Orchard	Conv	Bu. Box	\$35.58	4.0									✓	✓	✓		\$569.28
Apples	Red Delicious	Hoen's Orchard	Conv	Bu. Box	\$35.58											✓	✓	✓	
Apples	Staygreen	Hoen's Orchard	Conv	Bu. Box	\$35.58	2.0									✓	✓	✓		\$284.64
Apples	Yellow Delicious	Hoen's Orchard	Conv	Bu. Box	\$35.58										✓	✓	✓		
<b>Berries</b>																			
Berries	Currant, Red	Hoen's Orchard	Conv	Quart	\$4.79						✓	✓	✓	✓	✓	✓	✓		
Berries	Raspberries	Hoen's Orchard	Conv	12 CT Flat (Pint)	\$52.00	3.0						✓	✓	✓					\$468.00
Berries	Strawberries	Greenhouse	Conv	8 CT Flat (Pint)	\$32.85							✓	✓	✓	✓	✓	✓		
Berries	Strawberries	Kahrs Farms	Hydro	8 CT Flat (Pint)	\$32.85	4.0					✓	✓	✓	✓	✓	✓	✓		\$1,182.80
<b>Currants</b>																			
Currants	Red	Hoen's Orchard	Conv	Quart	\$4.79						✓	✓	✓	✓	✓	✓	✓		
<b>Lemons</b>																			

2

Plan Your Demand

- Verify Supply
- Get 1-price for entire season
- Access UNIQUE varieties

3

Order Transparently & Efficiently

- View products stocked in warehouses & "in the field" of farms ready for pick
- Maximize freshness, reduce waste via just-in-time ordering

**Parsley**  
Italian Flat Leaf  
Green City Growers

Availability: J J A S O N X

Price: \$14.75 / \$14.00/5 Lb Case (Loose)

Available: 56

- Small Farm
- Certified Organic Practices
- 25 miles from Farm to Table
- 2 Days from Harvest
- Price Rules per Location
- Monthly Availability (June, July, etc.)
- In-the-field / Just-in-Time Availability

4

Generate Marketing Materials & Actionable Data

## Demand Planning

### Off-Season

Buyer Forecast  
Farmer Crop Plan

## Just-In-Time Ordering

### Harvest Time

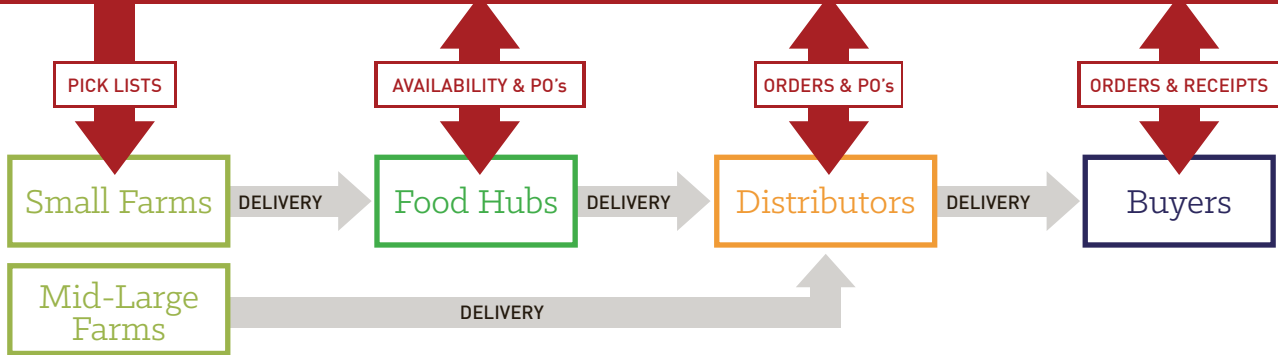
Transparency  
Waste Reduction

## Analytics & Monitoring

### Services

Customizable Reports  
Demand Plan Optimization

# AZOTI | KEY FEATURES



## BUYERS BENEFITS



One price for the season and more product variety



One platform for J-I-T & Next Day Orders with transparency & traceability



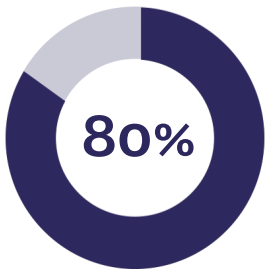
One purchase order, one delivery



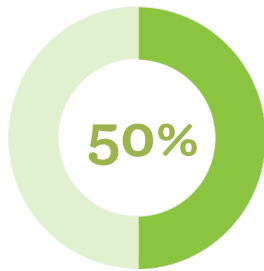
One invoice for Buyers. Distributor pays Producers

## DISTRIBUTORS SAVINGS

If just 25% of food orders utilize the Azoti process:



Food waste is reduced by **80%**



Net profits **increase** up to **50%** in one year

### Food Waste Reduction Factors

Food Waste Reduction Factors	Current	Azoti
Time spent haggling producers <b>per week</b>	<b>4 hrs</b>	<b>0 hrs</b>
<b>Delivery accuracy:</b> PO vs. actual delivery	<b>80%</b>	<b>99%</b>
Avg. price premium spent on sub product	<b>35%</b>	<b>10%</b>
% of total wasted purchases (spoilage)	<b>20%</b>	<b>3%</b>
Time-from-harvest to buyer	<b>7 days</b>	<b>2 days</b>
Credits issued / month (% of total)	<b>3%</b>	<b>0.3%</b>

## FARMERS EFFICIENCIES

### Azoti Services for Farmers

- 1** Capture Off-Season Commitments from Buyers
- 2** Facilitate Logistics & Food Safety
- 3** Monitor Off-season Commitments vs. In-Season Orders

### Your Tasks as a Farmer

#### Off-season:

- Enter your product info
- Receive "pre-orders" from committed buyers
- Adjust your grow plan

#### In-season:

- Enter availability 3 - 7 days in advance
- Receive orders from Azoti, before you harvest
- Pick & pack only what's been sold
- Deliver or have ready for pickup