

AZOTI

Making Sustainable Food Sourcing Profitable

A web-based supply chain mgt solution facilitating direct relationships between foodproducers and buyers while enhancing existing logistics and IT systems.

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4 Steps to Transparency & Profitability

1

Choose Farms or New Brands 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
Fruits																			
Apples																			
Apples	Pippin	Hoen's Orchard	Conv	Bu. Box	\$35.58	4.0													\$589.28
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														
Berries																			
Berries	Currant, Red	Hoen's Orchard	Conv	Quart	\$4.79														
Berries	Raspberries	Hoen's Orchard	Conv	12 CT Flat (Pint)	\$52.00	3.0													\$498.00
Berries	Strawberries	Greenhouse	Conv	8 CT Flat (Pint)	\$32.85														
Berries	Strawberries	Kahrs Farms	Hydro	8 CT Flat (Pint)	\$32.85	4.0													\$1,162.80
Currants	Currants	Hoen's Orchard	Conv	Quart	\$4.79														
Lemons	Lemons	Hoen's Orchard	Conv	Quart	\$4.79														

2

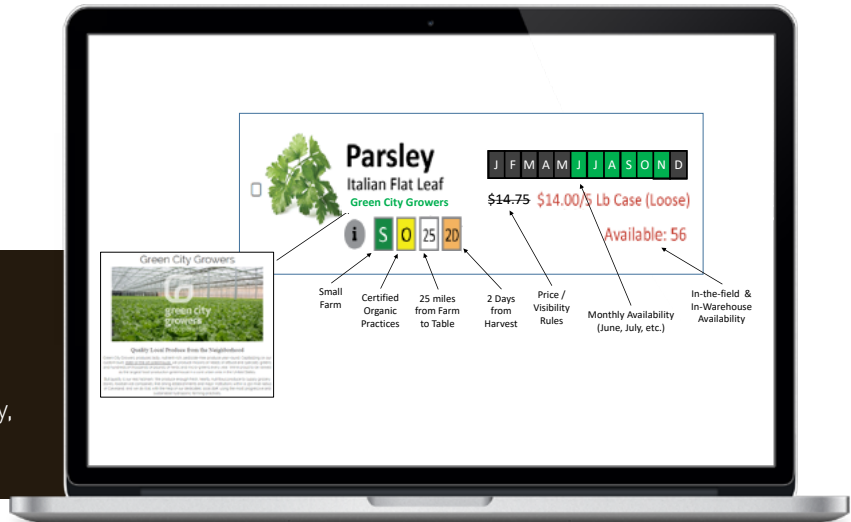
Plan Your Demand

- Verify needs vs. seasonal capacity
- Get 1-price for entire season
- Access UNIQUE varieties

3

Order Transparently & Efficiently

- Complements & enhances existing IT order systems
- Detailed data accessible by all - producer stories, seasonality, distance & harvest time



4

Generate Marketing Materials & Actionable Data

Demand Planning

Off-Season

Buyer Forecast
Farmer Crop Plan

Just-In-Time Ordering

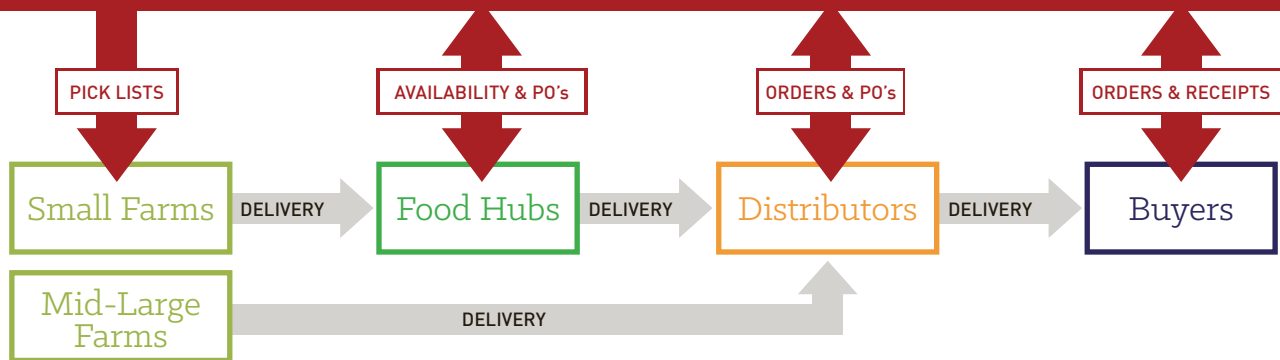
Harvest Time

Pull / Push Inventory Mgt
Waste Reduction

Analytics & Reporting

Services

Customizable Reports
Marketing Materials & Displays



FOOD BUYER BENEFITS



One price for the season and more product variety



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



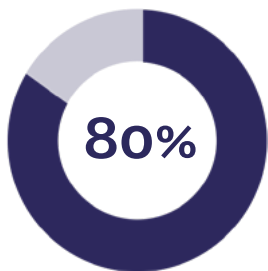
One purchase order, one delivery



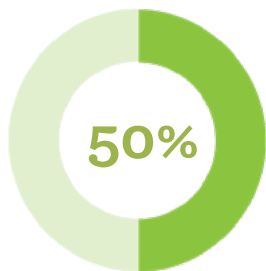
One invoice for Buyers. Distributor pays Producers

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

FOOD PRODUCER 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