

How Can Mobile Technology Help Workers in Global Citrus Fruit Groves Save Time and Feel More Engaged?

Lemons, tangerines, oranges, and grapefruits – these are the juicy and delicious fruits produced and packaged by Argentinian citrus company San Miguel. Each year San Miguel exports 150,000 tons of fresh fruit to customers worldwide. Volume like that can require up to 7,500 employees during the harvest season. So, careful activity planning in the groves is a must. Until recently, grove workers were required to log tasks manually, creating paperwork and making it hard for management to react quickly to changes.

With SAP® Cloud Platform SDK for iOS, San Miguel has created a mobile app that management and workers can use to plan, list, track, and update grove activities. Not only does this save time, but it also helps grove workers stay engaged and on schedule. Real-time integration with SAP Business Suite powered by SAP HANA® means that data entered on-site is automatically updated in back-end systems, resulting in faster, more accurate planning. And, with up-to-the-minute insight into what is happening in its groves, San Miguel can instantly adjust to keep the fruit supply flowing.



Eliminating Paperwork for Field Workers Using Apps Built on **SAP® Cloud Platform**



S.A. San Miguel
Tucuman, Argentina
www.sanmiguelglobal.com/en

Industry
Consumer products –
agribusiness

Products and Services
Production, distribution, and
commercialization of fresh
citrus fruit and processed fruit

Employees
1,000 permanent and
6,500 part-time at harvest

Revenue
US\$250 million

SAP® Solutions
SAP® Cloud Platform,
SAP Cloud Platform SDK
for iOS, SAP Business Suite
powered by SAP HANA®, and
SAP Fiori® user experience (UX)

A global leader in the production and distribution of fresh and processed citrus fruit, San Miguel counts on the people in its fields to keep activities on track. Fully focused on their tasks, workers don't have time to worry about logging paperwork. With a field activity planning app built using SAP Cloud Platform SDK for iOS, workers can enter data on the spot, helping San Miguel better track and manage field activities.

Before: Challenges and Opportunities

- Improve business agility by lifting the restrictions of connected on-premise hardware
- Eliminate manual paperwork for personnel in the groves
- Provide real-time data on agricultural activities taking place in the groves
- Better manage financial investments over seasons and years

Why SAP

- SAP Cloud Platform SDK for iOS, used to create an app to plan, list, track, and update grove activities
- Real-time integration with SAP Business Suite powered by SAP HANA
- Integration with and automatic updates of back-end order management software
- Highly reliable access to a global solution running 100% in the cloud with no internal data center
- Mobile capabilities of the SAP Fiori UX and SAP Cloud Platform, speeding delivery and access from any location

After: Value-Driven Results

- Ability to record information on-site in the groves and react immediately to changes
- One activity plan for all operations and countries, improving materials planning and schedule adherence
- Real-time data access for up-to-the-minute analytics and more-informed decision making
- Greater visibility into the effectiveness of activity plans, including the ability to track task completion rates

“With SAP Cloud Platform, we are delivering apps that eliminate paperwork and other manual processes. This empowers our employees in the groves to record data on the spot and helps us react immediately to changes.”

Eduardo Martinez, Chief Information Officer, S.A. San Miguel

30 minutes

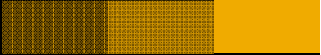
To prepare plans, down from 4 hours

90 minutes

To capture planning notes and meeting minutes using the app, down from 8 hours when taking manual notes

Greater

Employee engagement



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