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## **Why consider VISTA Management?**

In agri-food industry activities around the world, one of the greatest needs is information systems and technologies designed for agri-food enterprises. To meet this need, CASP member company, MacArthur Group Inc., has developed **VISTA Management – Vital Information Systems and Technologies for Agri-business Management.**

It is common practice for agri-food enterprises to recognize the need for world-class genetics, or state-of-the-art production and processing equipment, yet continue to operate with outdated (or even non-existent) information systems and technologies. CASP is responding to this need by offering VISTA Management to its agri-business clients around the world.

## **What is VISTA Management?**

VISTA Management is a package of custom-designed information systems and technology products that specifically meet your organization's 21st century agri-food management needs. VISTA Management incorporates hardware, software, training, and other requirements to meet your particular agri-food management needs, including:

- Financial Record Keeping (e.g. accounting, inventory, tax planning)
- Production Management (e.g. herd genetics, animal health, herd or crop management)
- Remote Monitoring Systems (e.g. role and potential of GPS, weather, soil temperatures, air temperature/quality, security)
- Marketing (e.g. current and historical sales/price data, exchange rates, consumer trend analysis)
- Communications Systems (e.g. internal and external communications infrastructure, efficiencies, and cost controls)
- Employee Education (e.g. internet use and potential technology and systems applications, decision aids)
- Integrated Management Information Systems (e.g. daily and time-sensitive reports, decision-making criteria, monitoring, and evaluation)

## **How is VISTA Management introduced?**

The first step is for senior management of the agri-food business to make the decision that the organization needs to have its information systems and technologies reviewed. CASP will arrange for MacArthur Group to undertake a detailed Needs Assessment of the organization. This will usually involve several tasks, including:

- Meet with management of the agri-food organization to discuss the Needs Assessment process in detail, to advise management of the kinds of information systems and technologies that are available for consideration through VISTA Management, and to finalize the schedule of visits to activity centres within the organization.
- Visit key or “critical point” sites and meet with site personnel within the organization to observe the hardware/software/processes being used, to understand the needs and objectives of each site/location, and to arrive at preliminary conclusions as to needs and solutions.
- Consult with external organizations doing business with the client to determine how the external organization handles its information systems and technologies, interface considerations, and reach preliminary conclusions as to fit.
- Meet again with client management to discuss findings and possible recommendations to date.
- Prepare a detailed Needs Assessment Report for consideration by management, and which includes costs, benefits, implementation plan, project management considerations, and monitoring and evaluation criteria.

This Needs Assessment may require one to three site visits to the organization, depending on the size and range of activities of the organization and the existing state of its information systems and technology. Subsequent steps can include implementation and monitoring/management services of the VISTA Management System by CASP/MacArthur Group.

## **Cost of VISTA Management**

CASP will provide a quotation and timeframe to complete the Needs Assessment. Subsequent costs (new equipment, software, project management) will be provided in detail as part of the Needs Assessment.

If the Needs Assessment requires only one visit to the country/ organization for a period of one week (likely two VISTA Management personnel) then research/follow-up in Canada and a detailed report, the costs would be in the order of US\$20,000. For a Needs Assessment requiring three visits to a country/organization, the costs would be in the order of US\$50,000.

*For further information or a quotation, please contact MacArthur Group Inc.*