

CASE STUDY

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“
 We didn't have the platform and skillset to move forward with our growth strategy. That is why we chose Keystone. We achieved that. We are set up to do that- and are doing that now!”

Ron Angelilli, CMA, CPC
 Chief Operating Officer



Keystone's Turn Key Solution Enables Growth Company to Expand Seamlessly

Business Challenge

For more than 80 years, Agland Co-op (now Heritage Cooperative) has helped agricultural producers and business owners in this community maximize their opportunities and achieve their goals. Agland works directly with producers of agriculture and energy commodities to deliver their products to the market and maximize their profitability.

Over the past five years, Agland has experienced 65% growth. This has been through mergers and acquisitions. Much of this growth has added new sites and expanded their market footprint throughout Ohio. And, many of these sites are in small and rural areas to be closer to their customer

The CFO has been responsible for all the company's technology. Timing and access to real time data is critical to the company's success. He required a solution that was repeatable, but considered the different and sometimes limited access to technology in these rural areas. In addition, the users needed assistance and data security was a major concern.

Solution

Agland partnered with Keystone to become their IT team and manage all their technology needs, including infrastructure, user support, phones, wireless, malware and antivirus, application selection and license management, desktop replacement, email, and strategic direction. Keystone provided alternatives to traditional internet access and a project team to plan and implement successful transitions for acquired sites.

Results

Keystone's management solution provided certified experts in each area of technology, designing a technology platform and roadmap that was specific to Agland. The platform required a robust security plan with applications that provide remote access. As a result, technology became an enabler for growth instead of a deterrent.

Benefits

OBJECTIVE	BENEFIT ACHIEVED
Allow Executive to Focus on Financial Needs of Company	<i>A project team is dedicated to specifically design and implement a project plan to handle these transitions.</i>
Provide World Class Data Security	<i>A formal security plan that includes business continuity disaster recovery and critical device offsite backups.</i>
User Support & Device Refresh	<i>The users work directly with Keystone. We have replaced old devices and have a budgeted refresh plan for the future.</i>
Project Team and Processes	<i>A separate project team and Project Manager to focus their experience on these transitions with regular communication.</i>