Total Integration:

Windmill Farm Case Study

"The Total program is now an integral tool to running our business. It gives us confidence that we have the answers for the farm assurance visit, the accountant, bank manager etc. and most importantly ourselves."

Chris and Jayne Baker run a variety of successful enterprises on their arable and beef farm at Montacute in Somerset. As well as fattening calves to finish and growing cereals and potatoes they also provide a range of beef and pork meatboxes for customers across the county, with the pork supplied by their outdoor reared Oxford Sandy and Black rare breed pigs.

Another flourishing enterprise is their specialist land-based training business, Windmill Agri, that delivers a wide range of courses, either at the dedicated training centre on their farm or off-site.

Chris recounts how he came to upgrade his systems to Sum-It back in 2018: "We were running Sage Accounts to do our accounting, a different arable program for the field records and old cattle software for the beef enterprise management. We were having to enter invoices onto Sage for VAT accounting and then onto the arable program for stock control and costings. I was getting frustrated with the arable software's inflexible 'work flow' as I wasn't able to record operations when they happened, this had to wait until after the materials had been purchased onto the system. Also, the cattle program was out of date and needed changing.

We started looking for an alternative set up and during the Bath & West Dairy show we were recommended to talk to SUM-IT about Total. We met Ben who took us through the program, had solutions to all the problems I was experiencing with my arable software and Sage as well as demonstrating an excellent understanding of our legislative and farm assurance compliance needs.

We purchased their Total Accounts, Field and Cattle modules, a bar code reader for the Cattle Passports (a real time saver and accurate transfer of information) as well as the Mobile Total Apps so that activities can be recorded on the go, eliminating the need to fill in endless documents the night before the farm assurance visit.

We have since expanded the system to include the Total Contractors Diary module to help in the management of our diversification, Agricultural Training, and EID readers to further slicken the recording of Cattle data and integrated cattle weigh scales.

We have found the program easy to understand, which in turn allows us to enter the data in an efficient way, knowing how we intend to use it in the future.

When we need assistance, we ring the helpline and instantly get through to people we know, who know us and they provide solutions for us.

The Total program is now an integral tool to running our business. It gives us confidence that we have the answers for the farm assurance visit, the accountant, bank manager etc. and most importantly ourselves. We hope to further integrate the Total program into the rest of the business, to get even more from it in the future."

To find out more about how SUM-IT's Total programs can help you, give our Sales team a call on **01844 213003**. They can arrange an on-line or on-farm demonstration and provide demonstration data for you to have a go yourself.