TITAN

AgriFile Systems Cuts Audit Review Time By 60% With Titan

Industry: Food Safety **Customer Since:** 2024 **Products:** Enterprise Suite **Features:** Forms, eSignatures, Portals

COMPANY BACKGROUND

AgriFile Systems is a food safety consulting business helping customers prepare documents for audits. As it's a complicated paper-based system, AgriFile Systems helps clients, such as farmers and medium-sized packing houses, prepare for audits in the food safety industry.

AGRIFILE SYSTEMS CHALLENGE

The consultants at AgriFile Systems decided it was time to develop a data management system that simplifies and speeds up audit processes for clients, as many businesses were already transitioning towards using electronic solutions for paperwork. However, the team quickly found out it would not be an easy solution to deliver.

TITAN'S SOLUTION

With Titan, AgriFile Systems developed a comprehensive electronic management system that includes procedure forms, signatures, and a portal, allowing customers to upload documents and records directly to Salesforce in real-time to streamline audit processes.

AgriFile Systems' self-service portal, built with Titan, enabled clients to:

- Sign documents
- Edit record details
- Save files
- Upload documents to Salesforce
- Transfer data to Salesforce

KEY RESULTS

AgriFile Systems used Titan to extend Salesforce and create custom document management processes for clients, while saving auditors over 60% of time for a single review.

By choosing Titan, AgriFile Systems was able to completely transform how farmers and medium-sized packing houses were managing audit processes. Take a look at the business results that AgriFile Systems gained from using Titan to build a portal directly connected to Salesforce.

✓ **Time Savings:** Auditors independently log in to a Salesforce-integrated portal to review records and procedures, cutting on-site visits to 2 hours.

✓ **Unwavering Tech Support:** Consultants were supported in integrating a data management system with Salesforce. These professionals now understand logic, timing, and flows in Salesforce.

✓ **Solutions Built for Scale:** Titan brought AgriFile Systems' vision to life with one portal. The custom Salesforce process works and is duplicated for multiple customers.

✓ **Self-Service Salesforce Solutions:** Customers upload editable and signed documents to Salesforce independently.

✓ **Zero Manual Work:** AgriFile Systems created fully digital audit processes, eliminating the need for customers to engage in manual processes.

✓ **Greater Transparency:** All data is saved in Salesforce. Customers have access to their records, and AgriFile Systems consultants or auditors can log into the portal to verify that systems are working.

✓ **Efficient Management Processes:** The portal helps consultants and managers track and verify that work procedures are performed by employees and operations are running smoothly without the need to physically visit a facility.

> *"Titan was very successful in providing me with the tools to get me exactly where I wanted to go. I had to design a program that would assist my customers without requiring my direct involvement. "*
> *Ed Fifield, Consultant at AgriFile Systems*