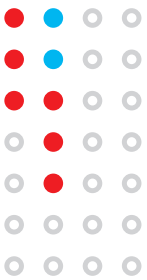


# Worldwide innovator

in horticultural automation









# Overcome your challenges

As a grower you face diverse, complex challenges. In a world of increasing environmental pressures and decreasing water availability, you aim to run a profitable business. Hoogendoorn responds to your requirements. We provide a wide range of automation solutions that allow you to achieve high-quality production, using fewer chemical inputs, resources and labor.







# Hoogendoorn, your innovative partner

By 2050, the global population is predicted to increase to more than 9 billion people. A key target to comply with the growing need for sustainable horticultural products is to increase yields: process automation is indispensable to accomplish this. Hoogendoorn aims to empower growers worldwide to achieve a higher production with better quality and fewer resource expenditures.

Since 1967 Hoogendoorn develops state-of-the art technology for thousands of growers, breeding companies and universities all over the world. We continually invest 15% of our annual turnover in product development. We do this in close cooperation with customers, leading research centres and universities. This way, we can provide you with the most profitable automation solutions.

Our years of experience enable us to completely align our systems with your wishes. Regardless if you have a fully conditioned greenhouse or an open field cultivation. Together with our partners we deliver horticultural computers, labor registration systems, sensors and associated software worldwide. These are complemented with training, online support and local service.



# Guarantee of quality

Hoogendoorn systems have a long life span through the use of durable industrial components. Also, our automation solutions are modular and easy to upgrade with the latest software. Thus, our solutions are a long-term investment with a high ROI. This is clear through our quality certifications: ISO 27001, ISO 9001 and HortiQ, for instance.

You can be certain that all our products have been produced according to strict technical requirements and that these meet the highest international standards.



## Our themes:



### Climate management

To create an ideal greenhouse climate, the temperature, humidity, CO<sub>2</sub>, and radiation need to be in balance. A uniform climate allows better crop quality and reduced energy costs. Climate factors can be adapted perfectly with our next generation iSii process computer and iSii compact system.



### Energy management

Greenhouses need energy for heat. Efficient deployment and use of (sustainable) energy resources is essential to cope with fuel emissions and scarcity of fossil fuels. The next generation iSii process computer ensures that your crop receives the right amount of heat, CO<sub>2</sub> and growth light necessary for optimum growth



### Water management

Responsible water management is indispensable to grow healthy crops and to challenge water scarcity. For example, with recirculation and controlled irrigation cycles this can be achieved. The next generation iSii process computer and iSii compact computer efficiently tune the water dosage and nutrients to the plant's needs.



### Food safety and labor

Staff performance and deployment must meet requirements on production targets, quality and food safety. Our Work-IT registration system provides information about staff performance, cultivation activities, production costs and the health of your crop visible. This sets the basis for your strategic short- and long-term planning.

*"With Hoogendoorn's cutting-edge technology we meet customers' demands on beauty, good vase-life, and sustainable growing methods."*

Blooming LTD (Kenya)





# The next generation iSii, cutting-edge process computer

With the next generation iSii, our cutting-edge all-in-one process computer, you are able to completely manage your climate control, irrigation and energy management. Thanks to advanced controls such as pre-control, adaptive control and local weather forecast, iSii anticipates changing conditions. This saves you a lot of time providing better results with less effort and resources.

## Pro-active controls

The next generation iSii is equipped with unique pre-controls that respond pro actively to expected changes in the greenhouse climate caused by outside circumstances. In case of a decrease in wind speed iSii lowers the heating to protect the greenhouse from overshoot. This results in a uniform climate and saves energy.

## Local weather forecast

The integrated 7-day local weather forecast, updated every hour, is available worldwide via subscription. With this data the next generation iSii anticipates the consequences of expected weather conditions. Thus, when a cold night is expected more heat is stored automatically in the heat storage tank. The extra heat is used to prevent the greenhouse from cooling down.

## Self-learning controls

Adaptive controls allow the next generation iSii to learn from previous experiences in order to improve performance, such as energy consumption during growth. This means that important parameters are automatically adjusted to the greenhouse properties and crop stage. This saves energy and less manual intervention is needed.

## Full control over settings

The next generation iSii software can be used simultaneously by several users. The administrator designs menus, overviews and settings and assigns user rights to each 'restricted' user. Restricted users can only see and change what they are allowed to. This means managers keep full control over their settings.

*"With the iSii process computer, an optimal greenhouse climate is created. This makes our products of optimum taste and quality."*

Kwekerij Dukker (the Netherlands)

# iSii compact, easy control of climate and irrigation

The iSii compact has been developed to control irrigation in greenhouses and open fields and to manage the greenhouse climate. You can use any device with an internet browser to operate this system. The iSii compact can be compiled with irrigation and climate controls you need for your company; you only pay for the functionalities you need.

## Set the basis for a healthy crop

With the climate controls in iSii compact you can control e.g. your screens, CO<sub>2</sub> level, vents, recirculation fans, heating, Pad and Fan and lighting. By optimizing the growing conditions you reduce pests and diseases and increase yields. The irrigation controls in iSii compact allow you to save water and fertilizers by tuning the (re-used) water dosage to the plant's needs.

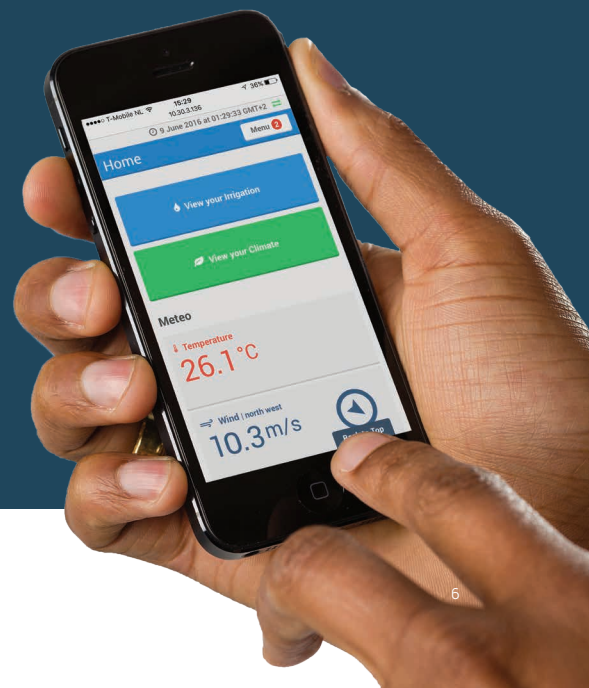
## Save resources

Climate and irrigation controls in iSii compact can be connected together to become active under the same conditions. For example: the recirculation fans become active when the screen closes. This enables you to create a homogenous greenhouse climate with minimum use of resources such as pesticides and energy.



## Access at any time

You can use any device with an internet browser to operate iSii compact via your local network. With this option iSii compact provides freedom to work from any location desired.







# Work-IT, manage information system for labor efficiency, production and food safety

Work-IT gives you complete control over your business. The modular management information system combines real-time information about for example personnel performance, planning, production costs, harvest quality and quantity and stock. This makes Work-IT the software for managing all your relevant business processes.

## **Real-time information about labor, production and costs**

Work-IT is the management information system for every vegetable, soft fruit and floriculture company. Work-IT helps you get control over your business processes, regardless of whether your company is large or small and whether you have one or more business locations.

## **Effective crop protection**

With Work-IT you can protect your crop in a more targeted way. Employees that observe a pest or disease can report this with the Scout-IT app. The location and extent of the infection is directly visible on your computer. With this you can check the health of the crop and with the integrated track and trace you can secure food safety.

## **Increase motivation & productivity**

Work-IT provides your personnel with direct feedback on the activities when they are entered in the system. This enables you to reward well performing employees, which results in more motivated personnel. With the help of Work-IT you can manage labor more directly and by this save up to 15% on labor costs.

## **Tailored to your organization**

Work-IT has a modular structure and can easily be extended with features that meet the needs of your business. With the basic Work-IT system you already have access to real-time management information about costs, worked hours, production and performance. Work-IT can easily be extended with a big amount of complementary modules and can be fully tailored to your specific business needs. You only pay for the features you actually use and extra modules can be activated directly.



*"The Hoogendoorn instructors are really experienced and know their job."*

Balkan Greenhouse [Macedonia]

# Set a basis for high-quality production via training

In our activities we aim to strengthen global society and to protect the environment. Via training we share our knowledge about safe, efficient, and environmentally friendly production with growers and local partners. Combined with our sustainable solutions we provide a foundation for high-quality production and long-term profit for society.

## Practical user training

In our basic training we demonstrate first-time users how they can independently manage their automated processes and systems in an efficient manner. We explain the setting options of the software with practical examples and instruction videos. These training sessions are provided online or in-company, either on an individual basis or in groups.

## Stay up-to-date

In our Masterclasses we provide insight into the botanical and physical processes of crops. Also, the latest developments are discussed such as new energy saving cultivation methods. Our climate advisors work closely with renowned universities and research centers. This way, you are always up-to-date on the latest innovations.



## Customized online training

Hoogendoorn also provides online training via webinars. Online training is tailored to your needs and can be scheduled flexibly. A webinar is an easy way to increase your knowledge on production related subjects. Topics that can be discussed are software settings or cultivation methods amongst others. You can follow this training from your own workspace as not to waste time and money on travelling.



*"The service and support Hoogendoorn gives to us is phenomenal."*

Sunny Fields (Mexico)

# Always an expert available for service and support

We focus on long-term relationships with our customers and partners. With offices in every time zone, our strong worldwide partner network and 24/7 helpdesk, there is always a specialist available at your disposal.

## 24/7 Helpdesk

Our telephone Helpdesk is 24 hours a day, 7 days a week available for technical support. Our Helpdesk specialists professionally answer all your questions about Hoogendoorn automation solutions. If necessary they can access your computer system online in order to help you optimize settings or instantly solve any possible issue you might have.

## Reliable local service

Via local offices and certified partners, Hoogendoorn provides service worldwide. This means that there is always a specialist available that speaks your language and knows your business circumstances. In addition service technicians commission, configure, and maintain all Hoogendoorn systems. They keep spare parts in stock to provide you swift service.







## Solid financial position

Together with 15 other successful, independently positioned businesses, Hoogendoorn is part of the Batenburg Group, listed on the Amsterdam Stock Exchange. The Batenburg companies share not only a strong identity, but also their expertise in technology. For years, the Batenburg Holding has achieved positive business results and built up a solid financial position.



## Key features Hoogendoorn

- ✓ Innovative, user-friendly solutions
- ✓ State-of-the-art technology
- ✓ Modular, upgradable software solutions
- ✓ Reliable and durable hardware
- ✓ Hardware applicable to all third party systems
- ✓ Software in multiple languages
- ✓ Superior technical service
- ✓ Excellent availability by 24/7 Helpdesk
- ✓ Flexible training possibilities
- ✓ Part of the financially stable Batenburg Holding





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