



Jubaili Agrotec streamlines agricultural supply chain with Microsoft 365 and Azure

Agribusiness leader Jubaili Agrotec provides seeds, fertilizers, insecticides, herbicides, and more to farmers across Africa and the Middle East. When the COVID-19 outbreak threatened to challenge business continuity and jeopardize the company's ability to deliver, Jubaili Agrotec decided to shift to Microsoft 365, Microsoft Azure, and Windows Virtual Desktop to help ensure that farmers receive the products and services they need, no matter what.



Customer

Jubaili Agrotec

Website:

<http://www.jubailiagrotec.com>

Country: Lebanon

Industry: Agriculture

Customer size: Large (1,000 - 9,999 employees)

Customer profile

Jubaili Agrotec is a leading agricultural technology company focused on improving outcomes for farmers and communities across Africa.

Software and services

Microsoft 365
Microsoft Azure
Windows Virtual Desktop

“Our vision at Jubaili Agrotec is ‘Let's grow together’. From our regular employees to our top management, we all believe in this statement. The solutions from Microsoft have helped us stay committed to that vision.”



Ahmad Moussa,
Group IT Manager,
Jubaili Agrotec

Placing farmers first

Established in 2002, Lebanon-based Jubaili Agrotec is an innovative agricultural technology company focused on improving outcomes for farmers and communities across the Middle East and Africa.

Yet, in supplying farmers across Ghana, Tanzania, Kenya, Uganda, and Nigeria with seeds, fertilizers, insecticides, herbicides, and more, Jubaili Agrotec was facing a variety of challenges. Unreliable power supplies in certain locations, volatile internet connectivity, server issues, and social and political threats all hampered the company's ability to provide Africa's farmers with the uninterrupted service and products they relied on for their everyday activities.

“While we are headquartered in Lebanon, we maintain servers in Ghana, Tanzania, Uganda, and Kenya,” begins Ahmad Moussa, Group IT Manager at Jubaili Agrotec. “Security is absolutely paramount. Therefore, one of our key priorities was centralization to gain better control over our dispersed operational systems.”

In order to centralize data, implement an effective disaster recovery and backup system, and enable remote work from anywhere, Jubaili Agrotec teamed with local partner Capital Outsourcing (C-O). Together, they took advantage of the triple forces of Microsoft 365, Azure, and Windows Virtual Desktop for a seamless and reliable collaboration that would streamline delivery to farmers while aligning IT and business objectives.

Transitioning at a critical time

“We at C-O are acting as IT infrastructure consultants to Jubaili Agrotec, so we capitalized on our extensive and long-term expertise and experience to assess the company's IT infrastructure and business-related challenges. Jubaili was able to solve many long-standing issues by shifting to Microsoft's cloud solution, but also to transition into the reality of the COVID-19 pandemic and continue with remote work easily,” explains Nissrine Khoury, Operations Director at Capital Outsourcing, Jubaili's trusted technology partner. “Now, the company has a full virtual environment with core applications running around the clock on Microsoft Azure. Everything is highly secure, centralized, and has been incredibly easy for them to implement.”

Rapid adoption, instant benefits

With more than 600 users connected to the centralized platform in just one week, Jubaili Agrotec quickly discovered the benefits of seamless communication, uninterrupted connectivity and instant information sharing across all of its offices. “Virtual desktops give remote users instant access to all business applications, while the scalability of Azure ensures effective and reliable service everywhere across the continent. The hybrid setup between our data center and the cloud was also completed in just a few days,” notes Moussa.

“But acceleration is different from precipitation. Our vision at Jubaili Agrotec is ‘Let's grow together’, in other words, transformation is only possible if there's a corporate culture to support it,” explains Moussa. “From our regular employees to our top management, we all believe in this statement. The solutions from Microsoft have helped us stay committed to that vision. We all believe in this statement. The solutions from Microsoft have helped us stay committed to it, by helping us move forward fast, but making sure everyone is on board,” Moussa concludes.

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