

Breathing new life into a legacy

Cultura embraced PlatformPlus to bring MyGrower to life, embracing the Cloud and unleashing their customers' on-prem data through modern multi-tenant web and mobile apps.

THE CHALLENGE



Cultura's agribusiness customers trust their flagship AGRIS solution to run their entire businesses. But they were growing frustrated with the inability to access their critical data from remote locations.

"Our customers were asking for web-based access to data in their flagship legacy system," said Rich Reynertson, Managing Director. "They had been told by both their internal teams and customers that they needed a web-based app in order to get real-time access to data regardless of location."

Plus, it was really hard to extract the data from AGRIS, but replacing it whole cloth wasn't an option.

"Replacing AGRIS was far too risky and cost-prohibitive," said Reynertson. "We know large-scale 'boil-the-ocean' or 'Next-Gen' efforts always fail. An incremental approach was needed."

“

Modularis came in, offered thoughtful analysis, and worked incredibly well alongside our own team. We were excited to see a different way to approach our modernization strategy.”



Rich Reynertson
Managing Director

Not to mention rewriting or switching away from this solution could eliminate Cultura's ability to continue operating their business as is. But retrieving data from AGRIS was very difficult and the demand for web and mobile access to that data was growing ever greater.

Frustrated, and out of solutions, Reynertson knew they needed experienced technical leadership and an all-around better platform to support his team. So, he called in Modularis.

Ready to see how you can deliver innovation faster
without the burden of risk or millions of dollars?

Contact us today to see how we can help. (888) 872-9701 | contact@modularis.com



THE SOLUTIONS

TECH 360 ASSESSMENT

The first thing Modularis did was initiate a 360 Tech Assessment, a foundational component of the Modularis process. This was an exhaustive exploration of Cultura’s current software, their R&D leadership, technical assets, and development processes. This allowed Modularis to uncover what was working, what wasn’t, and what steps were needed to move forward.

PLATFORMPLUS

In order to de-risk and accelerate their software product development efforts, Cultura implemented PlatformPlus. An extensive end-to-end platform with immensely powerful automation capabilities that was the key to the incremental modernization strategy Cultura had embraced.

“Deploying PlatformPlus with the support of the Modularis team was a game changer for us,” said Reynertson. “Getting back on track was so quick. We had our first working phase of modernization delivered in 4 months. And then, by having PlatformPlus implemented, we were able to fully take on development all on our own and continue to deliver new innovative features and functionality for our customers!”

SYSTEM OF ENGAGEMENT

MyGrower was the first System of Engagement Cultura built on PlatformPlus to extend and modernize AGRIS (the System of Record). This hybrid on-prem/cloud solution delivered the best of both worlds: Customers could continue to rely on their trusted on-prem solution, yet get real-time access to their data securely through this new multi-tenant, cloud-based, web solution. “MyGrower let us say ‘yes’ to our customers and activated a new recurring revenue stream that’s helped to propel our growth,” said Reynertson.

THE RESULTS

“With the solution that Modularis presented and designed, we were able to reduce the risk of missing deadlines or data and also reduce our overall cost to modernize our legacy system,” said Stephen Berry, Chief Architect.

In just four months, Cultura had their first working phase of modernization delivered. Then, with PlatformPlus implemented and humming along, they were able to fully take on development on their own while continuing to deliver new innovative features and functionality.

Thanks to experienced technical leadership and a commitment to work diligently alongside the MyGrower team, Modularis delivered a different approach to a modernization strategy that has more than proved its merits.

“

Deploying PlatformPlus with the support of the Modularis team was a game changer for us. It allowed us to continue to deliver new innovative features and functionality for our customers!”



Rich Reynertson
Managing Director

**Ready to see how you can deliver innovation faster
without the burden of risk or millions of dollars?**

Contact us today to see how we can help. (888) 872-9701 | contact@modularis.com

“How are you sleeping these days?”

As introductions go, we admit ours is a bit unorthodox. But the way we see it, that’s really the crux of our job: to help our clients sleep better at night.

That ambition has fueled our company for more than two decades and helped us discover our purpose in the universe. We exist to de-risk and accelerate software development so you can bring your products to market faster and with total confidence.

You know that overwhelming sense of stress and uncertainty that sits on your shoulders like a couple of giant cinder blocks? Modularis can take that away for good.

But before we go any further, it’s important to understand that you don’t need to be technically minded or fluent in technical speak to set your business up for success.

That’s our job.

In many ways, our primary functions are to advise, strategize, and execute. We’re here to make things happen and to help you understand, in the simplest terms possible, what you should be doing, why you should be doing it, and how it can help your business succeed.

In an industry ripe with up-and-comers and fly-by-nighters, we’re the adults in the room. And we’re OK with that. We’re not here today and gone tomorrow. We are committed to your success, and with us, we bring maturity, experience, and professionalism to every project.

For 20 years, we’ve built, rebuilt, refined, tweaked, modified, and overanalyzed every inch of how we help our clients achieve business success through their software product development. That level of persnickety dedication and maturity is precisely why our clients sleep so well at night. They don’t have to worry about waking up to technical glitches, snafus, or outright disasters that transpired during the night.

After all, you have more than just money riding on this – there’s also your reputation, time, energy, passion, livelihoods of employees, and more. So much more.

That’s not lost on us.

“

One of the challenges you face when you acquire a technology company is that the biggest value in that company is the intellectual property. After acquisition, you must mitigate risk and secure that IP in order to grow. By working with a company like Modularis, I felt confident that I was working with a partner who not only did the work to secure our IP with integrity but shared similar values as Neul Capital.”



Adam McGregor
CEO of Neul Capital Holdings

“

Modularis has been a terrific strategic partner for us. They have the leadership, experience, discipline, and technology we needed to build and grow our global IoT platform.”



Nick Mirchef
President of SmartWitness

Our success stems from the mastery of three key components:

PEOPLE: We bring in dynamic, experienced leadership to help drive innovation and identify the things necessary to help you succeed. You can count on us to be the steady hand on the tiller that will see you through rough waters.

PROCESS: We’ve trimmed away inefficiencies and removed the friction that hinders the development process to give you timely visibility that allows you to make strategic decisions and increase development velocity.

TECHNOLOGY: We’ve spent 20 years solving software architecture problems and refining our software development platform. The result is a platform that can deliver 80% of your final software solution with the click of a button, thus allowing your team to focus on the remaining 20% that drives innovation and delivers value for your customers.

Yes, you read that correctly: 80%!

We can also reduce your software development efforts and costs by up to 70%, and maintenance by up to 90%.

With Modularis, you don’t have to worry about R&D. You can just focus on growing your business.

Interested in learning more?

You have nothing to lose and so much to gain.

Like a perfect night’s sleep.



A.J. Singh
Co-founder &
Chief Executive Officer



Jaime Marcial
Principal



Olivier Gasson
Co-founder &
Principal