



e-Cert™ – the innovative multifunctional software for use in inspection and certification management. The software introduces a new standard of reliable inspection and certification procedures for safer food worldwide.

BioFach e-Cert™ events – take the opportunity and find out how to improve the performance of your organization. Come and learn more about e-Cert™ and other software tools for quality management, traceability and online documentation.

1. Five unique information opportunities for your personal benefit
 - a) e-Cert™ user summit,
 - b) e-Cert™ presentation
 - c) Intact presentation
 - d) Visit the e-Cert team at our booth in hall 1, booth 160i-h
 - e) Ask for an expert to visit you at your booth
2. Make an appointment!
3. Take a guided tour ...

1. Five unique information opportunities for your personal benefit: e-Cert™ and other software tools for quality management, traceability and online documentation.

BioFach, the world's leading organic trade fair, is unique for its vigour, internationality and innovative approach. For many it is the most important venue in the calendar for building new relationships and strengthening existing networks.

At BioFach we have experts ready to assist you in learning about e-Cert™ and the other software programs offered by Intact (FlowWeb™, NutriWeb™, TraceNet™ and Control-Net.EurepGAP™). You can select from the following options:

- a) e-Cert™ user summit (for e-Cert™ users and invited guests only) - on Wednesday, February 14th, 10 a.m. to 5 p.m. room Kraukau, in the Congress Centre East (CCN Ost).

This meeting will give e-Cert™ users, and companies currently evaluating e-Cert™, the valuable opportunity to share experiences and learn from each other. Many e-Cert™ users have streamlined their organisation by developing specific tools or procedures in e-Cert™ and they will be able to explain how this has made a difference to their business. The following topics will be presented by key users from different clients:

- Control of volumes of products through the chain of custody
- On site inspection with e-Cert™ offline and efficient invoicing
- Transaction certificates
- Customer relationship management (CRM)
- Working with the Organic System Plan (National Organic Program for USDA (NOP))
- Management of data collection from several CBs through web services

Contact us now for your personal invitation!



b) e-Cert™ presentation – Friday, February 16th, 1 p.m. at room Prague in the Congress Centre

As in past years the e-Cert™ team will be giving a one hour presentation demonstrating the functionalities and benefit of e-Cert. Three clients will present their strategies and successes when working with e-Cert™ as their management tool for certification. This session will be in English only.

- **Gerald A. Herrmann, Organic Services:** Strategies for cooperation
- **Katja Eisbrenner, Accreditation Services International (ASI), Germany:** Data harmonisation through cooperation – how ASI opened its system for FSC accredited certification bodies
- **Brad Nott, NASAA, Australia:** Network strategies – software strategies
- **Robert Simmons, International Certification Services (ICS), U.S.A.:** customer care service needs advanced customer relationship management (CRM)

c) Intact presentation on Thursday, February 15th, 2 p.m. at room Krakau in the Congress Centre

This year like last the congress programme will include a one-hour presentation by the Intact team. Three satisfied clients will also present their strategies and talk about the advantages of using Intact software such as FlowWeb™, NurtiWeb™, TraceNet.ERP™, Control-Net.EurepGAP™. This session will be in German only.

- **Franz Rauch, Intact Consult und Lebensmittelsicherheit GmbH:** Strategische Bedeutung von QM für die Positionierung in der Lebensmittelindustrie
- **Jan Plagge, Bioland Beratung:** Kontinuierliche Qualitätsverbesserung am Beispiel „Kuh-M-Söbbeke“
- **Heidi Kottnig, Arge Bioregionen:** Die Stärke des Netzwerkes und seiner QM-Strategien entscheiden langfristig über den Erfolg in der Öko-Vermarktung
- **Jörg Große-Lochtmann, Marktgesellschaft mbH der Naturland-Betriebe:** Globalisierung und Konventionalisierung des Öko-Marktes – Strategien für die Kunden- und Lieferantenbindung

d) Visit us at our booth in hall 1, booth 160i-h

You are warmly invited to visit us at our booth, the booth of Intact Consult Lebensmittelsicherheit GmbH and e-Cert IT GmbH. Several workstations, providing full functionality, will be set up so we can introduce all Intact's software programs to you. Any topic – from “a” to “z” – that you are interested in or have just read about in this newsletter can be presented on a



one-to-one basis. Our team will do its best to service all your needs. You are welcome to just “drop in”, but to avoid having to wait we recommend you arrange a fixed time for your personal meeting.

e) Ask us to visit you at your booth

In case you are interested in learning more about Intact’s software but are unable to attend one of our presentations or to visit us at our booth please let us know. It will be a pleasure for one of our team members to visit you at your booth, just tell us the time and date that suits you best and where your booth is located. We will confirm your personal meeting before that start of BioFach.

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2. Make your appointment!

e-Cert™ sales team will be providing access to live systems at BioFach in Nuremberg. If you wish to arrange a personal meeting please make a reservation indicating your preferred day and time by using the form below.

I want to learn more about the functionalities and the possibilities of cost saving with e-Cert™	<input type="checkbox"/>
I want to learn more about traceability through e-Cert™ and its interfaces to external traceability systems	<input type="checkbox"/>
I am interested in a guided tour through the internet	<input type="checkbox"/>
My preferred time is:	
My preferred date at BioFach is:	Thursday, February 15 th <input type="checkbox"/>
	Friday, February 16 th <input type="checkbox"/>
	Saturday, February 17 th <input type="checkbox"/>
	Sunday, February 18 th <input type="checkbox"/>

If you are not attending BioFach but would like to learn more about e-Cert, please contact us so that we arrange a meeting on a date that is convenient for you.

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3. Take a guided tour ...

Just in case you will not be attending BioFach....

...Do you want to learn more about the functionalities of e-Cert™? Arrange a date for a virtual "guided tour" right now! This is a free service offered by Organic Services that is accessible via the internet. The demo, provided by Intact, displays all the functionalities of e-Cert™ and shows how they can be used in your company. No matter where in the world you are located or what the time difference is between your location and European time – we can fix a date and can lead you, step by step, and topic by topic, through the software. Following on from the data-conference, a phone-conference to complete discussions on the technical set-up and to cover all questions that have arisen will be organised. If you are interested please contact us to arrange a time.

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"e-Cert News" is published by Organic Services. We welcome comments.

Gerald A. Herrmann, Director of Organic Services is responsible for the international business development of e-Cert™. Frank Gerriets, Director of Organic Services is responsible for international sales and customer relations.

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