**Case Analysis**

**Agrico**

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**CIS410**

**Agrico**

Agrico is a farm and ranch management service in Moines, Iowa. It ranks one of the largest agricultural management firms in the nation. They have four regional office each one have five farm managers on average. They mange over 350 farms and ranches. Their market value of properties in 1987 was $500 million and their revenue around 5 million.

**Strategy**

Agrico has three different arrangement for the properties, crop-share lease; Farmers farm a land managed by Agrico and get portion of the crops, which 47% of the portfolio, cash-share; farmers make payment to use the land, which 51% of the portfolio and Agrico managed the properties which 2%.

**Issues**

* The computer system is very complex because they get craps as payment in crop-share arrangement.
* AMR did not complete the project as in the contracts because AMR install the software without testing.
* Misunderstanding the contract about the store and access the code.
* Agrico copied the code without AMR permission.
* No trust between the parties; AMR and Agrico.
* Not all the features work together.

**Five Forces**

1. Agrico is one of the largest company in the nation
2. Agrico has different type of contract that suit their clients
3. There are no substitutes because Agrico own many lands and provide the equipment.
4. Agrico has power over the suppliers, because they have more than one chose for a buy a software package.
5. Symantec has power over the customers because they own a lot of land and equipments, which they are expansive to buy.

**Stakeholders**

* **Clients**

Clients are the farmers who are rent or Agrico manage their land. Their right to get paid or share their profit as in arrangement.

* **Vender**

Vender is a software company that Agrico made contract with. Their rights to get pay in full and deliver the software package as in the contract.

* **Agrico's employees**

Employees who work for Agrico onsite or offsite for Agrico make profit. Their right to be paid and follow the company policy

* **Shareholders**

Agrico's Shareholders are the people invest in the company. Their right to hear the company is doing good and receive money in return.

**Alternatives**

1. **Alternative: Do nothing**

If Agrico do nothing, they will have save time. The new computer system will work fine and it will get modify whenever Agrico wants.

**Impact on stakeholders**

* Employees will have easy access to the resources and they will enter the data easier to system.
* There is no impact on the clients.
* Vender is AMR. ARM will be paid in full and have control over the code and there is no trust.
* There is no impact on the shareholders.

1. **Copy the code without permission**

Agrico's employees will get a copy of the code without a permission from AMR may get Agrico into trouble of the illegal action again the contract and cause them lawsuit that may win or loss.

**Benefit**

* Agrico will have copy of the code in a safe place that Agrico trust.
* Agrico can modify it whenever they want.

**Impact on stakeholders**

* Employees will have easy access to the resources and they will enter the data easier to system or they loss their job.
* There will be no impact on the clients or they may loss Agrico because of the lawsuit.
* Vender will not trust on Agrico Employees.
* There is no impact on the shareholders or they will go bankrupts.

1. **Find another vender**

Agrico can make a new contract with vender that will sell the package but it will cost more money and time. Agrico do have a second option.

**Benefit**

* They will have a copy of the code in secure place.
* The project will be finish faster.
* More than one feature can work together.

**Impact on stakeholders**

* Employees will have easy access to the resources and they will enter the data easier to system.
* The clients will get confuse about the payment.
* Vender will have pressure time to finish the project.
* The shareholders may not get extra profit because the company spending a lot of money.

**My recommendation**

My recommendation is do nothing, because the ARM finished programming the package and deliver it. The employees are happy with system easy to use and get back to business. Agrico can file lawsuit against ARM for not complete the package as in the contract. They may get a chance to get the code as reward of beaching the contract.

Cited

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