

CASE STUDY • AGRICULTURE

Family-Owned Agricultural Business Scales IT Alongside Its Operations, from Core Services to a Full Managed Stack

A multi-generational farming operation in Central California needed IT that could grow as fast as the business. Xobee started with the essentials and has expanded the relationship every year since, becoming the trusted technology partner behind one of the region's largest agricultural enterprises.

AT A GLANCE

Industry	Agriculture
Headquarters	Central Valley, California
Employees	200+
Locations	Domestic and international operations
Xobee Service	Managed IT, Microsoft 365, Security, Backup, VoIP
Customer Since	6+ Years

6+ Years as a Xobee customer	200+ Employees	200M+ Pounds of produce shipped annually
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THE CHALLENGE

This multi-generational agricultural operation has grown steadily over the years into a complex business with staff and operations spanning multiple domestic sites and international locations. As headcount climbed past 200 and the software environment expanded to cover everything from productivity tools to specialized agricultural applications, the organization's IT needs outgrew what any informal arrangement could handle.

They needed a managed IT partner who could establish a solid foundation and then scale alongside them, adding services as the business required them without forcing a full overhaul every time something changed. Flexibility mattered as much as reliability.

THE SOLUTION

Xobee started with the core managed services stack: help desk support, Microsoft 365, phishing monitoring, and endpoint and server antivirus. That initial deployment gave the organization a secure, supported foundation across every site and every user.

As the business grew, so did the scope of the relationship. Xobee added data backup to protect critical operational data, spam filtering to reduce noise and risk in the inbox, business software licensing management to cover tools like Adobe, and web domain management to keep the organization's digital presence running cleanly.

"Xobee grew with us. Every time we needed something new, they already had the answer."

— Operations Leader, Regional Agricultural Enterprise

Six years in, Xobee now manages the full technology stack for the organization. What began as a straightforward managed services engagement has become a comprehensive IT partnership, with Xobee serving as the single point of accountability for everything technology-related.

THE RESULTS

- ✓ **A full managed IT stack built incrementally alongside business growth**
Services expanded from a core foundation to include backup, spam filtering, software licensing, and domain management, added as the business needed them, not all at once.
- ✓ **One partner managing a complex, multi-site environment**
Domestic and international operations, 200+ employees, and a wide software footprint all managed through a single Xobee relationship.
- ✓ **Six years of trust built on performance**
The relationship has grown every year because the service has consistently delivered. No rip-and-replace cycles, no vendor churn.

WHY XOBEE

Agricultural businesses operate on tight margins, long cycles, and a workforce that moves between locations and seasons. IT that can't keep up with that pace creates real business problems.

Xobee understood that from the start and structured the relationship to grow rather than require constant renegotiation.

The ability to start with core services and add coverage as the business evolved meant this organization never paid for more than they needed and never had to find a new vendor when they needed something new. Xobee was already there.

Ready to build an IT foundation that grows with your business?

Talk to a Xobee expert about managed IT services for your organization.

xobee.com