



IBM Smart Business Testimonial Script
Eric Lorie, Nutra-Flo Protein and Biotech Products

Hello, my name is Eric Lorie and I'm with Nutra-Flo Protein and Biotech Products.

Our business centers around feeding young animals, to be able to create healthy animals without the use of antibiotics.

One of the key issues is being able to collaborate and exchange information with people across the globe. Even though we have a lot of assets in terms of manufacturing, one of our main assets still is knowledge.

There's two or three things that we added recently that have really changed the whole structure of things. [IBM Lotus] Sametime Instant Messaging is now becoming more prolific through the company. We're also using [Lotus] Quickr for storing more of our important documents, for collaboration.

Basically what we got from IBM was a total communication and collaboration solution that not only allowed us to communicate better within the organization but also gave us the ability to store and retrieve knowledge in such a way that anybody had access to it.

I think that there's no question that the IT solutions that we've received from IBM are a big contributor to our success.

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