



# MAY Tohum

Innovative seed company keeps food supply running for millions of people

**Region**

EMEA

**Industry**

Agricultural

**Approach**

Deferred financial commitment for one year to preserve liquidity

**Business matters**

- HPE SimpliVity

**HPE Financial Services:**

- Financing



Selling crops and providing source products in the worldwide food chain is an essential business, but perhaps never more so than during a global pandemic. MAY Tohum is Turkey’s leading investor in the agricultural industry.

MAY Tohum researches, produces, and sells vegetable, industrial, and forage crop seeds. It develops innovative seeds through its strong R&D program. The business exports over 200 seed varieties and licenses to over 40 countries as a result of its qualified seed development on Hybrid Sunflower, Hybrid Corn, Cotton, Sweet Corn and Bean species.

MAY Tohum utilizes approximately 25,000 acres of farmland to produce certified seeds annually to meet the needs of farmers worldwide. As part of optimizing this production process, they sought to take their IT operation to the next level. MAY Tohum had initiated an infrastructure modernization upgrade, which included the latest HPE SimpliVity platform to replace its aging infrastructure. The hyperconverged platform introduced greater technology efficiencies into their agro-production process. Due to COVID-19, like many

around the world, MAY Tohum was forced to grapple with unexpected obstacles such as ensuring the safety of its employees, reducing supply chain impact, managing cross border-delivery challenges, and now an unfinished IT deployment.

“The onset of the pandemic presented unique and unforeseen challenges to our business which required immediate attention,” said Murat Yonar, IT Manager. “With the start of the social distancing obligation, the company’s working style shifted to home-office and remote connection of all employees. Managing all employees’ planning, invoicing, exports, supply chain, and deliveries remotely became a vital necessity for our company.”

As entire economies came to a halt, and many activities had to be suspended, harvests still needed to grow. People still needed to buy food from the grocery store. Families still needed to eat. And so MAY Tohum found itself at a crossroads.

The intersection of a global crisis with the daily demands of managing the business forced MAY Tohum to rethink its technology transformation spend. The company needed

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- Murat Yonar, IT Manager, MAY Tohum

to reevaluate how to best use its resources in order to make sure it could maintain smooth and consistent operations that supported the global food supply chain. This was an incredibly important decision that they did not take lightly. As part of their reevaluation process, MAY Tohum looked at different ways to reallocate investment in order to preserve costs, but also keep the much-needed innovation project on track.

“We knew we needed to act quickly in order to ensure our modernization went forward,” said Yonar. “HPEFS allowed us to offset our financial commitment to them until the following year so that we could continue with the technology investment in the IT project that will optimize our agro-production process.”

Being able to significantly reduce technology spend for nearly a full year helped the business address immediate, financial requirements associated with the logistics challenges.

Not only did HPEFS’ financial program help them overcome the unexpected impact of its supply chain from COVID-19, it also enabled MAY Tohum to continue to pursue its IT and business goals. Through the smart investment choices that MAY Tohum made, they were able to preserve liquidity, upgrade their IT infrastructure, and continue to produce the innovative seeds that help support the world’s food supply.

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