



# Shaping the Future of Forest Intelligence



## AFM & INFLOR: Driving Operational Excellence in Forest Management

# Meet the Speakers

## The Experts Behind the AFM & INFLOR Integration



**Stephen Eddins**

Managing Director of  
Technical Services,  
AFM

With over 21 years at AFM, he leads Data Management, GIS/Technology, Information Technology, and Systems Development. He holds B.S. and M.S. degrees in Forestry (GIS/GPS emphasis) from Clemson University.

With 15 years at INFLOR, he has led the company's expansion into the United States and oversees Innovation, New Product Development, IT, Governance & Compliance, and Information Security. He holds a degree in Information Systems and a postgraduate degree in Business Management.



**Antonio Tatagiba**

VP, Technology,  
South America,  
Remsoft

# Who is INFLOR?

- 80 % forest market share in Brazil
- Clients in 4 continents
- 13+ million hectares managed by INFLOR solutions
- 24+ years of experience in forest management system and processes
- Present in 7 of 10 largest eucalyptus fiber producers in the world
- A Team of 110 Highly Qualified Professionals



# Proud to support our valuable clients



# Powering Businesses Across Borders

*A look at the countries where our customers rely on our platform to drive results*



# From initial vision to a global FMS reality

*From the first conversation to a full-scale digital ecosystem*

- Canopy Conference (formerly *Who Will Own the Forest*)
- Portland, Oregon
- A strategic conversation between Andy Ferguson, former AFM CEO and Niva Vilela, former INFLOR CEO
- A shared vision for modernization



# From initial vision to a global FMS reality

The solution was developed collaboratively.



## INFLOR brought

- Platform expertise
- Global experience
- Technology architecture



## AFM brought

- Operational depth
- Regional requirements
- Real-world validation



# AFM – Summary of Services



## **FORESTLAND MANAGEMENT**

- 5.8 million acres managed in 25 states and Central America
- Over 1,200 clients
- 198 Foresters/Technicians



## **REAL ESTATE**

- Retail sales and large tract disposition services
- \$710 million in real estate sales in 2025; 156,000 acres sold and 355 transactions
- \$7.0 billion in real estate sales since 2005
- 54 Real Estate Professionals



## **APPRAISAL SERVICES**

- Appraisal of land and timber resources
- 170+ appraisals completed annually
- 5 Certified Appraisers and 1 Appraiser Trainee



## **TECHNICAL SERVICES**

- Data management, GIS and mapping, and systems development services
- Manage over 7 million acres of data in INFLOR and 3rd party systems
- 19 Technical Experts



# AFM – Summary of Services



## **RESOURCE PLANNING AND BIOMETRIC/INVENTORY SERVICES**

- Forest planning and analysis, harvest scheduling, and biometric services
- Forest inventory design and implementation
- Acquisition analysis and support
- 3 Biometricians/4 Planning Specialists/5 Inventory Specialists



## **AG SERVICES**

- Farm management and leasing services
- Precision ag soil sampling



## **WILDLIFE SERVICES**

- Hunting lease management and administration; 1.5 million acres
- Wildlife management
- 3 Wildlife Biologists



## **ENVIRONMENTAL SERVICES**

- Forest carbon analytics and services
- Wetlands mitigation banking



## **CLIENT ACCOUNTING**

- Full-service property level accounting
- 19 Client Accountants



# Account Infrastructure



# AFM Implementation Timeline

## 2017 and 2018

- Proof of Concept
- Initial Development
- Technology Personnel Training

## 2019

- Live Data Management with Initial Clients
- Continued training and streamlining of processes

## 2020

- Increased training of data managers
- Final Southeast Push
- Other Region Development



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# AFM Implementation Timeline

## 2021 to 2022

- Rollout to Users and Development
- Enhanced Validations
- Batch Update/Streamlined Processes

## 2023 to 2024

- System Maturation and Continued Development
- Integrated Growth/Yield Functionality

## 2025 to Present

- Merchandising Routine
- Stand Table Projection
- Advanced Reporting (Carbon, Valuation, Tax)



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# The INFLOR Platform

- Timberland Database Management Solution without Regional Limitations
- Spatial, Tabular, Inventory, Harvest Depletions and Historical Silvicultural information
- Web Based Access with Integration Capabilities (API, Feature Service, etc.)
- Global Level Reporting that Encompasses all Regions
- Region Level Reporting for Specific Needs
- Display/Export Key Performance Indicators, Spatial Data, Data Cubes and Pre-defined Reports



# The INFLOR Platform

- Enhanced Spatial Viewing Capabilities
- Basic Forest Carbon Reporting
- Agricultural Land (limited reporting and production functionality)
- Integration with other AFM Solutions (inventory, planning, growth/yield)
- Mobile Applications and Integration with ArcGIS



# The Road Ahead

- Integrated with Delta Growth/Yield Methodology – Development almost Completed
- Integrated Inventory Merchandising to match Growth/Yield Metrics – Development Completed
- Integrated with Stand Table Projection Growth and Yield Methodology – Development almost Completed
- Ability to Report Value and Enhanced Tax Output (Form T) – Development almost Completed
- Display and Report Enhanced Carbon Metrics – Development in Progress



# The Road Ahead

- Budgeting and Planning Solution – **Development in Progress**
- Single Stand Simulator – **Future Development**
- Integrated Workflows between Inflor and ESRI Field Maps – **Future Development**
- Enhanced Agricultural Reporting and Production Tracking – **Future Development**
- A Solution for other AFM Service Lines (Other INFLOR Modules) – **Future Development**



# Designed for Global Complexity

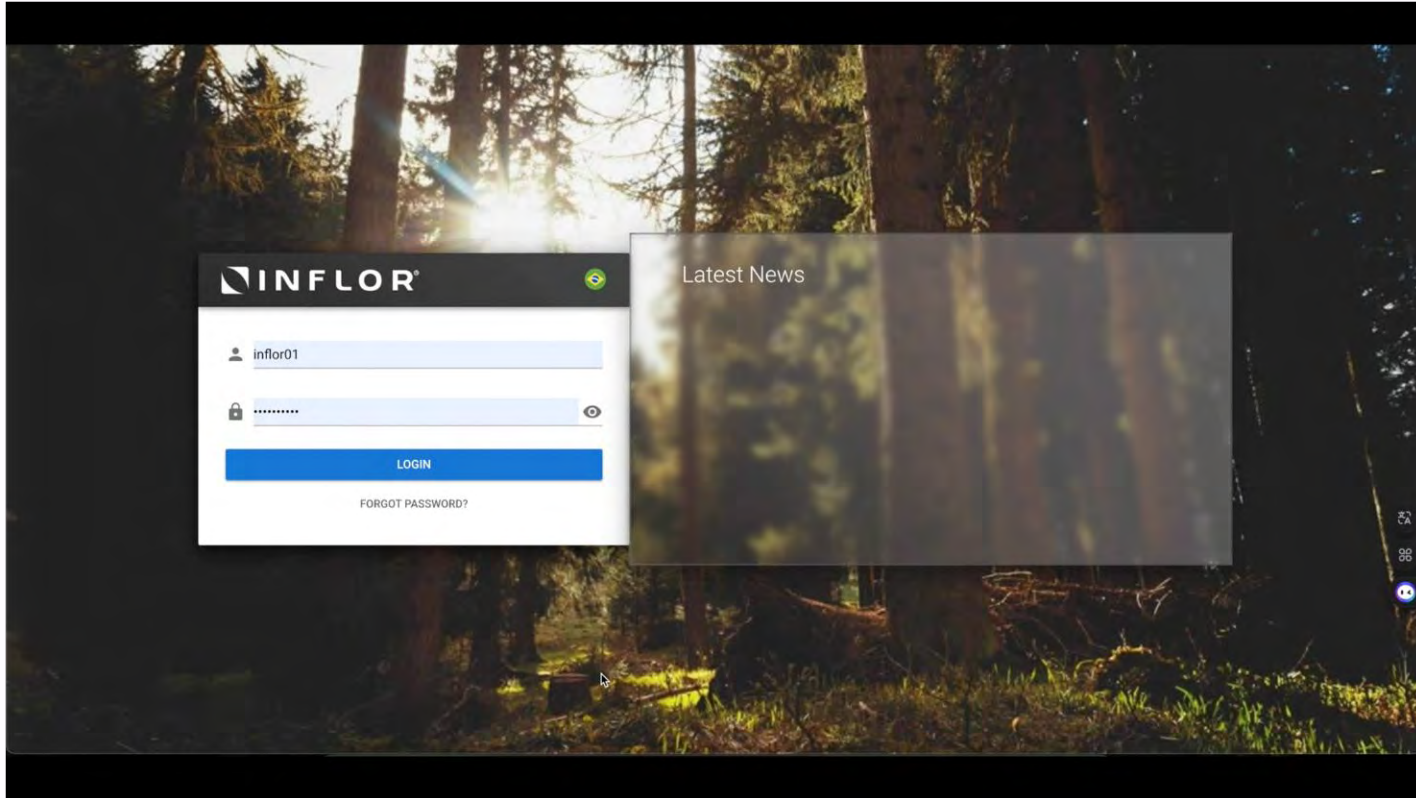


# Designed for Global Complexity

The screenshot displays the INFLOR Management Group interface. At the top, there is a navigation bar with the INFLOR logo and a search bar. Below this, a grid of management cards is shown, each representing a different region. Each card includes a title, a small flag icon, a code, a list of countries or states, and a 'Managed Area' value.

Region	Code	Managed Area
APPALACHIAN	AP	118,604.89 Acres
AUSTRALIA	AU	1,186.87 Hectares
COSTA RICA	CR	4,228.09 Hectares
LAKE STATES	LS	47,843.75 Acres
MIDWEST	MW	49,635.81 Acres
NORTHEAST	NE	10,105.5 Acres
PANAMA	PA	12,641.56 Hectares
SOUTHEAST	SE	2,102,306.99 Acres
WEST	WE	335,883.68 Acres

# From Map to Insight



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# Regional Diversity. Unified Reports and Insights

## Data Cubes



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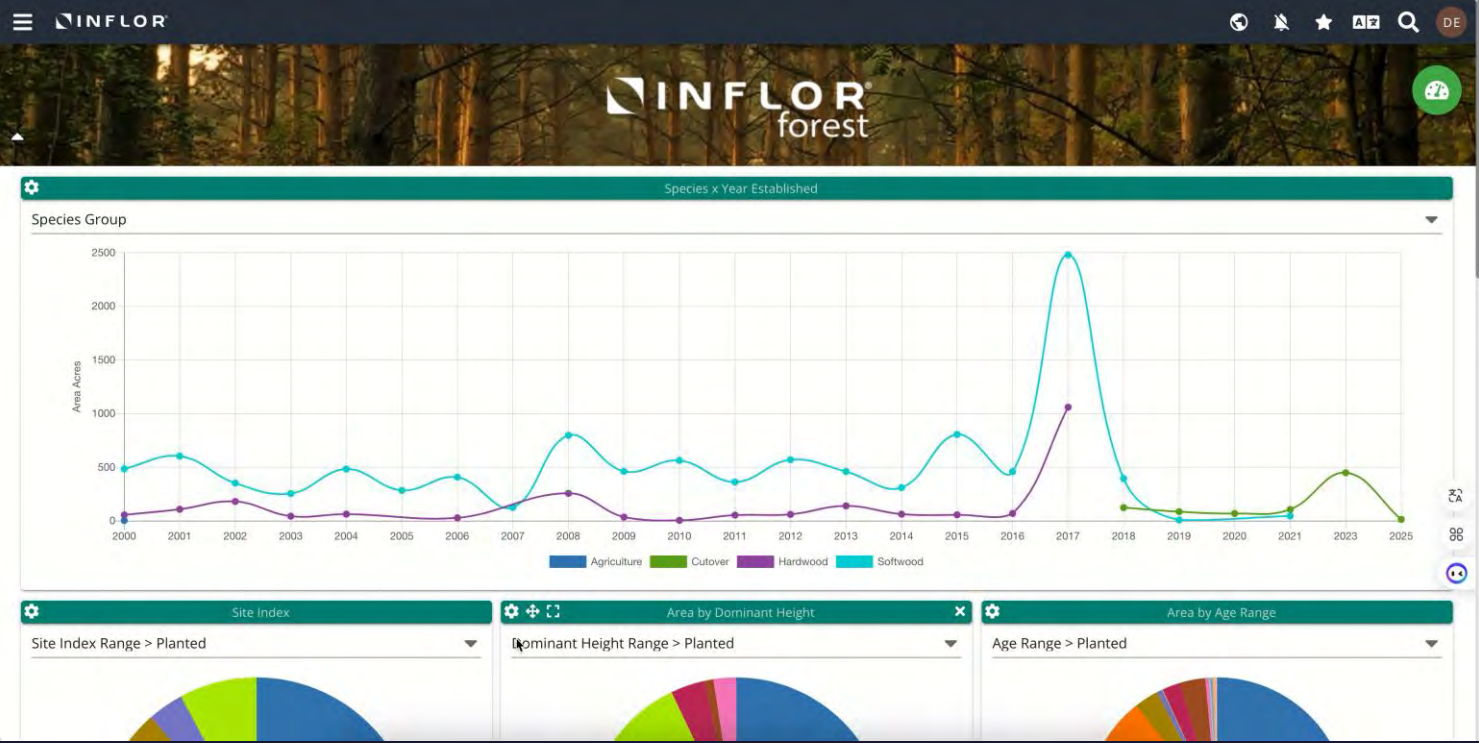
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# Regional Diversity. Unified Reports and Insights



# Regional Diversity. Unified Reports and Insights

## Custom Reports



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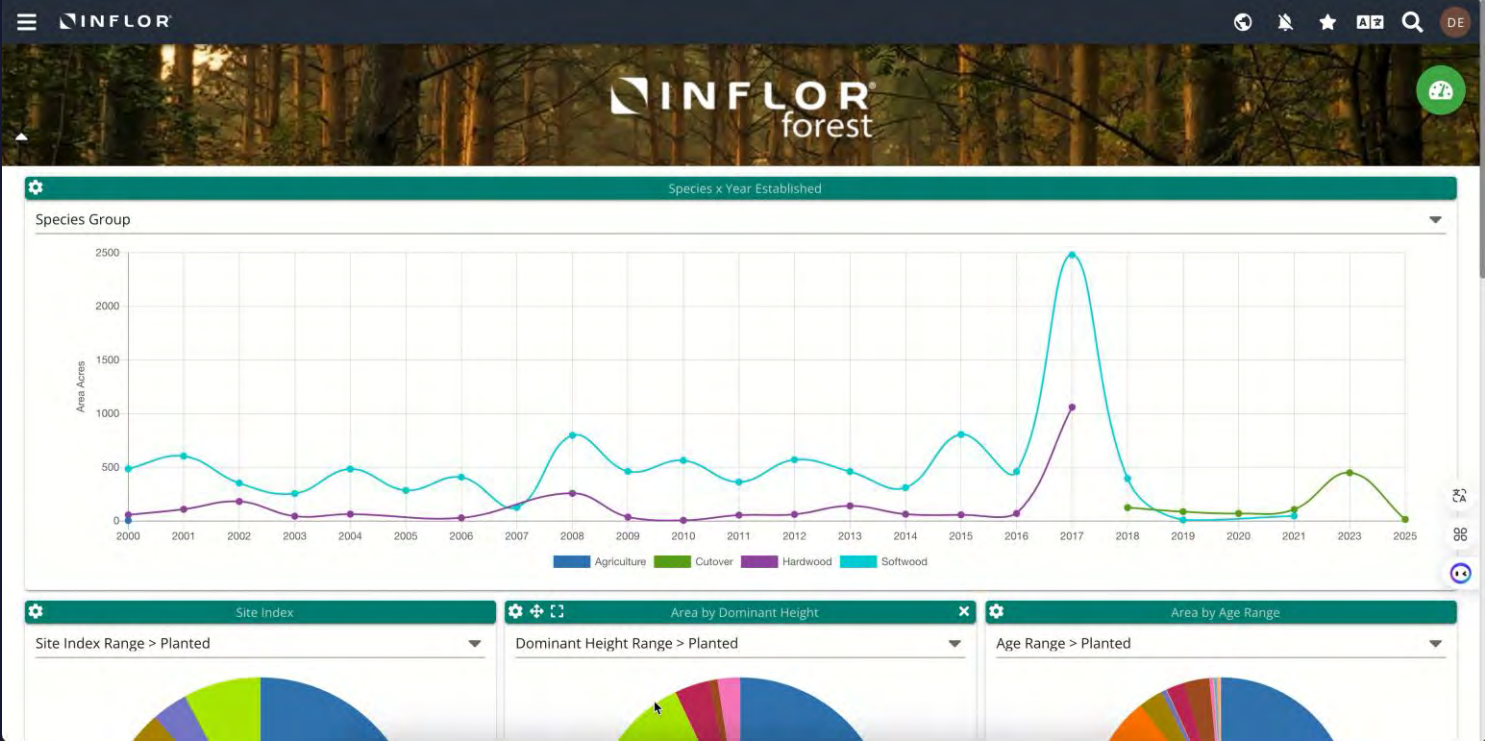
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# Regional Diversity. Unified Reports and Insights

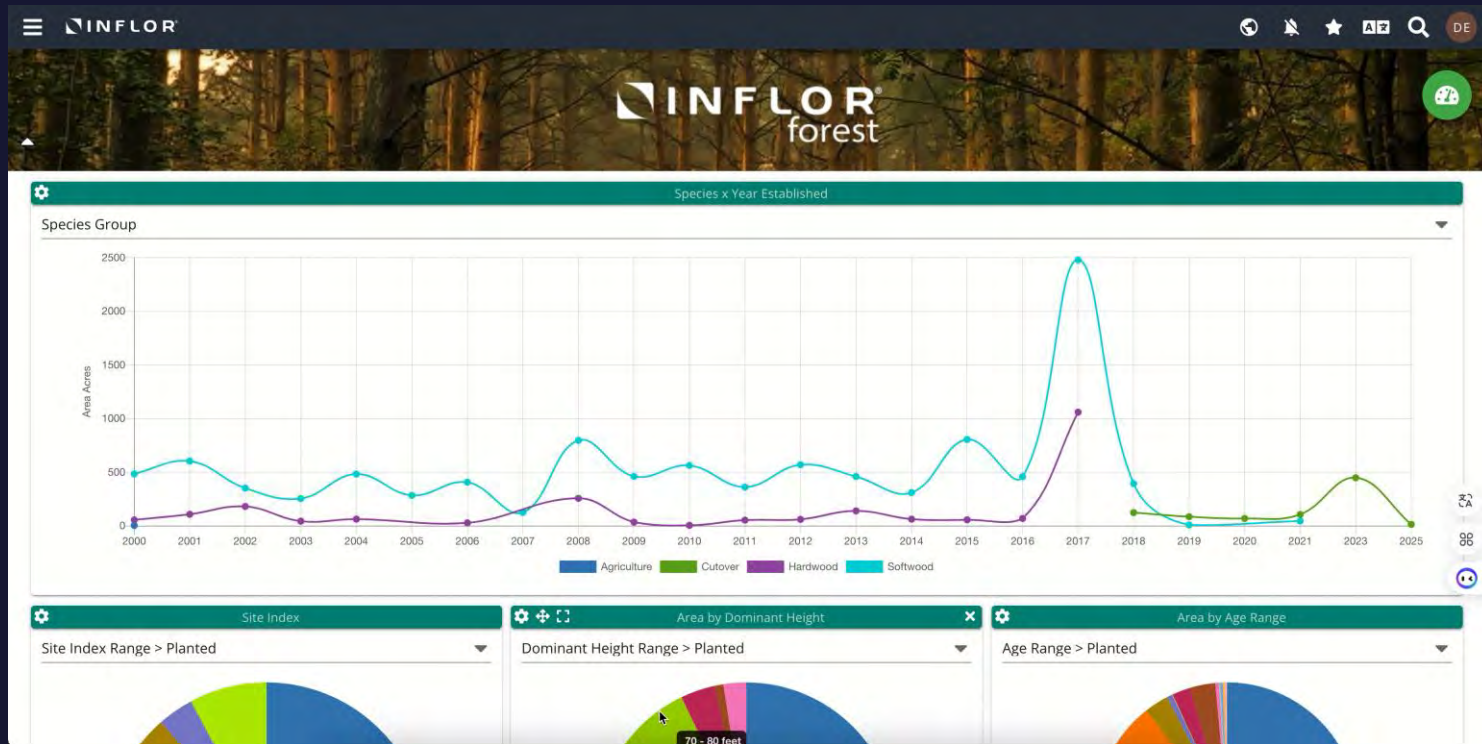


# Integrated Workflows. Simplified Processes

Understanding how workflows organize and streamline business processes



# Integrated Workflows. Simplified Processes



# Strong Validations. Reliable Data.

The screenshot displays the INFLOR software interface. At the top, the 'Validation Type' is set to 'Southeast - Stand Validations'. Below this, a 'Filters' section includes dropdown menus for 'Client' (DEMONSTRATION), 'Fund' (DEMO FUND), and 'Property' (DEMO FOREST). A 'Validation Rule' dropdown is open, showing a list of rules such as '101 ADM - Origin cannot be null' and '102 ADM - IF Origin = Open AND Stand = Fiber Base THEN Status must be IN (Available For Planting | Site Prepared | Available For Natural Regeneration | Protected ...)'. Below the rules, a table of data is visible with columns for 'ID', 'Client', 'Fund', 'Property', 'Tract', and 'GIS Area'. The table contains several rows of data, including one with ID 306290 and another with ID 515869.

ID	Client	Fund	Property	Tract	GIS Area	Area Unit
306290	DEMONSTRATION	DEMO FUND	DEMO FOREST	DEMO FOREST II	12827	10.25 Acres
515869	DEMONSTRATION	DEMO FUND	DEMO FOREST	DEMO FOREST III	12828	4.37 Acres

# Integrated Growth & Yield, and Projection Intelligence – Merchandiser

DATA INTEGRATION | FILES | TIMBER CRUISE | STANDS ROLLUP | STAND ATTRIBUTES | PRODUCT SPECS | INVENTORY OUTPUT | INTEGRATION LOGS

Step: Save Data

Last Integration	Status	Date/Time
Create Process	Loading	7/14/2025 02:07:29 AM
Data Update	Loading	

Step: Validate

Last Integration	Status	Date/Time
Execute Function	Loading	
Fetch Results	Loading	
Ignore Errors	Loading	

Step: Process

Last Integration	Status	Date/Time
Execute Function	Loading	7/14/2025 02:38:26 AM
Fetch Results	Loading	7/14/2025 02:38:27 AM

### Data Message Exchange

ID	Step	Action	Direction	Date	User	Message	Failure	Action
18	Process	Fetch Results	Response	7/14/2025 02:38:27 AM	INFLOR	Processing Sync Pending Flag set to False successfully	<input type="checkbox"/>	
17	Process	Fetch Results	Request	7/14/2025 02:38:27 AM	INFLOR	Request to Update Processing Sync Pending Flag sent to Merchandiser API	<input type="checkbox"/>	
16	Process	Fetch Results	Response	7/14/2025 02:38:27 AM	INFLOR	Inventory Output retrieved successfully	<input type="checkbox"/>	
15	Process	Fetch Results	Request	7/14/2025 02:38:27 AM	INFLOR	Request to fetch Inventory Output sent to Merchandiser API	<input type="checkbox"/>	
14	Process	Fetch Results	Response	7/14/2025 02:38:26 AM	INFLOR	Inventory Output retrieved successfully	<input type="checkbox"/>	

ID	Step	Action	Direction	Date	User	Message	Failure	Action	Weight
524	Processed - Ready to Transfer								8.64856

# Integrated Growth & Yield, and Projection Intelligence – Projections

← Projection

DATA INTEGRATION
VALIDATION MESSAGES
INVENTORY
SILVICULTURE
STAND ATTRIBUTES
PRODUCT SPECS
PROJECTIONS
INTEGRATION LOGS

**Step: Save Data**

Last Integration	Status	Date/Time
Create Process		
Data Update		

**Step: Validate**

Last Integration	Status	Date/Time
Execute Function	Synced	2/27/2026 09:53:32 PM
Fetch Results	Synced	2/27/2026 09:49:18 PM
Ignore Errors	Loading	2/27/2026 09:53:31 PM

**Step: Process**

Last Integration	Status	Date/Time
Execute Function	Synced	2/27/2026 09:54:36
Fetch Results	Synced	2/27/2026 09:54:42

**Data Message Exchange**

🔍

ID	Step	Action	Direction	Date	User	Message	Failure
515	Process	Fetch Results	Response	2/27/2026 09:54:42 PM	INFLOR	Projection Output retrieved successfully for 30935 stands	<input type="checkbox"/>
514	Process	Fetch Results	Request	2/27/2026 09:54:36 PM	INFLOR	Request to fetch Growth Output sent to Projection API	<input type="checkbox"/>
513	Process	Execute Function	Response	2/27/2026 09:54:36 PM	INFLOR	Projection completed.	<input type="checkbox"/>
512	Process	Execute Function	Request	2/27/2026 09:53:46 PM	INFLOR	Request to Projection Inventory sent to Projection API	<input type="checkbox"/>
511	Validate	Execute Function	Response	2/27/2026 09:53:32 PM	INFLOR	6 Error messages were overridden successfully	<input type="checkbox"/>

Abc	Bark CO2 Equivalent
	0
	0
	0

S	Index
	59.7
	59.7
	93

	93
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***INFLOR has proven to be far more than a Forest Management System focused on South America. They have become a true global technology partner, fully aligned with our modernization journey and prepared to support our continued expansion***



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