



GREAT PLAINS  
COMMUNICATIONS

## CASE STUDY

*Great Plains Communications still has a live body in our community, which is not true of other communications providers. As a result, the customer service we receive is better; it's top-notch.*

RORIC PAULMAN  
OWNER  
PAULMAN FARMS

### COMPANY

Paulman Farms

### LOCATION

Sutherland, NE

### INDUSTRY

Farming

### SERVICES

Paulman Farms is a family-owned farm with crop rotations of corn, popcorn, dry edible beans, soybeans, winter wheat, and sugar beets.

888-343-8014

[gpcom.com/enterprise](http://gpcom.com/enterprise)

Paulman Farms is located in Sutherland, Nebraska, in the southwest part of the state. Roric Paulman, along with his wife Deb and their son Zachary, farm nearly 5,000 acres with annual crop rotations of corn, popcorn, dry edible beans, soybeans, winter wheat, and sugar beets.

Today, the Paulmans own all of the land it lost in the 1980s and the farming operation has become a \$10 million business.

Paulman Farms uses technology to overcome challenges. This currently includes irrigation water and soil monitoring tools, precision farming equipment, and new seed technologies.

***“Paulman Farms is a large farming operation, spread over a radius of approximately 26 miles. The low unemployment rate in Nebraska makes it difficult to find enough qualified people to work for us. So part of the answer is to use larger equipment and more technology to increase how much can be done with fewer people.”***

RORIC PAULMAN, OWNER  
PAULMAN FARMS

Currently, Paulman Farms takes advantage of technology such as:

- » Cloud-based services
- » Remote monitoring that sends alerts when something needs attention
- » Real-time harvest system, which instantly knows inventory, yields, and moisture content

To be able to take advantage of this technology, Paulman Farms needs substantial Internet service. In 2015, Great Plains Communications put fiber in to the farm, increasing their Internet speeds to 20 mbps/20 mbps. Besides increasing the bandwidth for the farming operation, it also increased reliability.

***"I appreciate the fact that Great Plains Communications helps businesses in rural areas get the technology they need not just to survive, but to grow."***

RORIC PAULMAN, OWNER  
PAULMAN FARMS

