

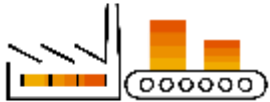


SAP Farm Management and SAP Grower Management

Target Audience



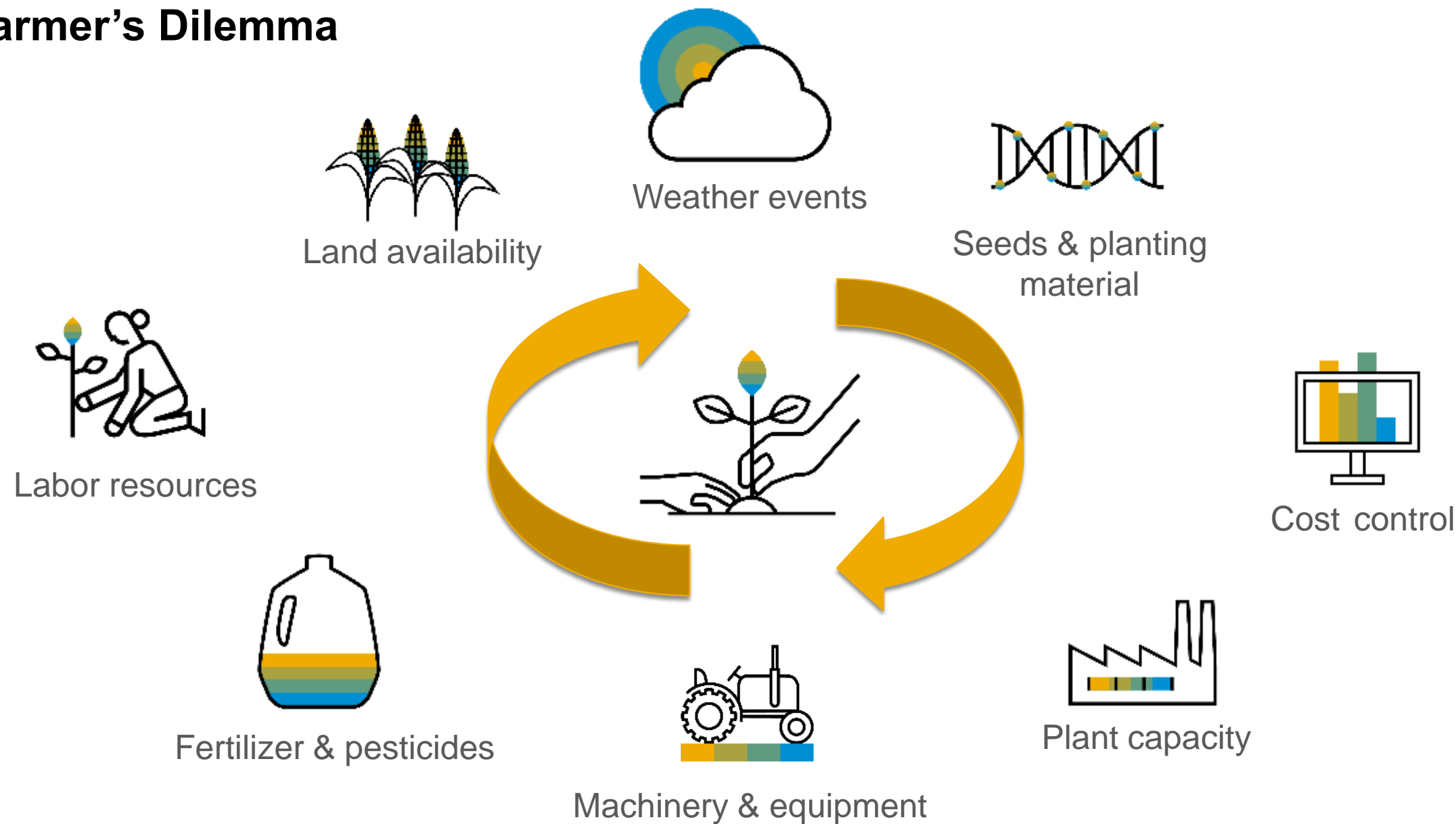
- **Agricultural companies** growing food and crops
 - Agri crop producing companies, with own or leased farm land
 - Cooperatives
 - Meat or dairy producers growing their own feed
 - Large greenhouse growers
- **Consumer products companies** processing agricultural raw materials (crops)
 - Consumer goods producers
 - Food producers (incl. sweets, bakery)
 - Feed producers
 - Beverage producers (e.g. juices)
 - Tobacco companies
- **Seed producers**
- **Other companies** that are buying and selling food
 - Large restaurant chains
 - Large groceries, supermarket chains
 - Wholesale traders buying crops from farmers
 - Importers of fruits and vegetables



Key Questions

- Do you have your own or leased farm land that you are managing to grow crops?
- Are you sourcing raw materials (fruits and vegetables) from farmers?
- Are you managing harvest operations for growers?
- Are you managing a larger group of farmers as contractual partners?
- Are you sourcing from farmers and also selling services and crop input material to these farmers?

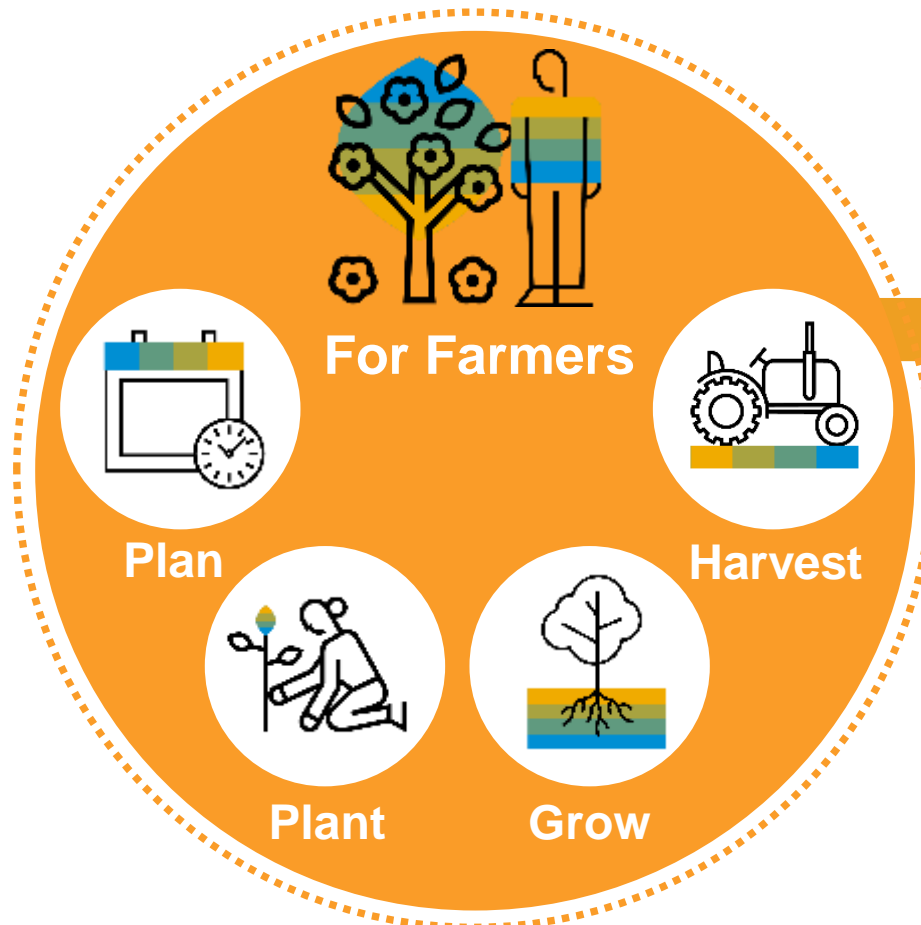
A Farmer's Dilemma



Agribusiness Solutions – SAP S/4HANA Industry enhancement

SAP Farm Management

for the farmer to operate the farm

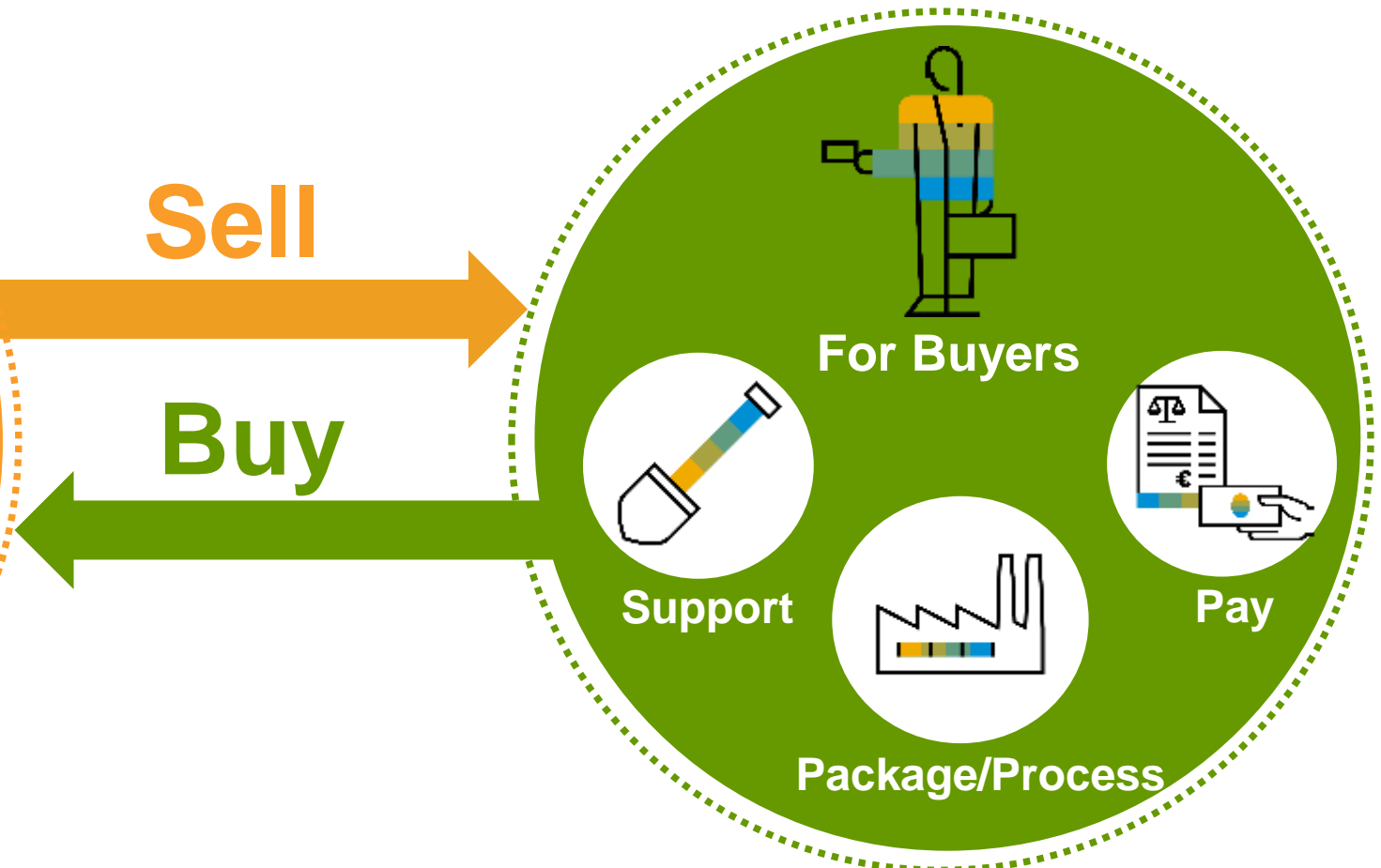


Sell

Buy

SAP Grower Management

for the buyers to manage their supply



Some Background on Crop Production Cycles

Short term



- Periodical crops (every three months)
- Harvested several times in the same year
- Production cycle less than a year

Medium term



- Periodical crops (every 3 to 5 years)
- Harvested several times
- Production cycle no longer than 5 years

Long term



- Only one planting
- Harvested during many years ahead
- 5 to 40 years of produce

SAP Farm Management

An application for grower companies to plan and manage farm operations for multiple crop types. It is fully integrated into SAP logistics and financials processes.

Field planning:

Planning of farm field operations based on budget, resources and production goals.

Crop lifecycle management:

Provide sequence of activities across the crop lifecycle for different crop types. This includes tasks for chemical application, irrigation and other field activities.

Harvest management:

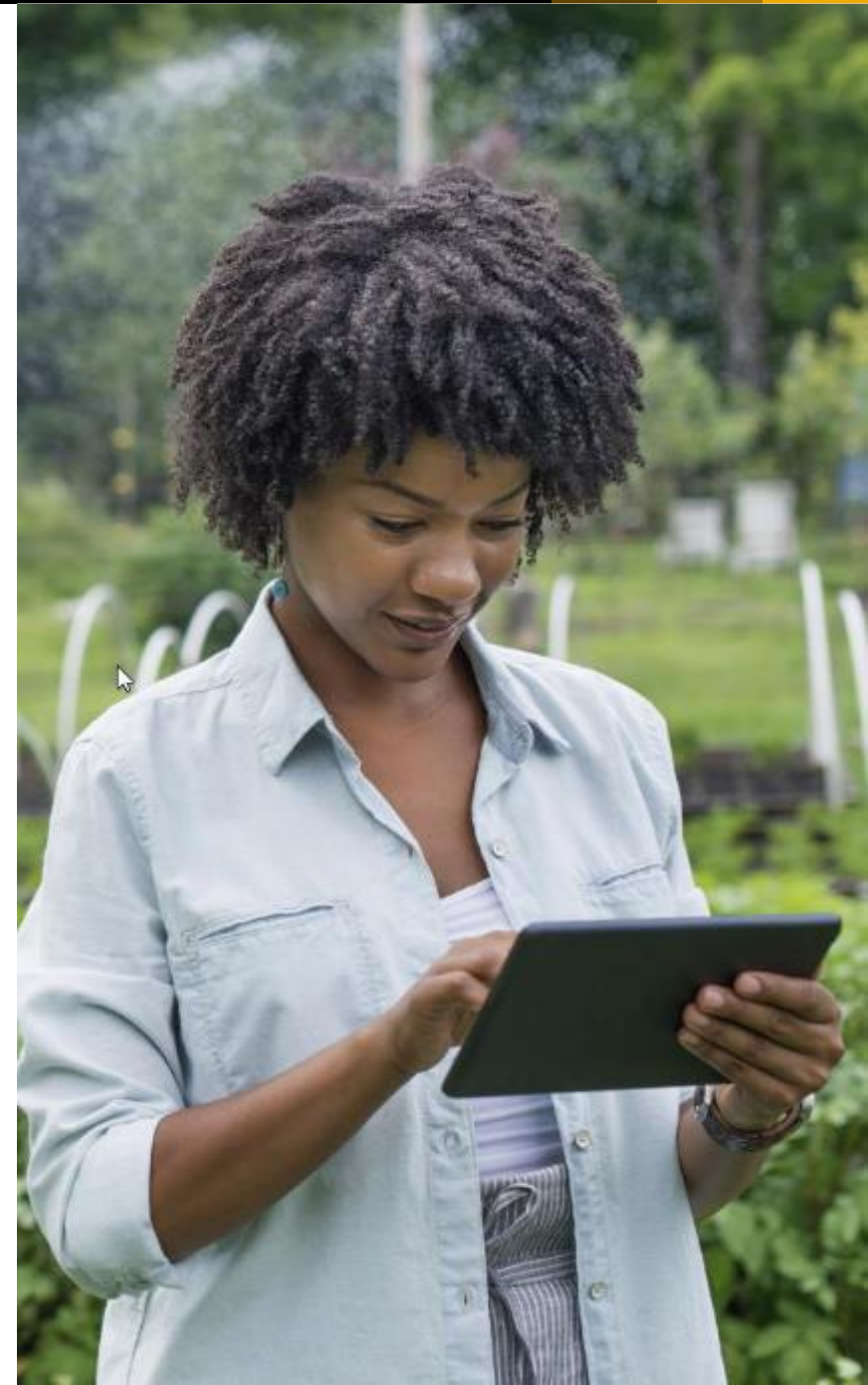
Plan and execute harvest activities, with precise measurements of crop yields and qualities.

Mobile access:

Provide mobile access to field operator for key functions like quality measurements and task recording.

Management analytics and reporting:

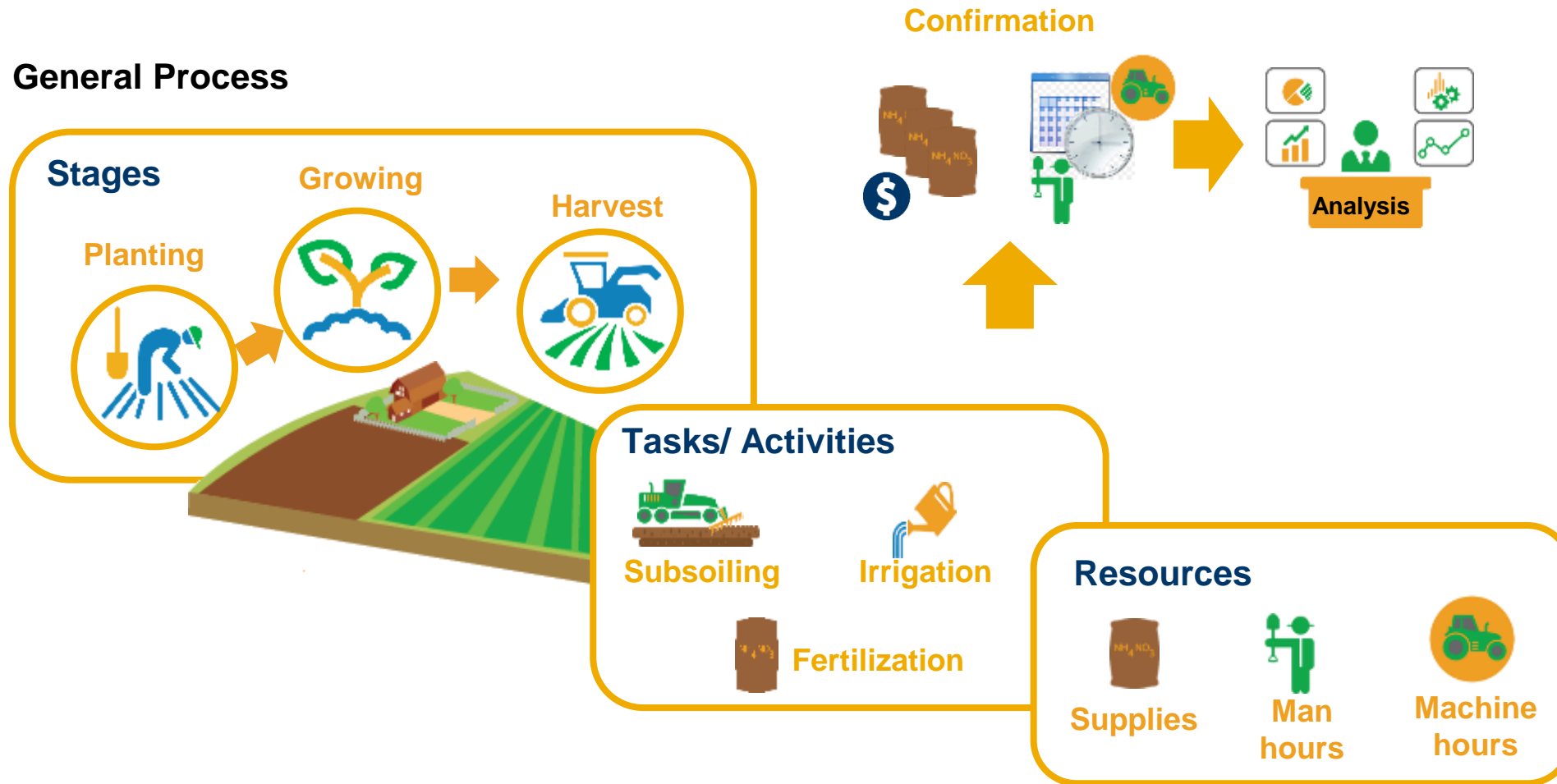
Provide business insight and decision support to farm managers.



SAP Farm Management

Solution for grower companies to plan and manage farm operations for multiple crop types

General Process



Key Features

- Field Planning
- Crop lifecycle management
- Harvest Management
- Mobile Access
- Analytics and Reporting

Screen Examples: Crop Master and Work Order

Crop Master

Search Crop

Q

↺

CARROT2	1.00
Carrot2	HAR
RICE 08	1.00
Rice 08	HAR
1000000101	1.00
Hilo	ACR
1000000141	10.00
REDBEAN	HAR
1000000112	1.00
Palm Nursery	HAR

⚙️

Crop Details

Crop: CARROT2Reference Crop: CARROT1Cur. Usr status:

Description: Carrot2

General

Plants

Crop Season

Crop Cycle

Quality Cha...

Status

Texts

Notes

Additional D...

Admin Data

General Information

Expected Yield: 8TON1.00HAR

Production Materials

Yard Material: YCO0002

Receiver Material: A10003

Seed Prod. Material:

Crop Master, with expected yield and production material

Work Order, here for Chemical Application Treatment

Work Order

Search WorkOrder

Q

↺

0010000043
0010000044
0010000045
0010000051
0010000053
0010000056
0010000057
0010000061
0010000062

⚙️

Work Order Details

CAT Details

Orders

Completed

Operations

Posting

Wind Speed

Texts

Status

Notes

Additional D...

Admin Data

Parameters

Cnf.Criteria:

Appl.Method:

Tanks Count: 2

Pressure: 100.000

Mix Location: CO01-MT-SW-01-01

Supervisor: Rodriguez

Equipment: TANK01

Coverage %: 100.00

Tank Size: 5

Actual Finish: PT08H00M00S

Act.start time: PT15H00M00S

Geographic Information System (GIS) Capabilities



Navigational



Transactional



Analytical

Mobile Application Example: Work Order Confirmations

14:44

← WORK ORDER CONFIRMATIONS

SELECT ROUTE ▾

SELECT TERRAIN ▾

SELECT TASK ▾

5/10/16 📅

🔍 Search

ORDER#	ORDER QTY	OPEN QTY	UOM
NO DATA			

12:39

← WORK ORDER CONFIRMATIONS

ROUTE 2 ▾

V-VT-RD-VPH-000001 ▾

TCR105 - SOWING (CORN) ▾

4/13/16 📅

🔍 Search

ORDER #	ORDER QTY	OPEN QTY	UOM
000002 001706	50.000	50.000	HA

12:39

← TASK ORDER DETAILS ✎

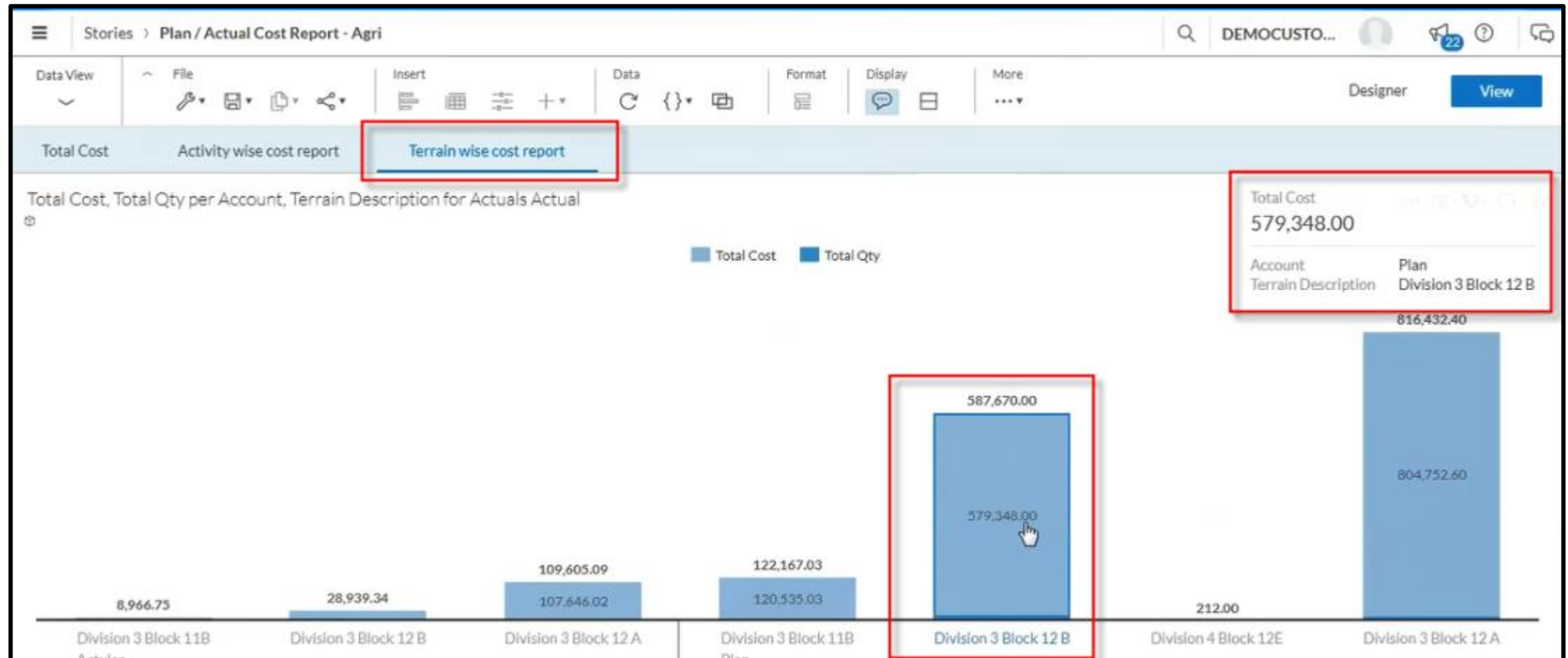
☑ Task Order Details

ORDERNO.: 000002001706
TASK: TCR105
TERRAIN: V-VT-RD-VPH-000001
CROP: SWEET_CORN
ORDERQTY: 50.000
OPENQTY: 50.000
DELIVEREDQTY: 0.000
STARTDATE: SUN FEB 01 2015 05:30:00
GMT+0530 (IST)
ENDDATE: SAT DEC 31 2016 05:30:00
GMT+0530 (IST)

SEEDER ▾

WORK CENTER: SD20101

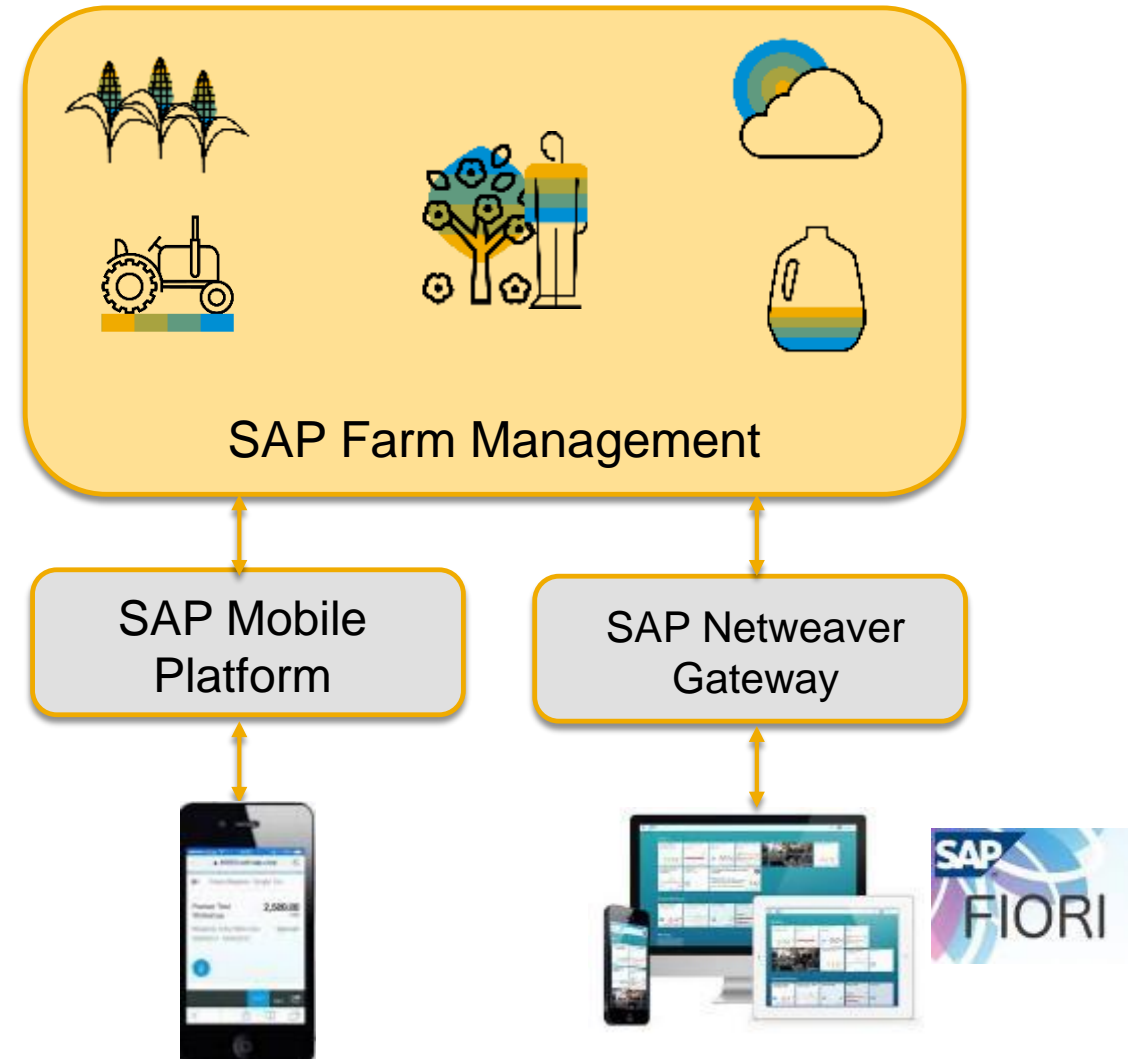
Analytics Example: Planned vs. Actual Cost reporting



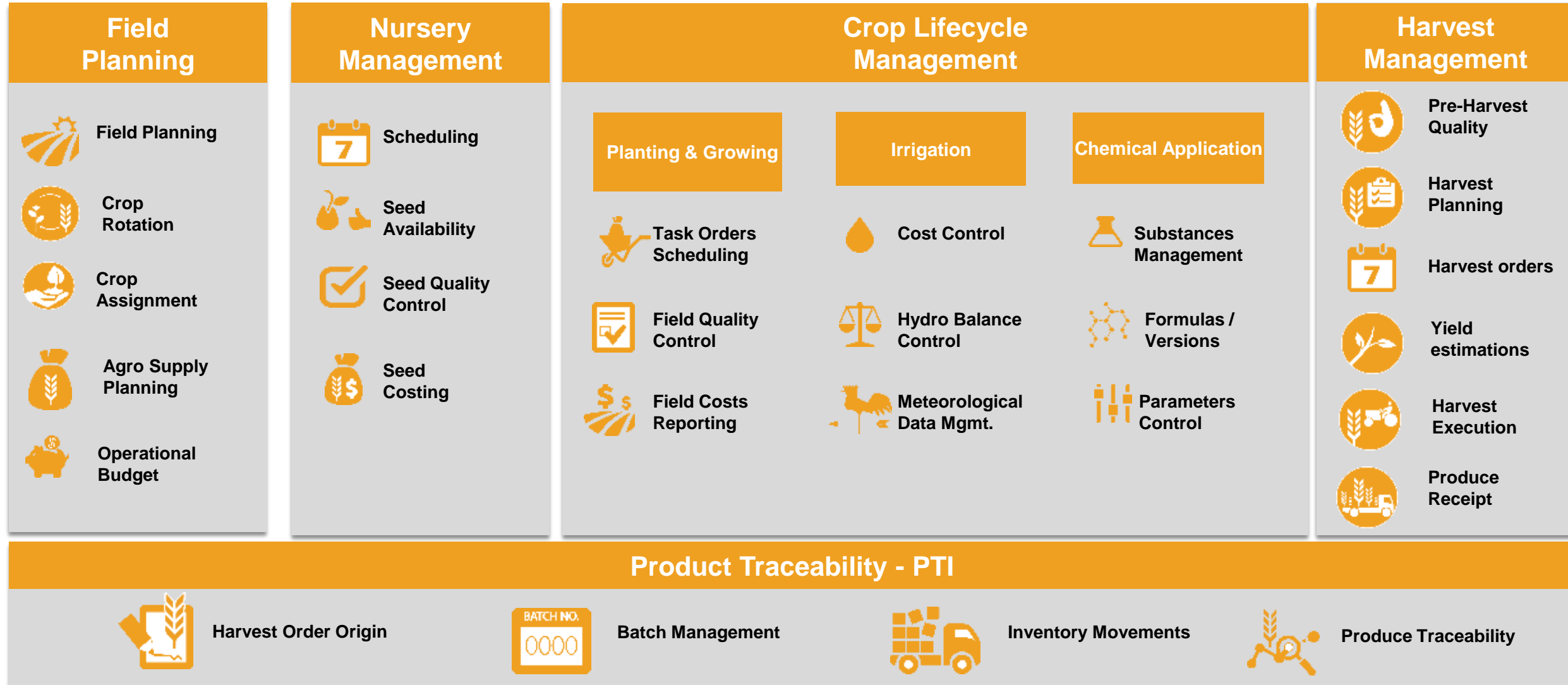
Mobility

SMP & SAP Fiori based Mobile apps simplifying the UI and allowing the users to work in offline mode in field operations

- Release work orders
- Task order confirmations
- Measurement data input for soil conditions, meteorological data, etc.
- Material and resource usage
- Sensors – weather, moisture, etc.
- Harvest order confirmations
- Produce receipt quality checks



SAP Farm Management by Vistex



SAP Grower Management

An application helping agribusinesses to manage their grower relationships - fully integrated into SAP logistics and financials processes.

Contract management:

Manage grower contracts with details on terms, conditions, contracted yields and qualities.

Outgrower support:

Manage outgrower relationships such as services, farm input materials, and payments and cash advances to farmers.

Settlements and financial processes:

Manage settlement of grower contracts including loans, advances, and deductions, allowing for documented statements to farmers.

Mobile access:

Provide mobile access to operator for key functions such as crop receipts and quality measurements.

Management analytics and reporting:

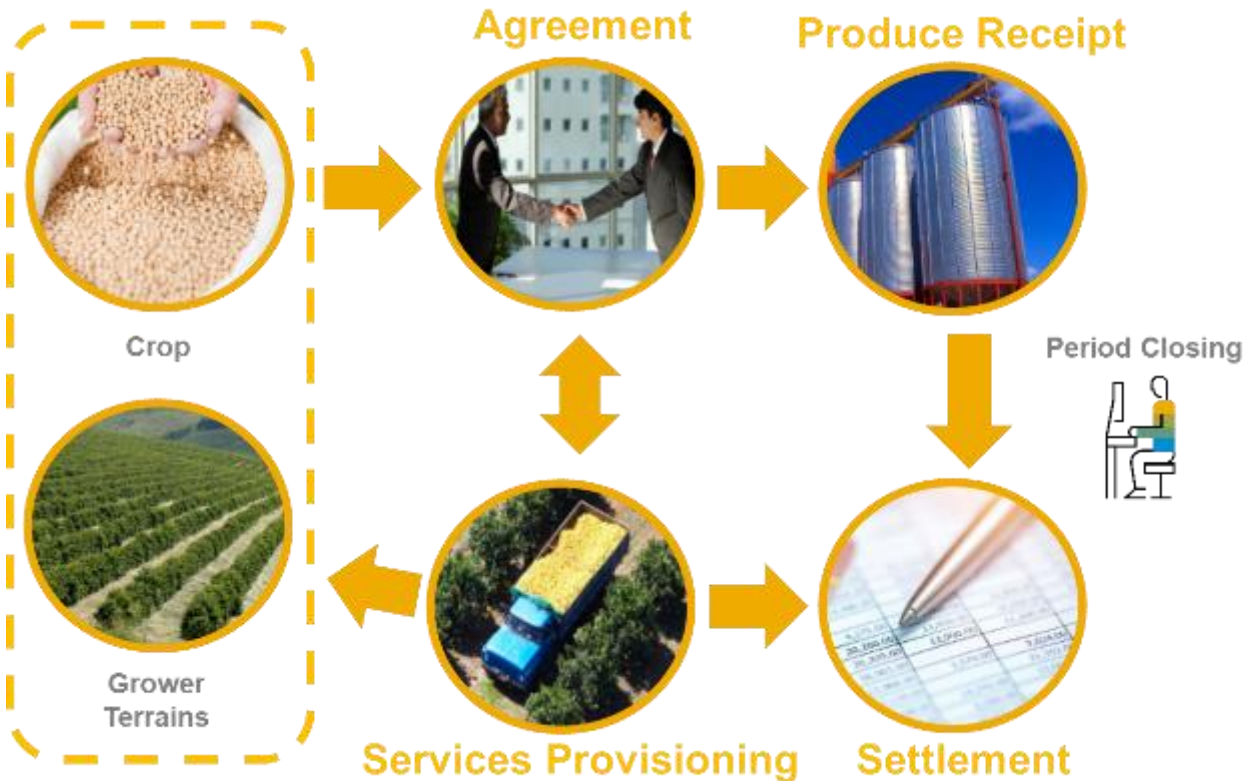
Provide management and operations reporting, which are prerequisites for documenting good agricultural practices and compliance.



SAP Grower Management for Perishables by Vistex

Solution for buyers of perishables e.g. fruits and vegetables to manage their supply

Process flow



Key differences to SAP Agricultural Contract Management:

- Contracting hectares / acres vs. tons
- Simple pricing
- Integrated service provisioning for growers, e.g. seed

SAP Grower Management for Perishables

Field Planning



Terrain Management



Crop & Season Planning



Yield Estimation

Grower Contracts



Legal Framework



Acreage



Quality & Pricing Rules



Settlement Profile

Agri Services Provisioning



Seed Provision



Equipment Provision



Cultivation Management



Harvest Execution

Grower Settlement



Produce Receipt



Produce Pricing



Advances & Deductions



Payment & Reconciliation

Product Traceability - PTI



Harvest Order Origin



Batch Management

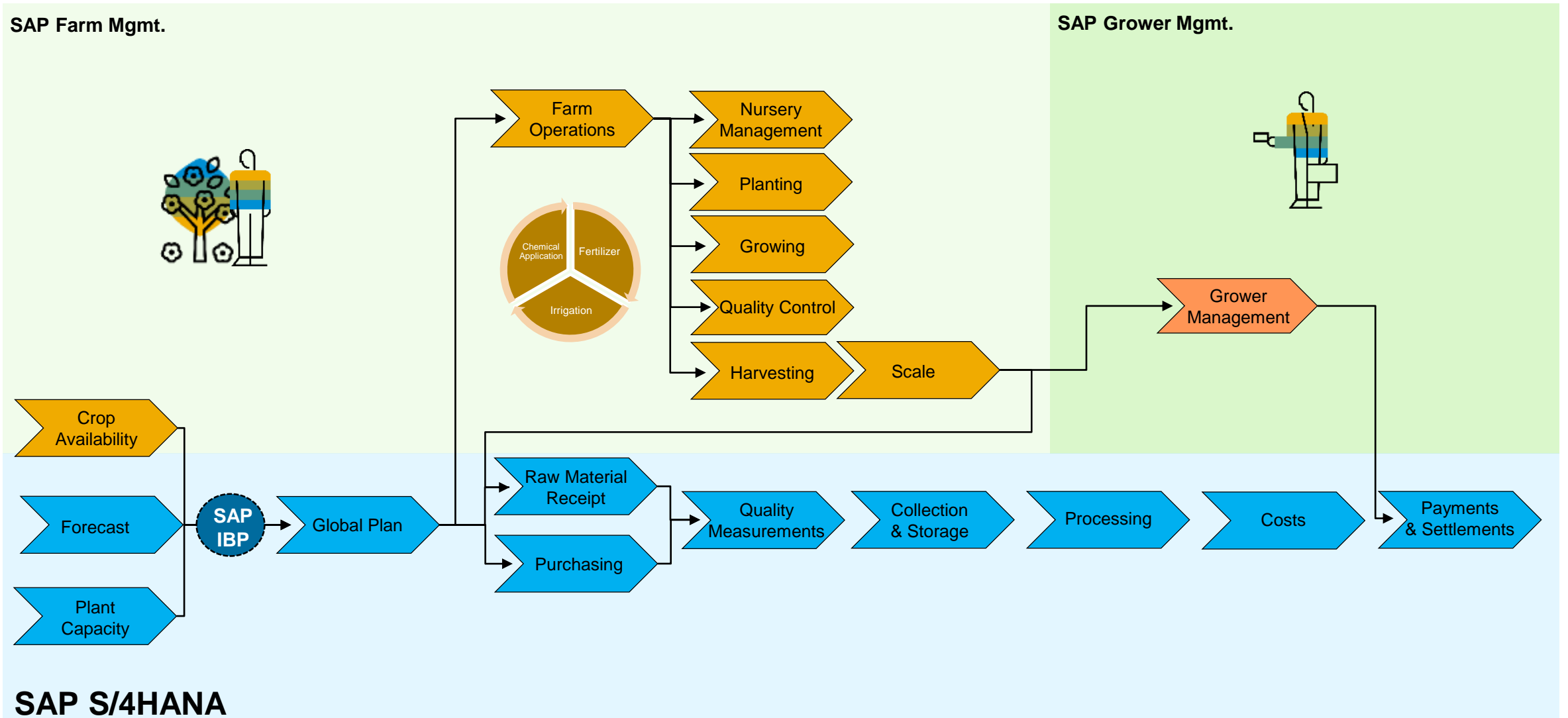


Inventory Movements



Produce Traceability

Business Process Integration



Customer Example

Sugar Corporation

- Reduction of order processing time
- Accelerated and accurate payment processes
- Reduced usage of herbicides
- Reduced usage of fertilizer
- Reduced time for grower managers spent in office
- Detailed costs analysis at field level

Cost savings
(Data from a live customer)

-10%

- 5%

-32%

- 8%

-10%

-10%



FINANCIAL

Integration into Planning:

Value for customer examples

- Recognize supply and demand imbalances at processing plants early
- Optimize the flow of raw materials from farms to processing plants
- Optimize throughput of processing units
- Timely transportation of perishable goods - Reduce degradation of raw materials during receiving delays
- Optimal (seasonal) usage of farm fields and fallow periods
- Make better sales decisions with accurate supply data - Mitigate the impact of harvest variances
- Better react to changing customer demand



Info Sources



Events

Customer webinar

“Coping with Agribusiness Challenges with SAP Farm Management and SAP Grower Management by Vistex”

Date: Wednesday, June 17, 2020

Time: 10:30 AM Central European Summer Time

Duration: 1 hour

➔ **Registration** (internal and external) on the event website:

<https://event.on24.com/wcc/r/2315255/42F7FF5397583C4FEFC365F44DB4229A>



Learn more about SAP in the agribusiness industry

SAP sources of information

SAP External Links:

- ▶ [SAP.com Agribusiness page](#)
- ▶ [Innovation discovery](#)
- ▶ [SAP Help Portal](#)
- ▶ [Video](#)
- ▶ [Vistex page](#)



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