

‘Run with A Deere’

Integrating agronomic data on ONE platform



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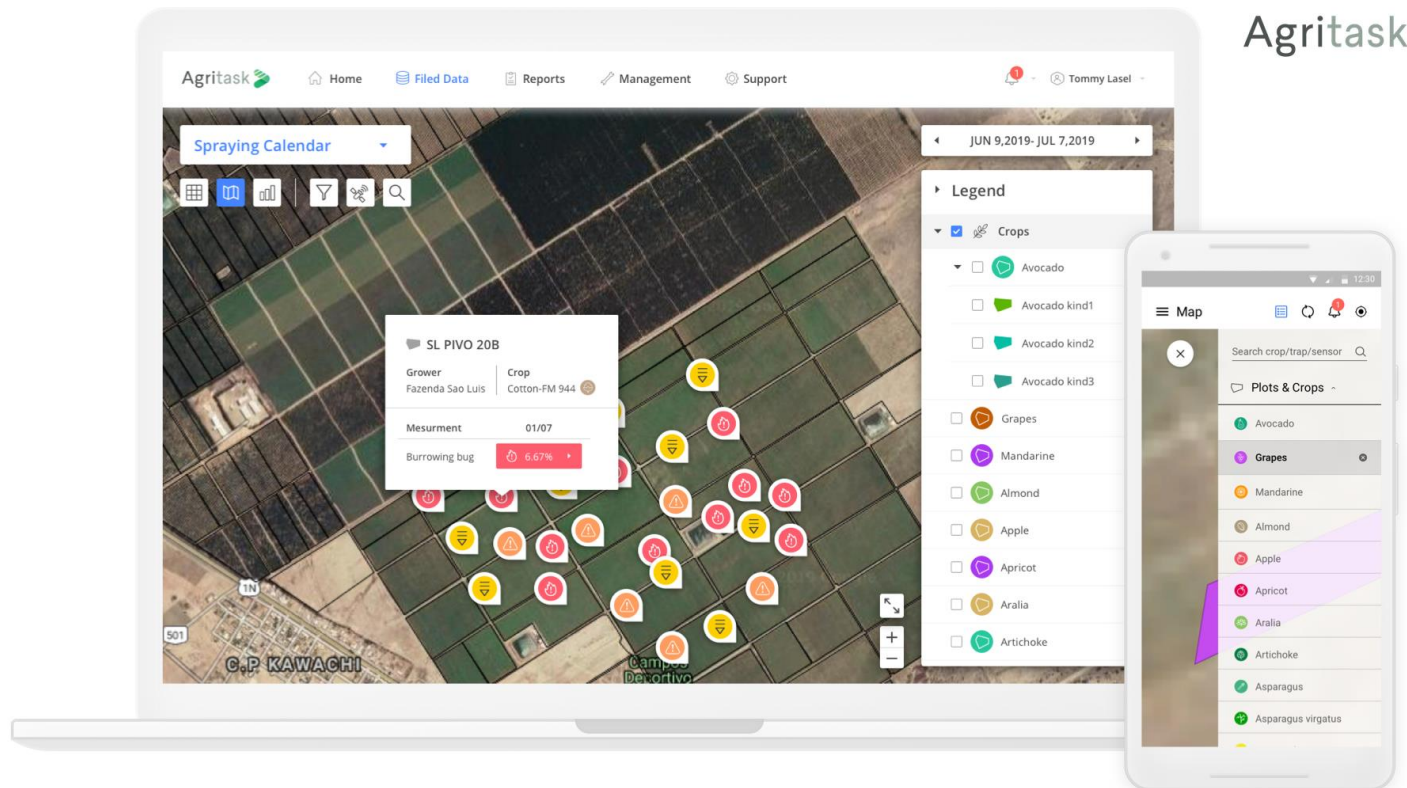
Agritask 



Data-driven decision support & process management for agricultural businesses

- *Active since 2010*
- *~80 employees*
- *Deployments thus far:*
 - *>70 clients*
 - *>20 countries*
 - *>30 crop types*

One platform. One database.



The problem

(Very) Low visibility into where and what is happening in the field



Available data is
difficult to interpret

Sensors, machinery, weather, satellites, drones, ...



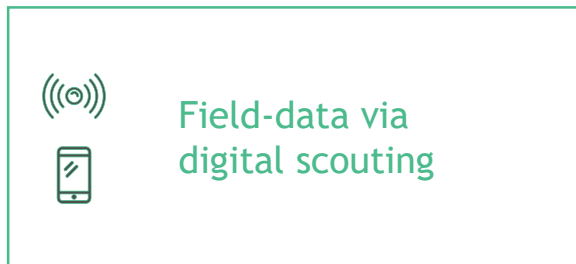
Agronomic data
is incomplete / limited

Pests, diseases, weeds, stand, pheno-stage, ...

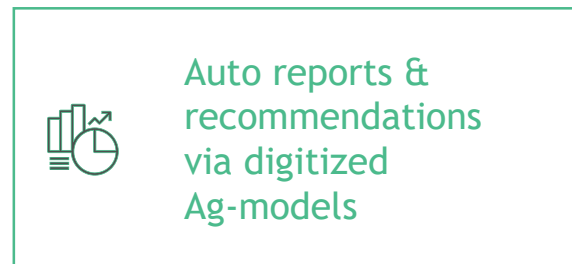
An overview of our solution

‘One platform - One database’ approach for managing agriculture related operations

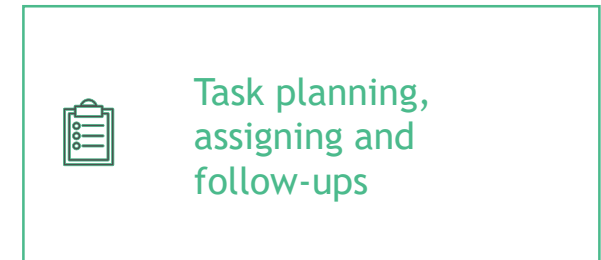
Digitizing data collection



Digitizing decision process



Digitizing execution



Clients from all agriculture sectors

- Large Growers
- Buyers (F&B)
- Input Providers
- Regional Extensions
- Ag-Insurance



In more than 20 countries thus far

Brazil, Argentina, Peru, Costa Rica
Uruguay, Mexico, Israel, Morocco
Angola, Nigeria, Thailand, Belgium,
Netherlands, Philippines, Vietnam,
Bulgaria, Kenya, Ukraine, Romania, ...

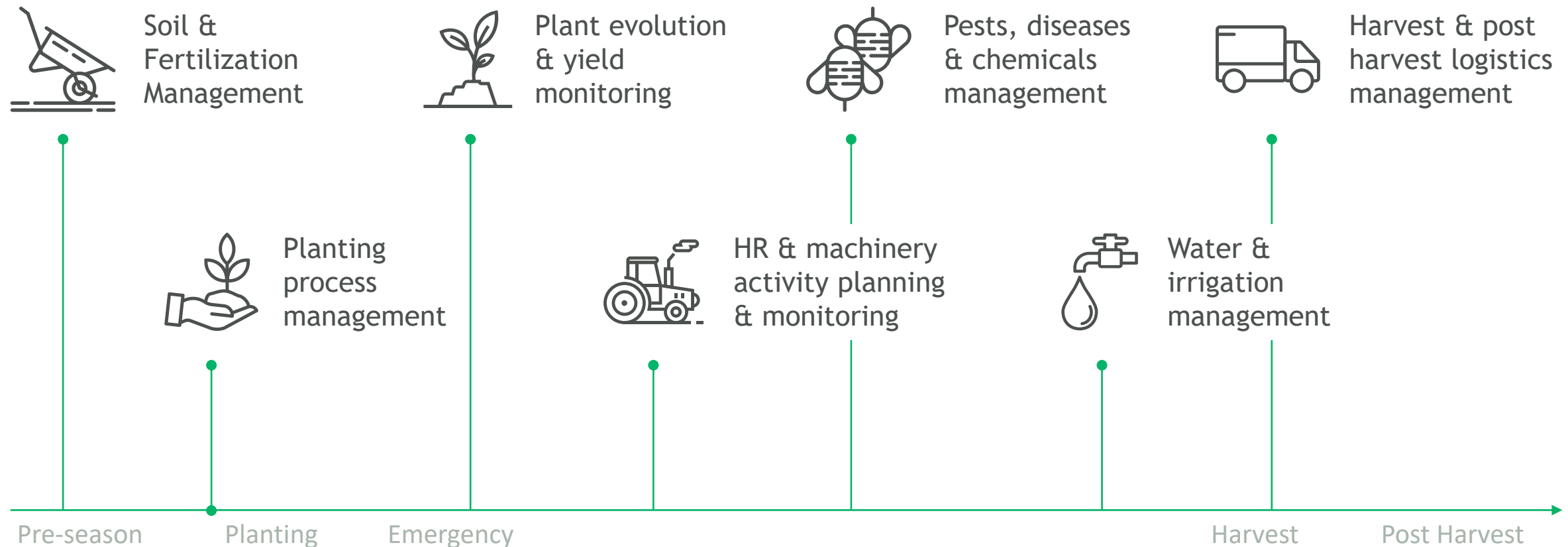


Working with JD in 5 countries:

Brazil, Argentina, Ukraine, Romania, Thailand

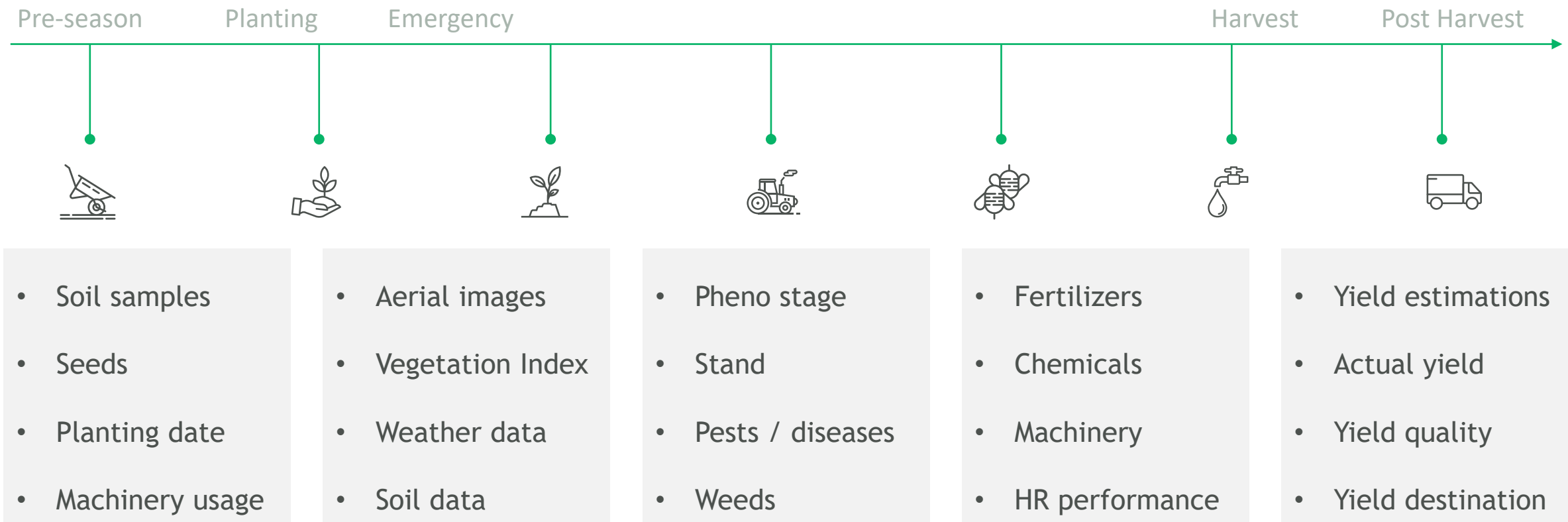
One integrative platform

Clients use Agritask to manage their ag-production process end-to-end



One unified database

All relevant data is reported, collected and stored under a unified database



Case study: Significant inputs cost reduction

Savings: >18% (\$1.8M/Y)

Location: Brazil

Crop: 17K Ha of Cotton

Key benefits:

- Centralized view of problems
- Better control over chemical usage
- Task planning & follow-up on map

Agritask map view of pest reporting, indicating in favor of partial spraying



Case study: Significant quality improvement

reduction from 30% to 13%
to 7% YoY

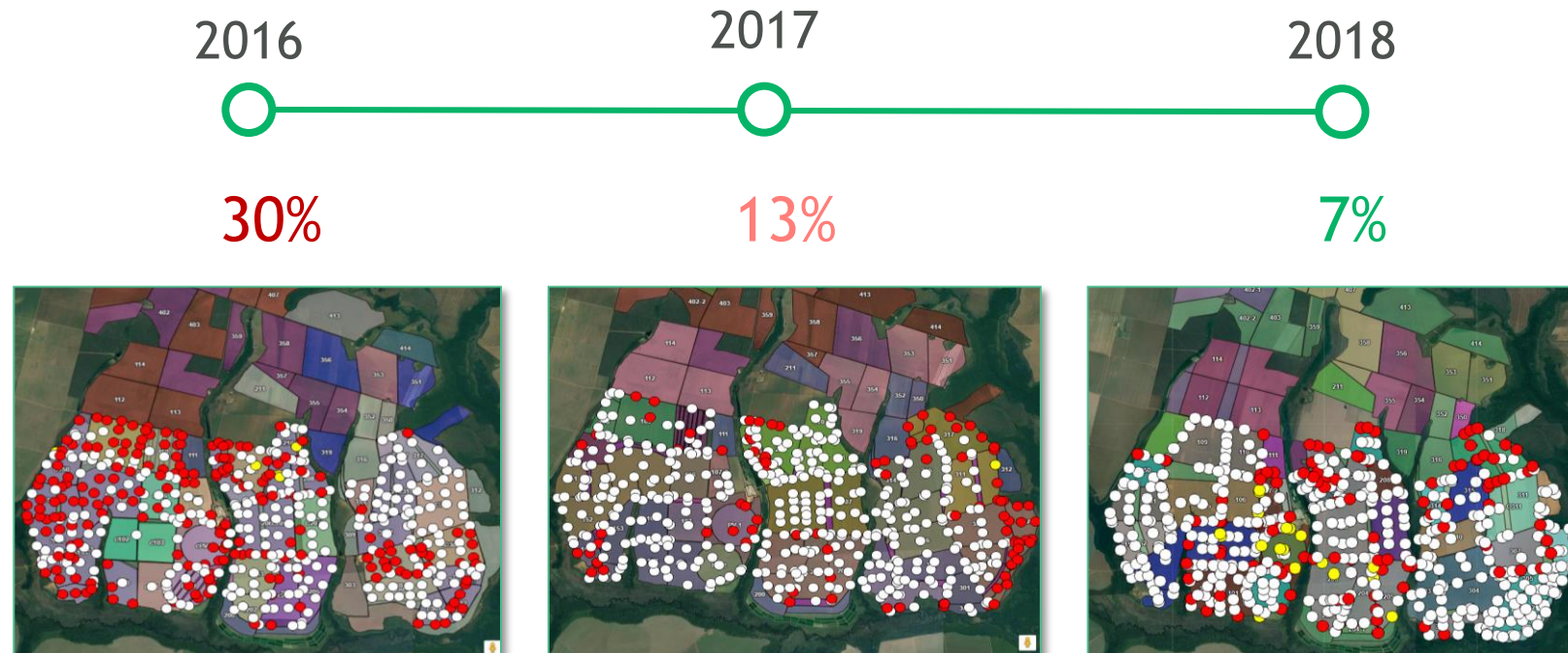
Location: Brazil

Crop: 12K Ha of Soybeans

Key benefits:

- Immediate detection & respond to hazards
- Continuous improvement from year to year

Agritask map view of pest reporting, indicating a
constant reduction in infected plants



Case study: Significant yield increase

8% average (\$1.1M/Y)

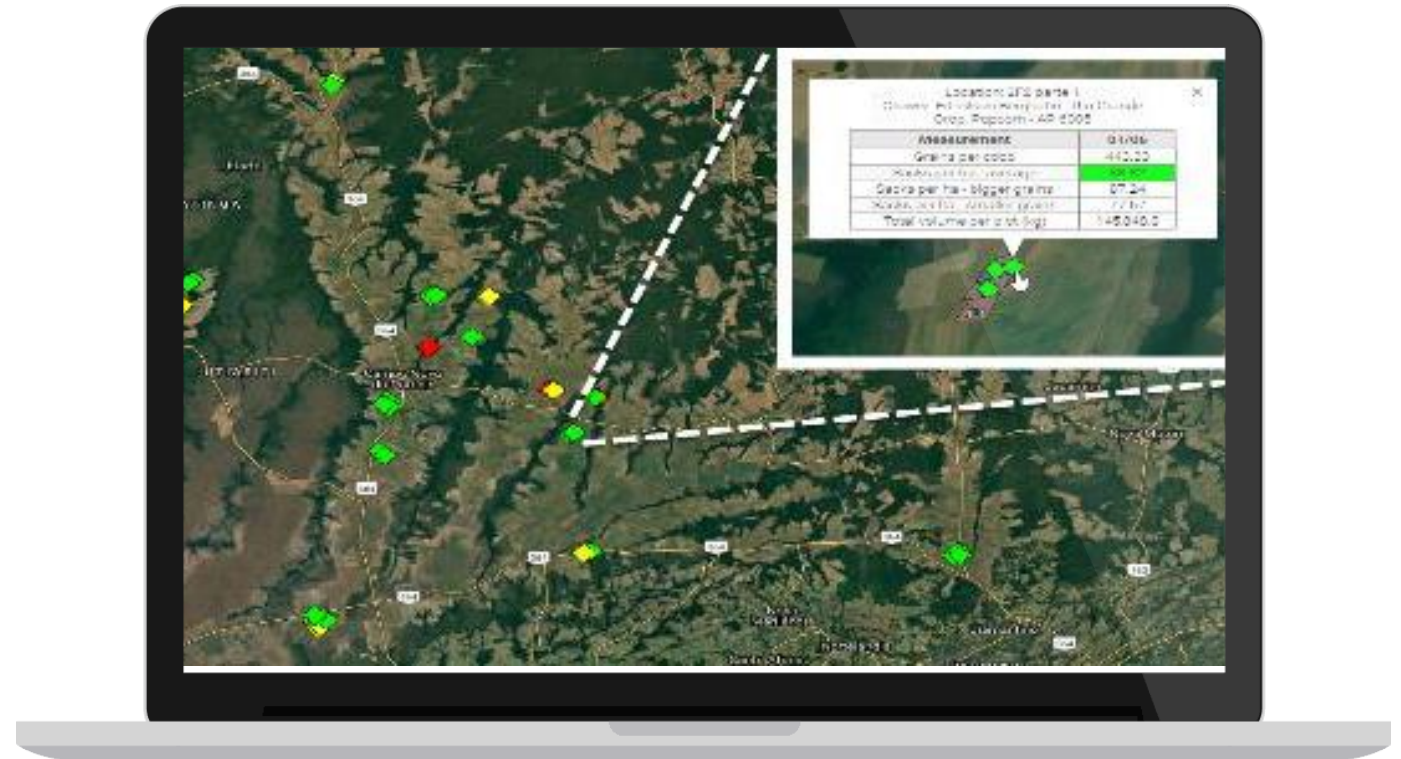
Location: Brazil

Crop: 11K Ha of Corn (25 growers)

Key benefits:

- Structured field monitoring
- Improved control over scouts
- Improved response time
- Closer relationships with growers
- Improved yield prediction model

Agritask map view of reported data for yield prediction



Driving digital transformation with partners

Agritask facilitates clients' adoption of new technologies by:

- Integrating all agronomic data on one user-friendly platform
- Ensuring smooth transition by starting from clients' baseline
- Enabling real use of data by digitizing decision making process
- Growing with clients in their technological journey



Over 50 integrations thus far



John Deere + Agritask: Value Creation from Integration

Examples / Case studies

Plan vs. Execution of field activities

Example

Mapping pests (Agritask)



Planning activity (Agritask)

Fazenda
Aplicação terrestre
Data: 20/04/2019

Lote	Cultivo	Área	Data	Assinatura
0026	Algodão - TMD 81 WS	85.0 ha		
0026GLT	Algodão - TM 985 GLTP	48.0 ha		
0027	Algodão - FM 944 GL	259.0 ha		
		392.0 ha		

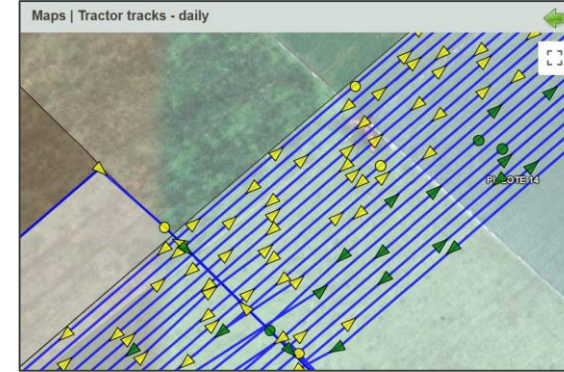
Etapas: Aplicação

Material	Dosagem	VOLUME	Observação	Retornar	Tanque cheio	Tanque complementar
BOROTOP	0.500 un/ha	196 kg				
BULLDOCK 125 SC	0.170 un/ha	67 litros				
Cypress 400 EC	0.300 un/ha	118 litros				
Flaxton	0.300 un/ha	118 litros				
NATURAL OLEO	0.200 un/ha	78 litros				
UNIZEB GOLD	1.900 un/ha	588 kg				

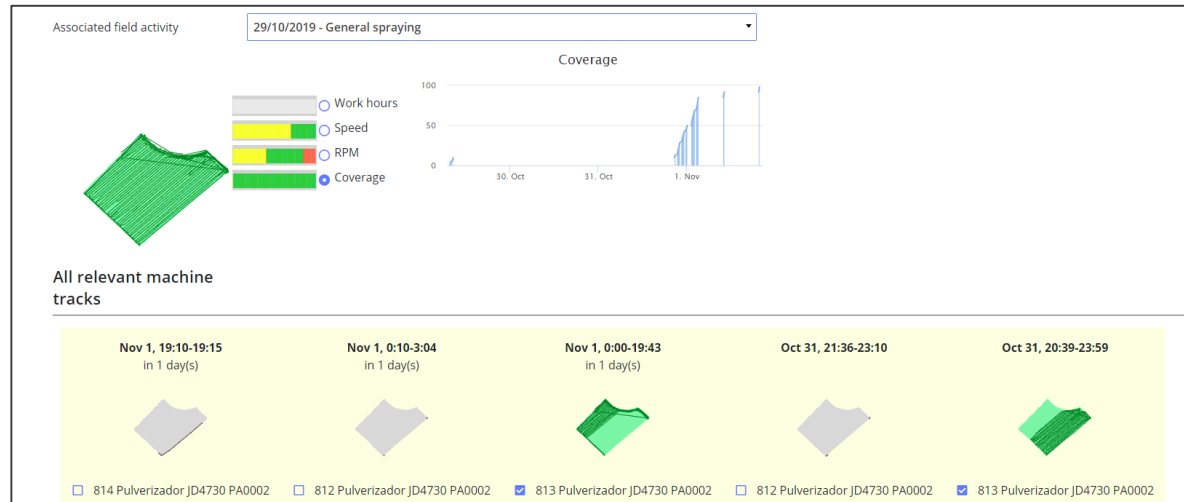
Recomendação para a aplicação dos produtos especificados e autorização para a retirada desses produtos do armazém.

Administrador: _____
Aprovado: _____
Técnico de campo: _____

Activity Execution – (JD -> Agritask)



Plan vs. Execution of activities (Agritask)



Automatic association of tractor routes with Service Orders

Associate machine track with other information

Personnel, activities, material use, cost items, etc.

Machine track Personnel



Activities



Material use



Cost



Example

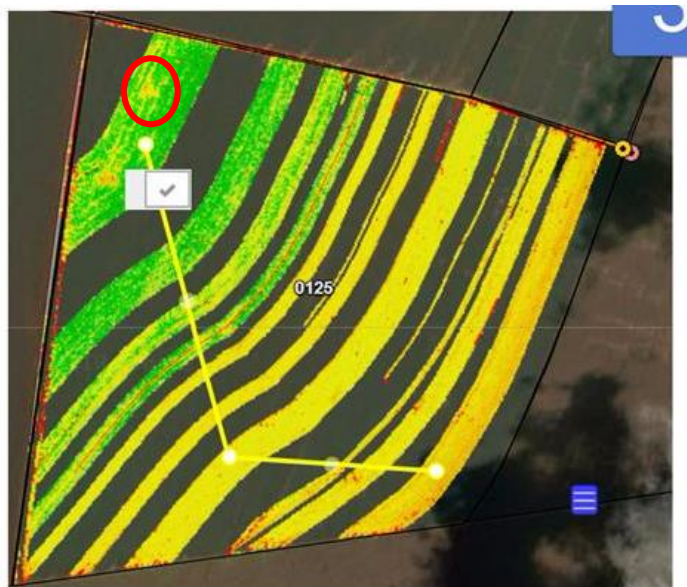
<input type="checkbox"/>		815		11/06/2019 07:08	SL PIVO 03B	53.24	TMG 44	General spraying	Aureo	10 l	0.19un/ha	us\$ 25.00	Reported	Aplicar na 80.
									SINGULAR 600	3.41 kg	0.06un/ha	us\$ 388.00		
									MARSHAL 400 SC	29 l	0.54un/ha	us\$ 429.00		
									Authority	26 l	0.48un/ha	us\$ 473.00		
									Proclaim	13 kg	0.24un/ha	us\$ 827.00		
<input type="checkbox"/>		814		10/06/2019 17:50	SL PIVO 21	140.00	TMG 44	General spraying	SINGULAR 600	8.75 kg	0.06un/ha	us\$ 996.00	Reported	Aplicar na 80 Bico 0
									PREMIO	20 l	0.15un/ha	us\$ 2,858.00		
<input checked="" type="checkbox"/>		814		10/06/2019 17:50	SL PIVO 22	100.00	TMG 44	General spraying	SINGULAR 600	6.25 kg	0.06un/ha	us\$ 712.00	Reported	Aplicar na 80 Bico 0
									PREMIO	15 l	0.15un/ha	us\$ 2,042.00		
<input type="checkbox"/>		813		10/06/2019 17:48	SL PIVO 20A	50.00	TMG 47	General spraying	PREMIO	8 l	0.16un/ha	us\$ 1,120.00	Reported	Aplicar na 80 Bico 0
									Tuval	20 l	0.40un/ha	us\$ 127.00		
									Marshal star	50 l	1.00un/ha	us\$ 1,155.00		
<input type="checkbox"/>		812		10/06/2019 17:45	SL PIVO 20B	50.00	TMG 44	General spraying	Tuval	15 l	0.30un/ha	us\$ 95.00	Reported	

Using actual yield data to improve yield estimation and fertility modules

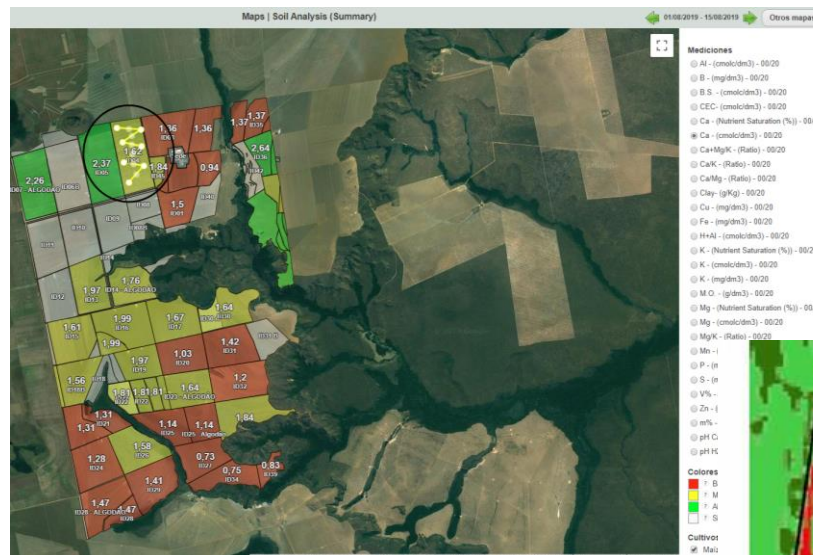
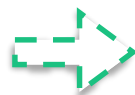
Example

Soil sampling & Soil fertility map (Agritask)

Actual yield (JD -> Agritask)



Harvest Map from JD Ops



Plan Soil sampling activities

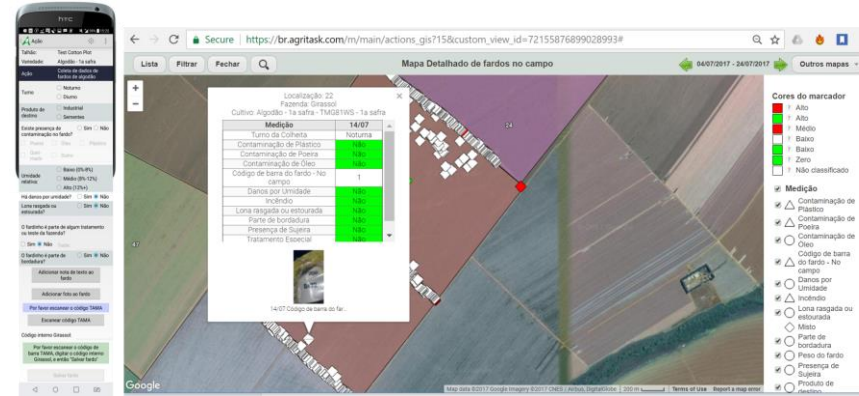
Yield Estimation (Agritask)



Improve Yield Estimation model YoY


Example from cotton

Define quality & characterization per bale (Agritask)



Example

Export all data to ERP system (Agritask)



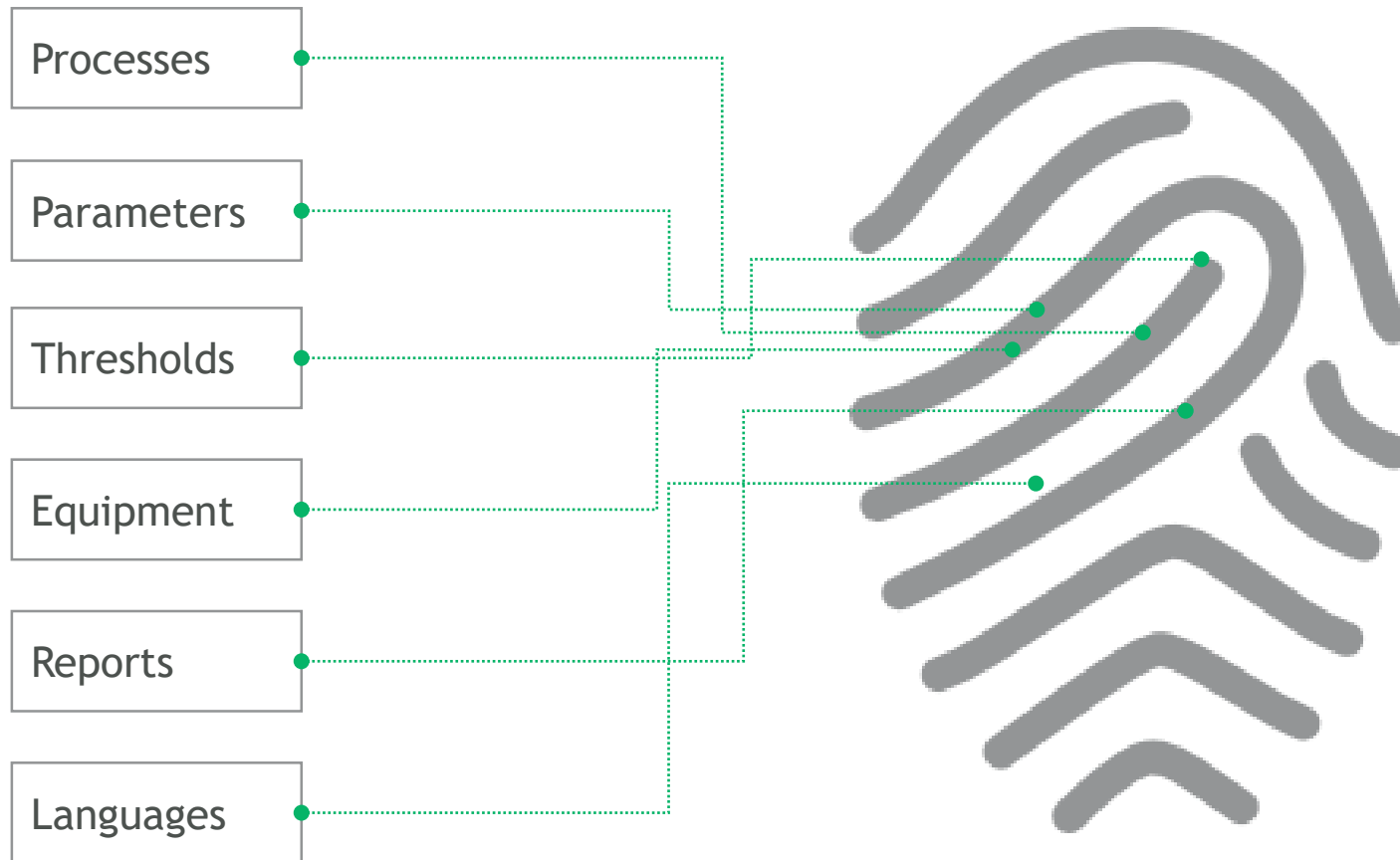
[Homepage](#)
[Dados de campo](#)
[Relatórios](#)
[Gestão](#)
[Apoio](#)

■ Colheita e Transporte - Fardos de algodão no campo

<input type="checkbox"/>	Técnico	Data Hora	Fazenda	Talhão	Variedade	Medição	Código de barra Fazenda	Código TAMA	Formato do fardo	Umidade relativa	Turno da colheita	Parte de bordadura	Contaminação - Sujeira	Contaminação - Óleo	Contaminação - plásticos
<input type="checkbox"/>	Willian Boteho	16/08/2018 16:06	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011344	3500B9880611038419431A4E	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 16:04	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011345	3500B9880611020419431A4D	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 16:01	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011346	3500B9880611110419540B7D	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:59	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011347	3500B9880611070419540B73	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:57	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011348	3500B988061107041935BDC9	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:54	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011349	3500B988061115041935BDC7	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:52	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011350	3500B9880611020419540B56	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:50	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011351	3500B98806110A4419540B5E	Cilíndrico	Médio	Diurna	Não	Não	Não	Não
<input type="checkbox"/>	Willian Boteho	16/08/2018 15:48	Fazenda	0020	Algodão - TMG 81 WS	Código de barra do fardo - No campo	17180700011352	3500B988061110441925CDB0	Cilíndrico	Médio	Diurna	Não	Não	Não	Não

Unique value proposition

Fully adjustable to YOUR current work methods



End-to-end
coverage;

Integrating
any SW
& HW

Customized standard product per market

Example

Features included in the standard product



Field measurements (phenostage, stand, etc)



Satellite Image Processing (NDVI, NDWI)



Integrated Pest Management



Weather data (actual + 15-day forecast)



Input management (use of inputs, cost reports)



Inventory Management



Machine Integration (JD link and JD Ops)



Labor Mgmt. (operators wage calculation)

Thank You

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