‖ RENEWAGRA: JOURNEY ROADMAP

OVERVIEW

RenewAgra is undertaking a critical project to unify its currently disparate data management systems across CropCo (outdated Excel), TransCrop (logistical network), and EnvoData (advanced SAP S/4HANA suite). This initiative aims to address the lack of interconnectedness and modernize operations. The ultimate goal is to establish a **single source of truth** for all company data

Immediate goals:

- Replace CropCo's old system; enable company-wide data access.
- Integrate all business data into a single source of truth.
- Provide secure data sharing for CropCo engineers.

Long-term goals:

- Maintain high quality global data via single interface for all.
- Offer fully mobile real time data access and analytics.
- Explore drone use for land analysis and predictive insights.

Business and Technical Requirements

Activity 1: Services provided by the three businesses that make up RenewAgra.

RenewAgra is comprised of three businesses operating in US, Brazil, Mexico, Germany and India.

I. Cropco
   a. Services Business
      i. Planting
      ii. Processing, owns plants
         1. Grain processing
         2. Sugar processing
      iii. Distribution of foodstuffs
   b. Operates in US, Brazil, Mexico and India
II. TransCrop
   a. Services Business
      i. Transportation, owns trucks, ships and railcars
         1. Transports: cereals, grains, sugar and rice
         2. Exports: cereals, grains, sugar and rice
      ii. Commodities Trading, owns a specialized trading system
         1. Calculate transportation costs
         2. Monitor global commodity prices
   b. Operates in US, Mexico, Brazil and India
III. EnvoData
   a. Data sales
      i. Advanced monitoring technology
         1. Satellite imagery
         2. Field and crop rotation conditions
         3. Real-time meteorology
      ii. R & D
         1. Crop Protection
      iii. Technology Sharing
         1. Patents
         2. Licensing
   b. Operates in Germany and the US

Activity 2: One area of improvement for each company using an SAP Solution.

CROPCO – ADDRESS THE HUMAN ELEMENT, ENGAGE USERS TO EFFECTIVELY PARTICIPATE

TRANSCORP – TRANSFORM FRAGMENTED OPERATION INTO A HARMONIZED SYSTEM

ENVODATA – LEVERAGE EXISTING DATA TO FIND SYNERGIES WITH CROPCO AND TRANSCORP

The points of improvement for each company stated above are based on the synopsis of current situation, current level of sophistication and RenewAgra's 5 year technology plan.

- I. Cropco -
    - a. Technical Sophistication – Low and antiquated
        - i. Manual Process, Paper & Excel
    - b. AREA OF IMPROVEMENT:

- II. Transcorp –
    - a. Technical Sophistication – Low level automation, fragmented and antiquated
        - i. 1980s era supply chain management system
        - ii. Ad hoc systems using phone & email
- III. EnvoData –
    - a. Technical Sophistican – High level
        - i. Deployed SAP S/4 Hana Suite
        - ii. SAP Analytics
        - iii. SAP Fiori UX

Activity 3: At least two(2) types of regulations differing from country to country potentially affecting business.

AGRICULTURAL: REGION TO REGION & CROSS-BORDER TRADE

COMMERCE & TECHNOLOGY: LICENSING, DATA PRIVACY

ENVIRONMENTAL: AGRICULTURAL, PROCESSING, LOGISTICAL

	Country of Operation				
	Brazil	**Germany**	**India**	**Mexico**	**U.S.A.**
CropCo	✓		✓	✓	✓
TransCorp	✓		✓	✓	✓
EnvoData		✓			✓

Regulatory Agencies & Acts differing from country to country

BRAZIL: ANVISA, MAPA, LGPD, ANTT,
Germany: EU, EFSA, GDPR, DG-MOVE, EMSA, ERA
INDIA: FSSAI, MINISTRY OF RAILWAYS, DPDP ACT, MOEFCC,
MEXICO: SCT, COFEPRIS, SCT, LFPDPPP, SEMARNAT, PORFEPA, CONAGUA, ARTF
USA: FDA, USDA, FSMA, DOT, CCPA, CDPA, CPA, HPIAA, EPA, FMCSA, FRA

Activity 4: Four question to ask RenewAgra to clarify business needs.

1. **REGARDING DATA INTEGRATION AND A "SINGLE SOURCE OF TRUTH", WHAT SPECIFIC PROCESSES OR STRATEGIC DECISIONS DO YOU HOPE TO IMPROVE?**
2. **CAN YOU DESCRIBE THE PAIN POINTS FARM CUSTOMERS EXPERIENCE ACCESSING DATA AND TRACKING TRANSPORTS?**
3. **WHAT WILL IT TAKE TO ENGAGE CROPCO IN TRANSFORMATION?**
4. **WHAT IS THE VALUE AND HOW DO YOU MEASURE THE VALUE OF THE FARMER'S ABILITY TO MAKE MORE ACCURATE CROP AND INTERVENTION PREDICTIONS?**

Stakeholders and Partners (Complete Task 2 Activities.)

Activity 1: Key stakeholders to include in meetings & Workshops

Stakeholder	Role/Title	Department/BU	Influence	Key Interest
Executive Team	Sponsor & Champion	C-Suite	Heavy	Success of 5 year plan & business goals
Engineering	Customer Partner	CropCo	Heavy, Critical to success	Protection of data and current process
Account managers	Customer Partner	Cropco, transcrop	Strong	Customer relationship & tools
Fleet Managers	Customer Partner	Cropco, Transcorp	Some	Logistics systems
Commodity Traders, (Internal)	Customer Partner	Transcorp	Some	Ease, speed, accuracy of calculations and info
Commodity Traders (External)	Business Partner	Transcorp	Slight	Ease, speed, accuracy of calculations and info
R&D	Customer Partner	EnvoData	Some	Clean data
API Developer	SAP Technology Partner	External	Heavy	Successful specification of requirements
Farmers	RenewAgra Clients	All BU	Huge	Improvement for all services

Activity 2: Analyze Stakeholders and partners by Interest, Influence & Level of participation in the Project

Stakeholder	Role/Title	Key Interest	Influence	Level of Participation
Executive Team	Sponsor & Champion	Success of 5 year plan & business goals	Heavy	Engage at High Level
Engineering	Customer Partner	Protection of data and current process	Heavy, Critical to success	Engage at High Level
Account managers	Customer Partner	Customer relationship & tools	Strong	Engage at High Level
Fleet Managers	Customer Partner	Logistics systems	Some	Engage at High Level
Commodity Traders, (Internal)	Customer Partner	Ease, speed, accuracy of calculations and info	Some	Engage at High Level
Commodity Traders (External)	Business Partner	Ease, speed, accuracy of calculations and info	Slight	Engage at low level
R&D	Customer Partner	Clean data	Some	Engage at High Level
API Developer	SAP Technology Partner	Successful specification of requirements	Heavy	Engage at High Level
Farmers	RenewAgra Clients	Improvement for all services	Huge	Engage at low level

Activity 3: Use SAP Partner Finder to locate and select a partner to provide expert advice on managing various project issues.

EXED CONSULTING, BRAZIL
PRIMUS TECHSYSTEMS PRIVATE LIMITED, INDIA

Activity 4: Brief Explanation for choosing these partners

SAP PARTNER	EXPLANATION FOR CHOOSING
EXED CONSULTING BRAZIL	Offers a comprehensive support package, including customized accelerator developments, our offering is designed to address the complexity of the Brazilian logistics landscape, with its vast geographical expanses and specific regulations. We simplify the execution of transport processes, resulting in time savings, cost reduction, and effective validation of system functionality during the implementation phase. Discover the logistics revolution with us and reach new heights of efficiency.
PRIMUS TECHSYSTEMS PRIVATE LIMITED INDIA	SugarPRIME Public Cloud is a packaged solution designed to address current challenges for Sugar Manufacturing Industry with agile, scalable solution for future-proof, outcome-based SAP S/4HANA Cloud Public Edition. Primus has created a value proposition combining SAP best practices based on SAP S/4HANA Cloud Public Edition and industry specific custom developments as accelerator built on Business Technology Platform (BTP) that will help customers to transform their business by improving the ROI, increasing business agility and lowering cost of deployment. SugarPRIME can be deployed in less than 4 months for one company code.
SAP VIRU	

Business Environment (Complete Task 3 Activities.)

Activity 1: Briefly describe two of the business analysis tools mentioned in this course.

PESTLE ANALYSIS IS A STRATEGIC FRAMEWORK TO UNDERSTAND AND ANALYZE MACRO ENVIRONMENTAL FACTORS: POLITICAL, ECONOMIC, SOCIAL, TECHNOLOGICAL, LEGAL, ENVIRONMENTAL

SWOT ANALYSIS IS A STRATEGIC PLANNING TOOL TO IDENTIFY AND ANALYZE INTERNAL AND EXTERNAL FACTORS: STRENGTHS, WEAKNESSES, OPPORTUNITIES, THREATS.

Activity 2: PESTLE analysis for Cropco

CROPCO	Description/Trend	Opportunity	Threat/Challenge	Impact Level
POLITICAL	Food Sovereignty	Chain of custody	Market Access	High
ECONOMIC	Fluctuating Commodity Price	Use analytics to determine optimal time to market	Price Sensitive Customers	High
SOCIAL	GMO concerns	R&D for differentiated product	Public Opinion and cancer perception	Low
TECHNOLOGICAL	Data driven breeding	Improve breeding lines quickly	New Entrants	High
LEGAL	Complexity and diversion of law across regions	Managing information can be a competitive advantage	Bans and legal engagements increase	High
ENVIRONMENTAL	Climate change	Climate resistant seed	Crop failures	high

Activity 3: PESTLE analysis for TransCrop

TRANSCROP	Description/Trend	Opportunity	Threat/Challenge	Impact Level
POLITICAL	Protectionism	Sophistication of dealing with regulation	Shift closer to home markets	High
ECONOMIC	Fuel Cost	Sophistication provides competitive advantage	Implementing technology	High
SOCIAL	Ethical & Green expectations	Differentiate with chain of custody data	Increasing cost of compliance	High
TECHNOLOGICAL	Smart logistics	Improve efficiency	Increased competition	High
LEGAL	Compliance	Technology implementation can provide competitive advantage	Increase complexity and cost	High
ENVIRONMENTAL	Decarbonization	Mitigate fuel cost	Compliance, Capital Cost	High

Activity 4: PESTLE for EnvoData

ENVODATA	Description/Trend	Opportunity	Threat/Challenge	Impact Level
POLITICAL	Data Sharing	Build Trust	Access to data by govt and big companies threatens small farmer	High
ECONOMIC	Precision Agriculture	Leverage foothold in market to grow	Sophisticated entrants into the market	Medium
SOCIAL	Regenerative Agriculture	Build trust with consumer	Farmer adoption	Low
TECHNOLOGICAL	Convergence of technologies	Analytics	Failure to integrate and use data	Low
LEGAL	Data Ownership	Sophistication required	Legal expertise and sophistication	High
ENVIRONMENTAL	Nature Positive	Data to build trust	Realistic metric for success	high

SAP Products and Solutions (Complete Task 4 Activities.)

Activity 1: Four customer pain points and how to remedy with SAP solution.

	Customer Pain Point	Remedy
1	Data Silos	SAP S/4HANA, SAP BTP, SAP ERP-FARM MANAGEMENT BY VISTEX
2	Inconsistent, inaccessible data	SAP S/4HANA, SAP BTP, SAP MDG, SAP ERP-FARM MANAGEMENT BY VISTEX
3	Network fragmentation, Limited Visibility	SAP S/4HANA, SAP BTP, SAP ERP-FARM MANAGEMENT BY VISTEX
4	Integrating operations	SAP S/4HANA, SAP BTP, SAP INTELLIGENT AGRICULTURE

SAP® Farm Management by Vistex for ERP by Vistex™ is a fully comprehensive and integrated business solution designed purely for agro-industrial companies to support full life cycle of farm management operations. The solution is developed on the SAP NetWeaver foundation and installs within the SAP ECC solution. The solution can run on SAP HANA (Business Suite on HANA). SAP® Farm Management by Vistex for ERP by Vistex™ is an ABAP based

product and is delivered to the customer as add-on packages, which are installed through the SAINT transaction covered below.

Vistex Farm Management is a complete field-to-fork integrated business solution, designed to support every aspect of farm operations. With tools that cover the day-to-day needs of field managers, supervisors and workers, Farm Management covers the crop lifecycle, growing process, compliance, and harvest operations, while providing critical data and analytics needed for senior management. No agricultural software brings field and management closer together, enables operational efficiency as effectively, or provides as much business insight. SAP Intelligent Agriculture addresses these challenges effectively. It is a cloud-native solution built on top of SAP BTP (Business Technology Platform), following an API-first approach, offering information to help farmers make better decisions.

SAP Agricultural Contract Management provides real-time visibility into contract performance, inventory, and risk. The platform also integrates data and processes for finance, inventory, and risk management with contract management. Discover how agricultural companies can centrally manage and control all contracts with business partners for a wide range of commodities.

SAP Team Training Strategies (Complete Task 5 Activities.)

> ℹ️ *Team members will need training, especially on new products. For example, team members may need to complete certifications for SAP products they will use on the project. The project training strategy provides team members with a learning path for acquiring the skills and knowledge needed to complete the project successfully.*

Activity 1: Three types of beneficial training. Inspire confidence and trust for customer, enhance team communication and collaboration, improve knowledge of team standards for the project.

Three(3) types of Beneficial Training:

1. **BUSINESS ACUMEN IN AGRICULTURAL CONTEXT**
2. **PROJECT METHODOLOGY & COLLABORATION**
3. **SAP FUNCTIONAL AND INTEGRATION TRAINING**

Other Trainings:

4. **CHANGE MANAGEMENT**
5. **STAKEHOLDER ENGAGEMENT**
6. **CROSS-CULTURAL COMMUNICATION**
7. **COMPLIANCE & REGULATORY**
8. **DATA HANDLING**