**Resources**: the following resources are not required reading or viewing, but you might find them helpful as you complete Activities 1 and 2.

[SAP Best Practices Explorer](https://rapid.sap.com/bp/)

Graphical user interface, application

Description automatically generated

[SAP Activate](https://community.sap.com/topics/activate)

Timeline

Description automatically generated

[SAP Activate Roadmap Viewer](https://go.support.sap.com/roadmapviewer/#/logon)

Graphical user interface, website

Description automatically generated

**TASK 1 Resources and Background Information: Determine Business and Technical Requirements**

[USDA – United States Standards: Corn](https://www.ams.usda.gov/rules-regulations/united-states-standards-corn)

The Agricultural Marketing Service (AMS) administers programs that enable the efficient, fair marketing of U~~.~~S~~.~~ agricultural products, including food, fiber, and specialty crops.

[How To Grow Corn Commercially: A Simple Guide](https://farmandanimals.com/how-to-grow-corn-commercially/)

Genetics, breeding, growing conditions and crop management are all part of successfully growing corn. Of course no amount of good seed selection will make up for a poor planting environment. Growers need to be certain they have the right conditions to grow healthy corn.

[Kansas Corn Building the Future of Kansas Corn](https://kscorn.com/) (click the Research tab)

The Kansas Corn Commission works with state, national and international partners to build domestic and export markets for corn in all forms: corn, red meat, ethanol and DDGS. Many types of technology are being tested, including moisture sensors and different types of irrigation technology. Initiatives include researching innovative and sustainable production practices and finding new uses for corn and testing new technology on farm fields to use groundwater for irrigation more efficiently.

[SAP Intelligent Agriculture (video)](https://www.sap.com/assetdetail/2022/07/9c7aee66-3d7e-0010-bca6-c68f7e60039b.html)

SAP Intelligent Agriculture is an industry cloud solution that enables agribusiness companies to sustainably increase farming efficiency by digitalizing their farming processes and services.

[SAP Intelligent Agriculture (blog)](https://blogs.sap.com/2022/05/19/sap-intelligent-agriculture/)

Today’s challenges include how to improve the productivity per farmed area and ensure sustainability. It is important to have as much information as possible to make better decisions. 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](https://www.sap.com/products/financial-management/agricultural-contract.html)

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.

**TASK 2 Resources: Analyze the Stakeholders and Partners**

[SAP Partner Finder](https://pf-prod-sapit-partner-prod.cfapps.eu10.hana.ondemand.com/#/)

SAP partners enable customers to become a best-run business by helping identify, build, implement, support, and run the SAP solutions that best fit business and technical needs. SAP partners build, extend, customize, and enrich our software to deliver innovative and tailored solutions. Each partner brings its own unique blend of expertise, skills, and services.

Course 3 Video: Program Planning and Stakeholder Analysis

[What Is a Stakeholder Analysis? Everything You Need to Know](https://www.forbes.com/advisor/business/what-is-stakeholder-analysis/)

A stakeholder analysis is a project management tool used to identify the project’s stakeholders and the issues they care about. Creating a stakeholder analysis will identify the essential people you need to work with, the topics you need to keep them informed about, and how often you should communicate.

**TASK 3 Resources: Analyze the Business Environment**

[The Value of US Grains – US Grains Council](https://www.heartlandgis.com/US_Grains/US_Grains_Portal/index.html) (click the About tab)

A long history of economic analysis has shown the value of export markets for the USagricultural industry, and the majority of agriculture producers and businesses readily recognize the economic value of export markets.

Course 3 Video: Other Analysis Frameworks and Tools

**TASK 4 Resources: Apply SAP Products and Solutions**

[Vistex – SAP Farm Management](https://www.vistex.com/solutions-sap/sap-farm-management-by-vistex/)

The SAP Farm Management by Vistex module is a comprehensive, integrated business solution designed specifically for agro-industrial companies – and to support the full life cycle of farm operations. Embedded in SAP ERP, SAP Farm Management by Vistex centralizes data execution from the many different agriculture processes and automatically generates controlling, quality, planning and maintenance information.

[What Business Pain Points Can an Effective ERP Solution Address?](https://news.sap.com/2018/10/effective-erp-addresses-business-pain-points/?amp=1)

Having a single point of truth brings together the various pockets of information that have been created and managed independently. For managers to be able to understand and guide operations within a company, they need a clear view of everything that’s going on.

[Los Grobo: Sewing the Seeds of Competitive Advantage with Real-Time Operations, Data, and Insights](https://www.sap.com/uk/about/customer-stories.html?tag=industry:consumer-industries/consumer-products/agribusiness&pdf-asset=743af1a5-047e-0010-bca6-c68f7e60039b&page=1)

“Moving to SAP S/4HANA allows us to operate the business in real time, helping us provide quality service and information to farmers and be more responsive to their needs.” Rafael Rizzo, CIO, Grupo Los Grobo S.A.

[Atvos: How Can Intelligent ERP Improve Diverse Processes While Creating a Better Experience for Employees?](https://www.sap.com/uk/about/customer-stories.html?tag=industry:consumer-industries/consumer-products/agribusiness&pdf-asset=9eef5b3e-097e-0010-bca6-c68f7e60039b&page=1)

Improving access to accurate data and helping teams boost their productivity.

[Furst-McNess Achieves Streamlined Efficiency](https://www.sap.com/uk/about/customer-stories.html?tag=industry:consumer-industries/consumer-products/agribusiness&pdf-asset=cc1f418b-ec7d-0010-bca6-c68f7e60039b&page=1)

Users of SAP S/4HANA Furst-McNess saw the need to streamline their manual planning processes and future-proof their operation by extending to the cloud with SAP Analytics Cloud for planning.

[Asociación de Cooperativas Argentinas: Enabling Spatial Insight to Foster Sustainable Farming Across Argentina](https://www.sap.com/uk/about/customer-stories.html?tag=industry:consumer-industries/consumer-products/agribusiness&pdf-asset=24897447-a07d-0010-87a3-c30de2ffd8ff&page=1)

Learn how agribusiness ACA built an intelligent platform, using SAP solutions, to develop insights about field conditions by integrating and analyzing satellite and drone imagery, weather data, and data about individual co-ops and member farms.

[Viru: Speeding Up Enterprise-Wide Processes to Meet Customer Demand Effectively](https://www.sap.com/uk/about/customer-stories.html?tag=software-product:technology-platform/sap-business-technology-platform/sap-business-technology-platform&tag=industry:consumer-industries/consumer-products/agribusiness&pdf-asset=6e9990fa-bc7d-0010-87a3-c30de2ffd8ff&page=3)

To support ambitious growth plans, Viru S.A. wanted to replace multiple disparate systems with a single, centralized solution to support integrated, more-transparent workflows across all its activities. The company initially deployed the SAP® ERP application and then migrated to SAP S/4HANA®to implement modern ERP processes across the enterprise.

[LoRa Alliance](https://lora-alliance.org/agriculture-vertical-market/)

Farmers have long leveraged technological breakthroughs to adapt agricultural practices to changing times, and this era is no exception, particularly with the emergence of Smart Agriculture. With LoRa Sensors farmers can accurately record rainfall and other weather conditions, set flood risk alarms and other alerts in changes of water quality, schedule, and apply the right amount of water to crops.

**TASK 5 Resources: Design SAP Team Training Strategies**

[SAP Training and Adoption](https://training.sap.com/)

View the latest information about the training portfolio, including upcoming course schedules, digital learning options, SAP Certification and more. SAP Training and Adoption offers you a wide variety of options when it comes to your learning needs.

Course 3 Video: Program Planning and Stakeholder Analysis

Course 3 Video: Program Setup and Kickoff