

Develop with Deere

developer.deere.com

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Refer to Deere's reports filed on Forms 8-K (current), 10-Q (quarterly), and 10-K (annual) for information on factors that could cause actual results to differ materially from information in this presentation and for information reconciling financial measures to GAAP.

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Agenda

- Contribution Details
- Configuration and Activations
- Examples
- More Tools
- Reference

Contribution Details

John Deere Contributions


- Operations Center is the standard view into data for many farmers
- Your content in Operations Center
- Expand your product features and visibility




Tool Contribution

Link to your content from within Operations Center in multiple ways


Tools




Agronomic Report




Field Analyzer




Files




Your Brand Name Here




John Deere Data Manager




John Deere Software Manager




More Tools



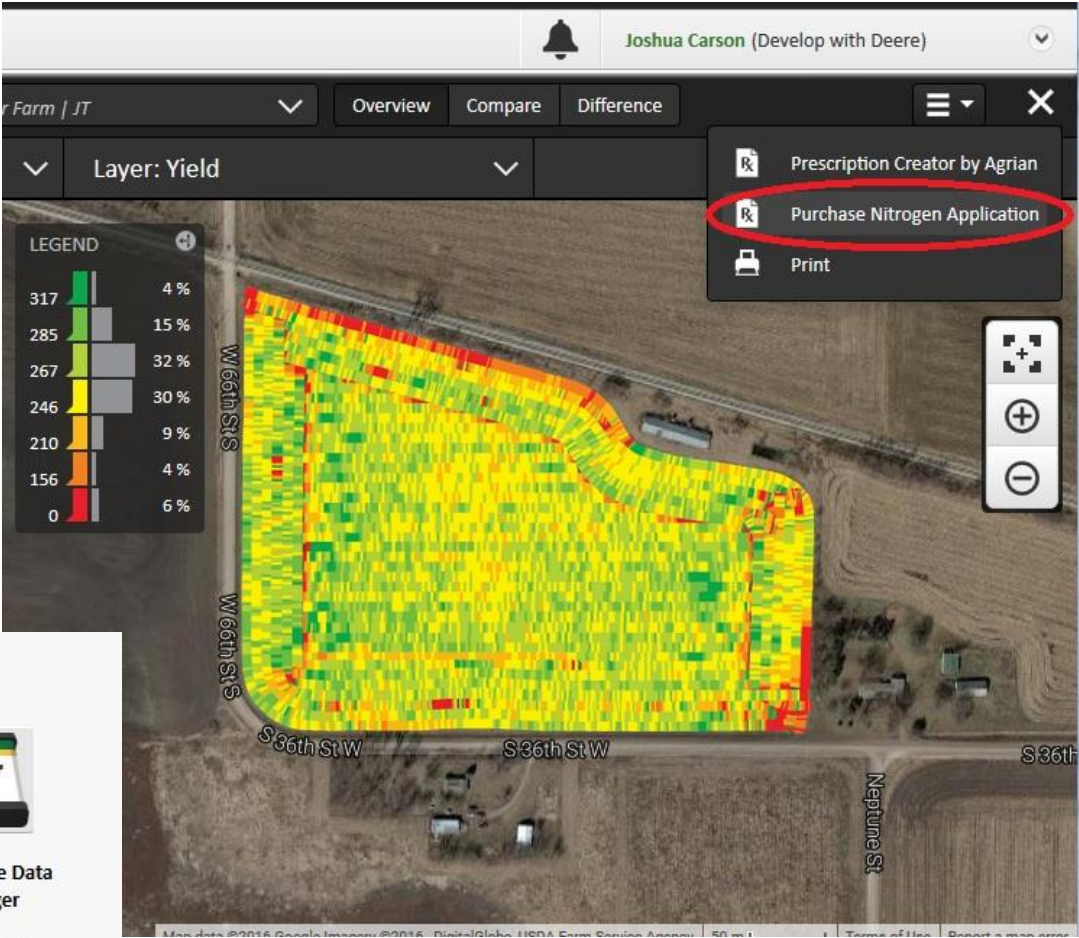
Organization



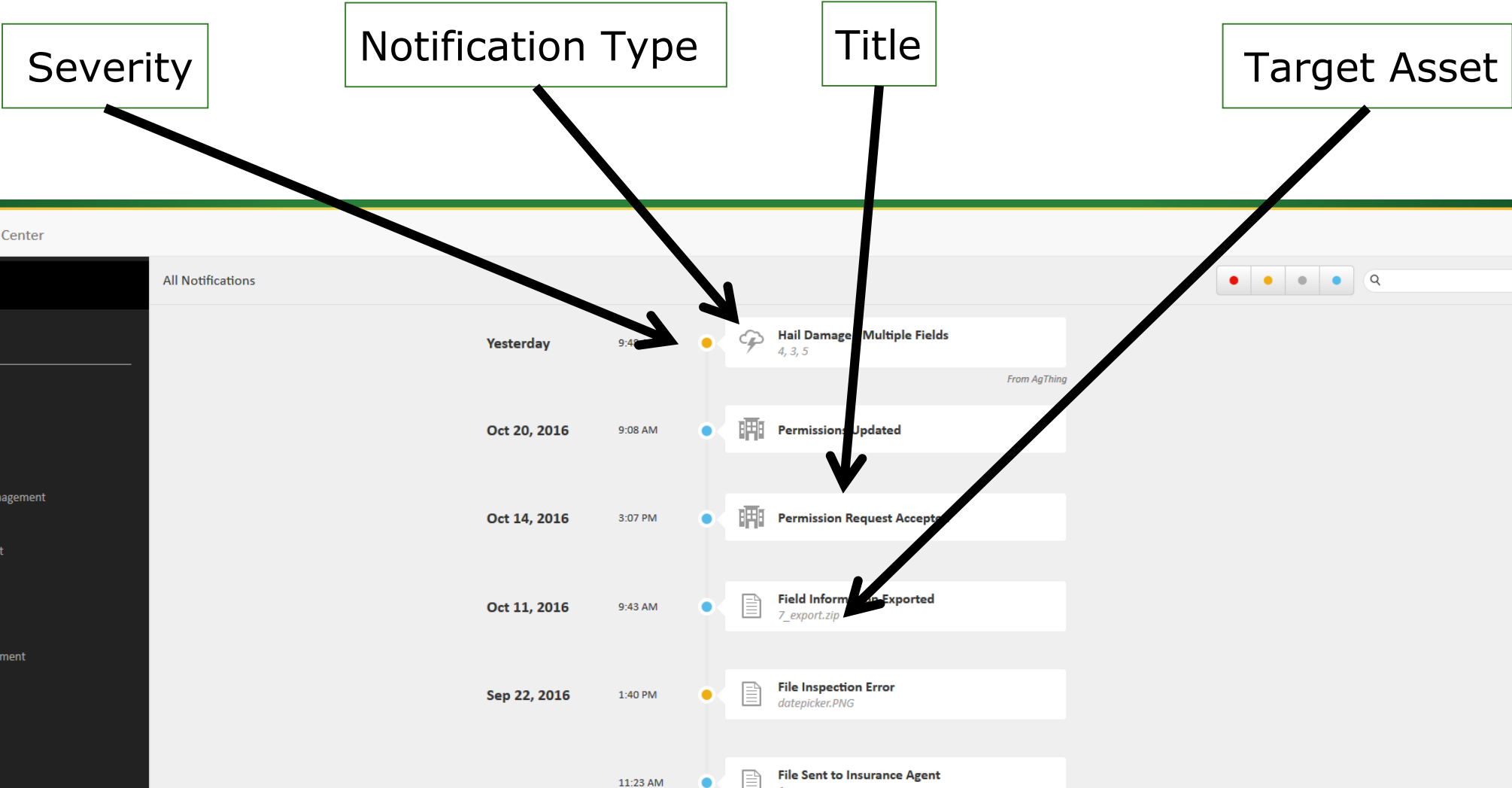
Permissions Report



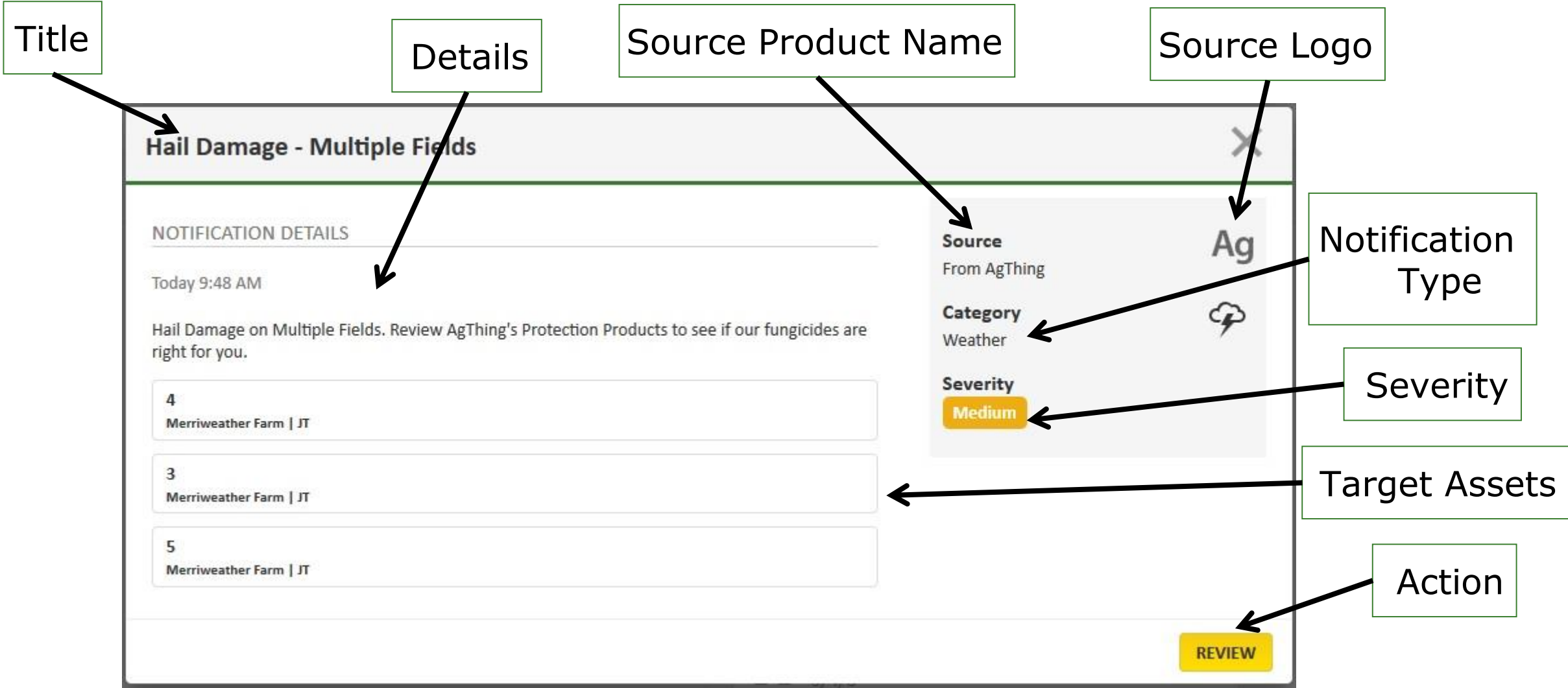
Prescription Creator by Agrian



Notifications - Experience



Notification Specific View



Field Notes

Specific Note

Title

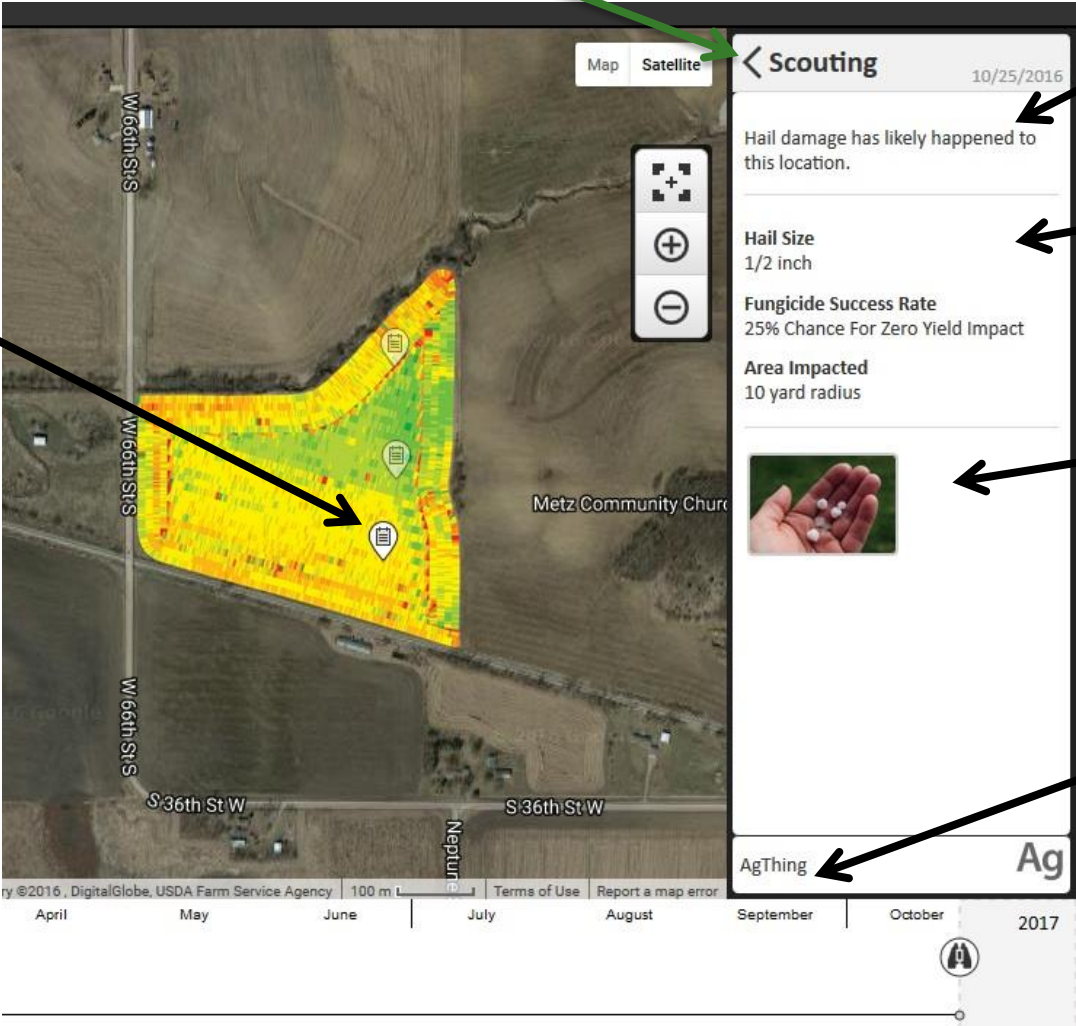
Text

Metadata

Attachments

Source Product Name

Source Logo



The screenshot displays the AgThing mobile application interface. On the left, a satellite map shows a field with a yellow and green heatmap overlay, indicating different levels of crop health or damage. The map includes labels for 'W 66th St S', 'S 36th St W', and 'Metz Community Church'. On the right, the 'Scouting' screen is visible, featuring a title bar with a back arrow and the date '10/25/2016'. Below the title bar, there is a text field containing the note: 'Hail damage has likely happened to this location.' This is followed by a list of metadata items: 'Hail Size 1/2 inch', 'Fungicide Success Rate 25% Chance For Zero Yield Impact', and 'Area Impacted 10 yard radius'. An attachment of a hand holding hailstones is shown below the metadata. The bottom of the screen features a navigation bar with the 'AgThing' logo and a calendar view for the month of September 2017.

Field Layers

Operation Selector
Title

Date

Detail

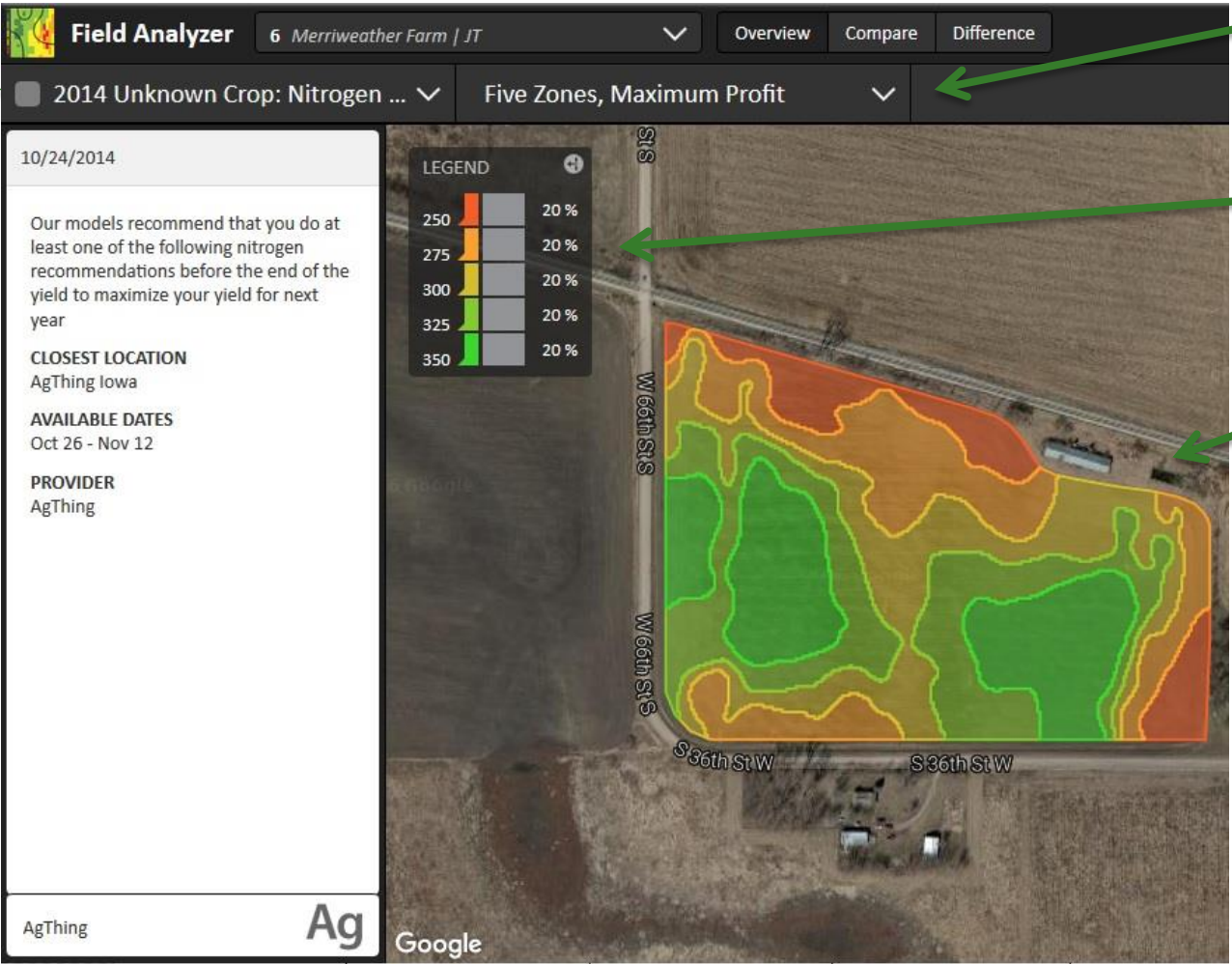
Metadata

Name & Logo

Layer Selector

Legend

Image



Contribution – Configuration and Activation

John Deere Configuration

When starting to Contribute, initial configuration must be done by John Deere

- Icon and Name shown on Operations Center for you contributions
- Tools link
- More Tools section
- Actions on Notifications
- Visibility flags for notifications

John Deere Activation

- Activation is required to view all non-File contributions
- Activation is currently manual
- Send Organization ID to APIDevSupport@JohnDeere.com
- Next business day turn around time for activations (often less than one hour)
- APIs to activate customers yourself are being worked on

Finding the right organization

Software for Farmers

- **GET /**
- **GET /users/@currentUser**
- **GET /users/{username}/organizations**
- If there is multiple, have some mechanism to pick an organization, such as UI

Software for retailers/dealers/those that support farmers

- **GET /**
- **GET /organizations**
- Some mechanism to pick an organization, such as UI or just picking all

Contribution Example – Potential Work Orders with Faster Ordering

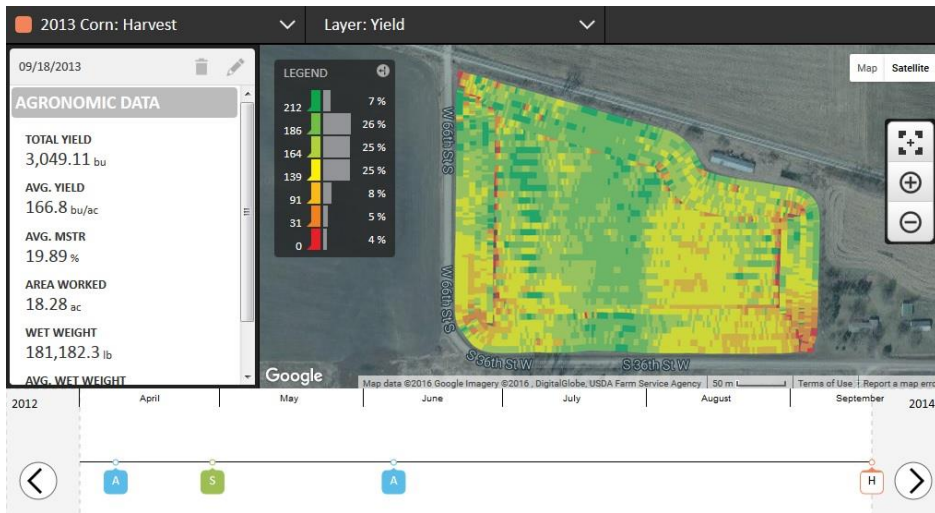
Fast Ordering Application – API Setup and Contribution Configuration

- Base Resources
- Field Details
- Field Operations
- Overall Contribution Product configured by John Deere with company Logo and Name
- Tool Contribution
 - From Field Analyzer
 - Prescription Icon
 - Link text set
 - Link URL set
- Field Layers, Definition ID from John Deere

The logo consists of the letters 'A' and 'G' in a large, bold, dark gray sans-serif font. The 'A' and 'G' are closely spaced.

Fertilization : Easy

Data Setup – Getting The Grower's Data



- Get OAuth token from user
- **/users/{username}/organizations**
- **/organizations/{orgId}/fields?embed=boundaries**
- **/organizations/{orgId}/fields/{fieldId}/fieldOperations?embed=measurementTypes**
- **/fieldOps/{operationId} (Accept : application/zip)**
- Setup loops in your application to stay up to date on the customer's data

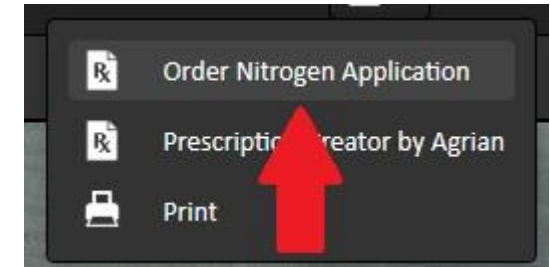
Adding Map Layers – Letting Customers See The Recommendations



- Process the field data, along with data like soil maps and weather, in your own agronomic models
- Create a PNG representing the recommendation(s)
- **POST /organizations/{orgId}/fields/{fieldId}/mapLayerSummaries** to do the top level of the recommendation. Store the returned summary ID.
- **POST /mapLayerSummaries/{summaryId}/mapLayers** for each specific recommendation. Store the returned layer ID.
- **POST /mapLayers/{layerId}/fileResources** to make a spot to put the PNG. Store the returned file resource ID.
- **PUT /fileResources/{id}** the actual PNG

Buying the service – Funnel customers to your order fulfillment process

- Link will appear on Operations Center's Field Analyzer for every field
- Link includes request param of the field selected
- Link goes to whatever URL you want along with request params (source=JohnDeere as an example)



Buying the service – Your order fulfillment process supporting customers



- Best to make sure your system supports Deep Links from Operations Center so customers have the field pre-selected
- Your system would need to remember what was recommended per field, offer easy ways to the customer to buy those recommendations
- Your system would need to handle request params for fields you have not yet polled for (newly created fields)

Image Source

<http://jacaruso.com/everyone-likes-easy/>

Contribution Example – Hail Damage and Ordering Product

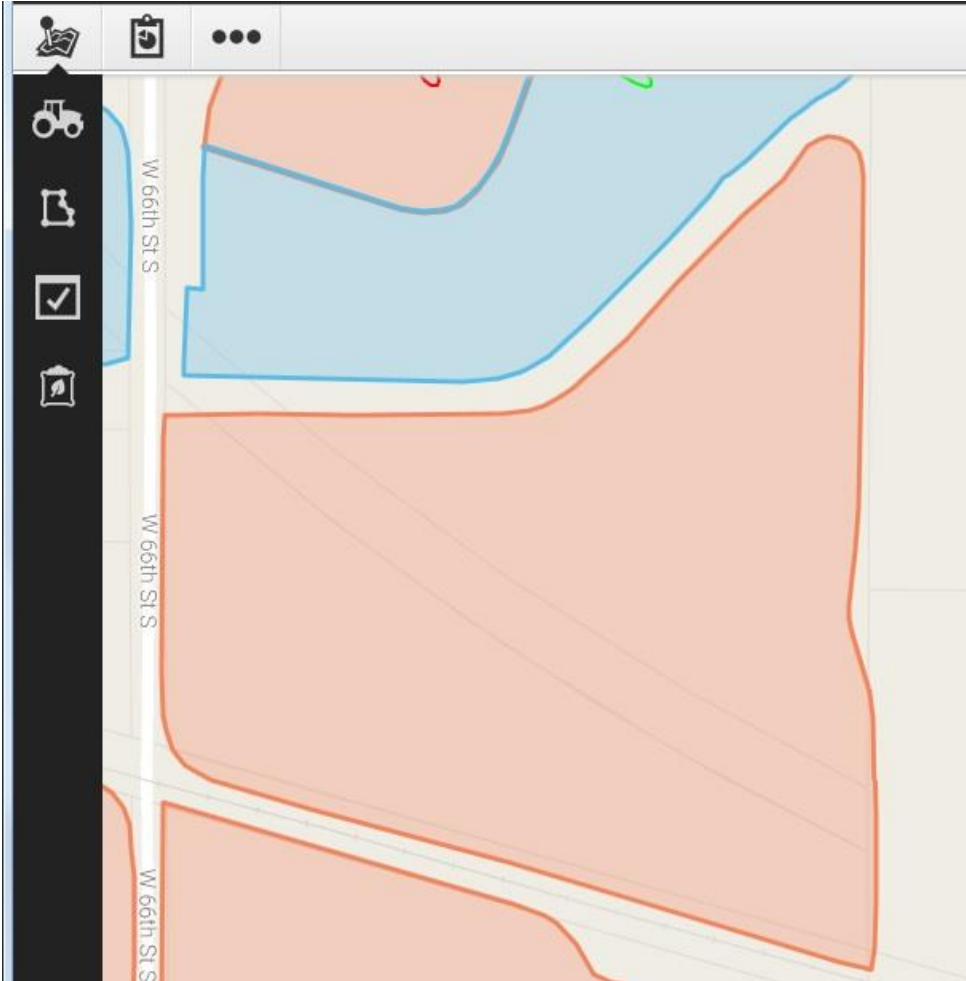
Hail Damage Application – API Setup and Contribution Configuration

- Base Resources
- Field Details
- Overall Contribution Product configured by John Deere with company Logo and Name
- Field Notes, Definition ID from John Deere
- Notification
 - Visible to All
 - Action - base URL to AgHail site, use metadata to handle request params



Hail : Know Your Ice

Data Setup – Getting The Grower's Data



- Get OAuth token from user
- Get the current user's org with **`/users/{username}/organizations`**
- Get the organizations fields with **`/organizations/{orgId}/fields?embed=boundaries`**
- (Optional, with Field Operations) For each field, get enough field history with **`/organizations/{orgId}/fields/{fieldId}/fieldOperations?embed=measurementTypes`** and use that to know which crops were planted and when

Adding Notification – Alerting On Hail Damage

Hail Damage - Multiple Fields

NOTIFICATION DETAILS

Today 9:48 AM

Hail Damage on Multiple Fields. Review AgThing's Protection Products to see if our fungicides are right for you.

4 Merriweather Farm | JT

3 Merriweather Farm | JT

5 Merriweather Farm | JT

Source
From AgThing

Category
Weather

Severity
Medium

REVIEW

- Your system compares customer fields to hail damage via weather data feeds, build up queue for sending notifications
- **POST /organizations/{orgId}/notificationEvents** with each field hit as a target resource
- (Optional) include request params in link back to your system to reference this specific hail event via metadata
- (Optional) use geometry instead of targeted fields for the notification event





Adding Field Notes – Mark where the Hail Damage was




- POST **/organizations/{orgId}/fields/{fieldId}/fieldNoteSummary** about the hail event overall. Meta data to help add to the description.
- POST **/organizations/{orgId}/fields/{fieldId}/notes** for each spot of major hail damage. Meta data to help add to the description.
- (Optional) POST **/notes/{id}/fileResources** and then PUT **/fileResources/{id}** to add pictures, PDFs, or other binary content to any individual field note.

Helping Customers Find Your Solution – More Tools


Referral page for Add-On software tools

Joshua Carson (Develop with Deere)


Tools




Agronomic Report




Field Analyzer




Files




HackISU




John Deere Data Manager




John Deere Software Manager




More Tools




Organization




Permissions Report




Prescription Creator by Agrian



Remote Display Access Report

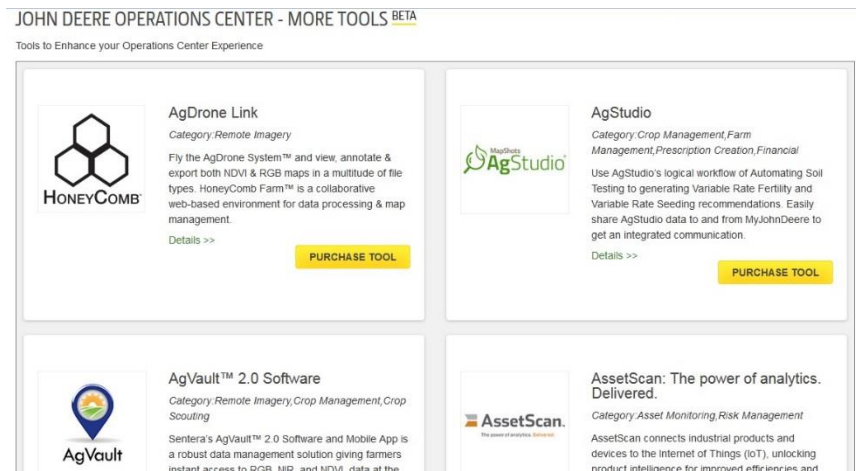


Setup Builder



Terminals

More Tools



- Moretools.deere.com
- Increase presence and awareness of your application

Reference – Contribution Options Contribution Configuration

Notifications

Options:

- Type
- Severity
- Title
- Description Details
- Additional Details (for Action)
- Target Resource

REQUIRED:

Specific to each Product Definition ID -

Deere Needs to Provide a Unique **Contribution Definition ID**

Containing:

- **Product Name & Logo**
- **Action** (button, optional): **Button Text** and **Target URL**
- **Translations** (optional)
- **Visibility Flag**: Owner or All

Field Notes

Options:

- Target Field (required)
- Description
- Title
- Additional Details
- Attachments

REQUIRED:

Specific to each Product Definition ID -

Deere Needs to Provide a Unique **Contribution Definition ID**

Containing:

- **Product Name & Logo**
- **Visibility Flag:** Owner or All

Field Layers

Options:

- Target Field (required)
- Description
- Summary Title
- Layer Title
- Layer Legend
- Created Date

REQUIRED:

Specific to each Product Definition ID -

Deere Needs to Provide a Unique **Contribution Definition ID**

Containing:

- **Product Name & Logo**

Tool

Options:

- Tool page or Field Analyzer
- Target Reference include

REQUIRED:

Specific to each Product Definition ID -

Deere Needs to Provide a Unique **Contribution Definition ID**

Containing:

- **Product Name & Logo (75x by 75x)**
- **Operation Center Location** : Tool Page or Field Analyzer
- **Target URL**

More Tools

*Must have Production or Commercial software tied to the John Deere API platform

Logo 144 x 144 pixel image

Name

Short Description (200 characters)

Long Description (1000 characters) Must explain integration with the John Deere Operations Center and direct support contact number/email/website.

Contact information: Direct means to be contacted for support

URL link to website to purchase or acquire product.



JOHN DEERE