



Guide For Growers

# HOW AI PREDICTION WORKS FOR YOUR OPERATION

A plain-language guide to understanding how artificial intelligence uses your data to help you plan smarter, react faster, and grow with confidence.



SBI SOFTWARE  
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# IT ALL STARTS WITH YOUR DATA

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Every prediction begins with information you already have. AI looks at your historical data — the numbers, patterns, behaviors, and trends your operation has been generating for years. For most growers, this data already exists inside your ERP system. The key is having it organized and accessible.

The more clean and structured your data is, the more accurate the predictions become. Think of it like soil — the better the foundation, the stronger the results.

## PAST SALES DATA

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What sold, when, how much, and to whom — seasonal peaks, slow periods, and top performers.

## LABOR HOURS

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Staffing patterns, overtime trends, productivity levels across seasons and tasks.

## INVENTORY MOVEMENT

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How products flow in and out — stock levels, turnover rates, and seasonal demand shifts.

## YIELDS BY SEASON

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Production output over time — which crops perform when, and what affects their growth cycles.

## WEATHER PATTERNS

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Temperature, precipitation, and climate data that directly impacts growing conditions.

## PRICING HISTORY

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Historical pricing trends, margin data, and how price changes affect customer buying behavior.

# THE AI FINDS PATTERNS YOU CAN'T SEE

Once AI has access to your data, it uses mathematical models — often called machine learning models — to detect patterns that would be nearly impossible for a person to find manually. These models scan thousands (sometimes millions) of data points, looking for relationships and correlations that repeat over time.

AI doesn't "guess." It calculates probabilities based on the patterns it learned from your specific operation. The result is a data-driven insight, not a hunch.

## EXAMPLES OF PATTERNS AI CAN DETECT

A

**Weather → Demand:** When temperature drops below a certain point, demand for specific plant varieties increases within 10 days. AI catches this connection across years of data.

B

**Inventory → Shortages:** When inventory of a fast-moving product drops to a certain level, a stockout occurs within 2 weeks. AI can flag this before you notice.

C

**Labor → Margins:** When weekly labor hours exceed a threshold during peak season, your profit margins start to shrink. AI identifies the tipping point.

D

**Pricing → Behavior:** When you raise prices on certain items by a specific percentage, order frequency decreases — but total revenue stays flat. AI reveals the tradeoff.

# IT GETS BETTER OVER TIME

AI prediction isn't a one-time setup. It's a system that improves the more you use it. As more data flows in, the models refine themselves. When predictions are compared against what actually happened, the system learns from the gap and adjusts. It's a continuous feedback loop that gets sharper with every season.



The cycle repeats — each time with more data and better accuracy

Three things make predictions more accurate over time: more data gets added from each new season, your data stays clean and consistent, and the system compares its predictions against what actually happened. The result is a tool that understands your business better the longer you use it.

# A NOTE ON ACCURACY

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No prediction is 100% accurate — and it doesn't need to be. The goal isn't perfection, it's direction. A forecast that tells you demand will likely increase 20–25% next month is far more useful than no forecast at all, even if the actual number lands at 22%.

The quality of the data matters as much as the quantity. Gaps, duplicates, and inconsistencies reduce accuracy, while clean data sharpens it.

It's also important to understand that predictions improve fastest when results are measured. When the system forecasts a shortage in 18 days and it actually happens in 21, that three-day gap becomes a learning point. Over time, those gaps shrink. First-year predictions might land within a reasonable range. By year two or three, with steady data flowing in, the models become significantly sharper — often accurate enough to inform purchasing, hiring, and production decisions with real confidence.

Think of it this way: you don't need a weather forecast to be exact to the degree. You need it to tell you whether to bring an umbrella. AI prediction works the same way — it gives you enough clarity to make better calls, and it gets more precise the longer you use it.