



Integration's Next Logical Steps

*FBS Conference
August 2014*

Company Overview

CONSERVIS

Conservis

Conservis was started in 2009 when a group of large North American farms approached the founders to help them build a software solution to manage their farm operations and automate compliance tracking. The company has grown to become a leading provider of cloud-based business management and compliance solutions for institutional and large farm operators.

Founded 2009

Delaware C Corp

Headquarters in Minneapolis, MN

Target Market

Conservis helps larger family and institutional farms to manage their businesses and operate sustainably in a fast-changing market.

Present

Corn

Beans

Canola

Wheat

Barley

Rice

Cotton

Expansion

Livestock

Almonds

Macadamias

Olives

Grapes

Fruit trees

Global Reach

Conservis is now at work on over 1.5 million acres in three countries.

7,500+
fields

400+
counties and
districts across 30
states in the U.S.,
Canada and
Australia

15
crops and growing

Solutions Overview

The right tools to manage your operation

Our platform was built using proven tools and best practices from the manufacturing and service industries, tailored for large scale agriculture. Core functions include:

Planning and budgeting

Purchasing and Inventory management

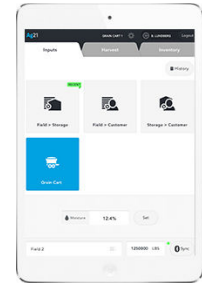
Production and logistics management

Harvest and distribution management

Contracts, settlements and marketing

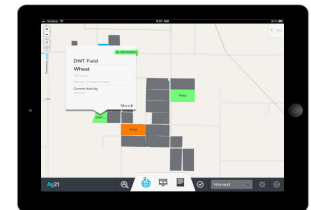
Tasks

for the field worker



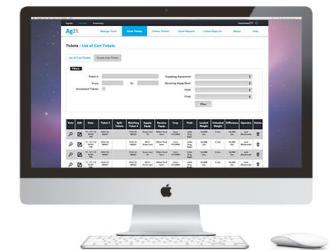
Clipboard

for the manager



Office

for the office manager



CONSPRIVIS

Put the whole production year into one view



Your business data

Single location for data

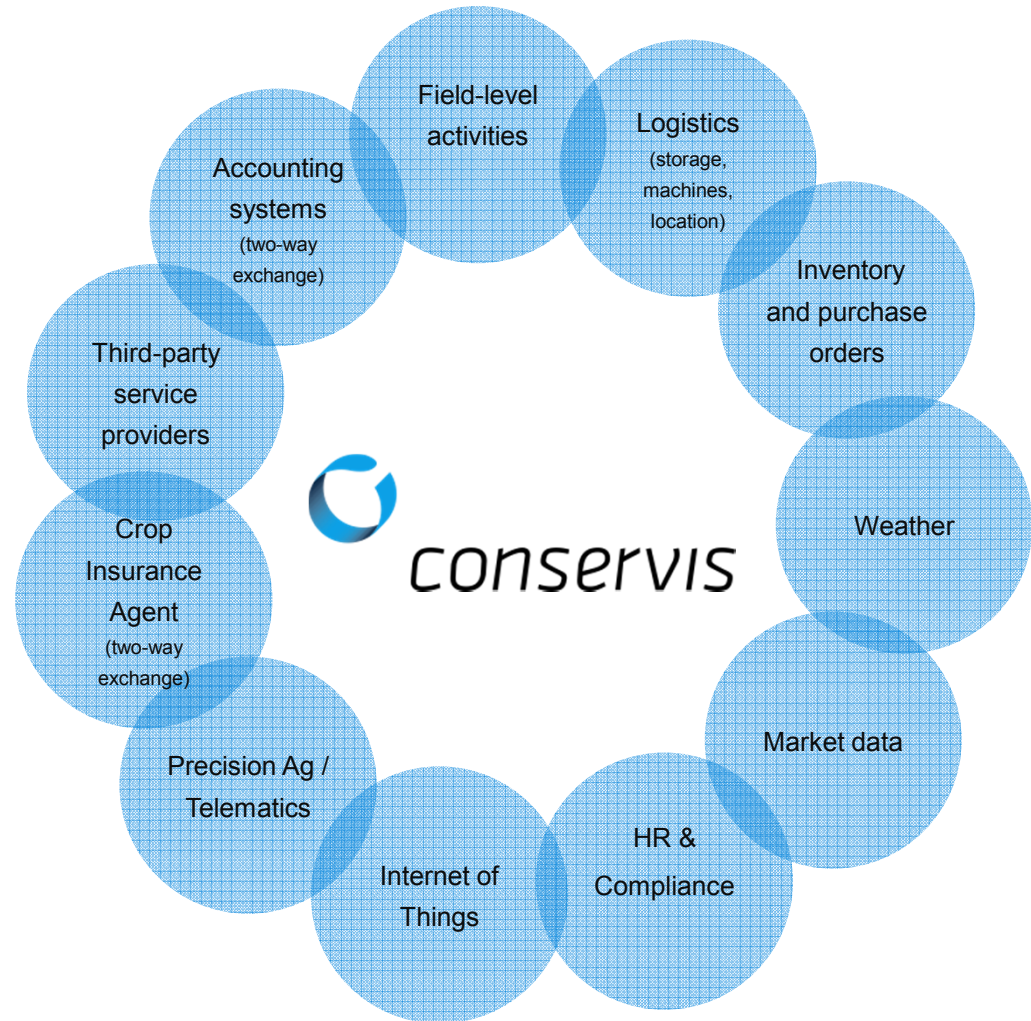
Common data format

Enables consistency

Multiple incoming streams

Multiple outgoing streams

Single source for reporting



Your business data

Single location for data

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Harvest & Distribution Management

CONSERVIS

Desired client outcomes

Defined, consistent process across the enterprise

Real-time tracking of key harvest activities

Associate commercial weights with each delivery of crops from every field

Real time tracking of crop inventories in on-facility storage

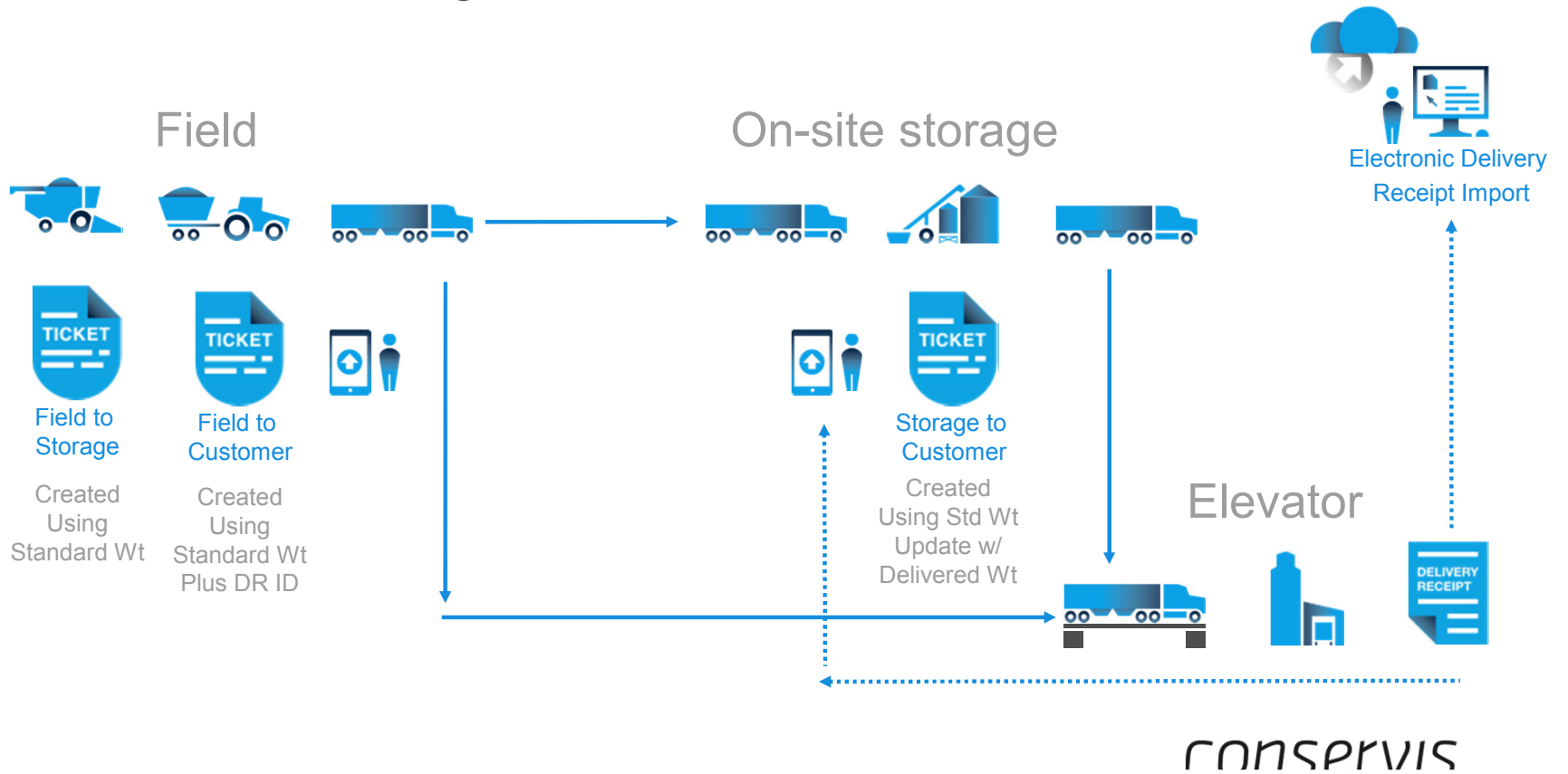
Eliminate data entry, duplicate data entry and capture data from the source

Enable automated daily / weekly reconciliation of:

- Grain cart loads dumped
- Loads leaving fields
- Loads arriving into storage
- Loads arriving at customers
- Loads leaving internal storage
- Delivery receipts matched to every load dispatched to a customer
- Delivery receipts reconciled with settlement statements and payment

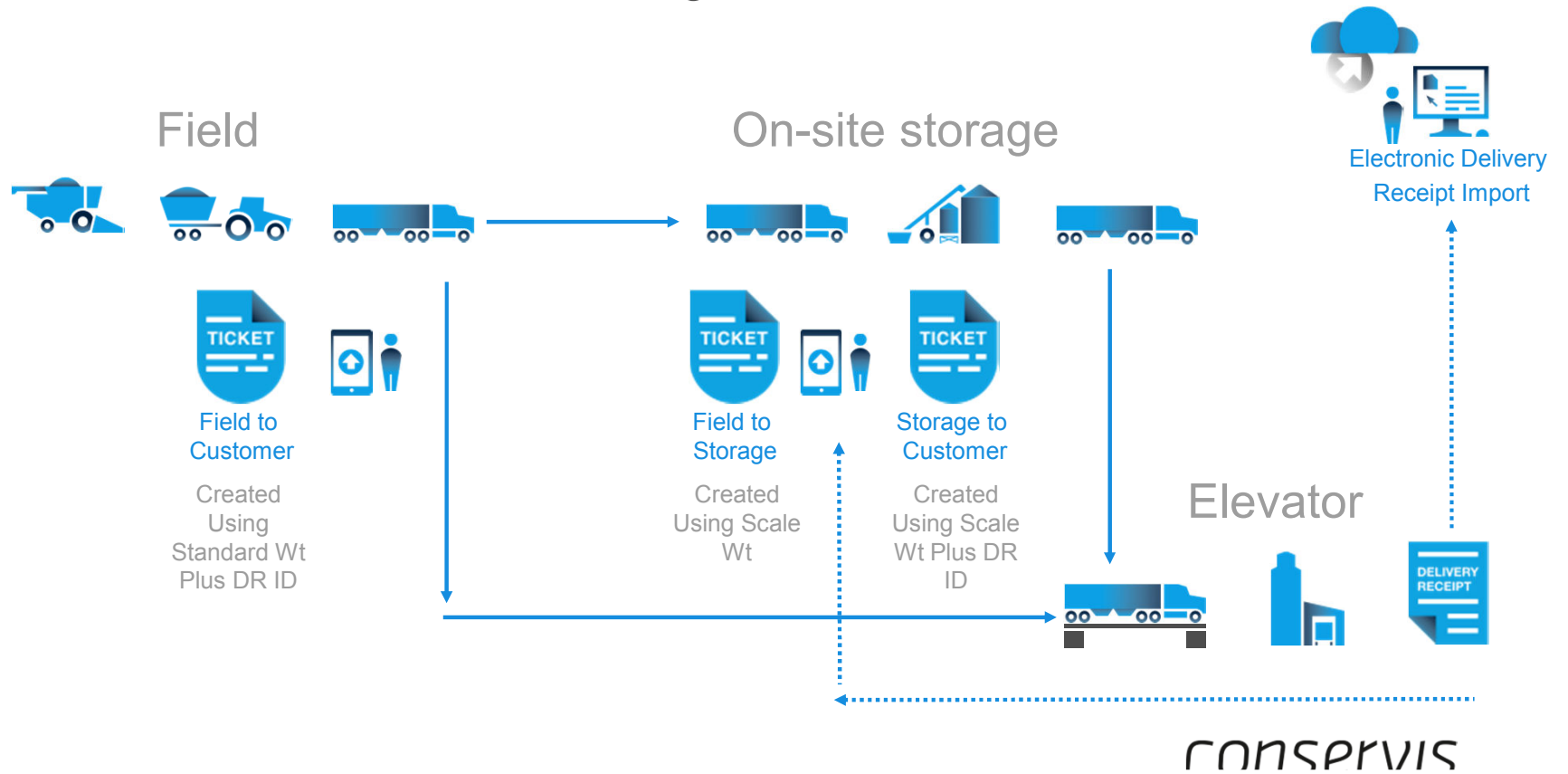
Harvest sample work flow

No field scales, no storage site scale



Harvest sample work flow

No field scales, truck scale at storage site



Production Management

Desired client outcomes

Defined, consistent production processes across the enterprise

Ability to define work tasks and distribute work orders to crews and vendors

Real-time tracking of key production activities and processes including field costs

Ability to convert work order tasks into completed activity records

Real time tracking of open tasks and completed activities

Eliminate data entry, duplicate data entry and capture data from the source

Ability to perform ad hoc reporting and analysis

Enable automated daily / weekly reconciliation of:

- Assigned work tasks by crew, equipment or vendor
- Completed work tasks status
- Quantities and costs for all inputs and field activities by crop, by field by farm

Work orders automate doing the work



WHAT	WORK REQUEST	INVENTORY	TRANSFER	LOAD OUT	APPLY	RECORD
HOW	(1) WORK ORDER	(2) WORK ORDER	(3) WORK ORDER		(4) ACTIVITY RECORD	(5) DECREMENT INVENTORY
WHO	FARM MANAGER or SUPERVISOR	WAREHOUSE SUPERVISOR	EQUIPMENT OPERATOR		EQUIPMENT OPERATOR or SUPERVISOR	CONSERVIS SYSTEM

Create, release and record

Use a simple 5 step process to manage work on the farm.



1
Create
Activity
Templates

- Activity name
- Activity type
- Equipment type
- Inputs to be used
- Application units
- Application rates
- Instructions



2
Create
Work
Orders

- Work order name
- Create date
- Due date
- Expire date
- Select fields
- Select activity templates
- Activities assigned to fields become tasks



3
Release
Work
Orders

- View work orders
- Edit work orders
- Select work orders for release
- Release work orders
- Route work orders
- To Internal crews
- To Vendors
- To Service providers



4
View
Tasks In
The Field

- View released tasks
- View by field
- View by activity type
- View by equipment
- Contains all of the information needed to complete the task for a field



5
Record
Completed
Tasks

- On the task - select the complete box
- Automatically starts a completed activity ticket
- Pre-fills all of the data
- Confirms inputs, rates and equipment
- User enters actual applied Ha
- Adds comments

Purchasing & Inventory Management

Desired client outcomes

Defined, consistent purchasing processes across the enterprise

Real-time tracking of key purchase and delivery activities and processes

Managers define and distribute purchase orders to vendors

Real time tracking of open purchase orders and delivered inputs

Real time tracking of usage, inventories and positions

Eliminate data entry, duplicate data entry and capture data from the source

Enable automated daily / weekly reconciliation of:

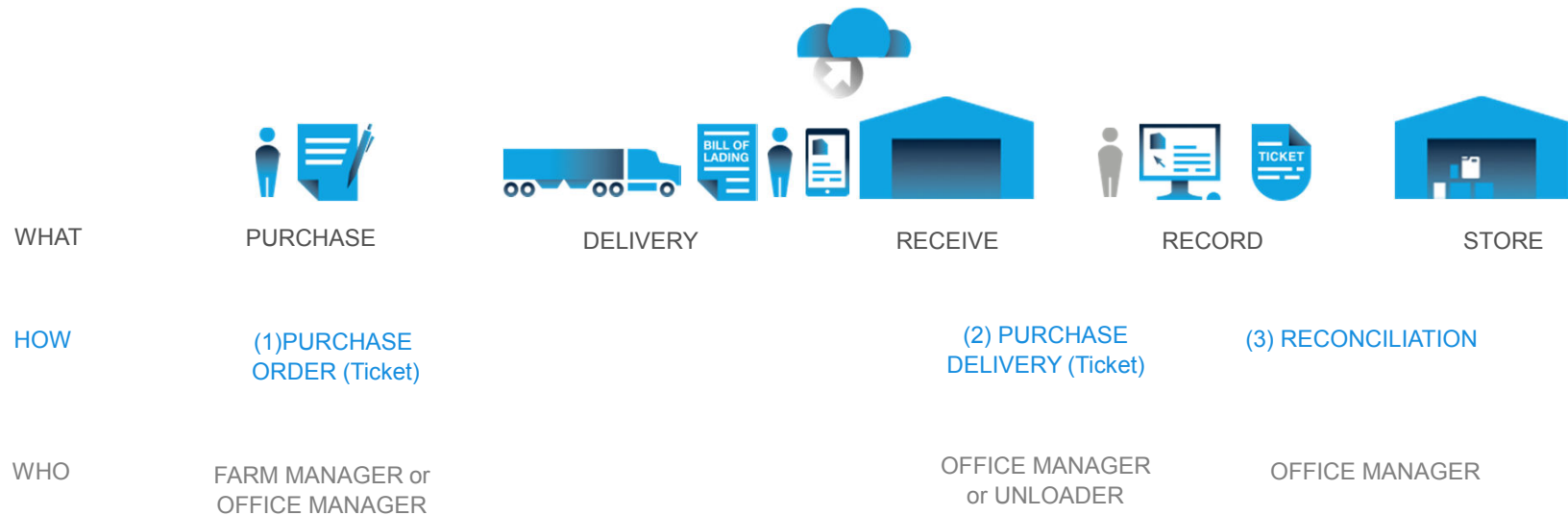
- Purchases
- Input deliveries
- Input inventories
- Input usage
- Input positions

Recording purchases and deliveries

Putting Inputs Into Inventory:

Record purchases (quantities and prices) using purchase orders.

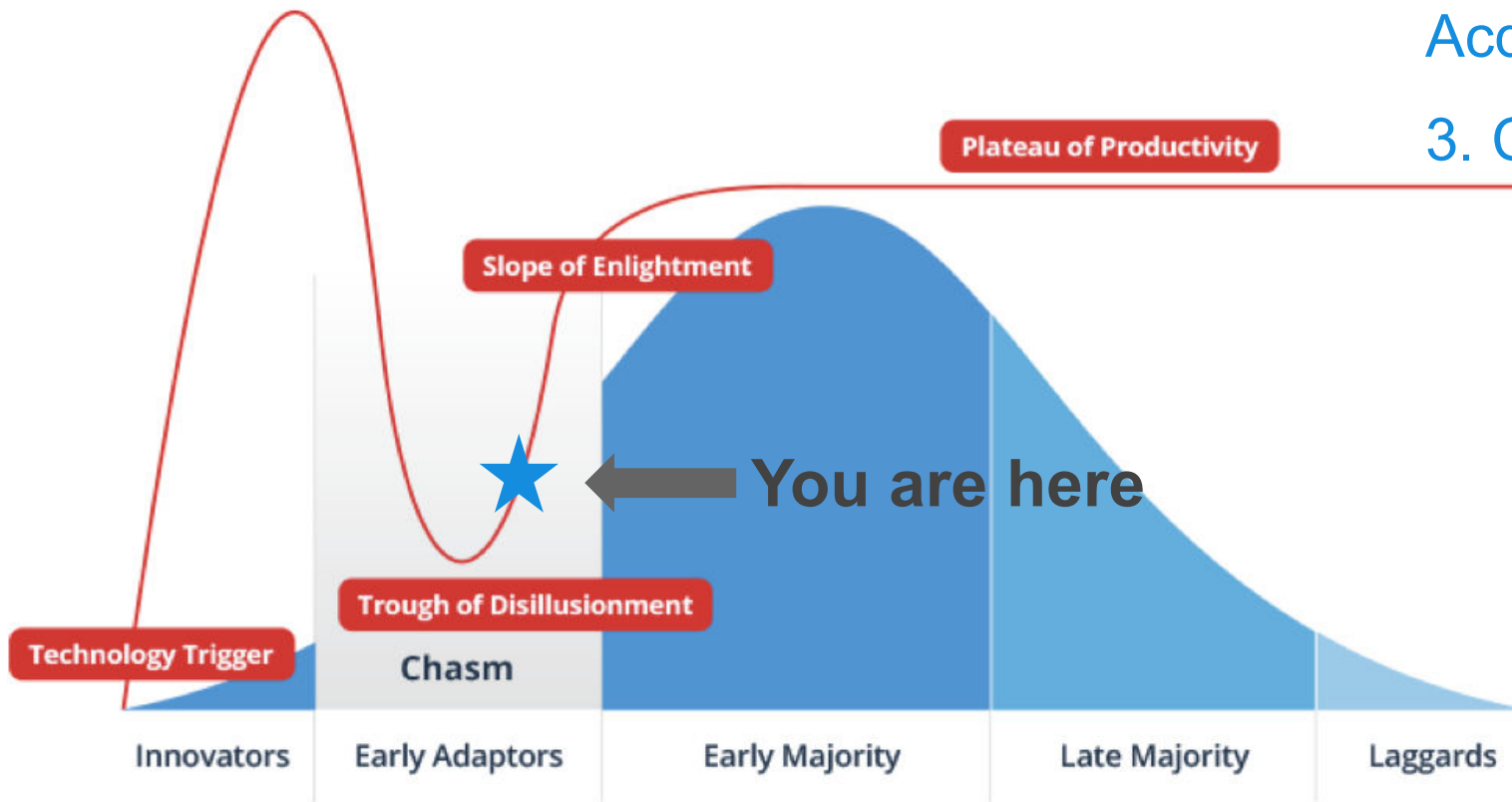
Inventory is created using purchase delivery tickets to record the quantity of inputs received and reconcile deliveries with planned purchases.



Platform Integrations

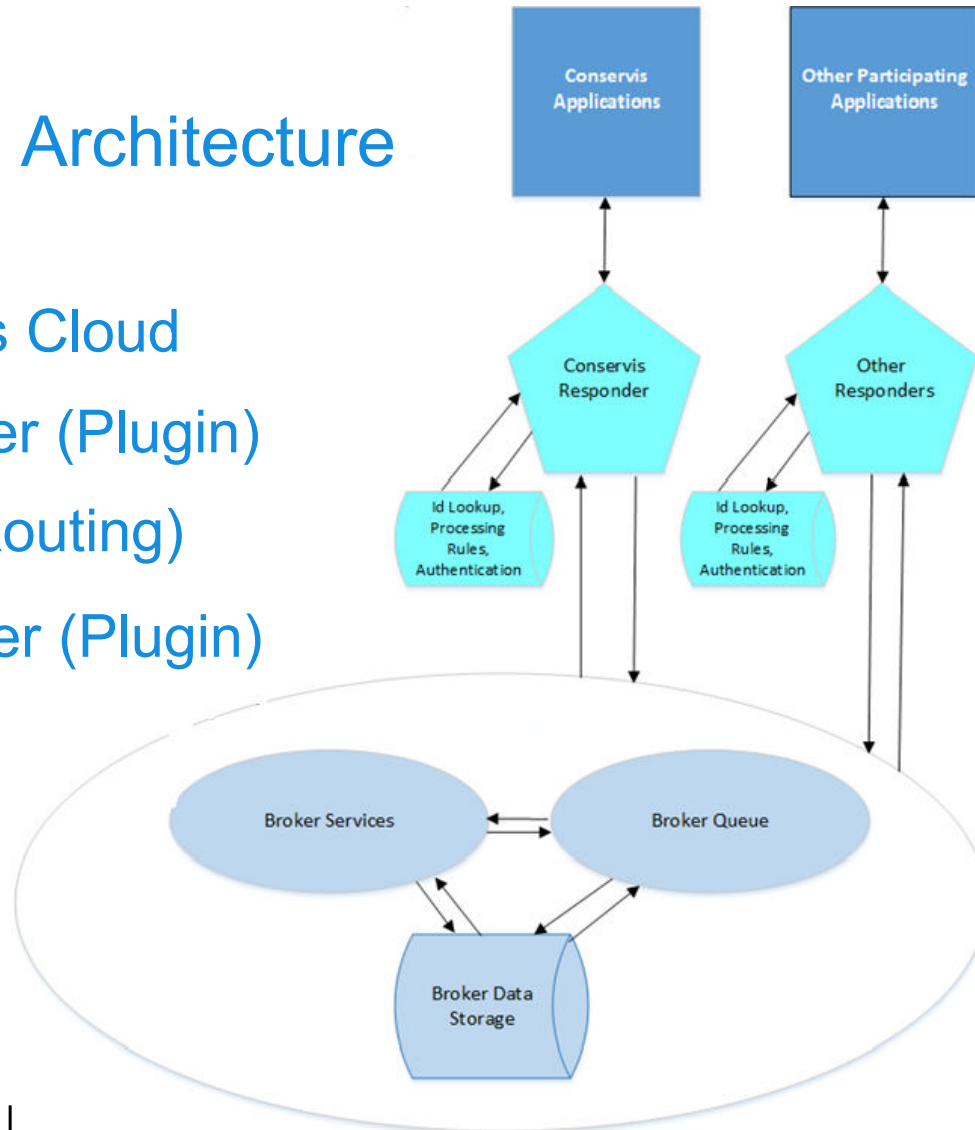
Importance of Industry Integrations

- 1. Accounting
- 2. Passive Data Acquisition
- 3. Crop Insurance



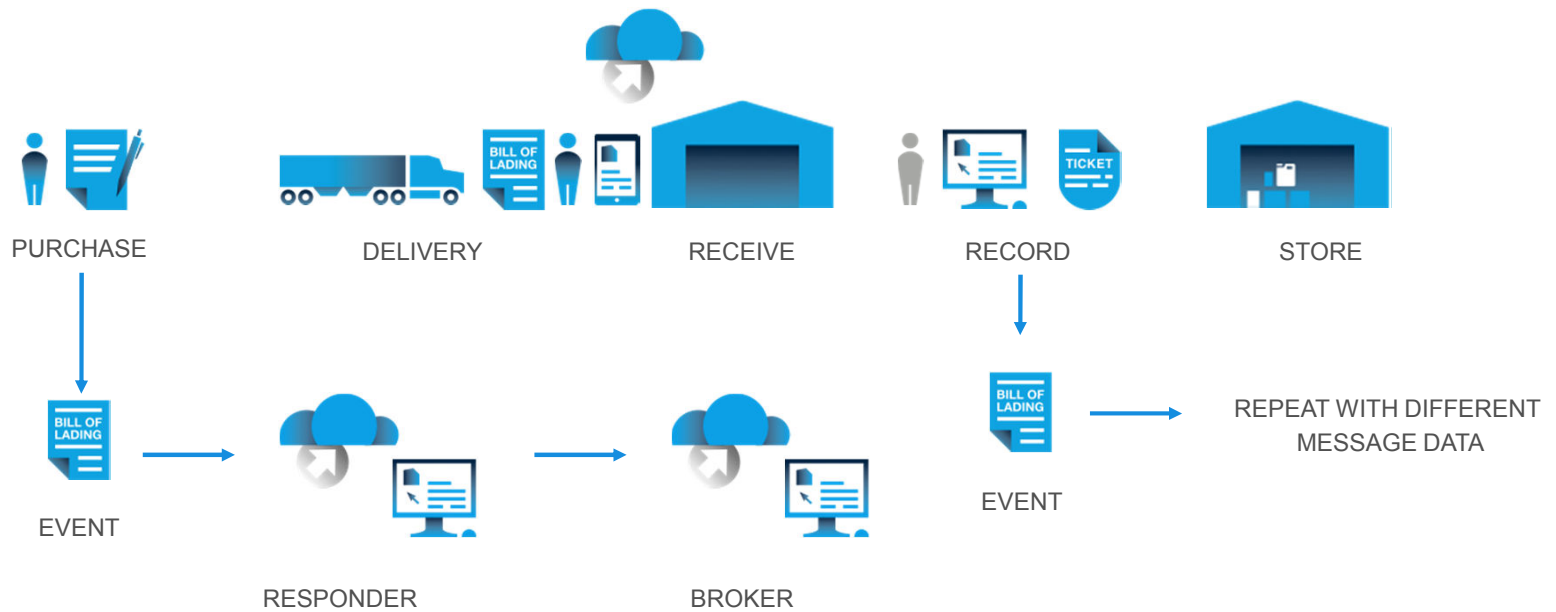
Integration Architecture

- 1. Conservis Cloud
- 2. Responder (Plugin)
- 3. Broker (Routing)
- 4. Responder (Plugin)



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Recording purchases and deliveries



But what does it mean?

1. Your application can be a publisher or subscriber
2. We just have to agree on the message contents
3. Work has begun on the core infrastructure code
4. Sounds generic because it is
5. Integration is the key to growth and customer satisfaction

Thank you.

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