AgGateway
Collaboration for eConnectivity

Seed Connectivity II:
Streamlining Supply Chain Interactions

The Seed Connectivity-II (SCII) Project continues to make great progress toward streamlining seed supply chain interactions. The project builds upon previous work by expanding the AgGateway standards and guidelines to include support for the grower order/booking process.

Status: Message design and review is complete and the messages in SC-II phase one have been adopted (see below). At least one set of trading partners has gone into production with all the messages. We expect to see implementation among many of the project participants in 2015, thanks to the hard work of the project team. For more information, see the Seed Connectivity Project page at **www.AgGateway.org**, or contact SCII Project Manager Nancy Appelquist at **nappelquist@entira.net**.

SC-II Objectives
Phase 1: Delivery Confirmation & Delivery Response; Ship Notices; Product Movement (Sales Reporting, Transfers); Invoices; Price Sheets; Use of GTIN for product identification; Grower License and Zone Demographics; AGIIS support for agreements and license identifiers.
Phase 2 focused on the order/ booking process. The team will define business use cases, business rules and define the messages and interfaces needed to support the order/booking process. Then member companies will shift their focus to implementation.

Participant Testimonlals

Growmark - *Jordan Kuhns*: "Putting these electronic connections in place saves so much time. We can just import the information – with no need to hand-type the Bill of Lading, etc. With invoices and product movement reports, GROWMARK has created an internal clearing house – it stops a lot of errors from entering the supplier's system. We're now working on bookings-to-order and testing. This will create the order in the seed vendor's system automatically. We can even create the delivery ticket to the farm right off that same information. During the busy season this allows people to focus on their business and not worry about paperwork. There's also significant improvement in keeping tabs on inventory."

Key Cooperative - *Ann Vande Lune*: "We're able to connect with two major seed manufacturers and are testing with third on PMR (product movement reporting),

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SC II Participants: AgWorks, AgVantage, Control Systems, Central Valley Ag, Ceres Solutions, Co-Alliance, Crop Production Services, Dow AgroSciences, E-Markets, GlobalRange, GROWMARK, Heartland Cooperative, Helena, J.R. Simplot, Key Cooperative, Monsanto, River Valley Cooperative, SSI/Agvance, Syngenta, Wilbur-Ellis Company, WinField Solutions, XS Inc.

Benefits of Participating

In addition to helping shape the standards for the seed industry, project participants are benefiting from sharing best practices and building a working solution together. They'll put new technology and the latest AgGateway standards into practice with the goal of gaining greater efficiency and improved customer satisfaction.

About AgGateway

AgGateway is a non-profit, industry organization with the mission to promote, enable and expand eBusiness in the ag industry. More than 200 member companies are now engaged (see member list at "About Us" on **www.AgGateway.org**.) AgGateway's member-led councils currently represent eight industry segments: Grain, Feed, Seed, Crop Protection, Crop Nutrition, Precision Agriculture, Ag Retailers and Solutions Providers (Allied Providers). All project participants **have a seat at the table** and can influence the implementation process and business rules. **Find out more today!**

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...and price sheets. We've cut entry time by two-thirds -- Push a button and it's there accurately. Inventory control has doubled. The price sheet has eliminated mistakes. Sales people and management have confidence that they have the right price, because it comes directly from the manufacturer's system. Invoices are automatically entered into the system and prices are populated. The accounting staff is happy because it helps with accuracy of financial statements. The warehouse guys know what's out there and that they will be able to find it. On PMR, what used to take days to key in is now done within minutes. We're able to electronically push sales to the manufacturer, and we're getting GTINs from ship notices so the ones going out are the same. We're continuously updating the system with correct information. Next step is order-to-booking; we hope to implement with one major manufacturer soon."

Winfield - *Tingshien Fan*: We've streamlined the data transmission between the manufacturer and retailer. Going electronic removes human error, and the data can pass along faster with higher quality. As the whole industry unites and talks the same language, there's much less effort to translate the data from retailer to manufacturer. Winfield will soon be setting up price sheet, inventory and ship notice connections with two more manufacturers. For the PMR, we have one retailer connected and are planning more. Industry-wide, we see these improvements leading to better communications, which will allow precision ag to be put into place more easily. Everyone can read the data.