



AGIIS Testimonials

9/30/15

Charlie Nuzzolo, Managing Director - North America, F4F Agriculture

“Integrating our MeppelWeb sales & inventory reporting web application to AGIIS using the AGIIS web service interface has provided tremendous value to our customers. In the past the distributors and retailers using MeppelWeb struggled with the accuracy of the sales and inventory reports they sent electronically to manufacturers (in order to get rebates and sales incentives). This resulted in a lot of manual effort by the distributors, retailers and manufacturers to reconcile errors in the data. By integrating with AGIIS we can programmatically match proprietary ship-to, bill-to and grower information to the industry standard identifiers (e.g., GLNs) found in AGIIS. Likewise, we can match proprietary product information to the manufacturer’s product identifiers (e.g., GTINs) found in AGIIS. In addition we provide a search interface in MeppelWeb that allows our end users to search AGIIS for business, location, grower and product information. The bottom line... programmatically integrating with AGIIS is saving our customers time and money by improving the quality of the data being sent to manufacturers. All parties are spending less time and money manually fixing data problems in sales/inventory reports. Distributors, retailers and manufacturers are reporting a 10% to 15% reduction in cost/effort as a result of this one feature.”

Randy Fry, Information System Manager, Ceres Solutions

“Using AGIIS unique identifiers and AgGateway standardized message formats means our systems are more automated, accurate and timely – that allows our people to focus on serving our customers. In 2015 we fully implemented Global Trade Item Numbers (GTINs) and barcodes at two locations and realized much improved accuracy in inventory and in Grower Point of Sale (GPOS) in contrast to reporting over previous years and our other locations who have not fully implemented the unique identifiers and bar coding solution.”

Brandon Scherzer, Project Manager, Software Solutions Integrated, LLC

“As an Allied Provider offering a direct link to AGIIS through our Agvance software, customers are able to capture industry identifiers accurately and efficiently to be used in B2B transactions that speed up their business processes.”

Ann Vande Lune, Agronomy Administrator, Key Cooperative

“The Global Trade Item Number (GTIN) lookup in AGIIS eliminates the need to contact the manufacturer for each GTIN that we might be missing when it comes time to send Product

Movement Reports (PMR). This is a huge time savings because it can be done on our time schedule versus waiting on the manufacturer. We can then report our sales back to the manufacturer using a unique ID that tells them specifically what product we are talking about.”

“The AGIIS Global Location Number (GLN) subset gives us the ability to cross-reference our customer demographics with our trading partners to determine that we are accurately reporting our grower sales. We know on a scheduled basis any demographic changes that have been made to our customer subset, giving us the ability to stay in sync with our trading partners. This is a large time-savings for us when time is of the essence. The window between grower billing being completed and Product Movement Reporting (PMR) due is very narrow.”

Bob Whitty, eBusiness Development, Southern States Cooperative

“Southern States has realized phenomenal savings using B2B processing and Global Location Numbers (GLNs) to handle our seed invoicing. Before integrating our business processes with one of our seed vendors, processing invoices took weeks. Today seed invoices are processed within days of shipment. We’re finding that the data being passed between business entities is of consistent and reliable quality when based on the use of the GLNs. More often than not we find that the grower demographics coming from AGIIS far surpass those that are being entered into our Enterprise Resource Planning (ERP) and Point of Sale (POS) systems.”

Michelle Saturno, Pricing and Program Administrator, CF Industries

“Accessing Global Location Numbers (GLNs) quickly is vital to our business processes. I have worked with AGIIS for 9 years, and AGIIS delivers when it comes to responsiveness and working through issues. AgGateway’s Member Services team is an absolute pleasure to work with. CF’s trending over the last two years shows we add approximately 900 entities per year and change over 1,000, requiring heavy use of AGIIS. As CF adds more eTrading partners, we will continue to rely on AGIIS and anticipate an increase in accuracy as more companies learn how to use and manage their data in AGIIS. CF’s goal has always been to send transactions back and forth seamlessly, and AGIIS has always been a big part of making that happen.”

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