



Crop Protection Canada Connectivity (CPCC) Project Letter of Commitment

June 24, 2013

Crop Protection Council
AgGateway Corporation
PO Box 75016
Richmond, VA 23236
USA

Subject: *Letter of Commitment to the CPCC Project*

This Letter of Commitment details the agreement between _____ (Company) and AgGateway's Crop Protection (CP) Council, regarding participation in the Crop Protection Canada Connectivity Project. The CPCC Project is sponsored by CP Council and will be managed by a governing body comprised of representatives from participating companies (BOARD), under the auspices of AgGateway Corporation, and in compliance with AgGateway Policies and Procedures.

Commitment means full participation in the CPCC Project by providing people, financial, and systems resources within the timeline specified in this letter. By signing this commitment letter, Company is committing to participate in the CPCC Project in accordance with the CPCC Project Charter and support implementation of the following e-business transactions. Depending upon Company's relative position in the transaction, implementation means either sending or receiving the transaction.

- Order Create (Distributor sends, Manufacturer receives)
- Order Response (Manufacturer sends, Distributor receives)
- Ship Notice (Manufacturer sends, Distributor receives)
- Invoice (Manufacturer sends, Distributor receives)

Company will work with the CPCC Project Team (business and technical contacts) and other project participants throughout the project to complete the tasks stated in the charter. Company agrees to participate through their best effort, to the extent reasonable, to complete the project deliverables by December 2015. Although actual implementation of transactions may be scheduled after January 1, 2014, the initial work of mapping messages, reviewing business processes, completing requirements gathering and reviewing and determining business rules for implementation on this project will commence in **September 2013**, at a kick-off meeting at the Monsanto offices



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in Winnipeg. Company agrees that if they participate in Phase II, these transactions will be implemented and in use by December 31, 2015.

Phase I - Company commits to dedicate a business and a technical contact to participate in the scheduled collaborative meetings and work with the team to determine requirements, identify the business use cases and the business rules for the implementation of the standard messages mentioned above. This phase is to be completed by December 31st, 2013.

Phase II - Each company agrees to develop their own internal implementation team and collaborate with their trading partners to implement the messages identified above by December 31, 2015 in Phase II. Each company agrees to fund their individual internal implementation costs.

Estimated administrative costs for Phase 1: Depending on the number of participants, the current range for Phase 1 will be: \$8,000.00 - \$13,000.00 per Company (will be invoiced by AgGateway upon signing of this commitment letter).

Billing for the AgGateway administrative costs for Phase 1 will be approximately August 15, 2013, with payment due in 30 days.

Estimated cost for Phase 2: Depending on the number of participants, the current range for Phase 2 will be: \$10,000.00 - \$15,000.00 per Company.

The funding of the CPC Project Coordinator and other related administrative costs will be split equitably between all participating companies.

Billing for AgGateway administrative costs for Phase 2 will be approximately December 15, 2013, with payment due in 30 days.

Phase I Commitment Due by **Aug 31, 2013**

Phase II Commitment Due no later than **December 31, 2013**

Company can agree to participate through Phase I prior to committing to or having any obligation to Phase II of the project.

Specifically, Company agrees to:

- In **Phase I** of the project, to provide the financial and human resources required to complete the design phase which includes: requirements gathering, establishment of business rules, creation of business use cases and review of business processes of the project for your Company.



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- In **Phase II** to provide the financial and human resources required to create the development of the industry standard transactions within Company's business system in a consistent method; implement the transactions with trading partners in a collaborative environment and support the implementation of the Project within your organization.
- Adhere to the AgGateway standards and guidelines development and maintenance process. <https://aggateway.atlassian.net/wiki/x/cwA3>
- In all transactions, comply with and use AgGateway's Ag eStandards and implementation tools where standardization is required for the success of the project.
- In all transactions that include common industry identifiers, utilize the Ag Industry Identification System (AGIIS) and the Agrichemical Warehousing Standards Association (AWSA) reference numbers.
- Work with Project Coordinator to develop a detailed project schedule for your implementation containing tasks, resources assigned and due dates for the development and implementation of each transaction, and provide regular reports on project status.
- If participating in Phase II, company agrees to adhere to the initial implementation schedule determined in January 2014, so as to not delay or push out the implementations of their trading partners
- Remain in good standing as an AgGateway member company and an Ag Industry Identification System (AGIIS) subscriber.
- Abide by AgGateway's antitrust guidelines in all its project activities. http://s3.amazonaws.com/aggateway_public/AgGatewayWeb/WorkingGroups/AdministrativeDocuments/AntiTrustGuidelines.pdf
- Recognize that the work within the project is "work-in-progress" and will not be shared with any company outside the committed project participants until such time the Governing Board releases the documentation for others.

Company understands that CPC participants have established a CPC Governing Board consisting of equal representation for all project participants (if desired). CPC Board will select any additional members, leadership, and will establish funding criteria for the funding of the CPC Project. Company agrees to participation in the equitable funding of the CPC Project as determined by the CPC Board. Company also understands that membership in AgGateway is a criteria for participation.

This letter of Commitment must be executed and returned to Marilyn Hunter, AgGateway's Enabling Services Director **either email or faxed, no later than Aug 31, 2013**, to be included in Phase I of the project and kick-off meeting. Details of the kick-off meeting will be sent upon receipt of signed Commitment Letter.



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The CP Council may elect to discontinue this project if, upon the recommendation of Project Governing Body, it determines that the project does not have adequate participation committed by 31 August 2013.

Commitment to:

_____ Commit to Phase 1 of this project – may do implementation at another time

_____ Commit to both Phase 1 & 2 of this project

AGREED AND ACCEPTED:

Company Name: _____

Signature: _____

Name: _____

Title: _____

Date: _____

Please scan and email this form to marilyn.hunter@aggateway.org or fax it to: CPC Project c/o AgGateway @ 202-403-3441 by Aug 31, 2013.

Primary Contact for this project for Company will be:

Name: _____

Title: _____

Phone: _____

Email: _____

Primary contacts will be the liaison between the project and Company.
All correspondence will be sent to them.