

INFOSYS PRECONFIGURED SAP SOLUTION FOR THE SEEDS INDUSTRY

MAXIMIZE YOUR SAP INVESTMENTS, MINIMIZE TIME TO VALUE, AND EFFECTIVELY MANAGE YOUR PRODUCT LIFECYCLE



Demand seasonality. Short replenishment times. Short product lifecycles with large product varieties. Government policies. These are realities that any ERP solution should

address, and yet there is no comprehensive off-the-shelf solution that does.

That's why we created the Infosys Preconfigured SAP Solution for the seeds industry. So your enterprise can:

- Build on existing SAP investments with our comprehensive implementation template that easily integrates with your SAP systems
- Roll out best practices faster to achieve better forecast accuracy, and visibility across your value chain

- Drive operational efficiency in grain handling and trading
- Set up ERP competencies for emerging economies and address specific IT requirements for countries like Brazil and Argentina

From farm to warehouse to table, Infosys helps you innovate your processes with a hybrid solution that ensures your best-in-breed crops traverse through a stronger value chain.

Business challenges

Today, the seeds industry is witnessing a bundling of services and value-added offerings like merging of crop protection line and seeds business, as well as helping farmers with services to better utilize the company's products. This calls for an ERP solution that is flexible, scalable, and packaged with comprehensive modules. The lack of such a solution from major ERP vendors has led to enterprises grappling with many process-related challenges.

Our solution has been tailored keeping in mind these challenges, which are outlined below.

Grower contracting and payments

- Multiple vendors
- Multiple prices needed for contract
- Growing services based on commodity exchange prices
- Automatic scheduling and execution of down payment
- Reporting requirements

Integrated planning in agribusiness

- Crop planning – demand planning, inventory planning, and supply / demand risk management
- Grower segmenting and financial optimization
- Managing yield and quality
- Managing customer interactions
- Marketing planning

Multiplication and seeds processing

- Custom business processes not addressed by standard SAP solutions
- Multiple data collection and use
- Reconciliation issues for data
- Need for flexible process simulation and scheduling dashboard

Quality management

- Need for more detailed and flexible status management and control for quality activities
- Checks for quality at multiple stages of seeds processing

Return and transfer management

- Managing products that are unsold after end of season
- New product substitution
- Product movement between dealers

Royalty management

- For patented products, royalty needs to be given as a fixed percentage to the patent owner

Our solution

Infosys Preconfigured SAP solution for the seeds industry is a customized solution that builds on core SAP ERP Central Component (ECC) functionality. By providing additional configurations

and custom tools, the solution supports specific seeds industry processes that are not addressed by standard SAP ECC functionalities. Solution kits for various functional areas are fortified with SAP

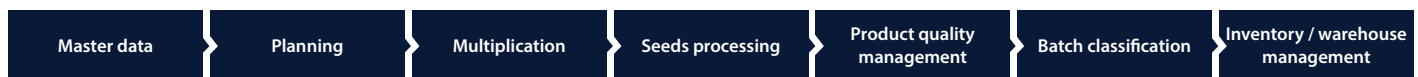
technologies such as SAP Master Data Management (MDM), Enterprise Portal (EP), Customer Relationship Management (CRM), Supply Chain Management (SCM), and Enterprise Data Warehouse (EDWH).

Solution features and benefits

- Template-based end-to-end solution — that delivers up to 30% faster implementation and rollout cycles to reduce time to value
- Out-of-the-box solution mapping — for specific seeds industry requirements
- Comprehensive data migration tool kit — reducing data migration efforts for rollouts and ongoing support
- Reduced lead times in system adoption — for new acquisitions
- Reduced project risk — by improving the scope definition and leveraging 'already configured' major complex design decisions
- Customizable, scalable design — that can be modified for large to very large enterprises in the seeds industry



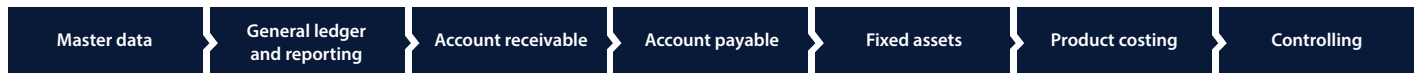
Demand to consume



Order to cash



Accounting to reporting



Customized business solutions for additional business scenarios



Business outcomes

Infosys Preconfigured SAP solution comes built with best practices for the seeds industry and addresses varied complexities of the seeds business. Our solution's

defined global business template will help you scale tomorrow, while providing visibility across your value chain today. This will help you to effectively manage

seasonal variability through accurate forecasting and handling of larger product varieties with shorter lifecycles.

For more information, contact askus@infosys.com



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