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.

<table>
<thead>
<tr>
<th>Grower contracting and payments</th>
<th>Integrated planning in agribusiness</th>
<th>Multiplication and seeds processing</th>
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</thead>
<tbody>
<tr>
<td>• Multiple vendors</td>
<td>• Crop planning – demand planning, inventory planning, and supply / demand risk management</td>
<td>• Custom business processes not addressed by standard SAP solutions</td>
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<td>• Multiple prices needed for contract</td>
<td>• Grower segmenting and financial optimization</td>
<td>• Multiple data collection and use</td>
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<td>• Growing services based on commodity exchange prices</td>
<td>• Managing yield and quality</td>
<td>• Reconciliation issues for data</td>
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<td>• Automatic scheduling and execution of down payment</td>
<td>• Managing customer interactions</td>
<td>• Need for flexible process simulation and scheduling dashboard</td>
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<td>• Reporting requirements</td>
<td>• Marketing planning</td>
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<th>Quality management</th>
<th>Return and transfer management</th>
<th>Royalty management</th>
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<tr>
<td>• Need for more detailed and flexible status management and control for quality activities</td>
<td>• Managing products that are unsold after end of season</td>
<td>• For patented products, royalty needs to be given as a fixed percentage to the patent owner</td>
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<td>• Checks for quality at multiple stages of seeds processing</td>
<td>• New product substitution</td>
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<td>• Product movement between dealers</td>
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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

- Master data
- Planning
- Multiplication
- Seeds processing
- Product quality management
- Batch classification
- Inventory / warehouse management

Order to cash

- Master data
- Pricing
- Distribution and planning
- Normal sales
- Delivery processing
- Invoice processing
- Customer rebates and incentives

Accounting to reporting

- Master data
- General ledger and reporting
- Account receivable
- Account payable
- Fixed assets
- Product costing
- Controlling

Customized business solutions for additional business scenarios

- Grower contracting and payments
- Integrated planning in agribusiness
- Multiplication and seeds processing
- Quality management
- Return and transfer management
- Royalty management

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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