



Granular Agronomy Professional Services

Pioneer Sales Representatives

What's in it for you?

An easy button for creating variable rate recommendations to build stronger relationships with your customers through increased touchpoints and more comprehensive solutions.



Increased value for the customer



Variable rate recommendation offering for customers



Less time spent tied up behind a computer



Team of experienced experts with software and agronomy experience to do the office work

Granular Agronomy Professional Services

Get access to the expertise of a Professional Services Consultant. Every recommendation we make and prescription we provide, from seeding rate to in-season fertilizer adjustments, is based on decades of Corteva's industry-leading research and patented agronomic models, and is customized to each farm.

Choose **Granular Agronomy** for fertilizer & seeding recs or **Granular Agronomy + N** to receive fertilizer, seeding, nitrogen modeling/recs, and weekly updates via email.

Granular Agronomy \$2.00 per acre

Granular Agronomy + N \$5.00 per acre

Fertility PS

What's the Process?

1. Email AgromyProServices@granular.ag with a completed fertility work order request.
2. PS will reply to the email indicating the request was received.
3. PS will work through the request and send map report & summary report.
4. PS can setup webinar to review recommendations and make changes.
5. PS will send Rx files after SR/Grower reviews pdf requesting files.

Invoicing completed in Seed Connex, \$2/acre

Pro Services VRF Checklist

Copy this document and add the operation name to the file name. ProServices will deliver soil test report maps and Product Rx with maps to rep via Zendesk.

General Setup

Capture info needed to create Rx and set a goal with rep to have these ready for Pro Services to create the Rx. Leave Yield Data row blank if they plan on using Yield Targets

✓	Data	Date
	Crop Zones	
	Soil Tests	
	Yield Data	
	Yield Targets	

Additional Notes...

Advanced Nutrient Recommendations

Capture info needed to run an Advanced Nutrient Script.

Soil Test Lab	E.g. Waypoint
P & K Calculator	Custom
P ₂ O ₅ Opt Min & Max	25-35
K ₂ O Opt Min & Max	150-175
Lime Calculator	Iowa

Additional Notes... Use this info on fields containing soil tests. Use Yield Targets and removal calc for fields without soil tests. Have them mark which fields will get a Lime Rx in excel field list doc.

Nutrient Formulator

If they are blending their fertilizer, enter blend info and indicate which nutrient to base Rx on.

	Analysis/Name	Price (\$/ton)
P ₂ O ₅ Product	MAP	\$350
K ₂ O Product	Potash	\$300
Lime Product		
Blend Product		

Additional fertilizer applications planned or already applied containing P or K fields, products, and rates.

Applicator Settings

Ask Rep if they would like to

Min SetPoint	100
Max SetPoint	600
Switch SetPoint	0
Rounding	Nearest 50

Additional Notes...

VRF Export

Some of these may be redundant, leave cells blank if they don't have a preference

Monitor	E.g. GS3
Rx Format	Generic Shapefile
Files (shapefile)	1 file per field or 1 file per product
Filename(shapefile)	FarmName_FieldName


Additional Notes...

Additional Notes:

Seeding PS

What's the Process?

1. Place cropzones & products in Corteva Fields, set yield targets.
2. Email AgronomyProServices@granular.ag with the operation name.
3. PS will reply to the email indicating the request was received.
4. PS will work through the request and create seeding Rx's with the planned average and send map report & summary report.
5. PS can setup webinar to review recommendations and make changes.
6. PS will send Rx files after SR/Grower reviews pdf requesting files.

Crop Year: 2020
Granular Farms Farm and Field Proposal 

Farm and Field Proposal

Beck Farm > Beck 1, Corn					
Brand	Product	Treatment	Acres	Seed Rate	Units
Pioneer	P1077AM (LLRR2AM)	Lumivia	40.5	34,000	17.2

Beck Farm > Beck 2, Corn					
Brand	Product	Treatment	Acres	Seed Rate	Units
Pioneer	P1077AM (LLRR2AM)	Lumivia	41.8	34,000	17.8

Beck Farm > Beck 3, Corn					
Brand	Product	Treatment	Acres	Seed Rate	Units
Pioneer	P0399AM (AQLLRR2AM)	Lumivia	27.3	34,000	11.6

Beck Farm > Beck 4, Soybeans					
Brand	Product	Treatment	Acres	Seed Rate	Units
Pioneer	P42T71PR (RPLEN)	None	59.4	180,000	76.4

Nitrogen PS

What's the Process?

1. Email AgromonyProServices@granular.ag with a completed nitrogen work order request.
2. PS will reply to the email indicating the request was received.
3. PS will set up fields with nitrogen applications, add operation to weekly Nitrogen Email.
4. PS can setup webinar to review recommendations and nitrogen levels with SR & farmer prior to application.
5. PS will send Rx files after SR/Grower reviews pdf requesting files.

Invoicing completed in Seed Connex, \$5/acre

Pro Services VRN Template
Copy this document and add the operation name to the file name. ProServices will deliver Product Rxs with maps to rap via Zendesk.

Nitrogen Applications:
Get down nitrogen applications using the table below. If different fields have different plans/applications fill out another sheet

Fertilizer App	Product (Lbs/Ac)	N Rate (Lbs/Ac)	Date	Application Type
MAP	100		11/6/19	Incorporated
NH3		160	4/10/20	Injected
Starter	5 gallons		planting	Incorporated
32%	25 gallons		July 4th	Incorporated

Additional Notes... Perhaps a lot of fields that received this plan

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Additional Notes...

VRN Machine Settings
Capture info on machine/hardware used to apply variable rate application

Minimum Rate	15 gallons
Maximum Rate	35 gallons
Monitor	JD Gen 4
Rx format	Send wirelessly via JD Wireless Data Transfer

We'll send the pdfs for review and wait for thumbs up before sending rxs.

Reporting PS

Automated Emails to Customized Reports

Weekly Emails Included with GA+N

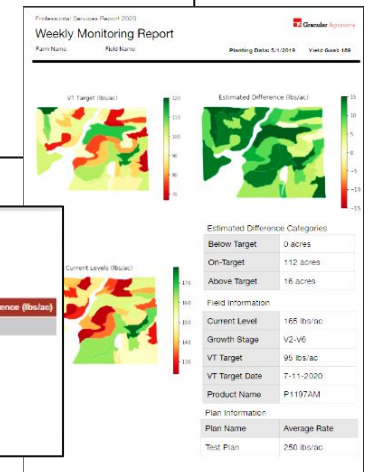
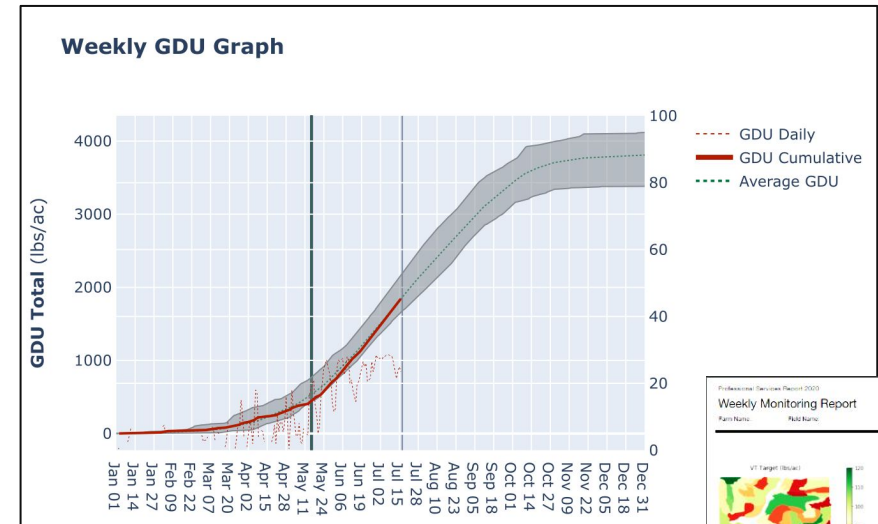
- Email sent weekly per operation
- Nitrogen & past week's weather

Nitrogen Monitoring

- Monitor N levels

End of Season Report

- Includes all operations



agronomyproservices@granular.ag

Good Morning,

Attached is a Nitrogen Season Report for Coomolook:

Farm Name	Field Name	Yield Goal (bu/ac)	Current N (lb/ac)	Estimated N @ VTR1 (lb/ac)	VTR1 Target (lb/ac)	Planting Date	Growth Stage	Planting Product	Predicted Difference (lb/ac)
Wanda	Nitroplan2	150	40	69	70	2020-05-01	R2	CRM105	-1

Thank You,

Agronomy Pro-Services

Contact Information
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