



Granular Agronomy Professional Services

A look at how Professional Services can support your business

Granular Agronomy CSAs

What's New for 2021?

- Improved Process

- Email agronomyproservices@granular.ag
- Know exactly how & what PS provides with each service
- PS responds to inbound inquiries with simple forms requesting information to complete the service
- PS will review recommendations, answer questions, and make adjustments

- Reporting Services

- End-of-Season analysis
 - Nitrogen Use Efficiency, Seeding Recommendation analysis, and reviewing Percent Yield Target to help guide next year's targets.
 - Ten-Year Weather Summary for all fields/crops in operation
- Weekly monitoring emails
 - Nitrogen monitoring emails for Nitrogen Enrolled crop zones
 - Weekly Weather Summary with information since planting. Will be for all fields in operation. Not limited to 'Nitrogen Enrolled' cropzones.
 - Growth Stage Reports for fields with a 'Corn' crop zone.

PS Pricing for CSAs

- | | |
|--------------------------|------------------|
| ● Data Management | \$0.10/ac/year |
| ● Fertility (P-K-Lime) | \$0.25/ac |
| ● Nitrogen | \$0.50/ac |
| ● F360 Calculators | \$350/calculator |
| ● Reporting | |
| ○ End-of-Season Analysis | \$500/ *CSA |
| ○ Weekly Monitoring | \$250/ *CSA |

*Price includes all operations the CSA services

Data Management PS

What can PS help with?

Harvest Data

- Loading and Linking
- ARS Yield Editor Cleaning
- Report Books

As-Planted Data

- Loading and Linking
- Linking Varieties
- Emails report book maps/summaries
- Report Books

What's the process?

1. Email AgromonyProServices@granular.ag with the operation and data.
2. We'll reply to the email and send a dropbox link request to load the data to.
3. PS team will work on loading data and send a digital report book upon completion.
4. No need to invoice anything, we'll collect 10 ¢ per acre at next advancement.

Fertility PS



Advisor

- Makes sale
- Validates fields and crops
- Collects soil samples and yield targets
- Provides fertility product info
- Places a Work-Order with PS
- Service & Deliver



Professional Services

- Completes Work-Order from Advisor
 - Create VR Rec
 - Application Map Report
 - Soil Test Book
 - Tonnage Summary



Deliverable

- VR Rx file
- Application report map
- Soil test analysis maps
- Product summary

Fertility PS

What's the Process?

1. Email AgromonyProServices@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 CSA/Grower reviews pdf requesting files.

No need to invoice anything, we'll collect 25 ¢ per acre at settlement.

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 have a preference

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:

Nitrogen PS



Advisor

- Makes sale
- Validates fields and crops
- Inputs yield targets
- Provide Seed Product info
- Provide Nitrogen product info
 - Product, dates, price etc.
- Places a Work-Order with PS
- Service & Deliver



Professional Services

- Completes Work-Order from Advisor
 - Create N Template
 - Create VR Rec
 - Application Map Report
 - Tonnage Summary
 - Link Weather Stations*

*If desired



Deliverable

- VR Rx file
- Application report map
- Product summary

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 CSA & farmer prior to application.
5. PS will send Rx files after CSA/Grower reviews pdf requesting files.

No need to invoice anything, we'll collect 50 ¢ per acre at settlement.

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.

Field360 Calculator Creation PS

What's the Process?

1. Email AgromyProServices@granular.ag
2. PS will call back to gather additional detail
3. PS builds calculator and notifies requestor and coordinate a time to review
4. Finalized calculator loaded into the specified AAR/Customer(s)

No need to invoice anything, we'll collect \$350 at settlement.

Reporting PS

Automated Emails to Customized Reports

Weekly Emails

- Emails will be sent weekly to operations requested by the CSA
- If CSA requests email to be forwarded to grower. Pro-Services can include the grower to the weekly emails as well.
 - Can include two (carbon copies) along with CSA

End of Season Report

- Analysis will only be ran if 'Harvest Data' exists for current growing season.
- NUE and Percent Yield Target will be run on all Nitrogen Enrolled fields in the operation.
- Seeding Recommendations will only be run on fields with As-Planted data.

What's the Process?

1. Email AgromyProServices@granular.ag with the reports you would like to receive.
 - a. Include operations you'd like to receive reports.
 - b. Include any forwarded emails for each operation. If not included default will be CSA only.
2. End-of-season reports will be ran for each operation after Harvest Data upload. CSA will be required to notify Pro-Services when this is completed.