

SAP GROWER MANAGEMENT FOR PERISHABLES BY VISTEX

A Complete Contracting
and Management
Solution for Progressive
Agribusinesses

SOLUTIONS FOR SAP



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THE CORE COMPONENT

of the enterprise-class Vistex Agribusiness Solution, the SAP Grower Management for Perishables by Vistex module is a comprehensive and integrated business solution designed specifically for agro-industrial companies, and to support the complex processes within the Buyer-Farmer relationship. Contract setup, services support and ability to settle agreements based on mutually agreed parameters are integral parts of the SAP Grower Management for Perishables by Vistex module.

Using SAP ECC to gather and capture non-aggregated data, SAP Grower Management for Perishables by Vistex enables the buyer-farmer ecosystem and all the complexities of the financial and logistical processes this includes.

Core components of the SAP Grower Management for Perishables by Vistex module:

GROWERS CONTRACTS

FARMING AND LOGISTICS SERVICES

INTEGRATION WITH SALES PROCESS

ADVANCES AND SEED PROVISIONS

SETTLEMENTS

ACCOUNT RECONCILIATION

PAYMENTS



Designed specifically for Agribusiness

SAP GROWER MANAGEMENT FOR PERISHABLES BY VISTEX ADDS VALUE BY PROVIDING:

- Integration with SAP ECC and complete insights into complex processes within the Buyer-Farmer relationship, coupled with comprehensive analytical capabilities
- A single solution with fully integrated processes, eliminating the need for disparate data
- Seamless integration with the FI and CO modules in ECC
- Extensive reporting options including SAP BusinessObjects reports and dashboards
- A single platform database and server, where all processes are centrally managed and accessible, ensuring data integrity
- A versatile architecture capable of supporting complex data and contracts and today's more intertwined financial relationship between buyer and farmer
- Tools to support the efficient collection of required data and effective management of inventory

Enabling Financially Viable Farmer-Buyer Relationships

Contract Management

Aimed at reducing the data disparities that come with traditional grower information methods, data on crops and regions, and the agreements for purchase and quality parameters, SAP Grower Management for Perishables by Vistex eliminates the inefficiencies that ultimately result in revenue leakage.

Contracts carry information about crops (mono/multi, etc.), purchase and sale conditions, and quality considerations. And any requirements for advances and loans can be accommodated and will be part of the financial settlement at the end of the contract validity period.

All deductions mandated by a governmental or judicial authority can be incorporated into the Grower Contract and powerful reporting functionality allows for thorough compliance.

Accounting for Financial Assistance

As part of the evolving interdependent relationship between buyer and farmer, the ability to provide financial assistance or direct payments for logistical services (equipment rentals, etc.) can be factored directly into the contracts. This productivity enhancing process is well documented in the system, and the settlement process is able to integrate this seamlessly into its final calculations and payout to the farmers.

Similarly, cash advances towards seed, fertilizer and pest control substances can be recorded and settled in the same manner as services. Inventories of these materials can be recorded using traditional ECC modules and achieve seamless integration with other purchasing and sales processes.

Adherence to Best Practices for the Agricultural Industry

As part of the logistics data collection and providing of services to the farmer, it is possible for the Grower to track parameters to ensure profitability at their end. This includes data from CAT and Irrigation to ensure compliance with Good Agri Practices (GAP) adherence.



Collecting Key Data and Managing Inventory

Produce Receipt and Product Traceability

Using SAP Farm Management by Vistex in tandem with SAP Grower Management for Perishables by Vistex , regulatory requirements around quality control and product traceability (Produce Traceability Initiative) are incorporated as standard functionality. With the Harvest Operations functionality, SAP Farm Management by Vistex streamlines the flow of harvested crops to the production plant, guaranteeing optimal inventory levels to match market demands.

Seamless integration with ECC core modules means that all processes related to inventory, storage and finished goods manufacturing or sale to a third party can be part of the end-to-end process.

Providing Seamless Settlements and Financials

As a module within the Vistex Agribusiness Solution, SAP Grower Management for Perishables by Vistex enables direct and seamless integration with the FI & CO modules in ECC. Settlements for contracts within SAP Grower Management by Vistex flow seamlessly from the contract, and all deductions that are to be considered for the final settlement, including upfront provisions, logistics services, loans and advances. This allows for a clear and documented statement to be provided to the farmer, thereby leaving no room for ambiguity in this final transaction.



AT A GLANCE

PLAN: Acreage, grower resources, grower and growing unit repository

ASSESS: Contracting and resource commitments

EXECUTE: Planting, harvest, settlements and payments based on yield

ANALYZE: Track and measure results; report from contract-execution-quality information



Vistex Agribusiness Solution

Vistex Agribusiness Solution is a complete set of SAP integrated modules, managing all aspects of farm and grower back office operations, and supporting a complete range of crop types and agricultural processes. From plant, nurseries, field and harvest operations to contracting and packaging, processing and payment management, the Vistex Agribusiness Solution addresses the ongoing challenges faced by the agriculture industry. As agribusiness needs evolve, the Vistex Agribusiness Solution scales with customer growth, allowing farm owners and growers alike to manage relations and improve back-office support, as well as production, land yield, and utilization across the entire value chain.



Extend the Vistex Agribusiness Solution with the SAP Farm Management by Vistex module

A core component of the enterprise-class Vistex Agribusiness Solution, the SAP Farm Management by Vistex module, is a comprehensive and integrated business solution designed specifically for agro-industrial companies and supports the full life cycle of farm management operations. From planning and planting, to growing and harvesting, SAP Farm Management by Vistex combines the day-to-day needs of field managers, supervisors, and workers with the analytical requirements of senior management.





SAP GROWER MANAGEMENT FOR PERISHABLES BY VISTEX

A Complete Contracting and Management
Solution for Progressive Agribusinesses

Solutions for SAP

Innovative solution extensions for SAP software.

SAP resells these applications under the following names:



SAP Grower Management for
Perishables by Vistex



SAP Grower Management for Perishables
by Vistex for SAP S/4HANA

About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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