farmpilot

The digital solution for farm management and transport logistics

A short insight into the company and the product "farmpilot”

farmpilot

The digital solution for farm management and transport logistics

Übersicht

arvato BERTELSMANN Arvato Systems

1

The company behind farmpilot

- Who are we? -

2

What is farmpilot and who uses it?

3

How can Arvato support you?

4

Cooperations

Bertelsmann – The Company at a Glance

MEDIA

- RTL Group
- Penguin Random House
- G+J
- BMG

Service Provider

- arvato BERTELSMANN
- Bertelsmann Printing Group

Education

- Bertelsmann Education Group

Investment

- BI Bertelsmann Investments

> 117.000
Employees

50 Countries

17,7 Billons Euros
in Sales

All Data: 2018

Bertelsmann – The Company at a Glance

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MEDIA

RTL GROUP

Penguin Random House

G+J

BMG

Service Provider

arvato BERTELSMANN

Bertelsmann Printing Group

Education

Bertelsmann Education Group

Investment

BI Bertelsmann Investments

> 70.000
Employees

40
Countries

4,1 Billion Euros
in Sales

All Data: 2018

Bertelsmann – The Company at a Glance

- 56 TV Stations, 31 Radio Stations
- > 12,000 Hours Produced per Year
- 35 Billion Online Video Views

- 250 Publishing Houses Worldwide
- 600 Million Books Sold
- 461 New York Times Bestsellers in 2017

- > 500 Media Activities, Magazines, Digital Offerings
- > 200 Awards for Journalists and Authors in 2017

- More than 2,5 Million Songrights
- Multitudinuos international and n ational Songwriters & Artists Under Contract

- No. 1 Printing House in Europe
- 1.6 Million Tons of Printed Paper per Year
- > 20 Locations Worldwide

- > 28 Million Courses per Year (Relias)
- Alumni in 168 Countries (Udacity)
- 6,600 Students (HotChalk)

- Global Endowment Network
- > 160 Investments in
- Start-Ups
- 40 New Investments in
- 2017

- Numerous High-Tech Clients
- Broad Service Portfolio
- with Presence in 39 Countries
- No. 1 in Fashion
- E-Commerce EU

Arvato – Our Range of Services

1. Finance
2. Supply Chain Management
3. Majorel
4. IT
   Arvato Systems

Arvato – Our Range of Services

Arvato Financial Solutions

- Professional outsourcing services (Finance BPO) for cash flow
- Risk management, billing, credit management, sale of receivables, collections…
- Europe's number 3 integrated financial services provider

Arvato SCM Solutions

- Supply Chain Management: End2End solutions for managing the flow of goods
- More than 1.1 billion packages per year in 22 countries at 150 locations
- Operating webshops for online business with more than 250 million users annually

Majorel

- Leading Partner for Customer Relationship Management in Europe
- More than 600 million client interactions per year on five continents in more than 35 languages
- Leading Partner for Customer Relationship Management in Europe

Arvato Systems

- International IT Specialist in the Digital Transformation
- Comprehensive IT solutions for industries such as commerce, media, or utilities
- Expertise in the fields of cloud computing, customer experience, EIM, omni-channel commerce, and e-commerce as well as IT outsourcing and infrastructure services

Our services

arvato BERTELSMANN Arvato Systems

CONSULTING

- Business consulting
- Management consulting
- Technology and process consulting

SYSTEMS INTEGRATION

- Digital Transformation solutions
- Solutions with a clear industry focus
- Cloud, Big Data
- BI, EIM, ERP, CMS, CRM, Finance…
- Technology expertise/partners: SAP/SAP Hybris, Microsoft, Adobe

INFRASTRUCTURE SERVICES

- Infrastructure consulting & planning
- Application management
- Workplace Services
- Communication Services
- Hosting / data center services
- Service desk

Our Focus

COMMERCE

MEDIA

UTILITIES

E-HEALTH

SERVICE DELIVERY WITH PRIVATE & PUBLIC CLOUD

Our services

CONSULTING

- Business Consulting
- Management Consulting
- Technology & Process Consulting

SYSTEMS INTEGRATION

- Digital Transformation Solutions
- Solutions with a Clear Industry Focus
- Cloud, Big Data & A.I.
- Technolog-Expertise/Partner:
  SAP, Microsoft, AWS, Google

INFRASTRUCTURE SERVICES

- Infrastructure Consulting & Planing
- Application Management
- Workplace Services
- Communication Services
- Hosting / Data Center Services
- Service Desk

APPLICATION MANAGEMENT

- Development & Consulting of Software Solutions
- Application Services Transition und Transformation
- Support of Key-User
- Optimization & Consulting

Our Branch Focus

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Commerce

through IT, such as …

…facilitating customer-focused purchases.

Media

through IT, such as …

…turning TV into video on demand.

Utilities

through IT, such as …

…enabling the energy transition.

Our Industry Expertise

arvato BERTELSMANN Arvato Systems

Commerce

Using the latest technologies for business, we combine the online and the offline worlds for sustainable competitive advantages.

Utilities

Whether you're in the energy and utilities industries or the transport infrastructure, we provide you with support for digitalization.

Media

Thrill your customers with the right content using our IT solutions for the media industry.

Healthcare

As a specialist in the health care field, we provide support for everything from infrastructure to software.

As an IT specialist,

Arvato Systems supports

renowned companies

in the Digitalen Transformation

and focuses on selected industries.

Arvato Systems Locations Across the Globe

> 2.800
employees

391
Million Euros
In Sales

> 25
Locations

Headquarters Locations

Additional locations in Germany:´such as Baden-Baden, Berlin, Bielefeld, Dortmund, Düsseldorf, Hamburg, Cologne, Leipzig, Munich, Rostock, Walldorf, Wilhelmshaven

All informations: 2019

Arvato Systems: Headquarters in Germany

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Strengths of Arvato Systems with regard to farmpilot

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Neutrality, Networking

- No ties to individual manufacturers of agricultural equipment
- Numerous networks and cooperations

Sustainability, internationality, sclability

- Arvato Systems is stable in the long term
  - For 30 years IT Business
  - International Arvato presence at numerous locations anround the world
- In the farmpilot area very strong connection with Nordic sugar and Südzucker, both in Germany and abroad

Data Protection & Data Security

- Arvato Systems manages the data of numerous major German and international customers
- Data protection and data security are of enormous importance
- Own mainframe computer centre at our location in Gütersloh
- Your data and applications are protected by our state-of-the-art security solutions
- Our data centers are certified according to international standards

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The digital solution for farm management and transport logistics

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4 Cooperations

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Why you should choose farmpilot!
- Problem solving and cost reduction-

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1. The digitalization of process chains can save costs and simplify organization and planning.

2. Through constant feedback from our customers, farmpilot has developed into a system that is precisely tailored to the needs of our customers.

3. Order planning works clearly and data can be evaluated in real time

4. Good price-performance ratio

5. farmpilot is a major international group of companies that provides international support and investment protection.

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Economic efficiency calculation
-1 Loader 10 trucks-

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Benefits per month

Reduction of downtimes.....6.026,40€

Reduction of administrative espenses.....1.620,00€

Summe

expenses.....709,50€

usefulness.....7.646,40€

Savings per month

6.936,90€

Cost per month

Fees for use farmpilot.....214,50€
(11x monthly fees 19,50€)

Cost for data transmission.....220,00€
(11x mobile data for 20€ each)

Depreciation and interest.....275€
(11xTablets, but only in the first year)

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Problem: Organization of a logistics chain

e.g. for maize, grass or beet harvesting

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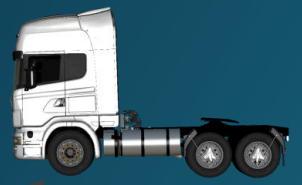
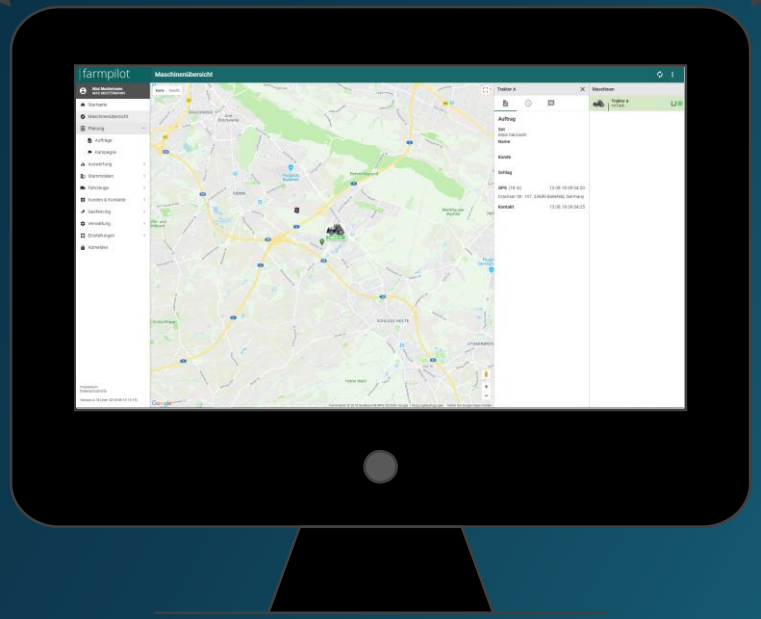
Leader

Follower



Disponent



Problem without farmpilot

- Continuous telephoning between dispatcher and driver
- Orientation problems
- misapprehensions

Solution with farmpilot

- Order overview on the tablet
- Navigation possibilities
- Field markings and direct information transfer

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Overview farmpilot

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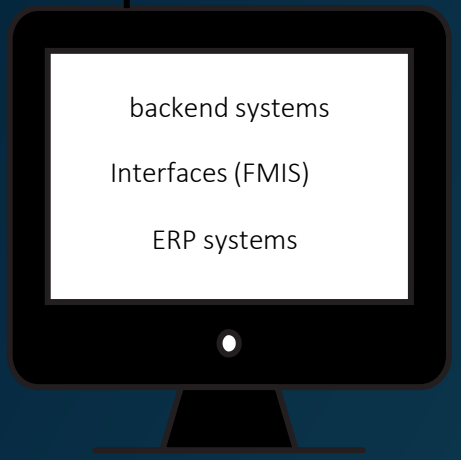
farmpilot Web-Portal

Digital order set



Nordzucker

SÜDZUCKER

Maschinenring Dithmarschen

CLAAS

RTK CLUE – Join us now!

Positions and lanes
Order processing
machine data

HOLMER exact

ROPA

GRIMME

ISOBUS

Connection to machine data and transmission to the portal

farmpilot App on Android Tab or CCI Terminal

Link to navigation systems

Maschinenring Uelzen-Isenhagen e.V.

FieldNav

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Scope of functions - Our TOP 5

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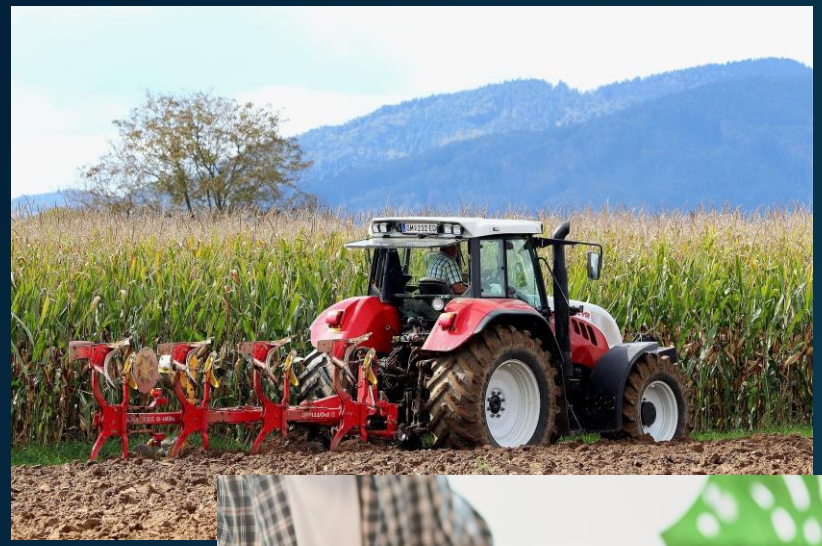

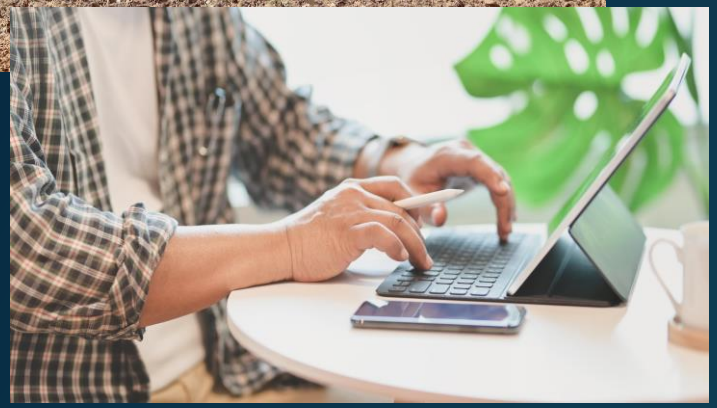

Disposition

- Planning of orders, employees and machines and changes at any time
- Live overview of order status, positions and lanes

Transport/harvest logistics

- Simple fleet management
- Parallel process chains
- Sequential processing of orders

Time recording

- View, edit and manage employee time sheets

Evaluation / Documentation

- Order-related and machine-related evaluation
- Overview of the documented activities of your employees
- invoicing

Customer and field management

- Free customer and field management
- Fast import of customer data
- Time saving through field entry link for your customers
- Share fields and machines between farmpilot accounts

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farmpilot App overview

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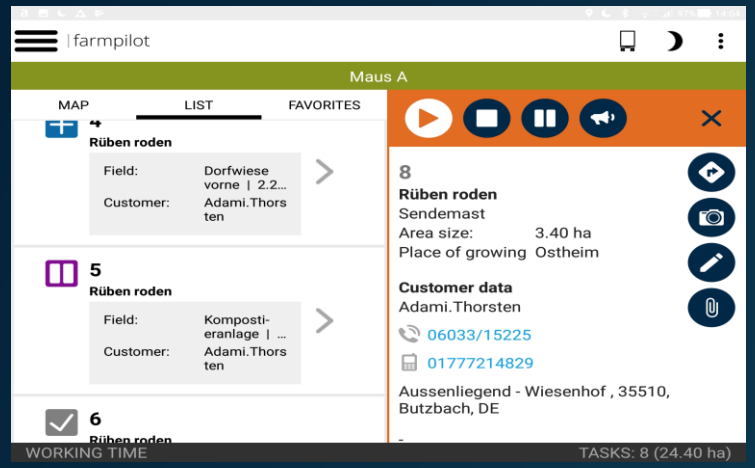
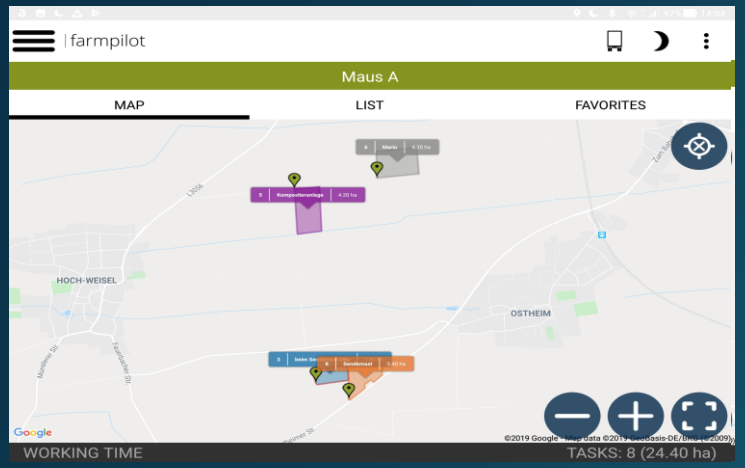
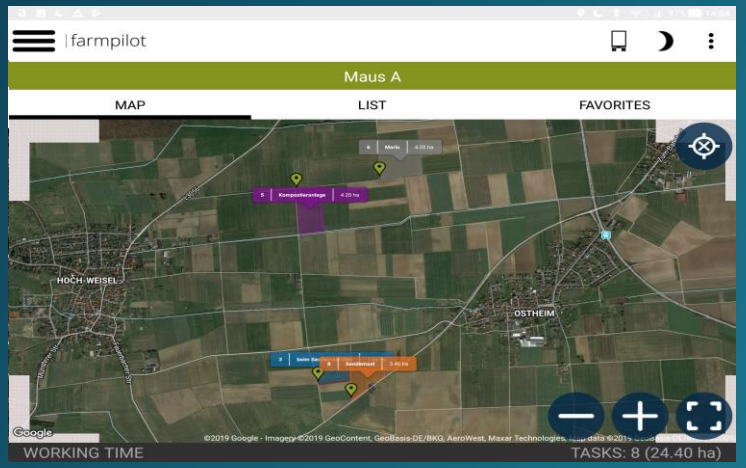
→ List view with order details



→ Map view with strokes



→ Display vehicle group (fleet)



Excerpt of a customer voice:

„The navigation software is very popular with drivers. The computer can be used to determine driving routes and field access roads, which then guide the driver during navigation. This safe navigation has proven its worth especially during night shifts.
With Farmpilot, Arvato Systems also offers a platform for data transmission. In the area of sub-area-specific application of farm fertilizers and limes, we use Farmpilot to transfer application maps to the machine and to return the generated distribution map to the office."

Christian Klamroth, Disposition, Landwirtschaftliche Dienstleistungen & Logistik GmbH & Co. KG Klamroth

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The benefit for our customers

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Farmers

- Entry of master data (clients, fields etc.)
- Convenient order creation and planning in advance
- Documentation and Reporting

Service provider

- Planning of agricultural activities
- Optimization of resource and employee deployment
- Documentation and analysis

Machine rings

- Planning of agricultural activities
- Coordination of farmers and service providers
- Documentation and analysis

Manufacturer/ Company

- Provision of a recording tool for fields under contract cultivation
- Planning, documentation and analysis of agricultural and marketing activities
- Optimization of resource and employee deployment

Spedition

- Optimization of resource and employee deployment
- Planning of logistic activities
- Documentation and analysis of activities

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farmpilot in the beet campaign

Networking of service providers through sequential processing of orders

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- ✓ Transfer of the processing status to the vehicle group
- ✓ Navigation to the field / to the pile / to the loader
- ✓ Display of arriving and departing vehicles on the map and in the timeline

Beet sowing

- Field management
- Reporting driving lanes

Harvesting

- Import of lanes from sowing
- Draw in pile
- Harvesting status is passed on to the harvesting chain

Pilecarer

- Display the pile
- Entry of materials (Cover, pegs etc.)

Beet loading

- Display of pile position and condition (covered or uncovered)
- Changing the arrival and departure routes for the removal vehicles

transport logistics

- Display of the current and announced field
- Possibility of limited order view for followers

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Individualized area recording & Disposition

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Recording and reporting fields

Manage fields and clients

Refer fields

Planning task data and machines

Send task data

Edit task data

- Intuitive, step-by-step recording of field Import options of many formats

Access to further functionalities:

  - Release fields for processing, task disposition, vehicle fleets
  - Working time recording, task and lane evaluation

- Successful use in practice → over 15.000 farmers
- Over 100.000 ha already recorded

- Your logo, your colours, your fonts
- Adaptation of field attributes and functionalities to your requirements
- Accessible via web link - on request also from your homepage
- Connection to systems that you already use is possible

Process field notification

Announce task progress

Monitoring and evaluating task progress

Announce task progress

Coordinate machines

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Dispatcher: Machine Overview

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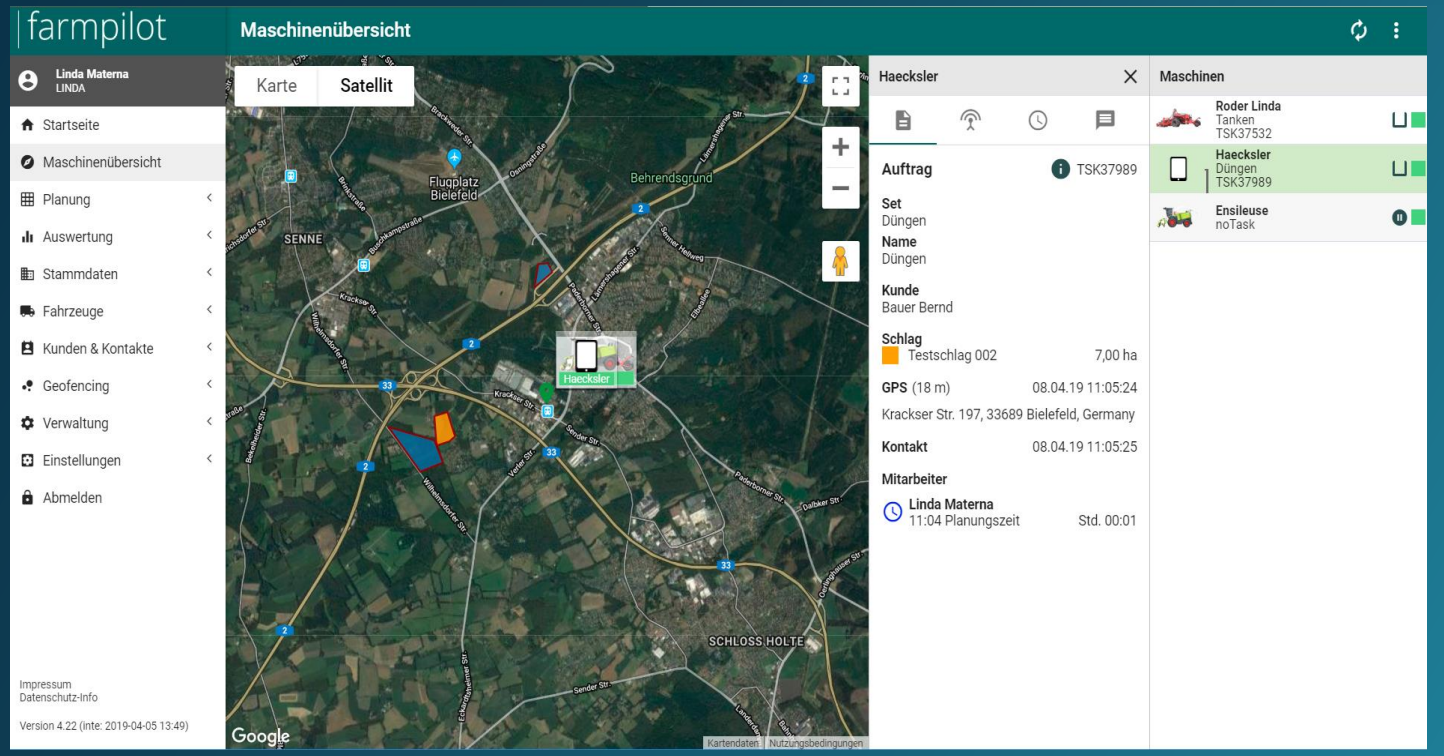
Transparent Live-Overview

- vehicles
- vehicle lane
- machine data
- loaded task sets and the current task
- started working time
- the arriving and departing members of a vehicle fleet
- loading condition

- sending messages to the drivers



➔ display only the information that is useful to you

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Dispatcher: Planning

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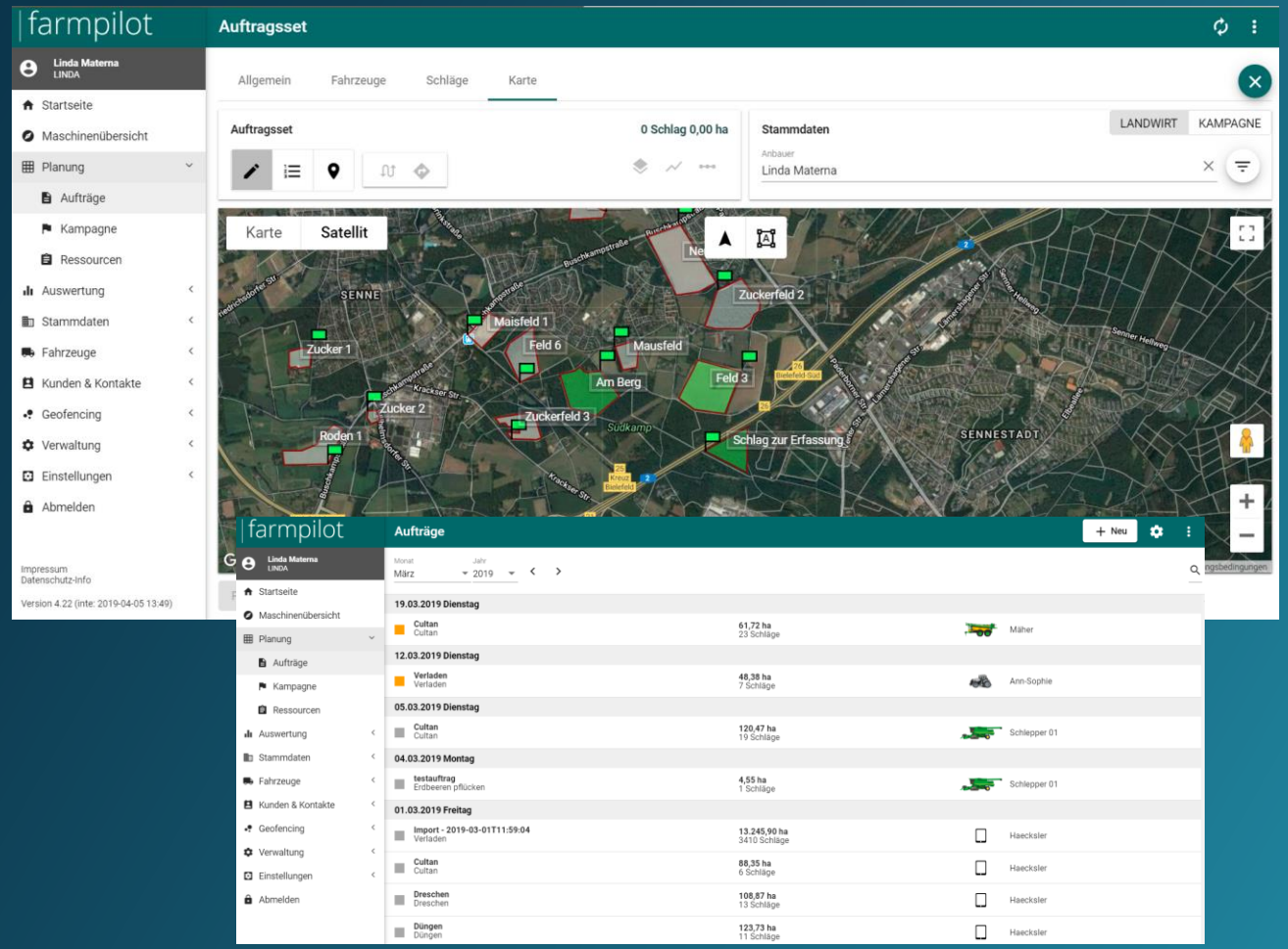
- Intuitive, step-by-step planning of measures, machines and fields
- Fields can be planned directly from a campaign or selected according to the grower
- You can also select fields from the map view
- The disposition of the fields can be filtered by keywords and fruit types
- Routes and rents can be displayed for better disposition
- Import of task data in XML and ISOBUS format possible



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Dispatcher: Reporting

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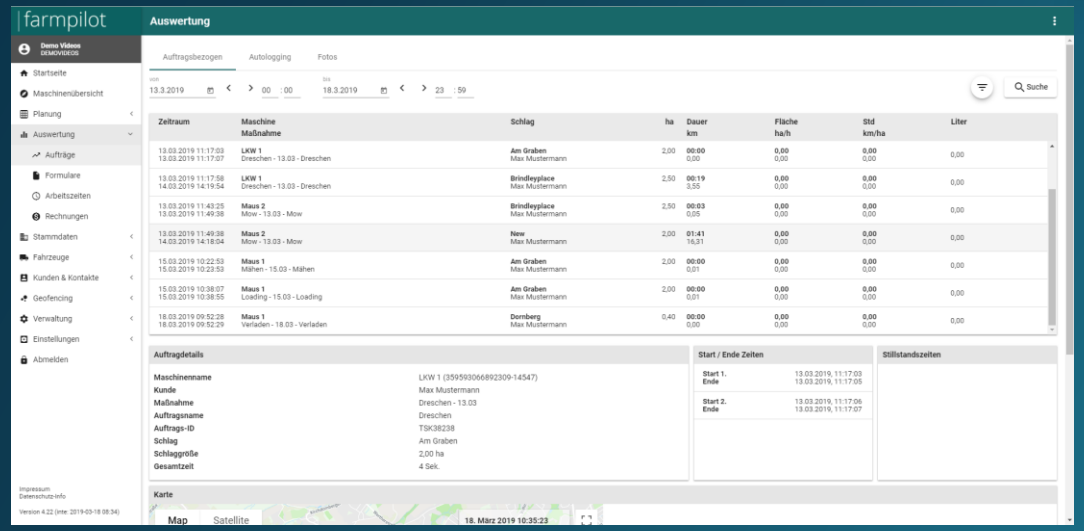
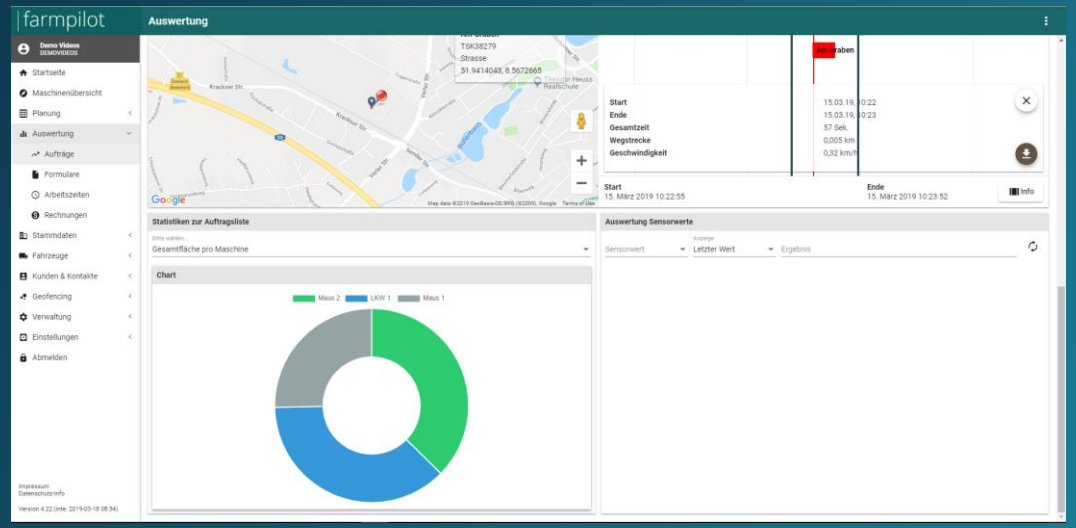
- Evaluation of tasks, measure forms and working time
- For example, the processed task sets can be viewed in detail
- **Information is available here:**
  - Duration of task
  - Driving distance in Km
  - Driving route shown on a map
  - Standstills (in time and position on the map)
  - When certain machine terminals are connected: machine values such as diesel consumption, worked area, and much more. (Which values are supplied is different for each manufacturer)
- In addition, various statistics
- Import possibilities (e.g.: measure forms as PDF files)





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Further support options through Arvato -industrial customers-

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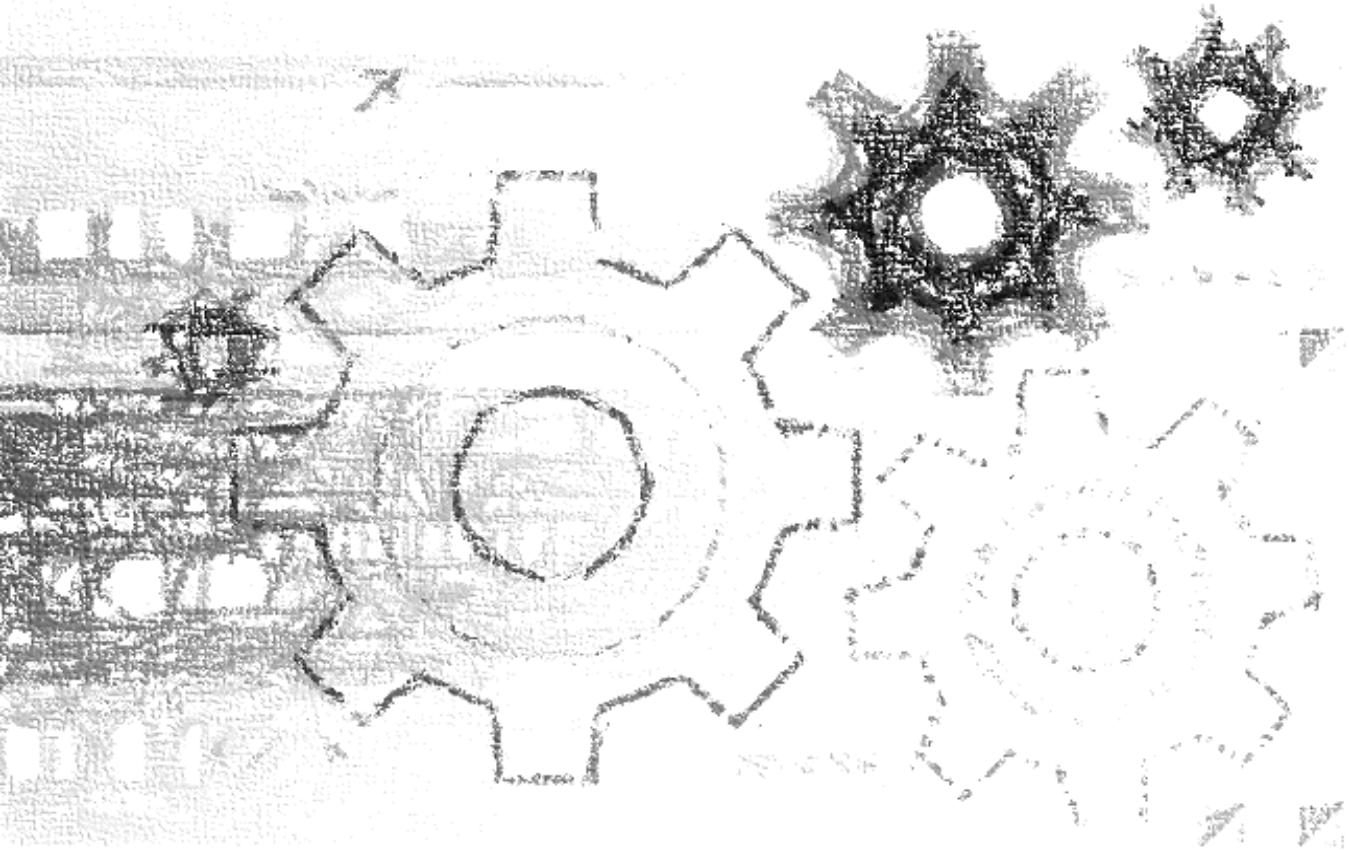

The focus is on cost and process optimization:

- Transparency
- Reduction and optimization of internal expenses
- Dependability
- New revenue streams
- Solutions for master data acquisition

Master Data Level	Navision	SAP	Individual Solution
Planning Level	Standard Solution	Individual Solution	
Integration Level		Portal/ eCommerce	EAI

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Connection with VR SMART GUIDE

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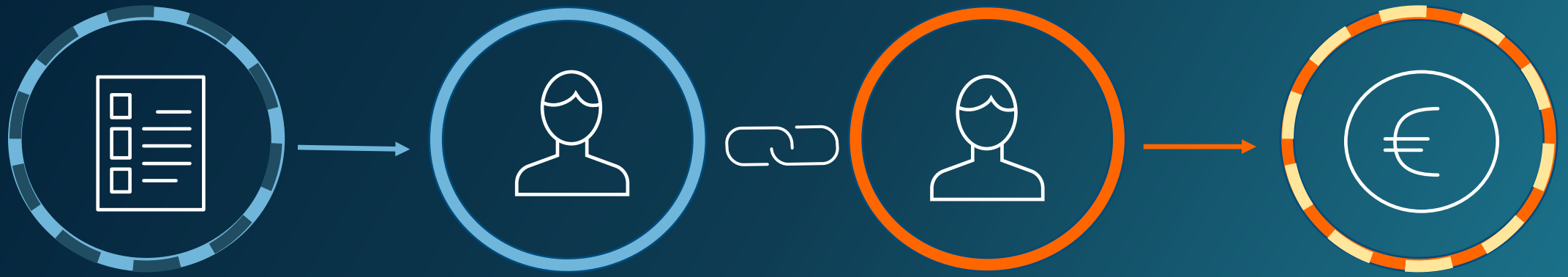
Relevant data for billing



Creation of billings

farmpilot Account

VR SMART GUIDE Account

From automatic invoicing to payment reminders, the VR Smart Guide provides you with an integrated tool for your finances.

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Connection with Acker24

The agricultural field report from Raiffeisen

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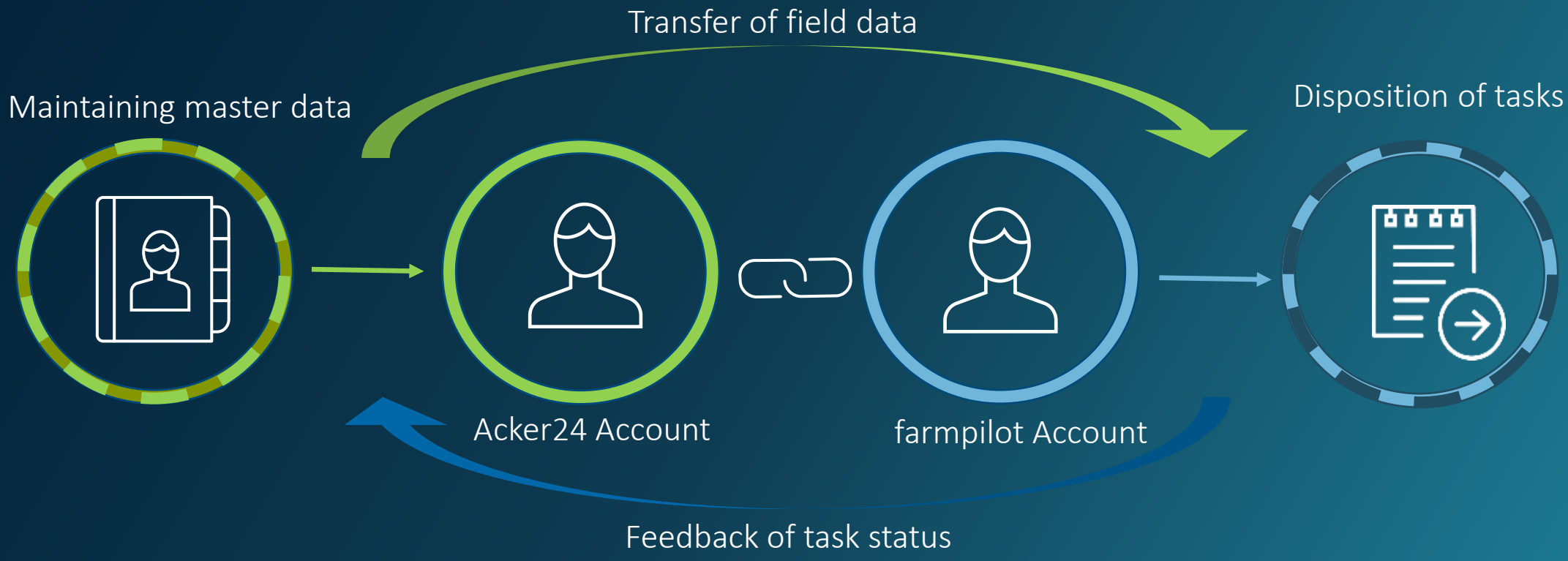

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Cooperation with Holmer EasyHelp 4.0

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- Transmission of task data
- Connection between terminal and farmpilot
  → Linking up between machines and task data
- Detailed driving lanes with RTK Connection
- Display of machine data in the farmpilot reporting

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Cooperation with Ropa R-Connect

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- Connection between farmpilot App and Ropa R Touch Terminal
- Connection between task data of the farmpilot App and machine data of Ropa-Terminal
- Reporting in the farmpilot Portal

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Cooperation with Grimme
myGrimme

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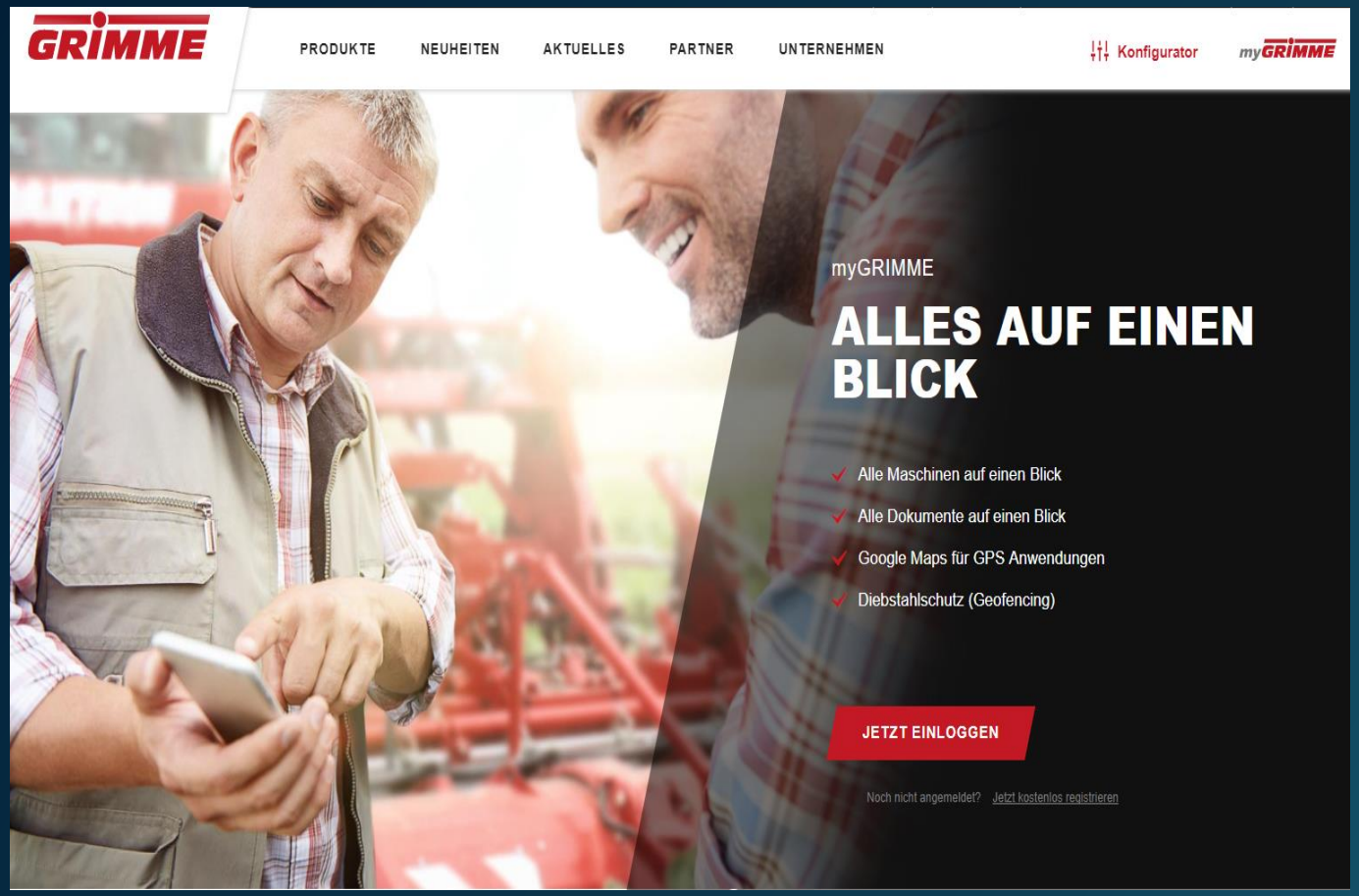

- Overview: machine information and GPS-position
- Used machines for sale
- Individual spare parts catalog for download
- Anti-theft protection with Geofencing based on position data
- Online-configurator for the next Grimme machine

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Partner and References

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CLIENTS

GRIMME

Nordzucker

SAINT LOUIS SUCRE

SÜDZUCKER

MR Deutschland

Deutschland

PARTNER

AGROCOM NET

agrirouter

CLAAS Agrosystems (Agrocom)

HELM SOFTWARE

LACOS Computerservice GmbH

LAND-DATA EUROSOFT

Acker24

VR SMART GUIDE

MR Deutschland

Deutschland

PRODUCER

ISOBUS

GRIMME

HOLMER exxact

ROPA

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Price Model
User-dependent billing per terminal

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Monthly License

-

19,50 Euro

per month

per terminal

→ All functions in one price

or

Annual License

-

189,00 Euro

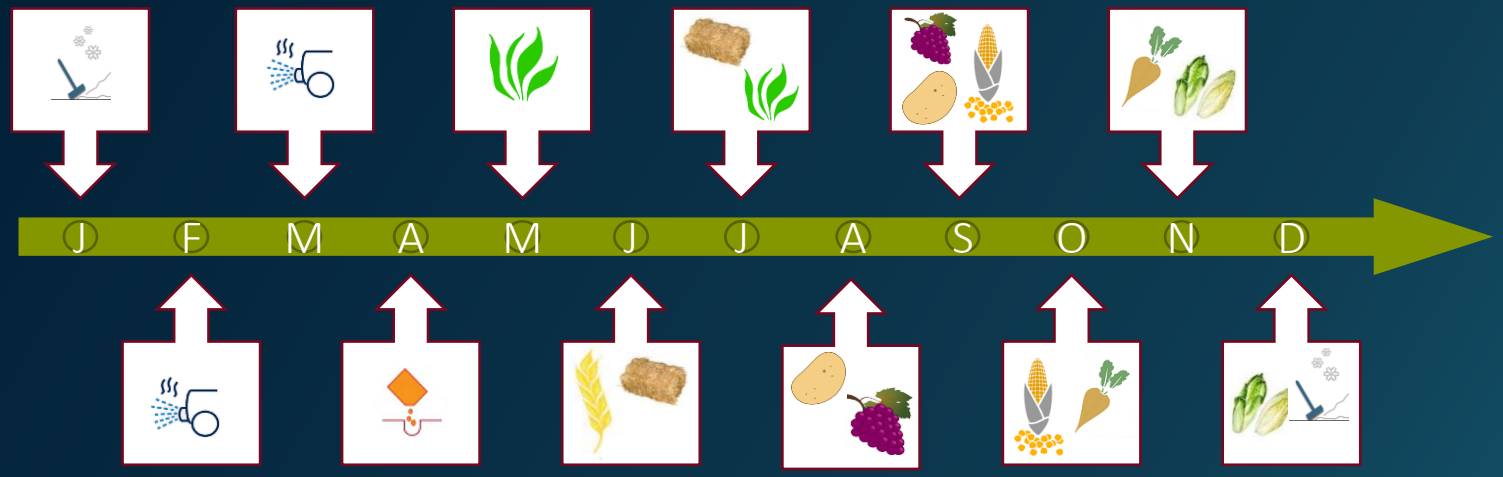
per year per terminal

Includes 12 consecutive months, beginning at the beginning of a calendar month.

Advantage: If you use farmpilot 10 months a year or more, an annual license is worth it.

20 % savings compared to monthly invoice.

Areas of activity and international Footprint



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Are you interested?

We explain our system to you!

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Telephone Support
Call us and discuss your system requirements with a member of the farmpilot team.

Webinar
Make an appointment with us and we will introduce farmpilot via TeamViewer.

On-Site-Training
Get to know the system. A member of the Arvato Systems team will demonstrate the system to you.

Learning Videos
Download videos about the frequently used functions from the homepage.

We look forward to hearing from you

Team farmpilot

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Email: team@farmpilot.de

www.farmpilot.de