



Value Creation in the Digital Agribusiness Network

Executive Overview
March 2020

PUBLIC

Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and/or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information on this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, and shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of this document. This limitation shall not apply in cases of intent or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Agenda



Global trends

SAP strategy – announcing the Intelligent Enterprise

SAP's approach to the Agribusiness

SAP Agribusiness solutions

Customer Success


S/4HANA for Agribusinesses – a step towards the Intelligent Enterprise

Solution Innovations

Summary

Global trends



An aerial night photograph of a densely populated city, likely in India, showing a vast expanse of buildings and streets illuminated by city lights. In the background, a prominent temple with a glowing dome sits atop a hill. A semi-transparent white box containing text is overlaid on the lower half of the image.

By 2050 the world population will **approach 10 billion people**. By 2022, the **population of India will surpass that of China**, and both countries will have over 2.7 billion people.

Source: United Nations, World Population Prospects

A close-up photograph of a person's hands harvesting rice in a field. The person is wearing a striped headscarf and a white long-sleeved shirt. They are using a wooden tool to separate the rice grains from the stalks, which are being placed into a large, woven wicker basket. The background shows a lush green field of rice plants under a clear blue sky.

Until 2050 **worldwide agricultural output needs to double** to feed the growing population and to meet the demand for higher-value foods.

Source: Food and Agriculture Organization (FAO) of the United Nations



Global meat production has doubled between 1977 and 2001 and increased 5x over the last half-century. Moreover, **until 2030 it is expected to grow to a level 10x higher than 1950.**



Agricultural Production depends on **natural resources**: It uses 55% of non-forest land, 80% of total freshwater, 30% of fossil fuels. With growing population calling for a steep increase of global food production, to address food security, **existing agricultural practices need to become more sustainable.**




The food supply chain's banquet of risks: Product recalls, quality issues, tougher regulations, new industry standards, rising costs: The industry must adopt a “culture of quality”.



New Opportunities from Changing Demand:
Consumer are increasingly willing to pay a **premium** for **ensured food traceability**, and **certified food quality and safety**

Source: European Federation of Food Science and Technology



By 2025 **grocery e-commerce** will grow to 9% of the market and be worth **\$150 billion worldwide**. “With new entrants such as Amazon expanding rapidly, **the industry is facing a shake-up**.”

Source: digitalcommerce360, Kantar Worldpanel

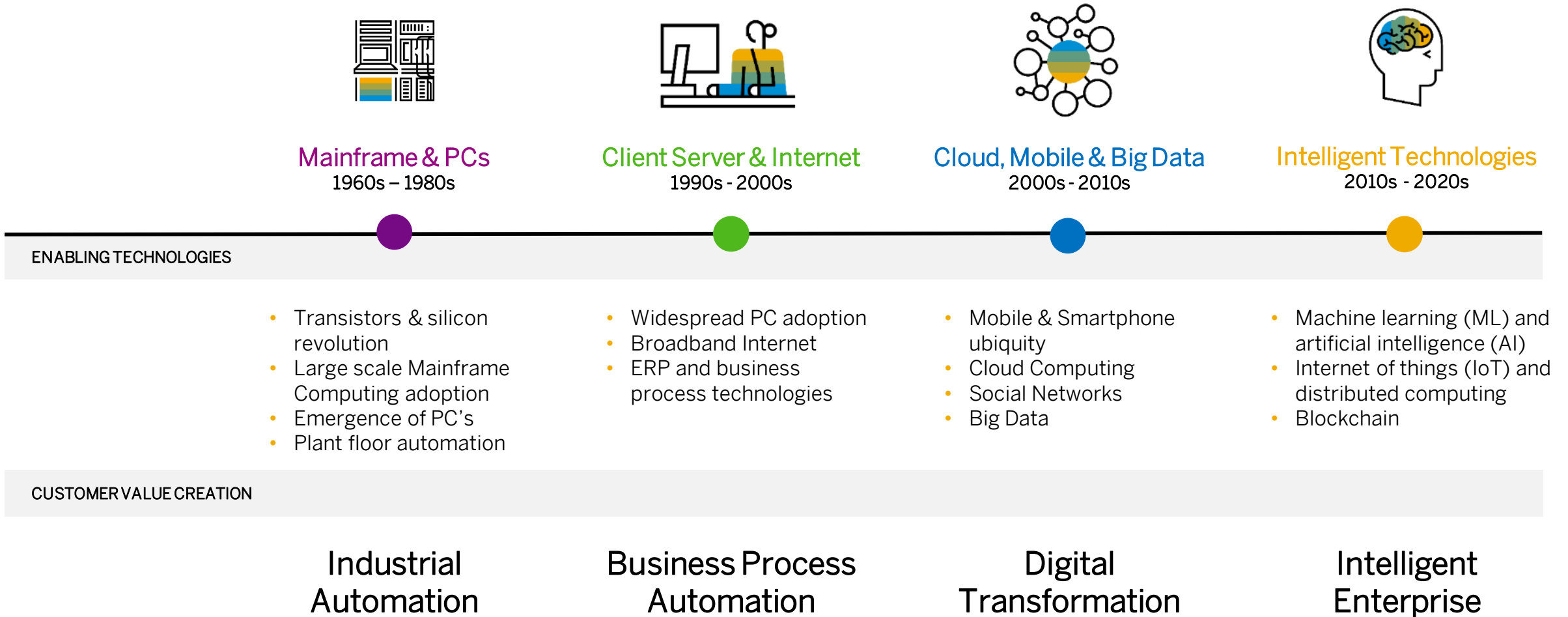


To meet these challenges, farmers, agribusinesses and food companies are turning to **Digitization** to enable **the next agribusiness and food supply chain revolution.**

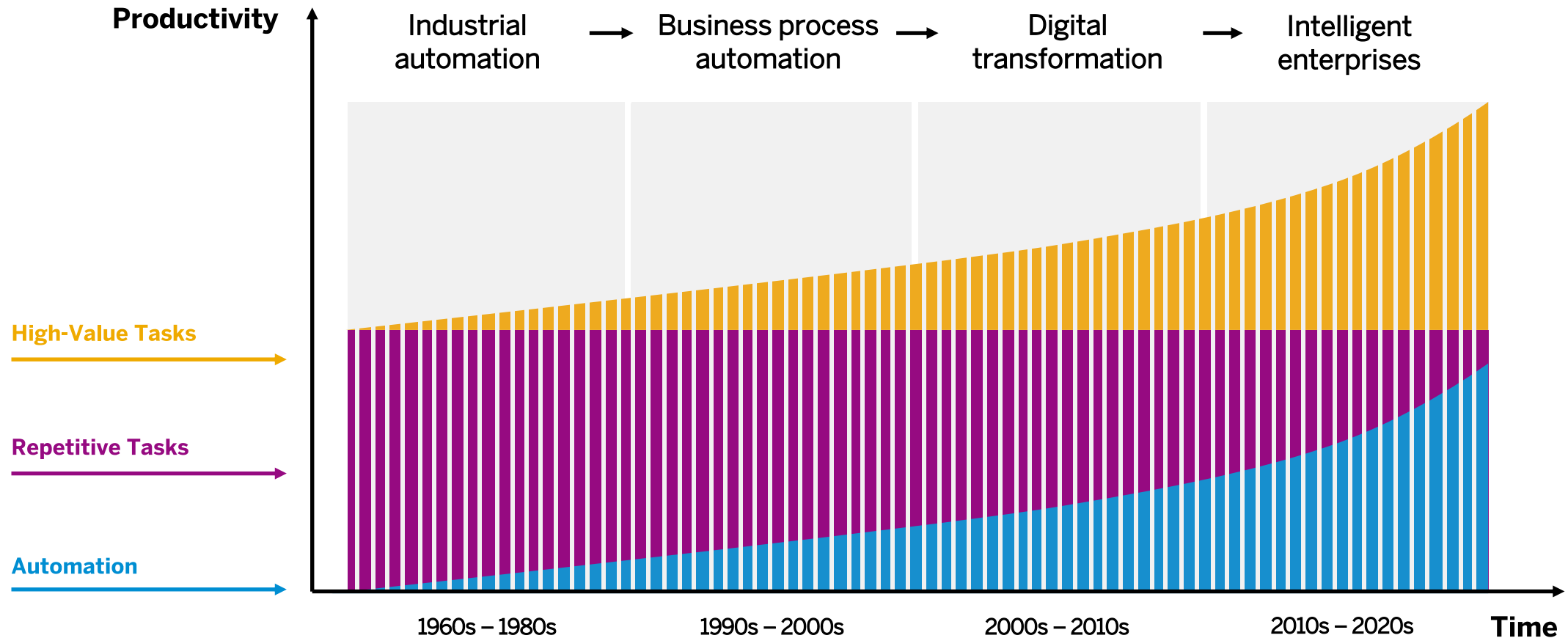
SAP strategy – announcing the Intelligent Enterprise



The Digital Era is evolving into The Intelligence Era

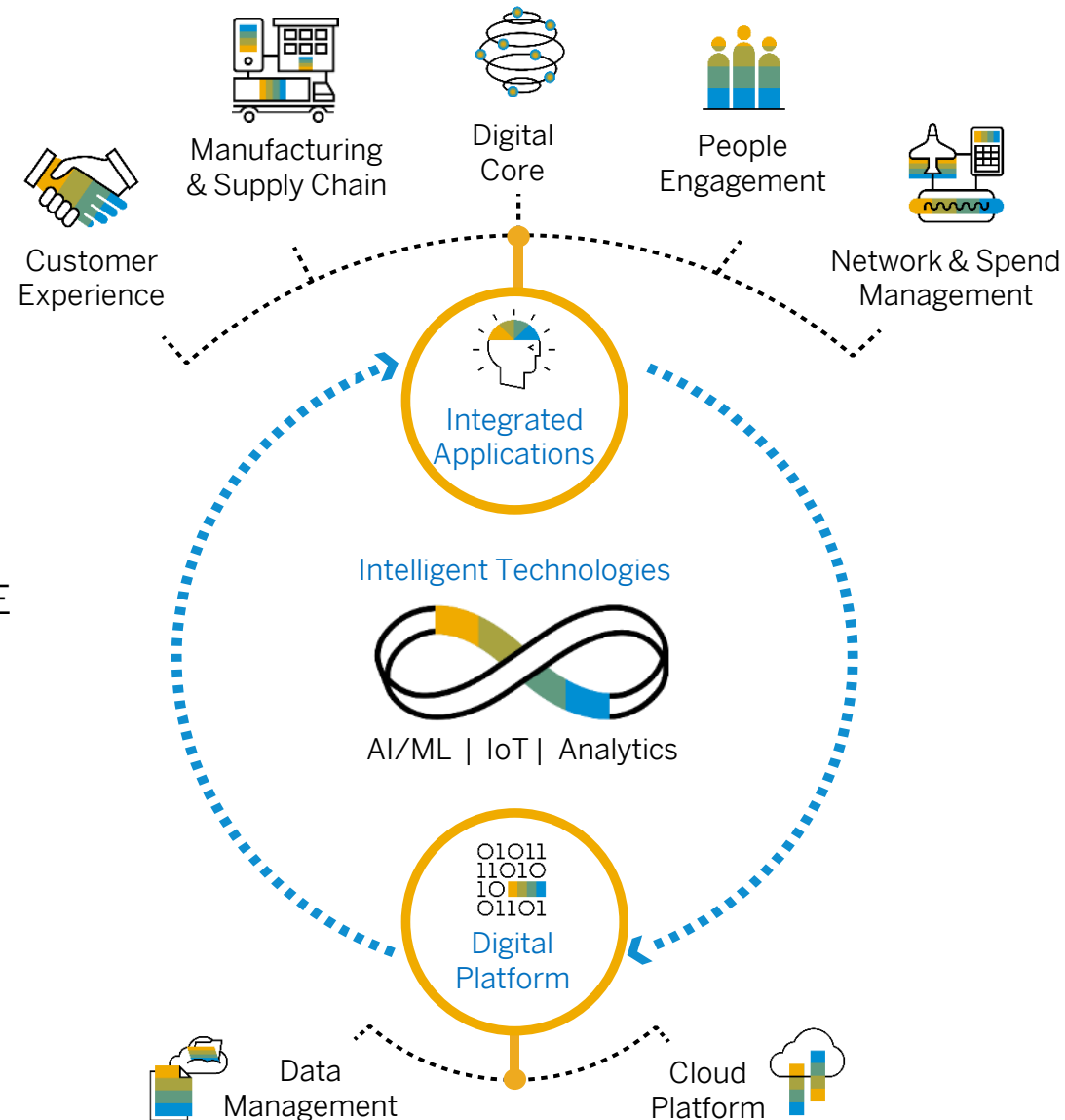


Intelligent enterprises elevate employees to focus on higher-value tasks



SAP Strategy – Deliver the Intelligent Enterprise

THE INTELLIGENT ENTERPRISE
features **3 KEY COMPONENTS**:

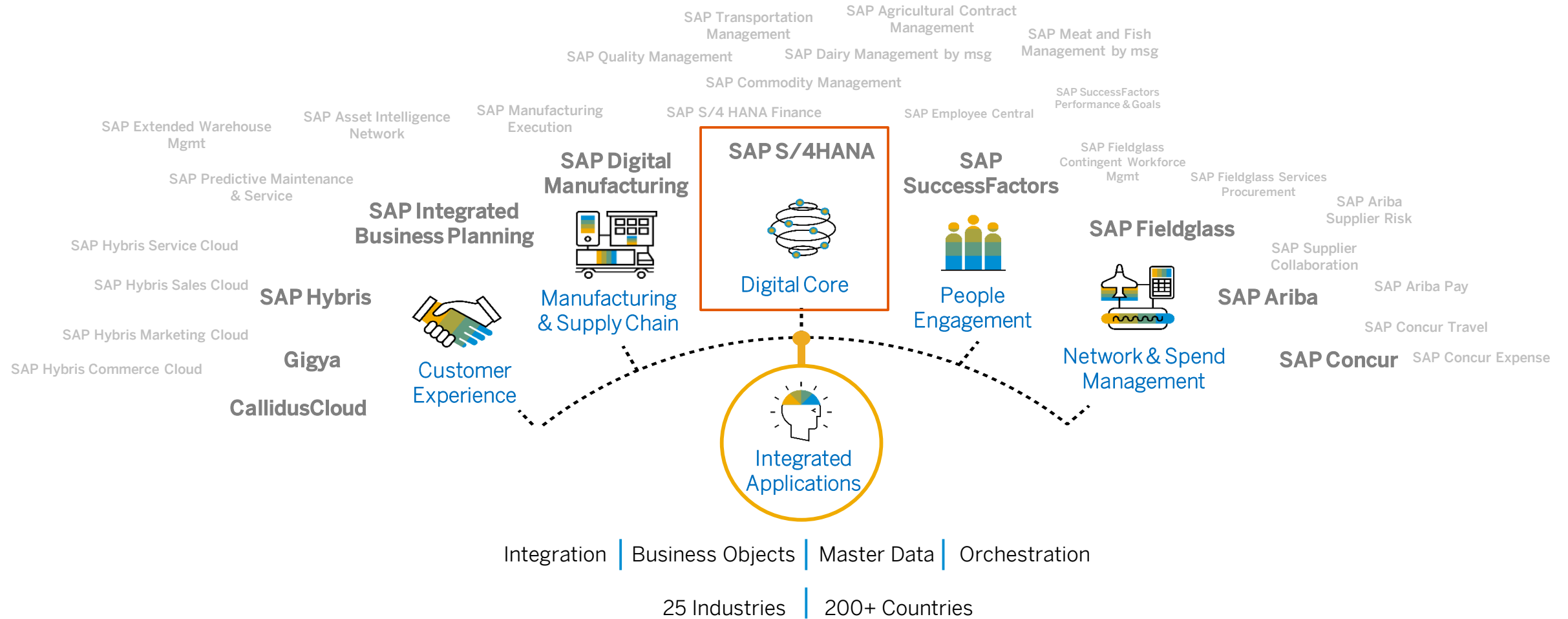


1 Integrated Applications

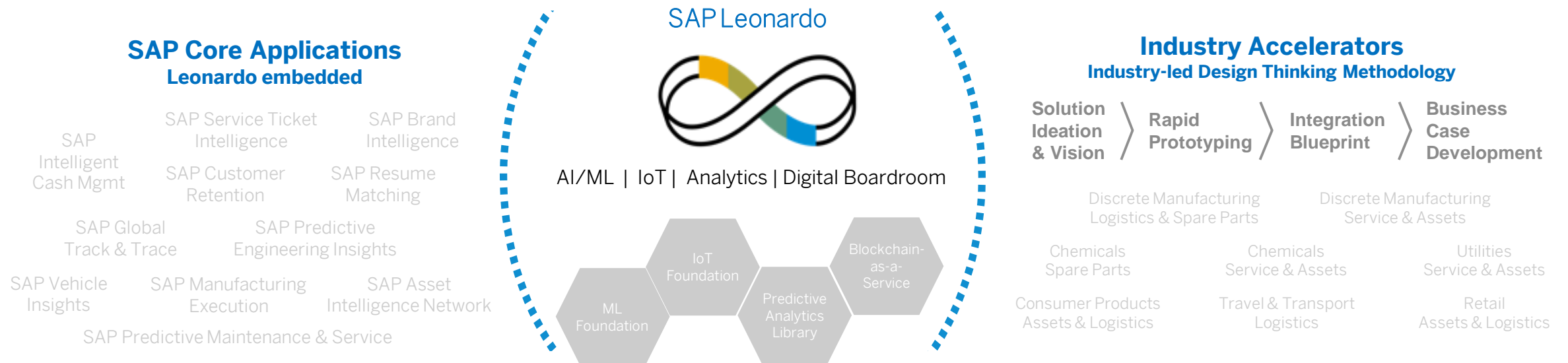
2 Intelligent Technologies

3 Digital Platform

Intelligent Suite: Deliver intelligence across value chains



Intelligent Technologies: SAP Leonardo everywhere



Applications that deliver **intelligence within core business process** (such as intelligent ERP, intelligent HR)

A **toolbox of intelligent technologies** (IoT, AI/ML, and analytics), microservices, and data management tools that will be available over SAP Cloud Platform to deliver intelligence out of the box as well as through co-innovation

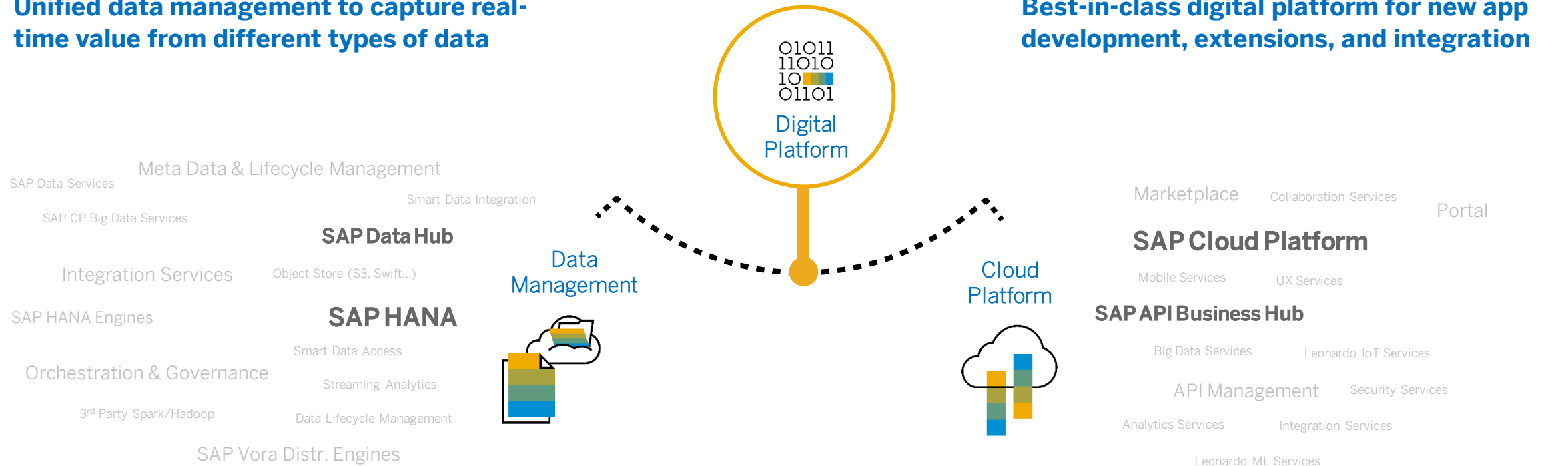
Universal analytics and SAP Digital Boardroom solution connecting the enterprise for the CXO

Innovation services combining design-thinking and industry accelerators to help ensure customers derive value from innovative new technologies quickly and with reduced risk

Digital Platform unlocks data-driven intelligence and innovation

Unified data management to capture real-time value from different types of data

Best-in-class digital platform for new app development, extensions, and integration



Next generation data management expands SAP HANA in-memory database to address **structured and unstructured data use cases and external data**

SAP HANA powers SAP Applications as the foundation of **high performance data warehousing** and analytics

Data Hub provides **data orchestration and meta data management** across heterogeneous data sources

Platform for **extending the business processes** of the integrated applications and enable new innovations

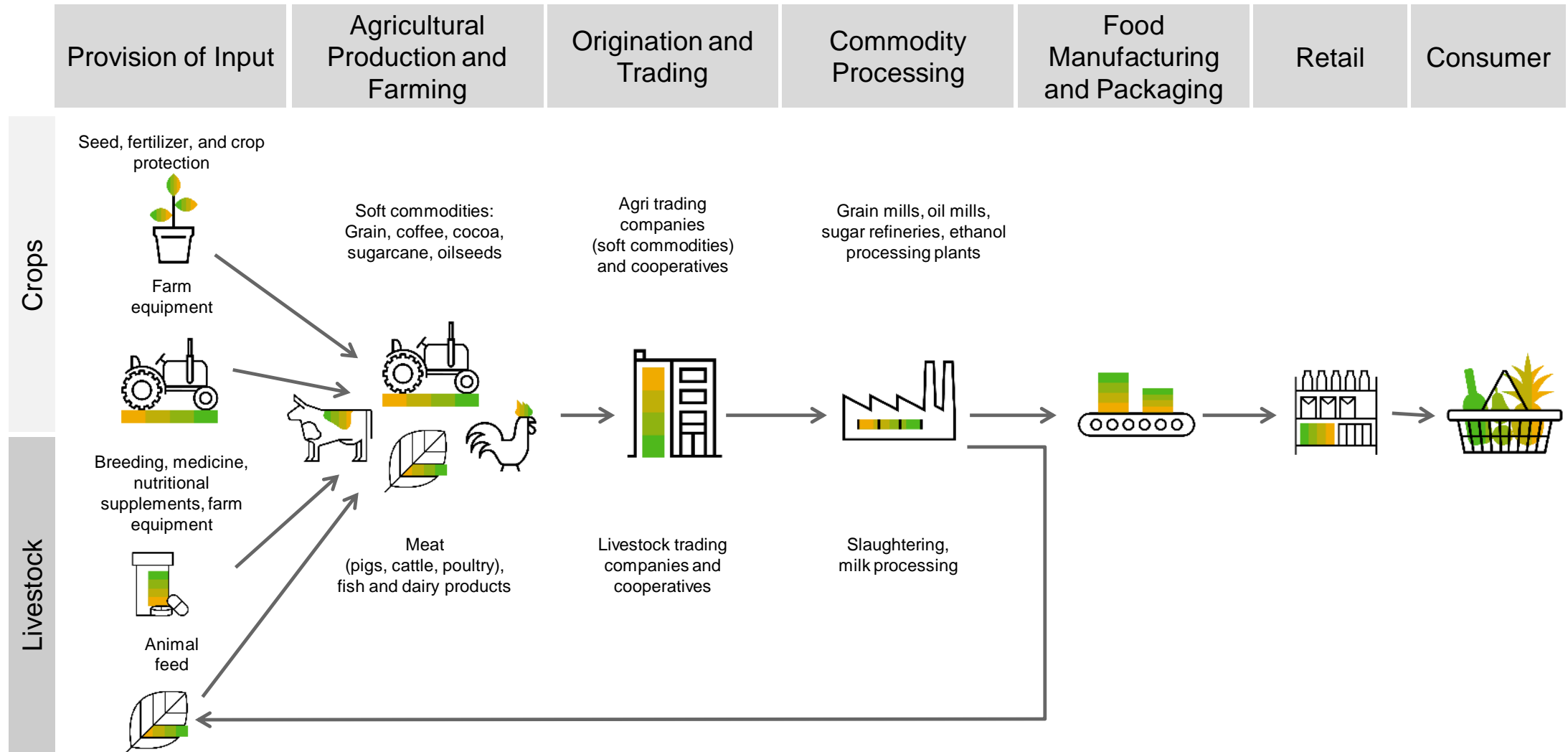
Delivering deep data and process integrations through **APIs and microservices**

Marketplace for ecosystem to build new innovations leveraging APIs and Business Services

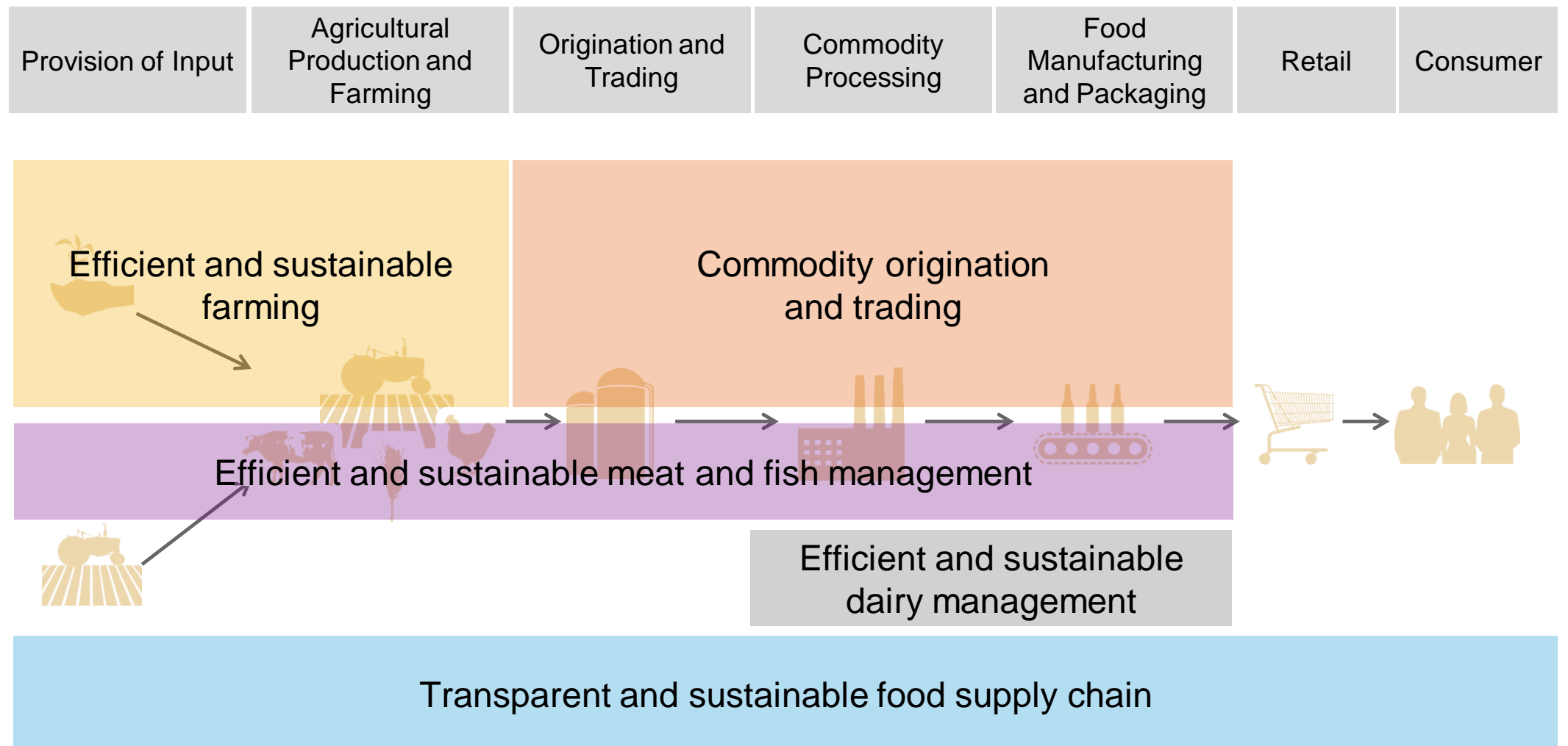
SAP's approach to the **Agribusiness**



Farm to Consumer Agribusiness Value Chain



SAP **industry specific Solutions and Innovations for Agribusinesses** span across the agribusiness value chain. They are supporting five key themes.



SAP Advisory Council for Agribusiness

Driving thought leadership and co-innovation with industry leaders

Member Companies



Current chair: Gary Speer, Cargill

- Invitation-only, select group of strategic SAP Agribusiness customers
- Fostering open sharing and collaboration
- 2 in-person meetings per year

SAP Agribusiness solutions



SAP Farm Management by Vistex

An application for grower companies to plan and manage farm operations for multiple crop types. It is fully integrated into SAP logistics and financials processes.

Field planning:

Planning of farm field operations based on budget, resources and production goals.

Crop lifecycle management:

Provide sequence of activities across the crop lifecycle for different crop types. This includes tasks for chemical application, irrigation and other field activities.

Harvest management:

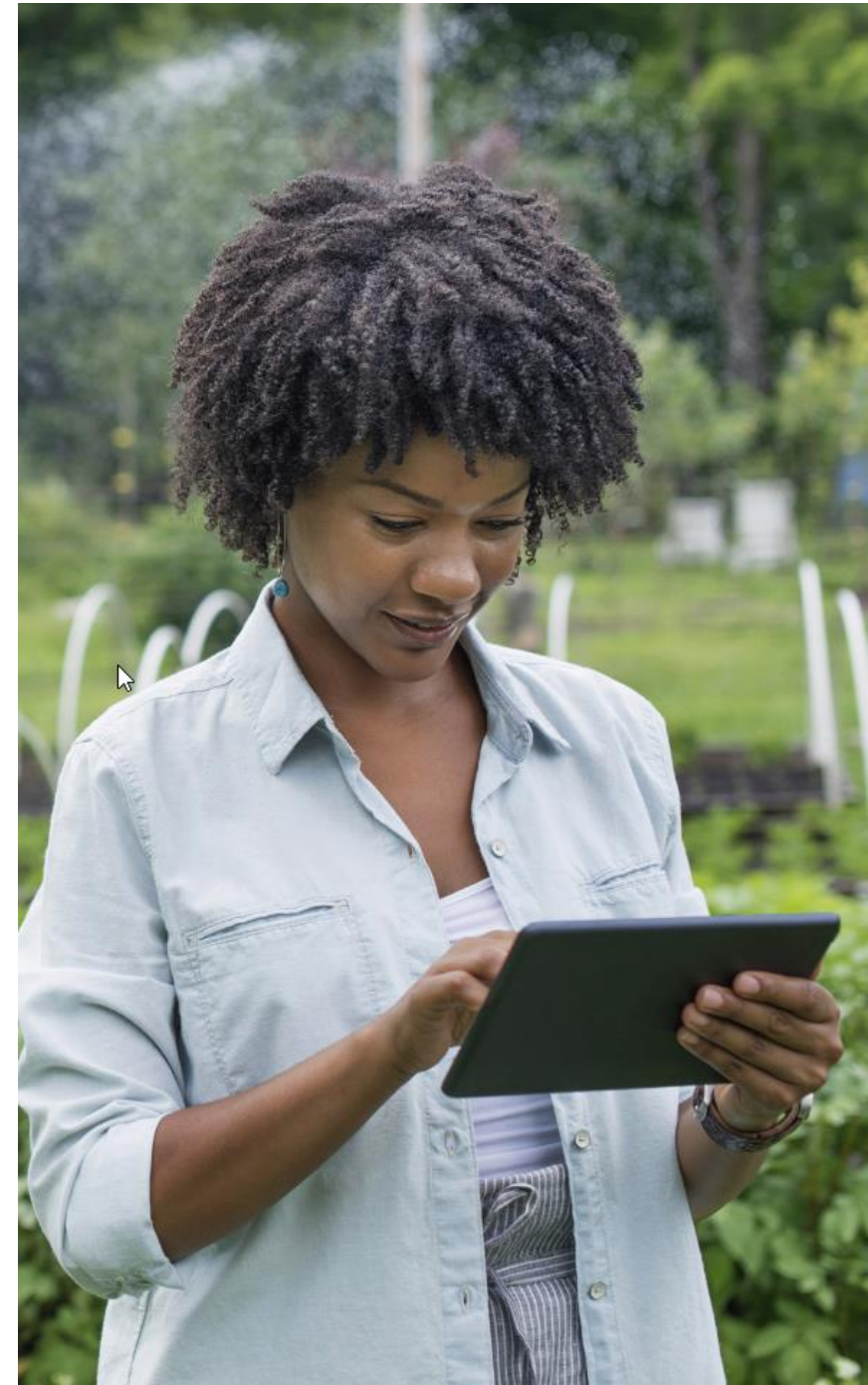
Plan and execute harvest activities, with precise measurements of crop yields and qualities.

Mobile access:

Provide mobile access to field operator for key functions like quality measurements and task recording.

Management analytics and reporting:

Provide business insight and decision support to farm managers.



SAP Agricultural Contract Management

An application for origination and trading companies to efficiently create and manage contracts and track their frequent contract changes and their impacts to the companies overall risk position, mark-to-market and profit-and-loss. Comingled stocks business processes are supported as well.

Contract management

Capturing and managing contracts through the entire lifecycle, with flexible market-based pricing, contract terms and conditions, quality and quantity schedules, optionalities and expense management.

Contract application of loads and complex settlement are supported as well as expense management and recovery.

Native integration into risk management

Through writing and updating exposures at every relevant event during the lifecycle of a contract real-time position reporting, mark-to-market reporting and profit-and-loss reporting is accomplished.

Comingled stocks handling

The solution also allows to manage 3rd party stock (e.g. from farmers or other industry partners) at the companies location as well as managing own stock at 3rd party locations. This includes storage agreements and storage fees, inventory management, storage settlements including accrual of storage fees and reversals.



SAP Grower Management for Perishables by Vistex

An application helping agribusinesses to manage their grower relationships - fully integrated into SAP logistics and financials processes.

Contract management:

Manage grower contracts with details on terms, conditions, contracted yields and qualities.

Outgrower support:

Manage outgrower relationships such as services, farm input materials, and payments and cash advances to farmers.

Settlements and financial processes:

Manage settlement of grower contracts including loans, advances, and deductions, allowing for documented statements to farmers.

Mobile access:

Provide mobile access to operator for key functions such as crop receipts and quality measurements.

Management analytics and reporting:

Provide management and operations reporting, which are prerequisites for documenting good agricultural practices and compliance.



SAP Rural Sourcing Management

A mobile solution on SAP Cloud Platform, connecting smallholder farmers in developing countries with the supply chain of global agribusiness and consumer products companies. Supporting United Nations Sustainable Development Goals #1 (fight against poverty) and #2 (end hunger).

Smartphone app for field agents

Field agents collect data on farmer registration, purchasing and processing of produce, and transportation records helping to keep the value chain transparent and sustainable.

Desktop web access for management and operations

Desktop users such as analysts in central processing locations take advantage of more efficient operations, direct exchange of information with market participants, and the ability to respond quickly to quality and distribution issues.

Deep analytics increase the value of the mobile input enabling transactional analysis, forecasting and planning.



SAP Integrated Business Planning and SAP Transportation Management

Our solutions for real-time supply chain management - reducing shipping costs and improving on-time deliveries.

Integrated business planning

Balance supply and demand profitably, considering strategic, financial, sales, and operational goals.

Supply-chain planning

Increase the overall transparency of the supply chain, shape demand and plan and optimize commodity sourcing, production, and distribution decisions.

Logistics and order fulfilment

Manage sales orders and all inbound and outbound domestic and international freight to lower operational and administrative costs and overall transportation spend.

Bulk supply-chain operations

Streamline bulk shipment planning, automate execution, and calculate lay-time and demurrage fees.



SAP Manufacturing Integration and Intelligence

Our solutions for efficient food ingredient and commodity processing – real-time visibility into production operations accelerates the supply chain.

Real-time visibility into storage and processing locations

Optimize processing and production operations with real-time visibility into converting systems, conveyors, packaging lines, and weigh scales. Lower risk, improve safety and quality, and boost the return on assets.

Responsive processing and production

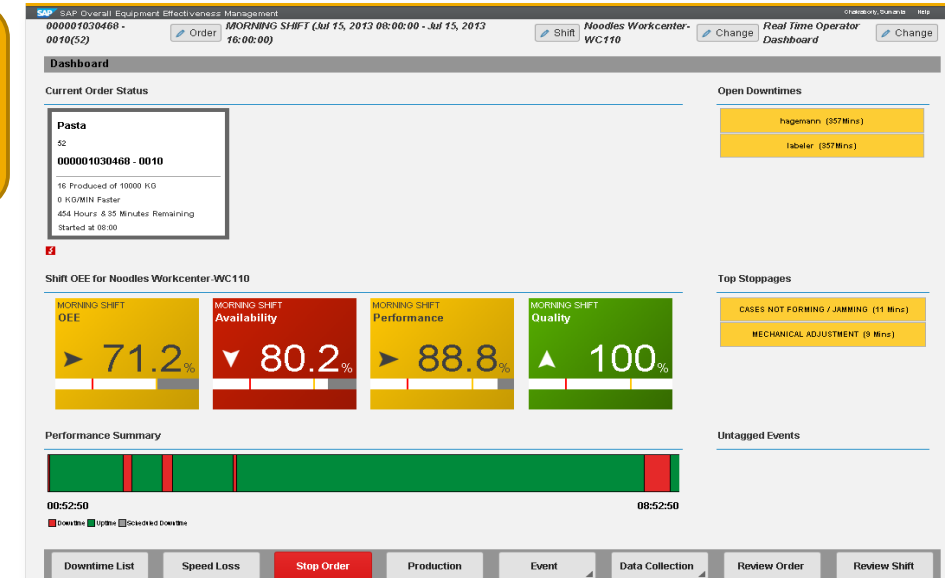
Digitize confirmations, postings, movements, and labeling through system integration and bar coding and through speedy handling of incoming materials and outbound loading for shipment.

Management of in-line quality

Capture quality data from incoming loads, storage locations, and outbound loadings; associate visual and laboratory data to any lot.

Real-time integration in the supply chain

Automate updates of process steps in enterprise resource planning to enable full supply-chain visibility.



SAP Meat and Fish Management by msg

A holistic solution for the meat industry that lends efficiency and transparency to complex planning, production and distribution processes by integrating all aspects of the meat business.

Planning across the meat value chain including disassembly planning

Livestock procurement and slaughtering functionality

Collection of all data on farming production and quality of arriving animals, and automatic slaughter data collection helps to speed up settlement, ensures transparency, and improves product safety.

Manage disassembly efficiently

Manage cuts and cut lists, enabling easier handling of all animal types and the resulting main products and by-products.

Integrated with SAP Catch Weight Management

Handle weight that changes over time or is unique by individual – allowing carrying of two units of measure that are independent of each other (pieces and pounds, for example) throughout the entire supply chain.



SAP Dairy Management by msg

A solution for dairy producers covering the entire production process used in the dairy industry, from raw milk procurement and processing to delivery to wholesalers and retailers. It also includes planning and controlling tools.

Dairy planning

Use flexible production and raw-material planning in all manufacturing areas to increase efficiency and prevent material losses.

Dairy operations

Benefit from daily department controlling of (raw) materials, ingredients, and services to make losses and disruptions immediately transparent.

Dairy costing

Analyze dairy processing costs, contribution margin, and raw-material utilization to obtain transparent costs, results, potentials, and targets.



SAP Global Track and Trace

A cloud solution providing supply chain visibility to support sustainability goals, increase food safety, improve customer satisfaction and ultimately protect your company's brand.

Capture and share Track & Trace data across global sourcing, production and fulfillment networks:

Captures, processes, and stores business process tracking information
Supports modelling of new business processes and the milestones to be monitored.

Facilitates data sharing and visibility across multiple business partners and relevant stakeholders in a supply network to support business network applications.

Supports integration into the Internet of Things and business backend applications.

Onboarding of new and existing business partners using business partner application.



SAP Global Track and Trace

Enabling innovative business processes



Automated legal compliance



Better supply chain management
(i.e. inventory reduction, waste control)



Innovative customer value, i.e. consumer
traceability app (QR code showing video)



Recall processes



SAP Logistics Business Network, material traceability option

The blockchain-augmented solution is a cross-company supply-chain product traceability and recall management SaaS offering. The initial release focuses on the food industry.

Improve transparency, visibility, and sustainability by connecting the entire supply chain in permissioned blockchain networks:

Leverages Blockchain technology as the key technology.

Enables companies to initiate own, permissioned networks or join a network of a supply chain partner.

Traces material provenance from raw material origin to finished product achieving end-to-end multi-ingredient food traceability.

Allows companies to connect with the entire upstream and downstream supply chain by sharing product provenance information in a trusted, shared data ledger.

Enables detailed upstream and downstream provenance analyses and cross-company alerting in case of product issues, helping to streamline recalls.



The Vision: From trusted source to consumer transparency and assurance.

“Farm to Consumer” track and trace or a trusted chain of provenance for consumer products

From Farm Input to
Harvest/ Raw Material
Origin

Unbroken and trusted
chain of trading and pre-
processing genealogy
across n-tiered upstream

Processing into finished
product

Fulfillment &
Condition
Monitoring (incl.
temperature)

Shelf & Smart vending
machine condition
monitoring

Consumer Choice



Trusted material provenance to assure quality “Keep the brand promise”

Promote assured quality brands

Customer Success



Cargill: Improving Visibility and Bargaining Power with SAP® Transportation Management



Company
Cargill Incorporated

Headquarters
Minneapolis, MN

Industry
Consumer products

Products and Services
International producer and marketer of food and of agricultural, financial, and industrial products and services

Employees
131,000 employees in 66 countries

Transportation Spending
US\$4.5 billion annually, including \$500 million in truck spending

Web Site
www.cargill.com

Objectives

- Leverage consolidation opportunities across business units
- Provide clear visibility into freight spend
- Harmonize carrier experiences across the enterprise
- Strategically consolidate, manage, and reduce over US\$1 billion in yearly transportation spend

Why SAP

- Tight integration, from sales orders through freight payment and allocation, of the SAP® Transportation Management application (SAP TM) with existing SAP solutions
- Ability to support multiple shipping modes, such as less than truckload (LTL), truckload (TL), and rail
- Powerful optimization capabilities
- Very little customization required

Benefits

- Aligned rate structure across 72 business units
- Centralized rate data and management of freight exceptions
- Integrated both ordering and financial processes
- Improved performance and speed of transportation management
- Enhanced data access, reporting, and analytics

“We wanted a system that would improve visibility across the organization and allow us to leverage relationships, to negotiate rates, volume, and contracts. SAP Transportation Management is helping Cargill optimize opportunities across all of the business units.”

SriRaj Kantamneni, Tartan Operations Lead, Cargill Incorporated

Greater

Economies of scale and efficiency for the 72 business units using SAP TM

Better

Visibility and control over more than US\$1 billion in yearly transportation spend

Lower

Costs with improved negotiation capabilities and operational efficiency

Florida Crystals: Sweetening Business Processes with SAP® Business Suite powered by SAP HANA®



Company

Florida Crystals Corporation

Headquarters

West Palm Beach, Florida

Industry

Consumer products

Products and Services

Cane and agave sugar grown and produced in the United States

Employees

2,200

Revenue

US\$462 million

Web Site

www.floridacrystals.com

Partner

Virtustream
SAP® Consulting organization

Business challenges

- Consolidate data from heterogeneous systems at geographically dispersed sugar companies acquired by Florida Crystals
- Use technology to support ordinary business requirements and manage the challenges related to a growth-by-acquisition strategy
- Gain value from the migration to a cloud-based IT infrastructure

Technical implementation

- Implemented the SAP ERP and SAP NetWeaver® Business Warehouse applications powered by the SAP HANA® platform
- Leveraged the SAP HANA Enterprise Cloud service with help from technology partner Virtustream

Key benefits

- Reduced costs and improved efficiency throughout the supply chain
- Allowed the workforce to devote more time to data analysis and less time to running data transactions
- Enabled real-time access to petabyte-scale data for accelerated business decisions

1st

Live customer with SAP ERP powered by SAP HANA and SAP HANA Enterprise Cloud

Up to 97%

Performance improvement for key business processes

3 days

To migrate data to the cloud environment using the SAP HANA Enterprise Cloud service

“SAP HANA isn’t just in-memory technology, it’s a new frontier. How long has it been since IT allowed you to go as fast as you can go? That’s what SAP HANA brings to the table.”

Don Wittington, Vice President and CIO, Florida Crystals Corporation

Ernst Sutter AG Harnesses SAP® ERP for Leaner, Faster IT Processes

Company

Ernst Sutter AG

Headquarters

Freienbach, Switzerland

Industry

Consumer products –
food companies

Products and Services

Meat and meat products

Employees

1,100

Web Site

www.ernstsutterag.com

Partners

Softproviding AG, Plaut AG

Objectives

- Adapt IT to new structures of parent conglomerate
- Upgrade operations to latest technologies
- Expand market position in Switzerland and boost exports to neighboring European countries

Why SAP

- Software support for crucial industry-specific regulatory functions, such as automatic batch tracking
- Foundation to support standards for consistent, streamlined processes enterprise-wide
- Standardized software for profit-center accounting with improved reporting at the group level

Benefits

- Central control of intercompany processes
- Ability to deal with stiffer regulatory requirements in the future
- Safe investment due to regular provision of software enhancements

Shorter

Lead times

Higher

Capacity

Better

Stock inspections



“We have integrated our processes end to end, from the SAP software to the production equipment. This gives us more and better operational data and has improved transparency in all the organizational units.”

Thomas Aeschlimann, Head of Information and Communication Technology,
Ernst Sutter AG

Fertimig: Laying Foundations for Continuous Growth and Innovating Management Processes with SAP S/4HANA®



Company

Fertimig Fertilizantes Ltda

Headquarters

Rondonópolis, Mato Grosso, Brazil

Industry

Consumer products – agribusiness

Products and Services

Trade and import of fertilizers for crops and pasture; animal farming; eucalyptus plantation; research and development of grains; soybean exports

Employees

69

Web Site

www.fertimig.com.br

Partner

Agile Solutions

www.agilesolutions.com

Objectives

- Optimize management processes to support growth strategy
- Deploy a solution that would incorporate the long-term growth of the company
- Ensure information security
- Count on reliable data for making major decisions
- Meet the demands of corporate governance

Why SAP

Offered a solution that met the company's demands for innovative management and its cost requirements

Resolution

- Implemented the SAP S/4HANA® Finance solution and totally integrated it with the Agro solution, developed by Agile Solutions on an SAP® platform
- Completed the project in 8 months, led by Agile Solutions
- Redesigned business processes
- Used baseline methodology to speed deployment

Benefits

- Optimization of processes
- Removal of data inconsistency for faster accounting and financial closing
- More time for strategic tasks
- Reliable information, in real time, for decision making
- Support for corporate governance

“With SAP S/4HANA Finance, Fertimig started counting on optimized processes and integrated management to support its audacious growth target set for 2020.”

Diogo Gonçalves Nunes, Controller, Fertimig Fertilizantes Ltda

50%

Faster financial closing process

Real-time

Reports for decision making

50%

More time for strategic tasks

100%

Reliability of information

Keeping the Milk Flowing with the **SAP®** Innovative Business Solutions organization

Fonterra Co-Operative Group Limited
Auckland, New Zealand
www.fonterra.com/nz/en.html

Industry
Consumer products

Products and Services
Milk, cheese, butter, and other milk-derived foods

Employees
22,000

Revenue
NZ\$17.2 billion (US\$12.6 billion)

SAP® Solutions
SAP® ERP application and the SAP Fiori® user experience (UX)

Global dairy co-operative Fonterra worked with the SAP Innovative Business Solutions organization to simplify process order management at its Cobden milk processing plant in Australia. As a result, Fonterra workers there now use a consumer-like interface that helps improve data quality and reduce errors.

Before: Challenges and Opportunities

- Need to ensure product quality
- Capture and document accurate production details consistently
- Keep production running on schedule

Why SAP

- Availability of design thinking workshops to gather input and ideas from employees on the plant floor
- Support of the SAP Innovative Business Solutions organization to help ensure on-schedule deployment
- Customized SAP Fiori® app that helps simplify underlying process-order management functionality

After: Value-Driven Results

- Instant visibility into process order progress
- Faster data capture and reduced processing times
- Lower business risk due to error reduction and easier correction
- Improved operator and supervisor productivity
- Reduced training costs
- An extensible app to be rolled out at Fonterra's other facilities

“Our mantra in manufacturing is **more floor time, less terminal time.”**

Rob Howell, General Manager of Manufacturing Operations Australia, Fonterra Co-Operative Group Limited

>200

Operator and supervisor processes streamlined

>99%

Reduction in time to correct overproduction errors

62%

Reduction in time to enter inspection identification



Watch this video to see Fonterra's Cobden processing plant in action.

Johnsonville Sausage: Bringing Big Taste to Cooking Enthusiasts Worldwide with SAP® Global Trade Services



Company

Johnsonville Sausage, LLC

Headquarters

Sheboygan Falls, Wisconsin

Industry

Consumer products

Products and Services

Fresh and smoked-cooked sausage products

Members

1,600

Web Site

www.johnsonville.com

Objectives

- Support international business growth without increasing full-time staff
- Replace inefficient, manual export processes
- Integrate with freight forwarders and customs-certified systems

Why SAP

Selected the SAP® Global Trade Services (SAP GTS®) application for functionality and reduced longer-term total cost of ownership after blueprinting with a competitive cloud-based provider

Resolution

- Simplified landscape with the integration of SAP GTS to the SAP ERP application
- Utilized existing reporting tools from SAP
- Automated forms coming from SAP GTS and SAP ERP including USDA certificates and Shipper's Letter of Instruction
- Used flexible and easy-to-maintain Adobe forms available with SAP GTS
- Minimized reconciliation and data validation activities with trusted data and automated information flows

Future plans

- Expand solution usage to include import functionality, sanctioned-party screening, and export self-filing with U.S. Customs
- Deploy SAP GTS with the SAP S/4HANA suite

"When evaluating global trade solutions, consider all costs, as some costs are buried in integration requirements and are affected greatly with an increase in volume and document counts, as well as change fees. With SAP GTS, we did not have these additional costs."

Jason Beyersdorf, IT Business Partner, Johnsonville Sausage LLC

Reduced

Tactical, daily work for trade compliance professionals

Lower

Total cost of ownership, utilizing internal resources supporting SAP GTS

Fewer

Supply chain disruptions due to automation of trade activities

S/4HANA for Agribusinesses - **a step towards the Intelligent Enterprise**

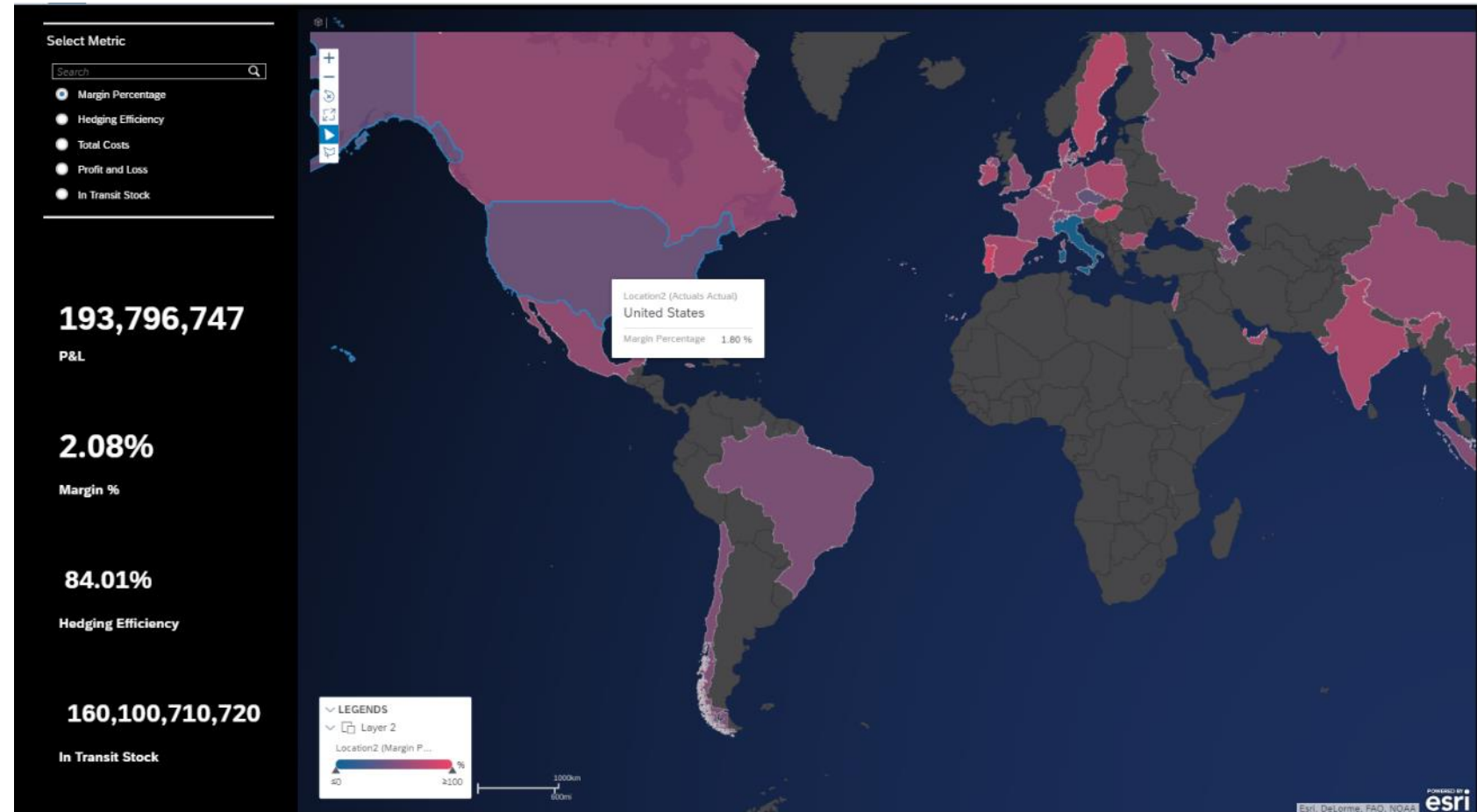


The intelligent enterprise: Analytics / Digital Boardroom

Strengthen executive decision-making with real-time, accessible insights

Change the way you run your meetings:

- Use real-time analytics & simulation capabilities jointly
- No need to gather data and prepare reports upfront to the meeting
- Quicker decision making

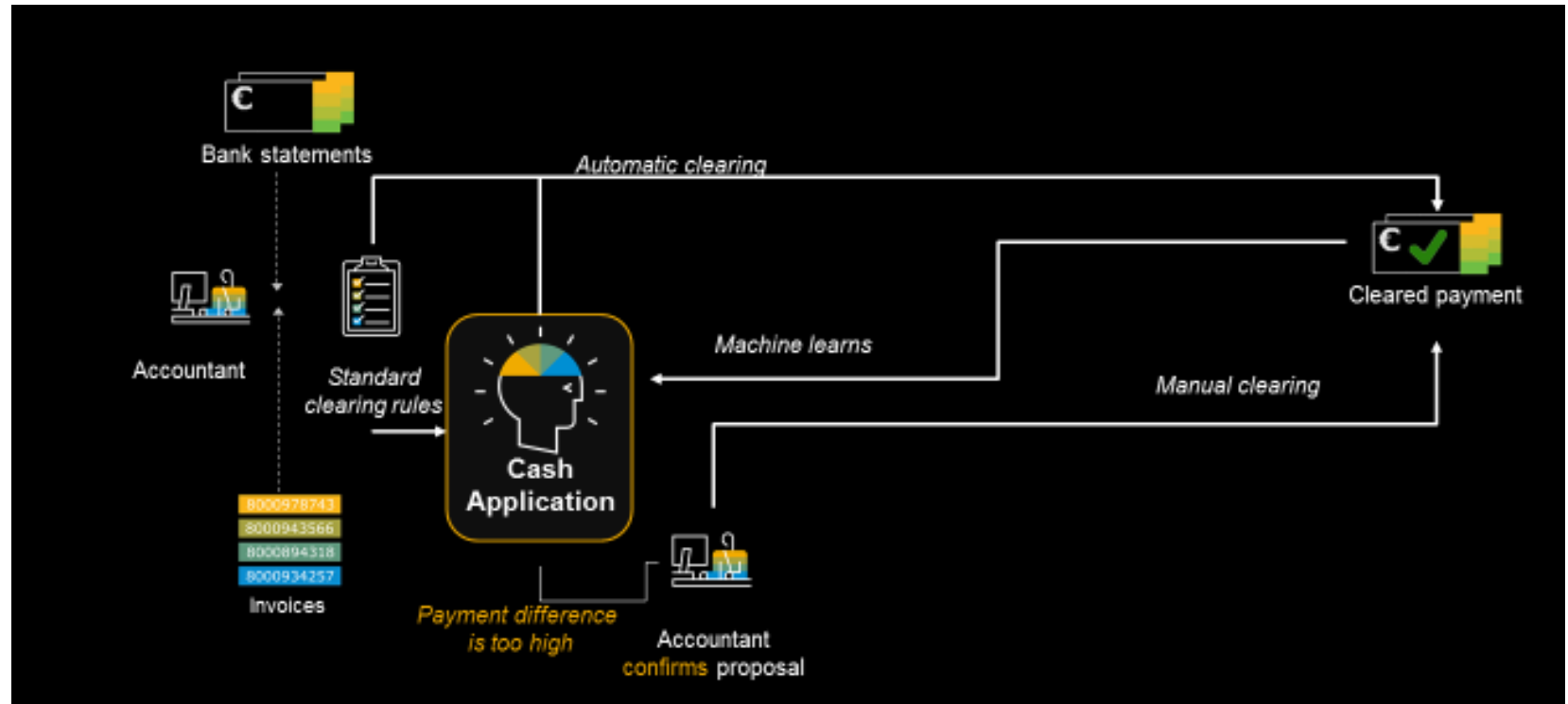


The intelligent enterprise: Machine Learning will reinvent businesses

S/4HANA in conjunction with Machine Learning will ease a multitude of business tasks

Example: SAP Cash Application

- Automate labor-intensive invoice matching processes and free finance professionals to focus on strategy and service quality
- Use machine learning to match criteria from your history and automatically clear payments



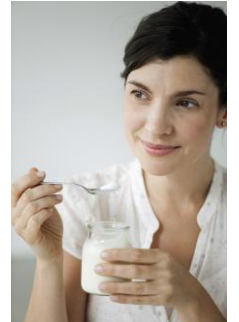
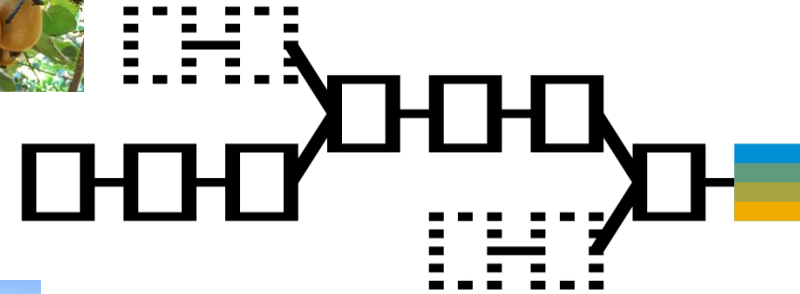
The intelligent enterprise: Farm-to-Consumer solution leveraging Blockchain

Example: Traceability of multi-ingredient food production across an n-tiered supply chain

Lab Preview

Improve transparency, visibility, sustainability, and efficiency by connecting the entire supply chain

- Proof of concept with a group of customers to enable transparency of food genealogy across the entire supply chain by leveraging blockchain and SAP traceability solutions
- Business goals were to reduce food waste, streamline recalls and reduce the amount of products to be recalled
- After a successful POC, SAP is now planning to productize a Farm-to-Consumer solution

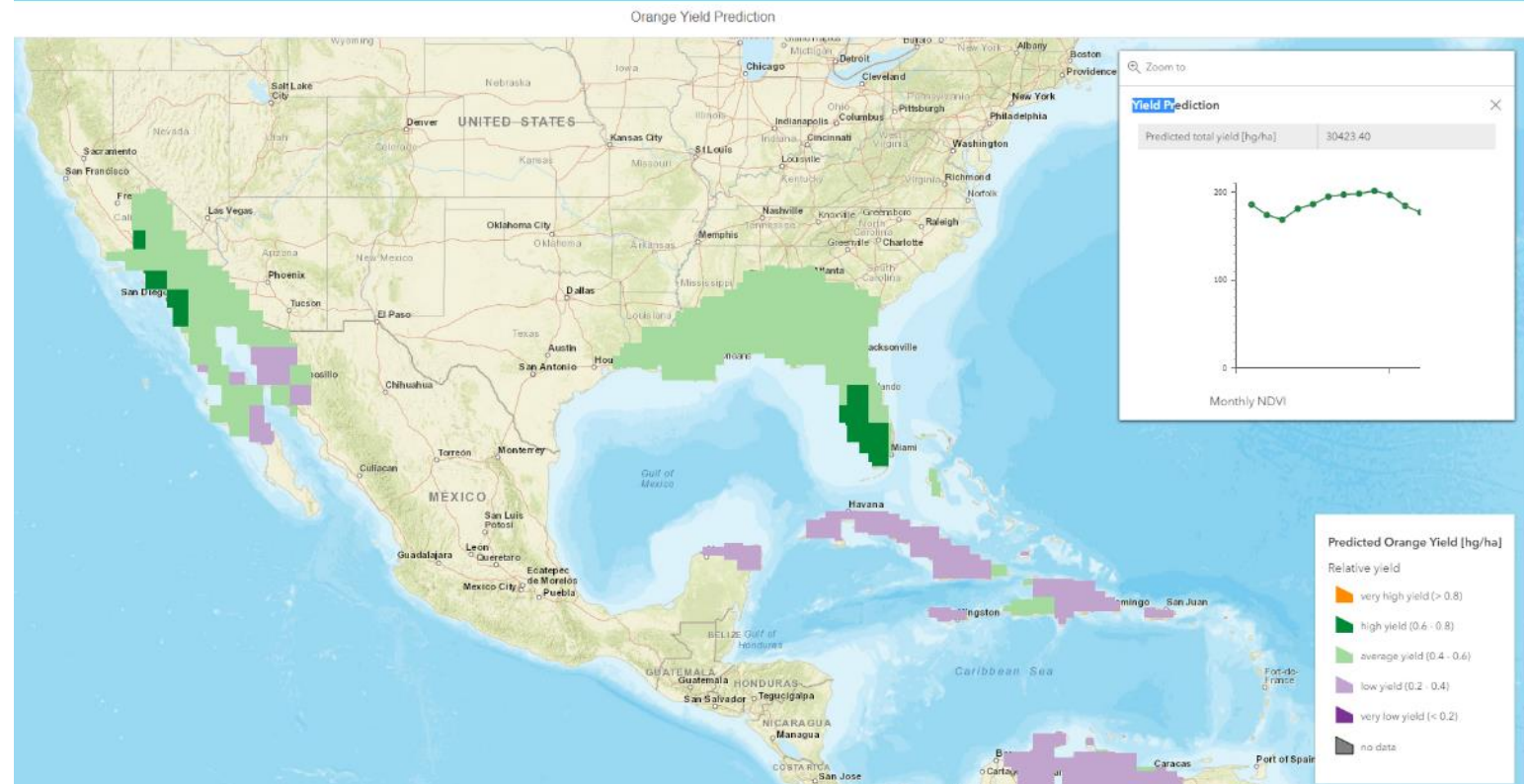



The intelligent enterprise: SAP HANA Data Management Suite

Enabling next generation business processes through data driven decision support

Example: Orange Yield Prediction powered by the SAP Data Hub, SAP Cloud Platform and the SAP Spatial Suite

- Collect big data from geospatial engines, sensors, weather services, commodity market data and connect it through the SAP Data Hub with companies owned business data
- Provide timely and reliable insights for decision making including trading relevant information





By 2020, the average person will have **more conversations with bots than with their spouse.**

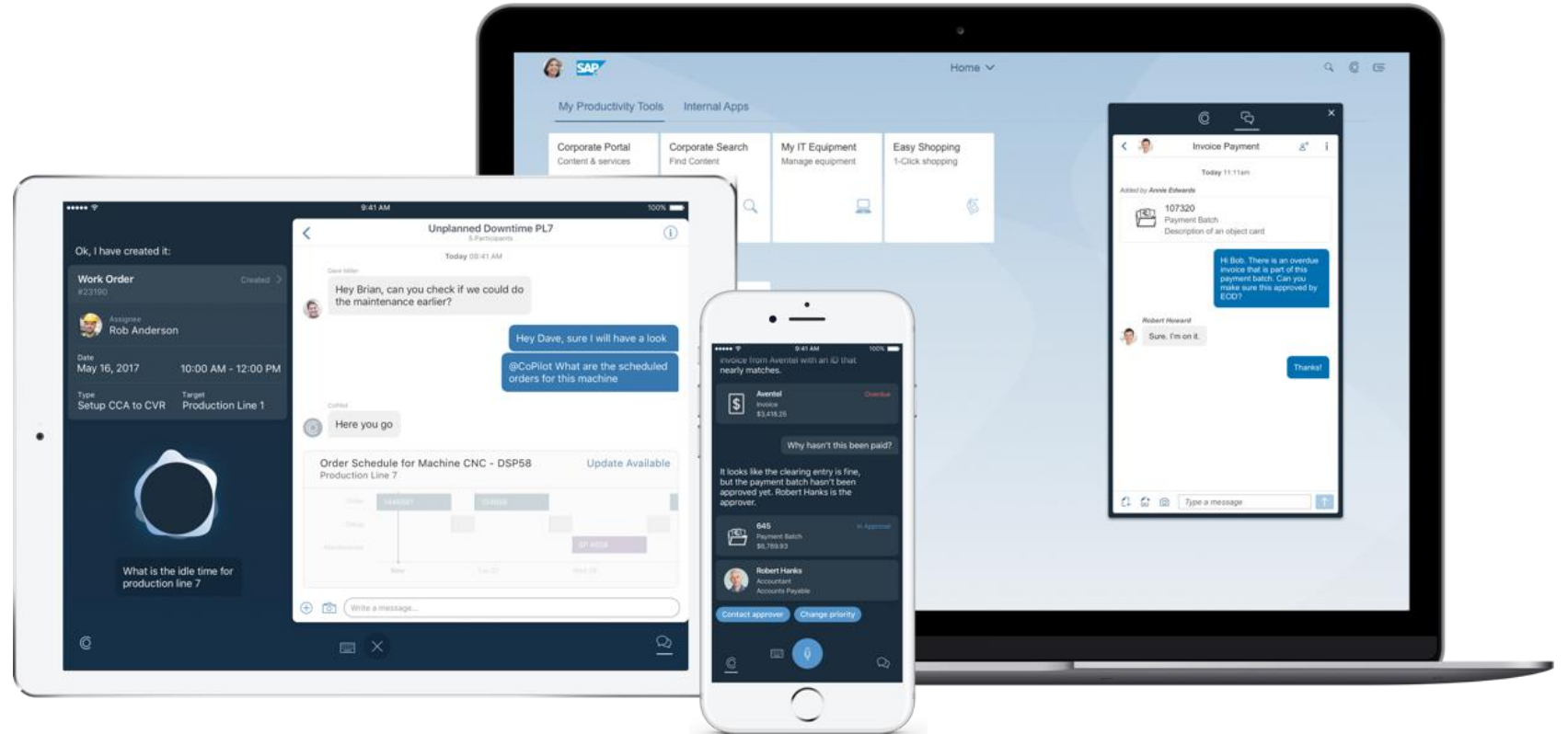
Source: Gartner, Top Strategic Predictions for 2017 and Beyond: Surviving the Storm Winds of Digital Disruption

SAP CoPilot – the digital assistant for the intelligent enterprise

Enabling a humanized user experience for your SAP applications

Taking business system interaction to the next level

- SAP CoPilot processes natural language and will therefore ease the interaction with system and business data even more, similar to interaction with modern devices

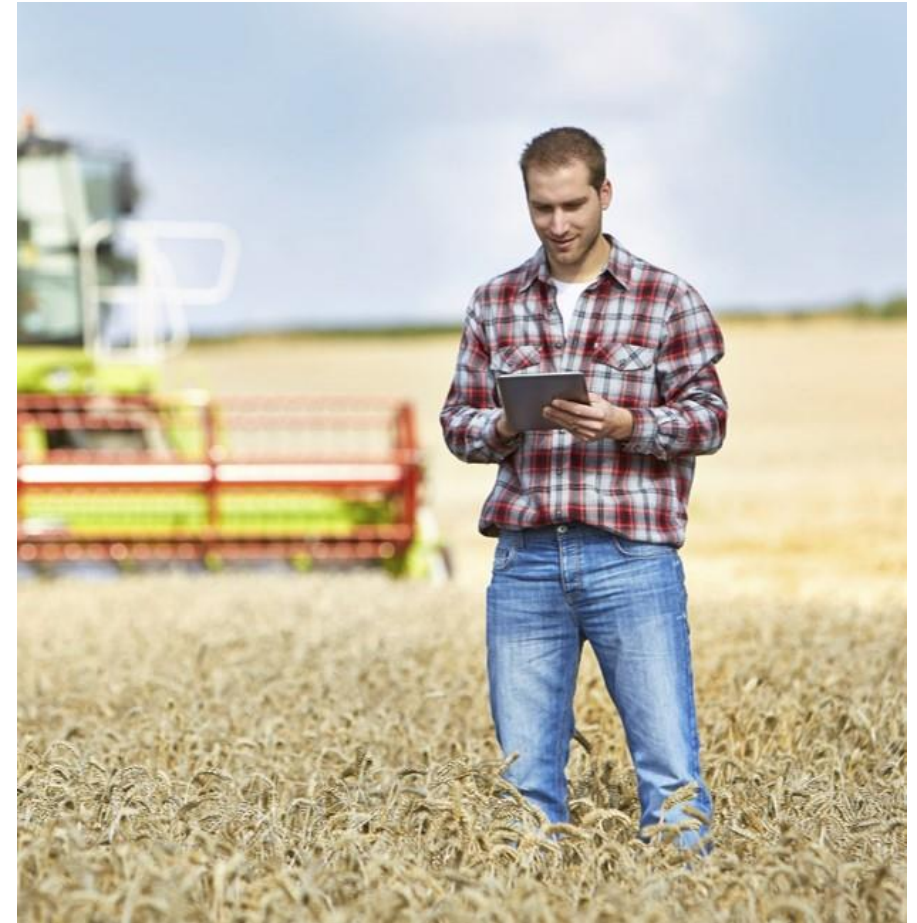


Summary



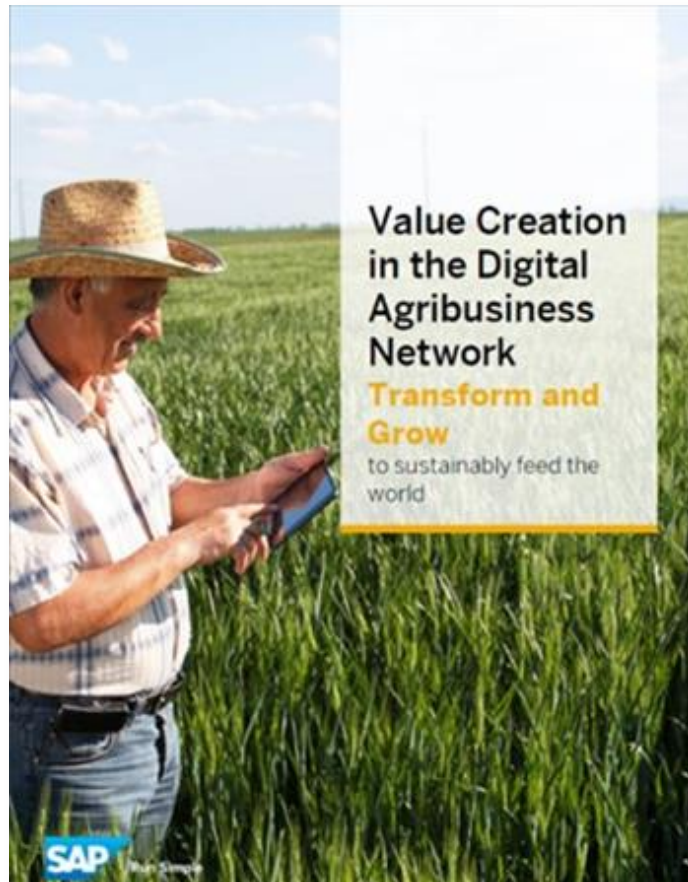
Summary


- SAP is focusing on agribusiness.
- A broad portfolio of solutions is available today to add value to our customer's businesses.
- Digitization is a major opportunity for the agribusiness industry.
- SAP is co-innovating with customers to develop industry leading digital agribusiness solutions – the councils are a key driver for this.
- We are ready to engage with our agribusiness customers on their digital journey.




Whitepaper for digital agribusiness

<https://www.sap.com/industries/agribusiness.html?source=social-atw-mailto#pdf-asset=2242eae2-6a7c-0010-82c7-eda71af511fa&page=1>







Digital Transformation in Agribusiness:

Transform and grow an agribusiness network to sustainably feed the world

In the agricultural industry, strong business transformation drivers coupled with major technology trends are leading to new business models. Digitization and new technologies, such as drones, connected machines, and field sensors, are becoming affordable and have the potential to drive more efficiency in the agriculture world through innovation. Read this white paper to learn more about:

Register below

United States

First name

Last name

E-mail address

Company

Phone

Relationship to SAP

Would you like to subscribe to the SAP Flash Newsletter and receive weekly SAP news and events, offers, demo, and trials?

☐ Yes ☐ No

☐ Please have an SAP sales representative contact me by phone.

☐ I acknowledge that I have read the [SAP Privacy Statement](#) (*) (which is based on the country/region selection above) and consent to the processing of my personal data in accordance with the terms of the Privacy Statement. Based on

Learn more about SAP in agribusiness industry

SAP sources of information

Sources of information:

- ▶ [Explore our solutions on www.sap.com](http://www.sap.com)
- ▶ [Explore our solutions on SAP Solution Explorer](#)

Or send an e-mail to agribusiness@sap.com





Thank you

Contact information:

agribusiness@sap.com