




Grower Relationship Management<sup>SM</sup>

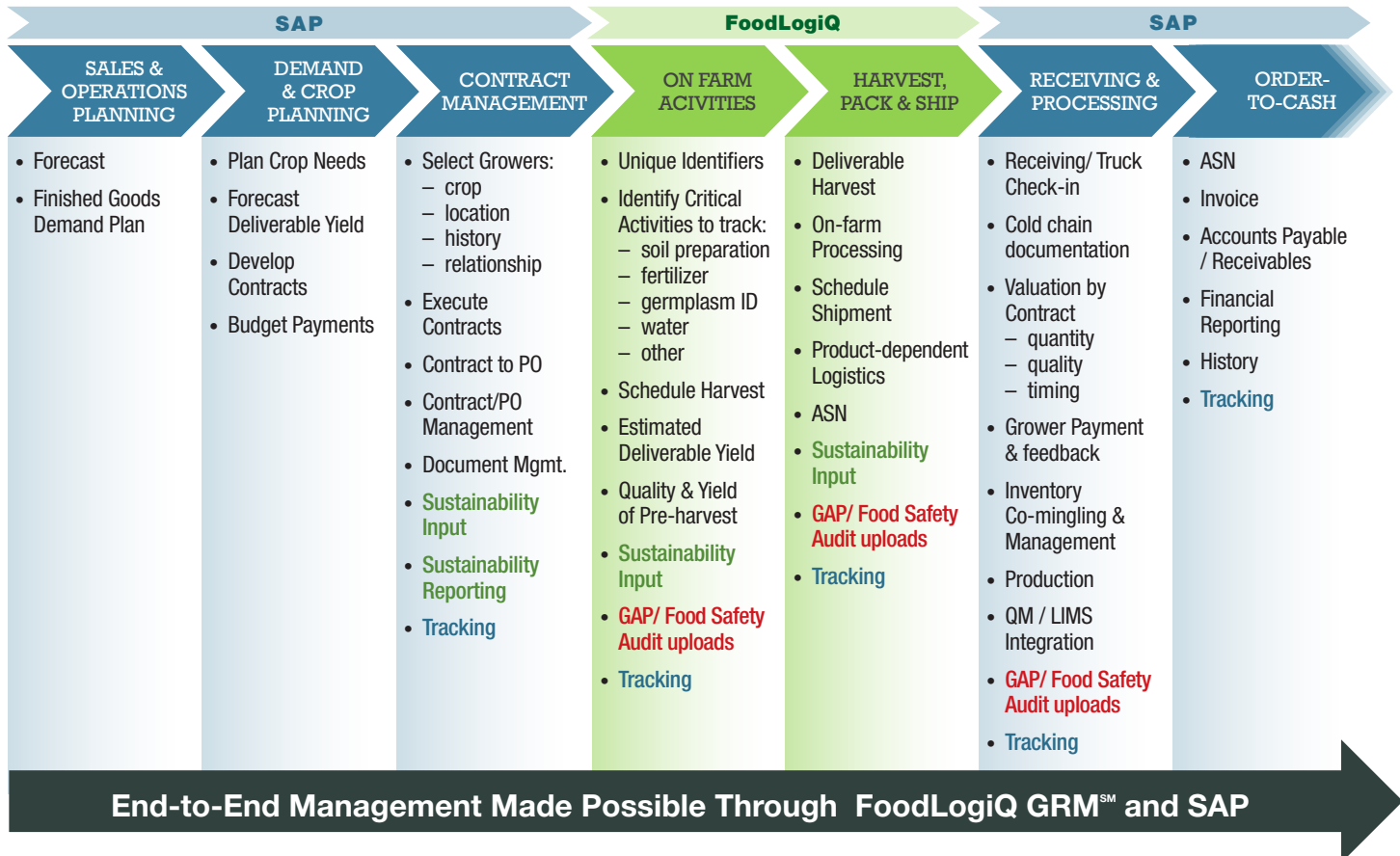
CONNECTING ON-FARM SOFTWARE WITH SAP

Grower Relationship Management<sup>SM</sup> is a cloud based off-the-shelf SaaS solution that integrates with deployed SAP applications in use by consumer packaged goods companies and FoodLogiQ’s on-farm platform to manage the complexities of agricultural sourcing. GRM<sup>SM</sup> enables CPG companies to manage raw agricultural ingredient procurement and grower contract management using the same powerful SAP capabilities used to source other ingredients and raw materials.

GRM is a commercially available “plug-in” to SAP that uses standard functionality to connect to the FoodLogiQ cloud for grower collaboration and data sharing. The offering combines Clarkston Consulting’s SAP knowledge and CPG industry expertise with FoodLogiQ’s agricultural food safety, traceability and sustainability capabilities. We enable companies to view and interact with their supply chain operations from contract procurement to the retail customer. It operates on a cloud platform to reduce overall Total Cost of Ownership (TCO) and, thereby, increase Return on Investment (ROI) of existing SAP solutions.



## SOLUTION OVERVIEW



### Contract and Procurement Management

Streamline demand planning and grower contract development and management. Fully automated information sharing including document management, inventory, harvest data, crop inputs, etc.

### Inventory and Production Management

Optimize raw agricultural ingredient sourcing and inventory management according to quality and availability. Integrate SAP production planning module for greater control of production and plant scheduling.

### End-to-End Product Traceability

Track and document farm attributes including food safety, traceability and sustainability to branded product. Track lot control from the field of origin in an automated manner through SAP finished good tracking.

### Sustainability

Record and report upon all sustainability information generated in the commodity crop inputs. Create sales and marketing programs that connect the consumer to the product pedigree.

For more information about FoodLogiQ's GRM<sup>SM</sup> solution email [gstorey@foodlogiq.com](mailto:gstorey@foodlogiq.com) or visit [www.foodlogiq.com](http://www.foodlogiq.com) or [www.SAP-GRM.com](http://www.SAP-GRM.com).

