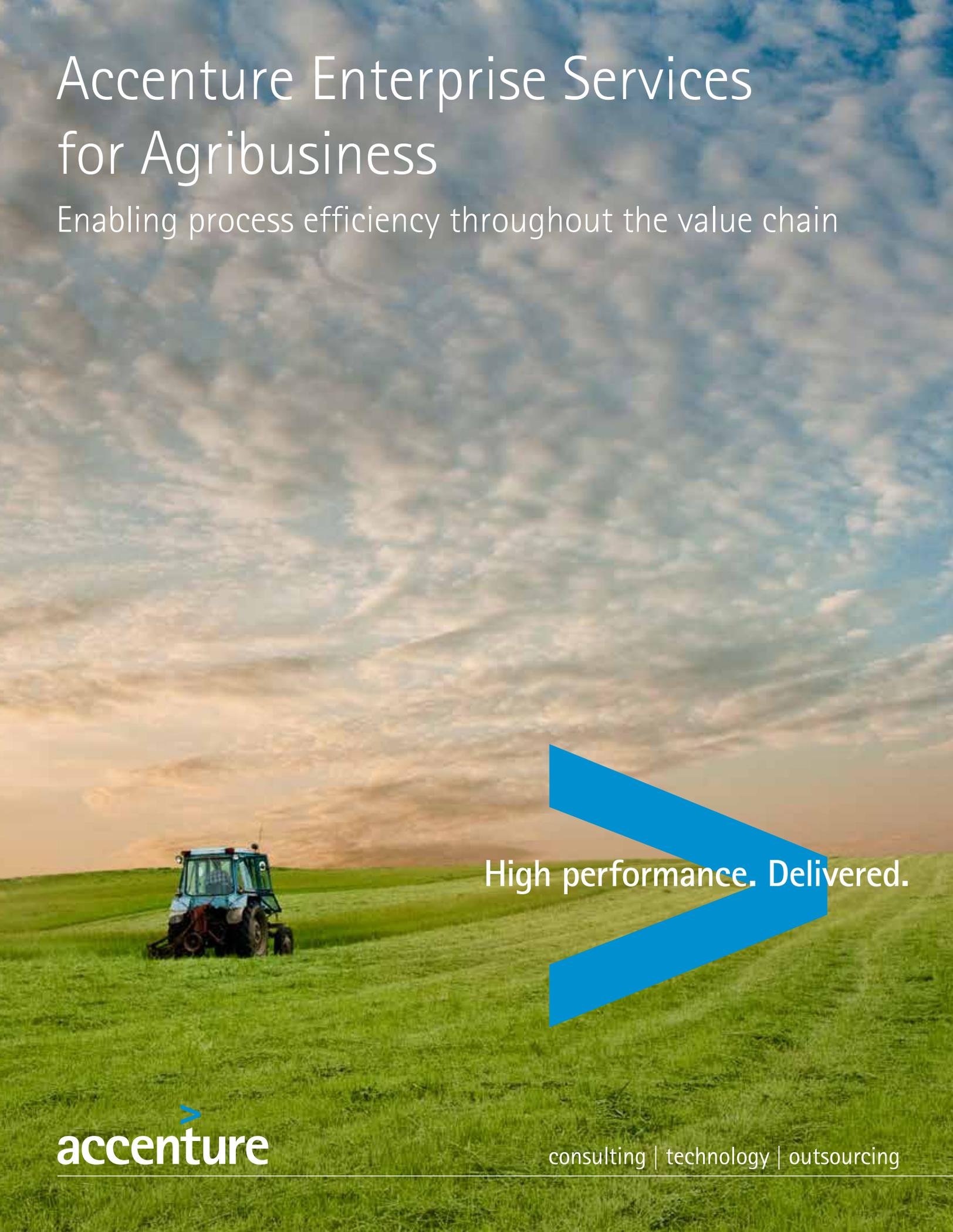


# Accenture Enterprise Services for Agribusiness

Enabling process efficiency throughout the value chain



High performance. Delivered.

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## Agribusinesses need end-to-end efficiency across every process that supports the journey from field to family.

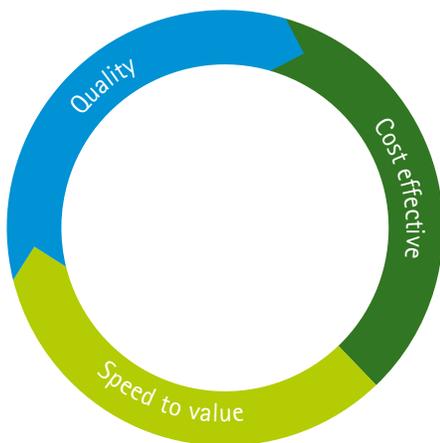
Right now, many processes are fragmented and non-standardized. Technologies and systems are disparate and disconnected. How can agribusinesses standardize the systems and information they have to achieve unprecedented visibility to inform business decisions?

Implementing an enterprise resource planning solution (ERP) and/or Commodity Trading and Risk Management (CTRM) solution to connect business units across the value chain enables an agribusiness to increase visibility, enhance the level of agility to respond to changing conditions in a volatile marketplace, and ultimately drive growth and margins when the competition is getting tougher every day.

Accenture Enterprise Services (AES) for Agribusinesses is a pre-configured, industry-specific technology solution that codifies our cumulative knowledge as a leading global systems integrator for ERP into a set of leading practices, processes and technologies. We've taken our deep knowledge of the agribusiness industry and global best practices, and customized this offering for agribusiness to provide more predictable, high-quality results, faster with less cost and risk.

AES is tailored for agribusiness, packaged for speed, and can deliver ERP implementations up to 50 percent faster and at 23 percent less cost.

Figure 1: Accelerate the capture of business value



Flexible options and streamlined development reduce costs and workdays associated with implementation.

Our preconfigured solution—based on the latest ERP, CTRM, CRM, Business Intelligence technologies and industrialized implementation accelerators—provides predictable outcomes thereby reducing delivery timeframes by a sizable percentage.

Our industry-leading processes are based on the extensive research and years of industry experience, and focus on the distinctive capabilities that drive sustainable value.

This comprehensive solution allows for faster, cheaper and less risky ERP based business transformation programs and focuses on improving those processes and activities shown to add business value.

# AES – the answer for enterprise efficiency

No matter where an agribusiness is on its ERP or CTRM journey, AES helps you maximize your investment through a proven delivery model and customized, industry-specific tools.

**Implement faster** – Because AES is a preconfigured ERP solution, you can reduce the need for custom development and go live faster—up to 50 percent faster than a typical ERP implementation. Depending on the size, complexity and asset strategy of your agribusiness, AES delivers a robust process model "out of the box."

**Reduce costs** – AES helps you rationalize the assets and instances from an existing ERP system without extensive customization, thus reducing total cost of ownership by up to 23 percent. AES also maximizes standardization and minimizes the need for back-end, process-to-process synchronization by internal personnel for additional cost savings.

**Pick your implementation approach** – Agribusinesses can opt to implement AES in whole or part as a greenfield ERP solution, or a brownfield effort to augment and extend current assets. Depending upon the approach, companies can meet up to 70 percent of enterprise needs with AES.

**Get the right fit** – AES is customized for agribusiness, with sector-specific process models for grains, proteins, and fertilizer and crop protection. Other sector models are currently in development.

**Choose your technology** – AES is a technology-agnostic solution that is compatible with the latest ERP technologies and functional platforms.

Figure 2. Sampling of AES processes

## Core Processes

Order to cash	Finance and controlling	Procure to pay	Customer relationship management	Supply chain management	Commodity trading and risk management
Invoice Customer Manage Contracts Manage Orders	General Ledger Maintain Master Data Financial Reporting	Manage Indirect Procurement Process Invoice Process Purchase Order	Customer Management Master Data Management Manage Field Sales	Supply Planning Demand Panning Supply Network Collaboration	Commodity Origination and Trading Position Management Risk Management
<b>Protein-Specific Processes</b> <ul style="list-style-type: none"> <li>• Livestock Rearing-laying-hatching order execution</li> <li>• Poultry cutting and deboning/slaughter process</li> <li>• Meat Processing-cooking pasteurization/freezing</li> <li>• Containerization</li> <li>• Yield Management</li> <li>• Prevention for contamination</li> </ul> 		<b>Grain-Specific Processes</b> <ul style="list-style-type: none"> <li>• Production Strategy</li> <li>• Agriculture Operations</li> <li>• Grower Relationship Services Channel Management Track and Trace</li> <li>• Containerization</li> <li>• Grower Settlements and Accounting</li> </ul> 		<b>Fertilizer and Crop Protection Processes</b> <ul style="list-style-type: none"> <li>• Precision Agriculture</li> <li>• Spatial Analysis</li> </ul> 	

# The blueprint for high performance

AES for Agribusiness draws on our world-class library of more than 70,000 industry-leading process models representing 72 industries.

These include process models and practices in areas such as order to cash, finance and controlling, procure to pay, producer and customer relationship management, and supply chain management.

AES also addresses agribusiness nuances, such as product spoilage, master data management, commodity trading and risk management, track and trace, sustainability and transparency throughout the supply chain (see Figure 2). Accenture's reusable interactive analytics drill down, providing transparency that enables you to increase production, limit losses and improve yields.

## Precision Agriculture: Reducing Waste, Increasing Yield

As the worldwide demand for agricultural productivity continues to grow, the concept of precision farming has become mainstream. Precision farming enables farmers to optimize the yield per acre, while minimizing the expense and environmental impact. This highly complex and technical approach to farming requires more accurate agricultural equipment control.

In precision agriculture, sensors are used in applications that contribute to higher crop yields, including seed depth and spacing control, sprayer arm height and suspension, as well as liquid level tank measurement and control for fertilizer distribution. By enabling better control of seed and fertilizer, there is reduced waste as well as increased crop yield.

## Why Accenture?

Accenture brings the team, the tools and the experience to drive innovation and competitive advantage for your agribusiness.

**Industry know-how.** Our more than 3,500 skilled Accenture professionals work with agribusiness clients to increase efficiency and effectiveness throughout the value chain. The Accenture agribusiness team comprises experienced industry hires including farmers, agronomists, and professionals with advanced degrees and certifications in agriculture.

**ERP experience.** Accenture brings together 30 years of ERP and industry experience and a comprehensive portfolio of assets and accelerators to help you get critical success factors right.

**Technology alliances.** We are the number one systems integration partner in revenue for SAP and Oracle—enabling us to deliver the best solution to fit client needs.

**High performance research.** Since 2003, we have examined the characteristics of more than 6,000 companies to learn the essentials of high performance. We have applied the leading practices we've amassed to our Business Process Management reference models. These "blueprints" for high performance draw on our world-class library of more than 70,000 models representing 72 industries.

**Emerging technologies.** We've been a pioneer in extending ERP systems into analytics, cloud and mobility to help clients make better decisions, achieve scalability, enhance agility and get even more value from ERP systems. Our investment in these reusable assets and industry experience to understand how to integrate them into your business is unparalleled.

# AES for Agribusiness solution is built to support ERP integration with CTRM systems.

Figure 3. AES process

AES offers reusable interactive analytics that allow drill down in separate detailed dashboards to look at areas such as production.

AES for Agribusiness is flexible enough to align with agribusiness nuances, such as commodity trading and risk management and sales and marketing; yet is designed, thanks to standardized processes, for ease of deployment within a quicker timeframe.



Accenture has a 30-year history of working closely with SAP. Our collaborative relationship helps our mutual customers to draw more value from their SAP investments. Accenture has earned more than 100 SAP awards globally in the last five years.

Sixty-seven of the top 75 agribusiness companies run Oracle.

As a leading alliance partner to Oracle since 1991, Accenture is uniquely qualified to provide strategy, implementation, upgrade and application outsourcing solutions across the entire Oracle suite of products, including JD Edwards.

# Global excellence

We are a global force in consulting, technology, analytics and process management, enabling clients to enter, expand and win in new markets.

Our 259,000 employees work in more than 200 cities in 54 countries, blending local expertise and global effectiveness.

Through our Global Delivery Network, we serve clients in more than 120 countries with consistent methods and tools and repeatable processes that speed delivery and enable consistent, high-quality results at scale.

In the spirit of enriching our clients' experience, Accenture has a dedicated Agribusiness Center of Excellence in São Paulo, Brazil which offers an environment where agribusiness clients can challenge themselves, experience new technologies and tap into Accenture's industry experience and research. Through industry-specific showcases, workshops and presentations, our clients gain insights into the ever-changing marketplace.

## Teaming for efficiency

We collaborate with agribusinesses to capture a holistic view of business-critical initiatives as well as operating requirements.

AES enables our clients to focus on the complex business scenarios that are unique to their company in order to drive differentiation and value.

From ERP plan to rollout, we are mindful of the interplay of people, process and technology to drive high performance, and are committed to supporting each of these elements in all AES projects.

For more information on Accenture Enterprise Services for Agribusiness, please contact:

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## About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with approximately 275,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$28.6 billion for the fiscal year ended Aug. 31, 2013. Its home page is [www.accenture.com](http://www.accenture.com).