



# AgReliant Genetics: Rooted in Tradition, Growing Insight into Inexact Agricultural Science

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Established in 2000, AgReliant Genetics is an industry-leading agriculture bioscience company directly tied to the research, production and sale of corn, soybean and other seeds across North America.

AgReliant Genetics is the third largest seed corn company in the United States, in the top five agriculture research programs in North America and one of the fastest growing independent seed companies in the market. At the center of all company operations is a collective passion to “Help Farmers Grow”.

Commercial brands fueled by AgReliant Genetics include LG Seed and AgriGold in the United States and PRIDE Seeds in Canada.



# Seeds of Success from the Ground Up: SAP S/4HANA



## Before: Challenges and Opportunities

- Organic products “never an exact science” from forecasting and planning standpoint; pricing, for example, based on fluctuating Chicago Board of Trade commodity indices
- Previous ERP was a homegrown system, requiring extensive maintenance
- Owned by joint venture, also running on SAP, and looking to harmonize reporting with the parent companies while moving beyond ERP focus

## Why SAP and GyanSys

- Seeking fast deployment, quality master data, tight system integration and flexibility in the cloud; SAP Gold Partner GyanSys delivers with its SAP Qualified Partner-Packaged Solution: Speedy Life Sciences Deployment for New Implementations of SAP S/4HANA
- Not traditional ERP implementation due to inherent complexities of business model, including supply-chain forecasting and management that relies on “allocation and settlement” models
- Looking to limit training impact on users – for seamless and transparent experience – without high burden on small internal IT staff

## After: Value-Driven Results

- Tablet-based computers used by customers *literally* in the field to stay apprised of availability and pricing relative to supply and demand, weather, hybrids and varieties, as well as other variables
- More ingrained KPIs and better forecasting in unpredictable market with crops planted year in advance
- Many benefits already derived and envisioned “for years to come” due to comprehensive integration and flexible yet secure API connections; “GyanSys instrumental in guiding us in the right directions”

“We chose SAP because we are confident that we can continue to grow and scale with them at the level we need. Customization is achieved through APIs and configuration instead of core changes, a huge advantage.”

Steve Thompson, CIO, AgReliant Genetics

30%

Amount of AgReliant Genetics business conducted with SAP via mobile operations

30

Number of databases in place being consolidated to SAP master data

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