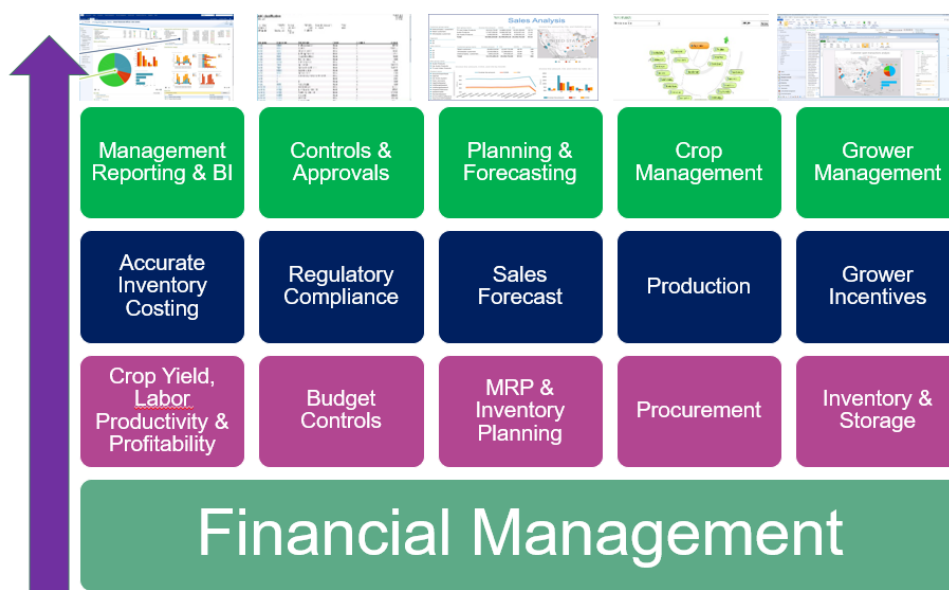


Agriculture Management with Microsoft Dynamics 365



ERP for Agri-Businesses

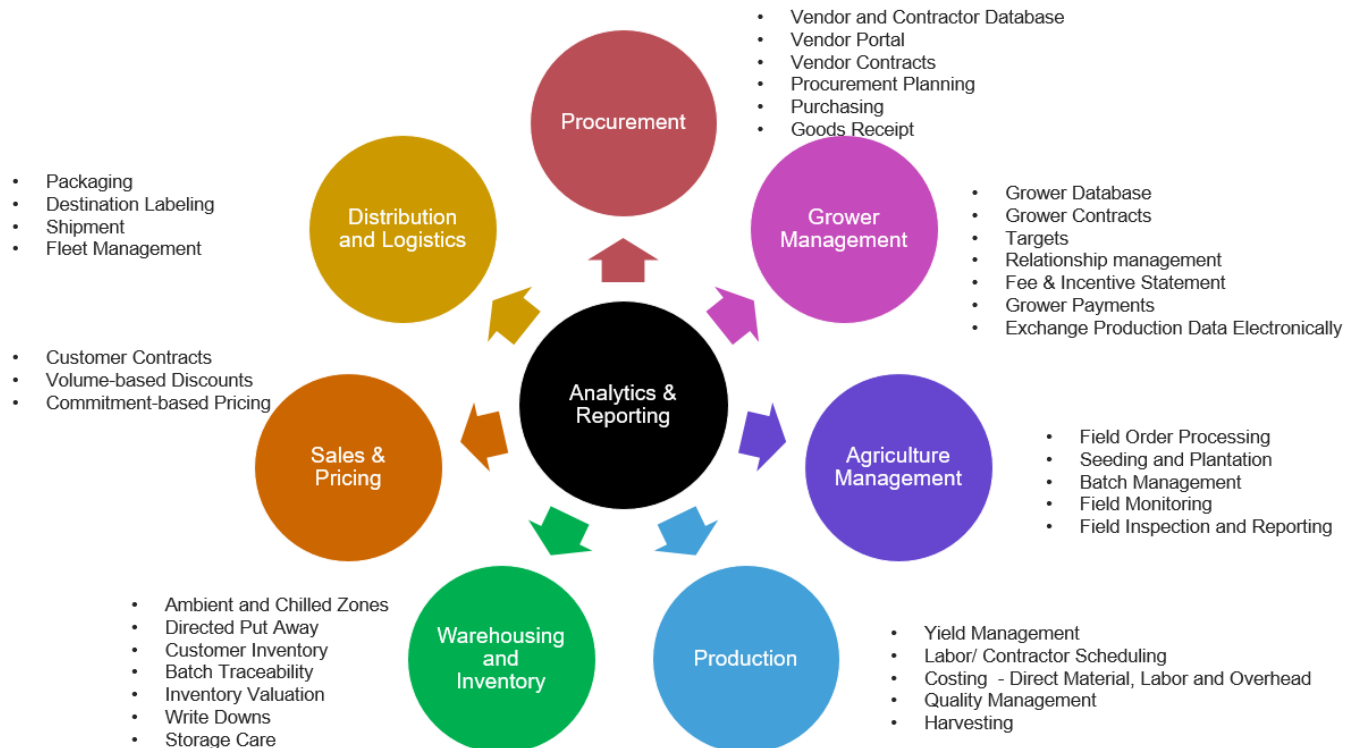
Unify Dots provides Agriculture focused businesses with an end-to-end ERP that includes Plant and Crop Management, Field Management, Grower Management, Controls and Approvals, Financial Management, Profitability, Management and Operational Reporting.



Comprehensive ERP Solution

The Agriculture ERP solution is a built-on Microsoft Dynamics 365 and runs on the Microsoft cloud providing end to functionality including:

- Grower and Supplier Relationship Management
- Procurement and Purchasing
- Agriculture Field Management
- Production and Agri-Processing
- Inventory Management and Warehouse/ Storage
- Sales, Marketing, Pricing
- Shipment, Logistics, Fleet Management and Distribution
- Financial Management
- Management and Operational Reporting
- Business Intelligence & Analytics



Supplier and Vendor Management

Comprehensive Supplier and Vendor Management Functionality including

- Vendor Setup
- Approval Workflows for creating a new vendor or modifying a vendor record
- Contractor, Grower and Supplier Database
- Payment Terms
- Vendor & Grower Contracts including Fee and Incentive Terms
- Grower Fee and Incentive Statements
- Vendor and Grower Payments
- Grower Reconciliation
- Remittance Mechanisms including Check, EFT, Wire Transfer
- Vendor Performance Management including configuring and tracking Vendor KPIs

Dynamics 365 Finance and Operations Procurement and sourcing > Setup > Vendor performance > KPI

Filter

KPI ↑	Description	Range (Low)	Range (High)	Passing score
Accuracy	Accuracy	1.00	100.00	90
Delivery	Delivery	1.00	100.00	90
Financial Health	Financial Health	1.00	5.00	3
Quality	Quality	1.00	100.00	75
Responsiveness	Responsiveness	1.00	10.00	7

Supplier Key Performance Indicators that can be used to track Vendor Performance

Vendor performance analysis

Year
☐ 2015
☐ 2016

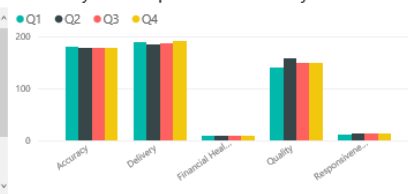
Vendor
☐ DELL
☒ Hewlett Packard
☐ IBM

Type
☐ Q1
☐ Q2
☐ Q3
☐ Q4

Quarterly vendor performance analysis

Attribute	Range (Low to High)	Q1	Q2	Q3	Q4	Average	CY	Vendor
Financial Health	1 to 5	4.00	4.00	4.00	4.00	4.00	2016	Hewlett Packard
Financial Health	1 to 5	5.00	5.00	5.00	5.00	5.00	2015	Hewlett Packard
Responsiveness	1 to 10	6.00	7.00	8.00	7.00	7.00	2015	Hewlett Packard
Responsiveness	1 to 10	7.00	8.00	6.00	7.00	7.00	2016	Hewlett Packard
Quality	1 to 100	60.00	70.00	65.00	65.00	65.00	2016	Hewlett Packard
Quality	1 to 100	80.00	90.00	85.00	85.00	85.00	2015	Hewlett Packard
Accuracy	1 to 100	91.00	85.00	86.00	90.00	88.00	2015	Hewlett Packard

Quarterly vendor performance analysis



Vendor performance analysis year on year

Attribute	Range (Low to High)	CY 2015	CY 2016	Average	Vendor
Accuracy	1 to 100	88.00	91.00	89.50	Hewlett Packard
Delivery	1 to 100	96.00	93.00	95.50	Hewlett Packard
Financial Health	1 to 5	5.00	4.00	4.50	Hewlett Packard
Quality	1 to 100	85.00	65.00	75.00	Hewlett Packard
Responsiveness	1 to 10	7.00	7.00	7.00	Hewlett Packard

Vendor performance analysis year on year



Ability to compare vendor performance over time.



Unifying the Dots in your Business



Procurement & Purchasing

Deep functionality for Procurement and Purchasing including:

- Procurement Planning
- RFQ & Vendor/ Contractor Bidding
- Purchase Orders with approval workflow
- Incoming goods batch number tracking and traceability
- 3-way matching of PO, Receipts and Invoices

Dynamics 365 Operations Accounts payable > Purchase orders > All purchase orders USMF ? AD

Save + New Delete PURCHASE ORDER PURCHASE MANAGE RECEIVE INVOICE RETAIL WAREHOUSE TRANSPORTATION

ALL PURCHASE ORDERS 00000080 : DOLE-00001 - EDISY TRADING CORPORATION Lines Header Open order Approved

Purchase order header

Purchase order lines

+ Add line + Add lines Add products Remove Sort by Group, Group line, and Option Purchase order line Financials Inventory Product and supply

ck re...	Line number	Item number	Product name	Site	Warehouse	Quantity	Unit	Unit price	Discount	Discount percent	Net amount	Adjusted net a
	1	Canned Pineapple Bo	Canned Pineapple Box / ...	South Co	Polomolok	5.00	case	300.00			1,500.00	
	2	Tin Can	Tin Can / Tin Can	South Cota	Polomolok	15.00	case	500.00			7,500.00	
	3	Resealable Container	Resealable Container / R...	South Cota	Polomolok	10.00	case	250.00			2,500.00	
	4	Sticker Label	Pineapple Slices Sticker L...	South Cota	Polomolok	500.00	ea	2.50			1,250.00	

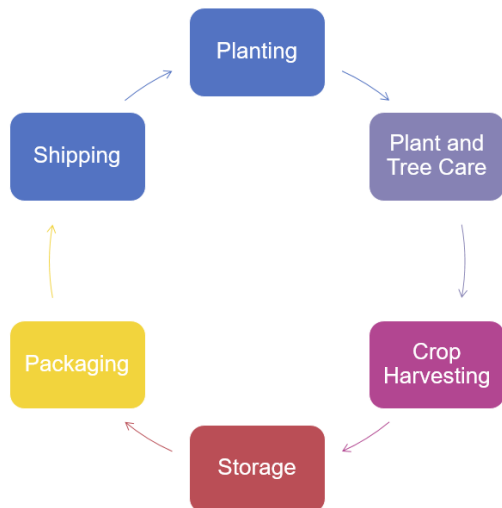


Unifying the Dots in your Business



Crop and Field Management

Crop and Field Management including:



Key Features

- Record all plantings with season
- Fertilization Schedule
- Weeding / Watering Schedule
- Mulching Schedule
- Field Monitoring Visits
- Inspection Report
- Batch Number Generation and Tracking
- Expiration dates
- Destination Labeling

- Planting Schedule
- Record of Plantings with Schedule
- Irrigation and Watering Schedule
- Fertilization Scheduling
- Weeding and Mulching schedule
- Labor shift and schedule management
- Field Monitoring
- Inspection Reports
- Health and Safety Audits
- Crop Harvesting
- Crop Storage
- Batch Number Generation and Tracking
- Expiration Date Tracking
- Destination Labeling

FARMS

000236 : Polobok Coconut Farm 10

General

FARM	Farm stage	Area	Current primary crop	Fertilization contractor	INTEGRATION
Farm ID 000236	In process	55.34	Dwarf Coconut	Orozco Fertilization	Integration source
Farm name Polobok Coconut Farm 10	FARM DETAILS	Farm type	Owner	Irrigation type	
	Area measure Acre	Owned	Marian Reynado	Drip Irrigation	

Farm team and scheduling Not staffed | 3/21/2018 | 3/21/2018

Budget and forecast

Address

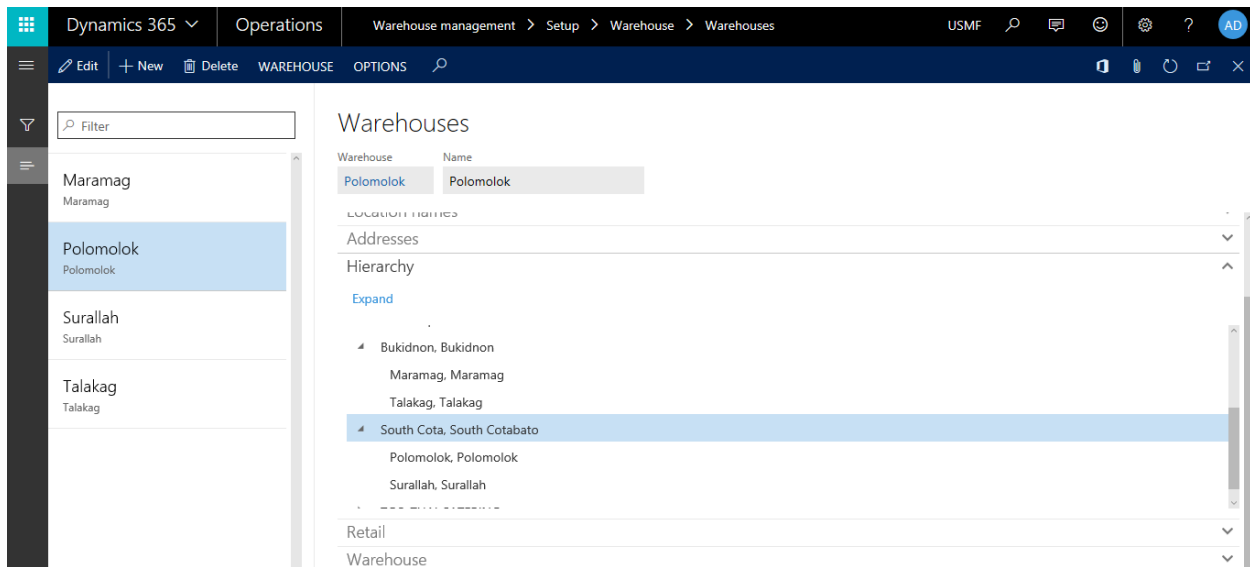
Financial dimensions

DEFAULT FINANCIAL DIMENSIONS

Businessline	Fresh	Fresh
Businessunit		No default
CostCenter	103	PBPF10
Department	102	Agriculture

Warehouse Management and Storage of Goods

Warehouse Management gives you the flexibility to define your warehouse layout according to your changing needs, so you can achieve optimum warehouse efficiency. Establish high- and low-priority storage areas for optimum placement of goods and block locations to restrict movement of goods. Divide your warehouse into zones to accommodate different storage needs such as temperature requirements or the rate of turnover of your inventory.



Warehouse Setup in the Agriculture ERP

The Warehouse Management module within Microsoft Dynamics 365 software includes the following components:

Placement and Storage provide improved accuracy with RFID capabilities and allow for the specification of locations and storage policies at both the warehouse level and item level.

Inventory Dimensions allow inventory items to be identified by physical location (warehouse, location, and pallet); item origin (batch/lot number); and characteristics (season, varietal etc.).

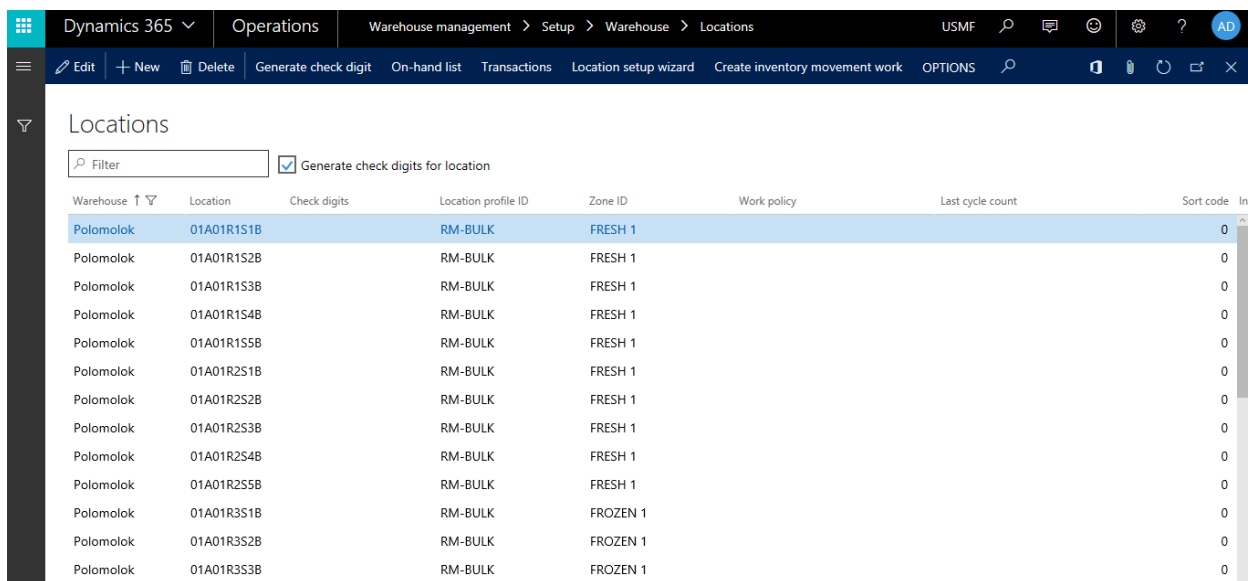
Lot/ Batch Number Control stamps the crop with a unique tracking number to allow for traceability across the production process as well as once sold to a customer

Random Location Storage determines storage location based on rules such as size and volume. Storage is allocated based on the priority of picking locations first, then buffer locations.

Arrival Journals automate storage of inventory coming in from the field with put-away location suggestions.

RFID and Barcoding register and monitor pallets and inventory items throughout the supply chain. Offers the ability to print barcoded pallet labels, location labels, and bill of lading labels. Register goods as they arrive at the warehouse, so that they are visible throughout the system before they have been placed in inventory. You can reserve items for customers, including items from a specific location or batch, while entering a sales order. This reservation is recognized by all functions in Microsoft Dynamics, such as inventory counts, planning of production and others, to help ensure that customer demands are satisfied.

You can specify warehouse locations on multiple levels: warehouse, aisle, rack, shelf and bin. And define each location based on parameters such as space and pallet type. In addition, you can either control how items are stored based on predefined location rules or have the flexibility to randomly manage item storage.



The screenshot shows the 'Locations' table in Microsoft Dynamics 365 Operations. The table has columns for Warehouse, Location, Check digits, Location profile ID, Zone ID, Work policy, Last cycle count, and Sort code. The data is filtered for 'Polomolok' warehouse and shows various location IDs (e.g., 01A01R1S1B, 01A01R1S2B) with their corresponding profiles (RM-BULK) and zones (FRESH 1, FROZEN 1). A checkbox 'Generate check digits for location' is checked.

Warehouse	Location	Check digits	Location profile ID	Zone ID	Work policy	Last cycle count	Sort code
Polomolok	01A01R1S1B		RM-BULK	FRESH 1			0
Polomolok	01A01R1S2B		RM-BULK	FRESH 1			0
Polomolok	01A01R1S3B		RM-BULK	FRESH 1			0
Polomolok	01A01R1S4B		RM-BULK	FRESH 1			0
Polomolok	01A01R1S5B		RM-BULK	FRESH 1			0
Polomolok	01A01R2S1B		RM-BULK	FRESH 1			0
Polomolok	01A01R2S2B		RM-BULK	FRESH 1			0
Polomolok	01A01R2S3B		RM-BULK	FRESH 1			0
Polomolok	01A01R2S4B		RM-BULK	FRESH 1			0
Polomolok	01A01R2S5B		RM-BULK	FRESH 1			0
Polomolok	01A01R3S1B		RM-BULK	FROZEN 1			0
Polomolok	01A01R3S2B		RM-BULK	FROZEN 1			0
Polomolok	01A01R3S3B		RM-BULK	FROZEN 1			0

WMS supports Aisle, Bin, Rack Locations in Microsoft Dynamics 365 for Operations

Traceability & FEFO: In order, to track items internally and throughout the supply chain, you can automatically have inventory stamped with batch number that goes from field to processing/ production to warehouse and finally through to shipments and deliveries. For improved traceability, Warehouse Management in Microsoft Dynamics 365 lets you create as many lot/ batch numbers for the automatic numbering of items as you require. The batch numbers allow for FEFO (First Expiring First Out) to minimize waste of goods. In addition, the batch number can have Best Before, Sell By and Expiration Dates tied to the batch number

Dynamics 365 ▾ **Operations** USMF ? AD

Transactions Net requirements Intercompany on-hand Quantity adjustment Counting history Display dimensions OPTIONS

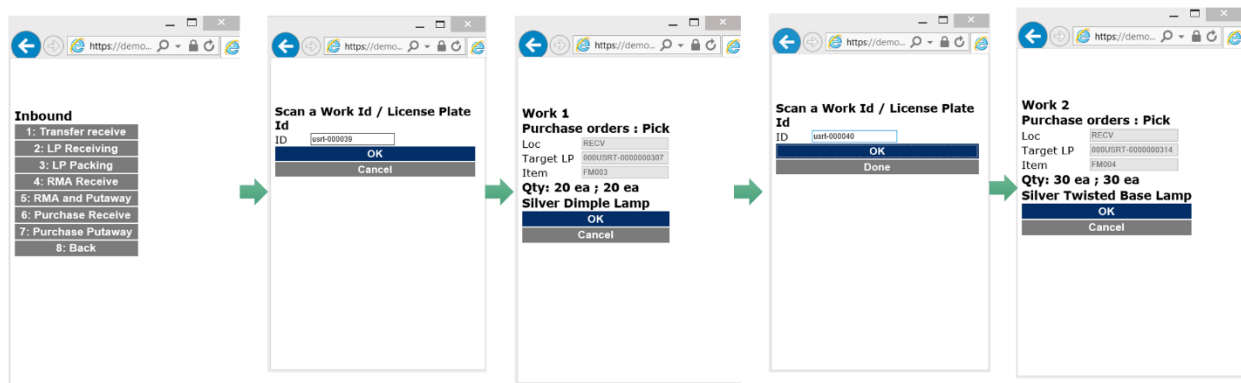
On-hand

Overview Catch weight overview On-hand

Item number ↑ ▾	Product name	Size	Site ▾	Warehouse ▾	Batch number	Location	Inventory status	License plate	Physical inventory	Available physical
Pineapple Chunks	Pineapple Chunks	227g	South Cota	Polomolok	PC-20172807-01	18A17R1S2B	Available	LP-2017280701	174.00	174.00
Pineapple Chunks	Pineapple Chunks	227g	South Cota	Polomolok	PC-20172807-02	18A17R1S2B	Available	LP-2017280702	195.00	195.00
Pineapple Chunks	Pineapple Chunks	227g	South Cota	Polomolok	PC-20172807-03	18A17R1S2B	Available	LP-2017280703	165.00	165.00
Pineapple Chunks	Pineapple Chunks	567g	South Cota	Polomolok	PC-20172907-01	18A17R1S1B	Available	LP-20172907-01	133.00	133.00
Pineapple Chunks	Pineapple Chunks	567g	South Cota	Polomolok	PC-20172907-02	18A17R1S1B	Available	LP-20172907-02	265.00	265.00

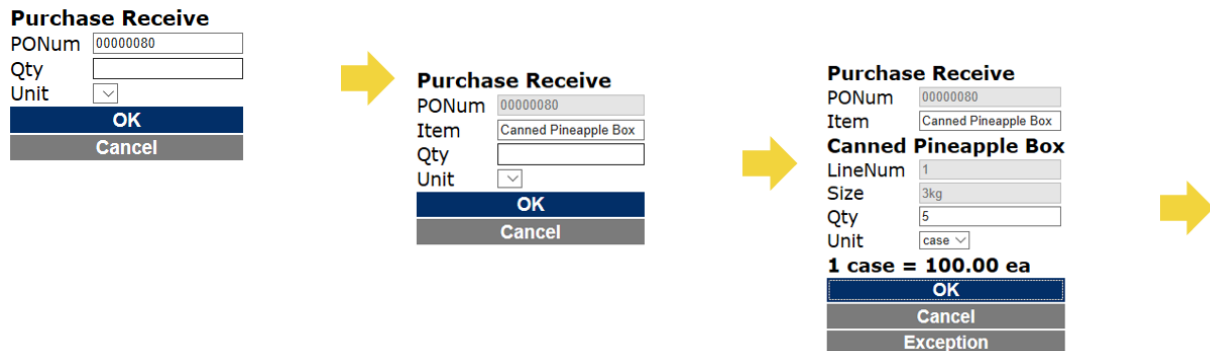
Inventory Traceability with Lot number and Location

RF and Mobile Device Support: Full Mobile Device support for RF Guns with ability to scan bar codes and license plates.

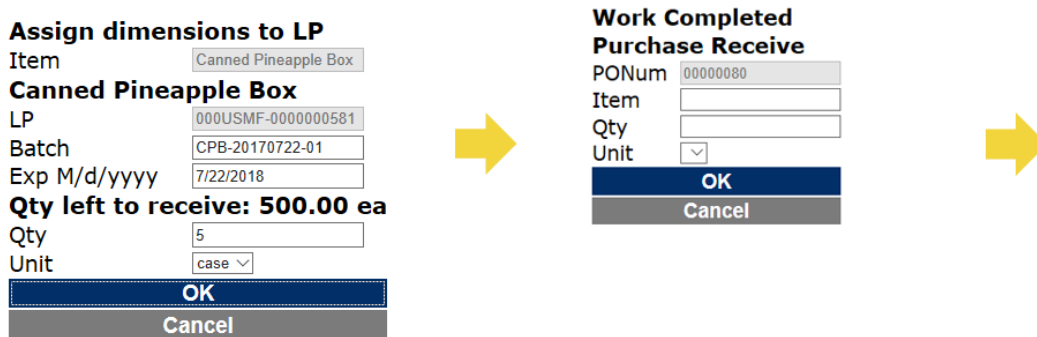


RF Wireless Mobile Device support for WMS devices

Warehouse Management gives you the flexibility and control to help you optimize your warehouse processes according to your individual requirements. Flexibly manage storage of items according to different location parameters including location types, space and pallet heights.

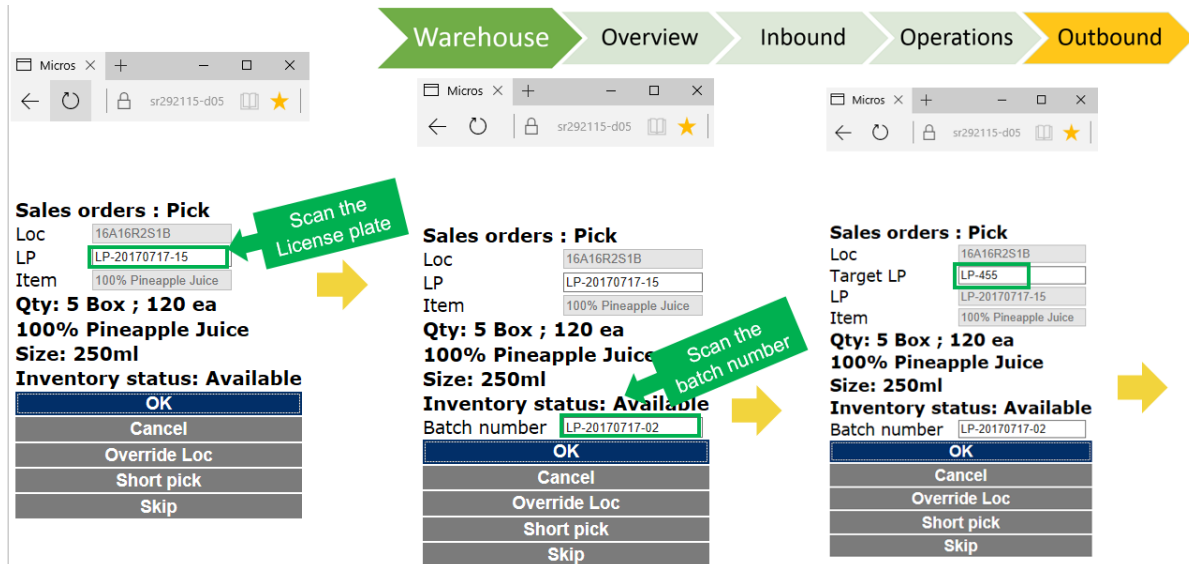


Receiving and Directed Put Away in a Warehouse



License Plate Support in Microsoft Dynamics 365 Warehouse Management

Warehouse Management also helps you determine the most logical sequence of picking locations to optimize your picking routes and speed up order fulfillment to your customers. Picking routes are allocated by the system based on parameters such as zones, and height of locations. Several orders can be included in one route to enable better use of pallet loads and further increase warehouse efficiency. You can achieve faster picking and packing with good visibility into possible pick locations from the shipment. Advanced shipping notices help you to send information to the receiver to let them know what they are going to receive in advance. And you can improve overall efficiency with transfers, using lead time and item tracking, even including bills of lading, when moving items between warehouses.



Pick, Pack and Ship with Microsoft Dynamics 365 Warehouse Management Functionality



Unifying the Dots in your Business



About Unify Dots

Unify Dots helps you connect the Dots by providing solutions that enable digital transformation. Unify Dots specializes in AI-Powered ERP, CRM, Human Resources, Talent Management, Ecommerce, Customer Engagement, Field Service, Project Operations and Point of Sale solutions.

Finance, Accounting, Treasury, Budgeting, Financial Reporting	Supply Chain, Order Management, Manufacturing and WMS	CRM: Sales, Service, Field Service	Human Resources Management and Talent
Project Operations	Data Analytics and Business Intelligence	Customer Experience - Customer Data Platform and Marketing	Ecommerce and Retail / Point of Sale
Low Code Applications and Workflows	Mobile Order Entry and Mobile App Dev	Manual Quality Assurance and Automated QA	Contract Management Software

Unify Dots has local presence in Asia Pacific, Australia, New Zealand, Europe, North America and operate in a global scale with a local touch. Unify Dots is also committed to improving the world and has pledged donating at least 25% of its profit towards the cause of helping educate children from low-income families in developing countries.

Contact Unify Dots

Email us at info@unifydots.com to get more information on implementing Microsoft Dynamics 365 for your Agriculture Operations or contact us by calling one of our office locations or visit us at <https://unifydots.com>

Australia: +61 2 4504-8307

New Zealand: +64 9801-1069

Philippines: +63 2 8271 2458

Singapore: +65 3106-5160

United Kingdom: +44 20 3885 0765

United States of America: +1 206 452-7498