Independent Ag Software Company
who is AGI?

18 YEARS OF PRECISION AG EXPERIENCE
- Diverse educational background
- Ground-up understanding of precision agriculture

PRIVATELY HELD, INDEPENDENT
- Headquartered in State College, PA
- Owners are also employees to maintain active engagement
- Sister company, Skyward Apps, based in Columbia, MD

60 EMPLOYEES
- All US based
- Mostly local to State College / Columbia offices
- 5 development teams
- 2 business management teams
Integrating agricultural systems to enable the acceleration of technology innovation and adoption
AGI VISION

• Simplifying the process for data integration
• Encouraging software vendors to focus on what they do best
• Enabling the industry to develop new and innovative ways to efficiently produce more for less
The change from horses to an 218hp tractor (1920’s – early 1970s)  
TECHNOLOGY MOVING FAST
HOW DID THE INDUSTRY MAKE THIS PROGRESS?
Mechanization - About 80 Years of Progress 20hp to 600+ hp to Autonomous
Progress was accelerated through the integration of technologies supplied through individual companies doing what they do best.
It seems on the software technology side of agriculture however, we have stifled our growth through *individual companies trying to do it all vs. integration*
A few years ago, Domino’s began employing digital technology to optimize every aspect of the business, especially the online ordering and delivery transactions that are its lifeblood.

Domino's created an app and the result was easy to order pizza, including text message, voice recognition, emojis and the Sync system of a Ford.
TECHNOLOGIES INTEGRATING
Making it easier to order pizza while driving
Last week Domino's reported its slowest quarterly sales growth in nearly seven years.

This is due to increasing competition from companies which are delivering more kinds of food.
Integration is no longer a differentiator… it’s a necessity

Ask Domino’s where sales may be today had they not previously integrated with complimenting technologies.
“The pace of technological disruption is accelerating, you don't have a three-to-five-year horizon to plan against it, as in the past. And now it's not just one or two technologies at a time. It's a whole list, and all of these disruptors are starting to stack on top of each other.”

- Roger Park (Ernst and Young)
I have invited two companies to share their solutions and discuss how integration was a necessity for them.
Along with **100% Free Replant, PFR, and Escalate**, an additional benefit of a farmer purchasing Beck’s Seed is a FARMserver Premium Membership

- ROI
- Management Zone
- VR Prescription
- Yield Maps
- Soil Test Data
- Yield Analytics
- Scouting
- Weather
- Query Tool
- Sharing
- Seed Selection
- Storage
- Record Keeping
- UAV Data
- More!
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Current Direct Connection

sentera
SoilTestPro
DAVIS

CLIMATE FIELD VIEW
R A V E N
AgFiniti

John Deere
Why do we choose to partner with

- Time to Market
- Developer Time
- Industry Experts
- Support
- Innovation
Where are we?

~4 hours from stage 1 (raw from combine) data to new seeding prescription – fully automated
Identifying where we were and what we needed

All of the traditional ways of transferring and converting data.
- SMS
- Proprietary Clouds
- Mapshots
- Any other means necessary

We had solved the puzzle for mass cleaning yield monitor data and creating the “hands-off” prescription.
Issues - Resolutions

Yield Monitor data

In-Field Data Transfer

Web-upload of data

Automated Conversion

Automated Proprietary Yield Cleaning Engine

Integration
~4 hours from stage 1 (raw from combine) data to new seeding prescription – fully automated