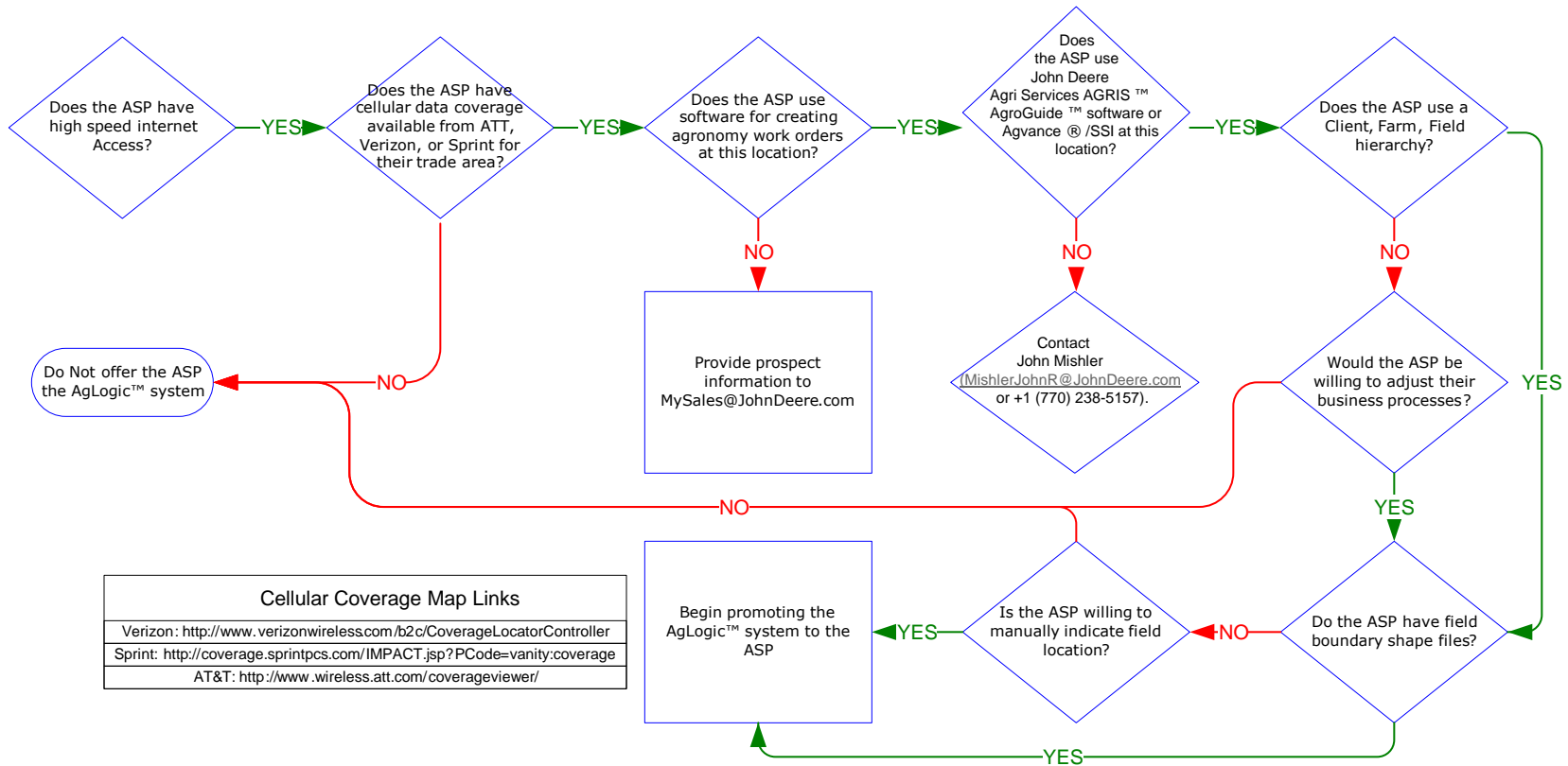


Should I Offer the AgLogic™ System To This ASP?



Cellular Coverage Map Links
Verizon: http://www.verizonwireless.com/b2c/CoverageLocatorController
Sprint: http://coverage.sprintpcs.com/IMPACT.jsp?PCode=vanity:coverage
AT&T: http://www.wireless.att.com/coverageviewer/



Decision Tree Supporting Material (1 of 2)

Does the ASP have high speed internet access?

•Why is this important?

- The system requires high speed internet access to function. Lower speed internet access does not refresh data fast enough for the AgLogic system to function.

Does the ASP have cellular data coverage available from AT&T, Verizon, or Sprint for their trade area?

•Why is this important?

- The AgLogic system only supports cellular devices for these 3 carriers. If you choose to use other carriers, the PDA devices have not been tested on these carrier networks. The data coverage, which is different than voice coverage, is used to wirelessly send work orders and files from PDA's to the website and vice versa.

•Typical customer overview

- Most customers will not realize that data coverage and voice coverage is different (use the links provided on the flow diagram to identify data coverage in their area)

Does the ASP use software for creating agronomy work orders at this location?

•Why is this important?

- For AgLogic to function, work orders must be brought into the system from back office software or uploaded via a .csv file. Without work orders, AgLogic will not function because there is no feature that allows customers to create orders in the AgLogic system.

Typical customer overview

- We have provided a list of customers with AgroGuide or SSI back office systems so the vast majority of your target customers should use the needed software.

Does the ASP use John Deere Agri Services AGRIS AgroGuide or AgVance®/SSI software at this location?

•Why is this important?

- These are the two systems supported by AgLogic. If you do not use these systems, contact John Mishler (MishlerJohnR@JohnDeere.com or +1 (770) 238-5157). For 3rd party agronomy systems, John will engage with the company to determine what might be necessary for them to develop and interface to the AgLogic system.

Typical customer overview

- We have provided a list of customers with AgroGuide or SSI back office systems so the vast majority of your target customers should use the needed software.



Decision Tree Supporting Material (2 of 2)

Is the ASP willing to manually indicate field location?

- Why is this important?
 - In order for order locations to appear on the scheduling map, GPS coordinates for that field must be identified. Field boundary files, which can be uploaded via a .shp, .kml and/or .dbf file, provide these coordinates but if the customers do not have these boundaries, the coordinates can be manually entered into the system on the scheduling page or established via the pin head (on the CN3) when at a field.

Does the ASP use a Client, Farm, Field hierarchy?

- Why is this important?
 - The AgLogic system hierarchy requires data in this structure in order to optimize usability.
 - For example, if only a customer or customer/farm is used, you will not have field boundaries and will only be able to indicate a field location by manually setting it. Also – no incorrect field application warning.
 - The hierarchy must be set up in the back office.
 - Pertaining to the hierarchy to upload C/F/F, here are the possible combinations. You do not always need all three.
 1. Must always have a Customer (Client)
 2. Customer/Farm
 3. Customer/Field
 4. Customer/Farm/ Field
- Typical customer overview
 - AgroGuide and SSI customers will have this hierarchy option.
 - Approximately half of the customers will actually be using the correct hierarchy.

Would the ASP be willing to adjust their business processes to begin using Client, Farm, Field hierarchy?

- See previous questions response.

