

# Turn data into understanding

Territory Insights



- Challenges
- Capabilities
- Case Study
- Takeaways and Q&A



### So, what's the problem?

The Speed of Change In-season conditions are now changing faster than retailers can respond. Speed alone is no longer enough; success belongs to those who can predict the future and reach the grower first.

#### The solution...

Fully automated tool that monitors your territory. It turns data into predictive clarity, ensuring you reach the grower with the right solution before the competition even knows there's a problem.

# The Ag Retailer's Advantage: Timing is Everything



# Lets unpack these challenges



Every growing season introduces new variables that require the ability to adapt quickly



Success hinges on the art of timely relevant conversations - recommending protection at the optimal moment



Deep Understanding - one must build an in-depth sales plan of a territory with limited history, resources and staff



Expensive and inefficient use of agronomy & sales team for recommendations to growers results in a low return and missing high value opportunities



Marketing isn't connecting with grower specific needs—missing key decisions and lacking data to drive change



Make confident, data-backed decisions with Territory Insights from seed to sale.

Stop Reacting to Conditions. Start Predicting Them

Move faster than changing conditions

Success belongs to whoever reaches growers first with the right solution





# Transform manual field data collection into instant, automated insights.

Limited inputs, automated insights

Field Border automatically delineated

Imagery based Crop Identification

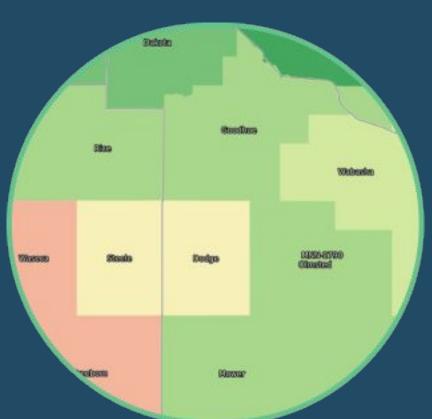
Automated Crop Stages



#### Tassel Date



Production Potential



Disease Risk





# Maximize team efficiency by focusing effort on the highest-potential acres.

**Targeted Marketing & Sales** 

Key drivers can be identified using remote and automated data collection

Identify growers at the right time and place

Targeted Agronomy, Marketing, and Sales







# Capabilities



- Define your territory
- Identify level of detail (Regional aggregation or field level)
- Identify Crop and problem
- List of growers



# Territory Insights | Automate Territory & Crop ID

#### How we Do it

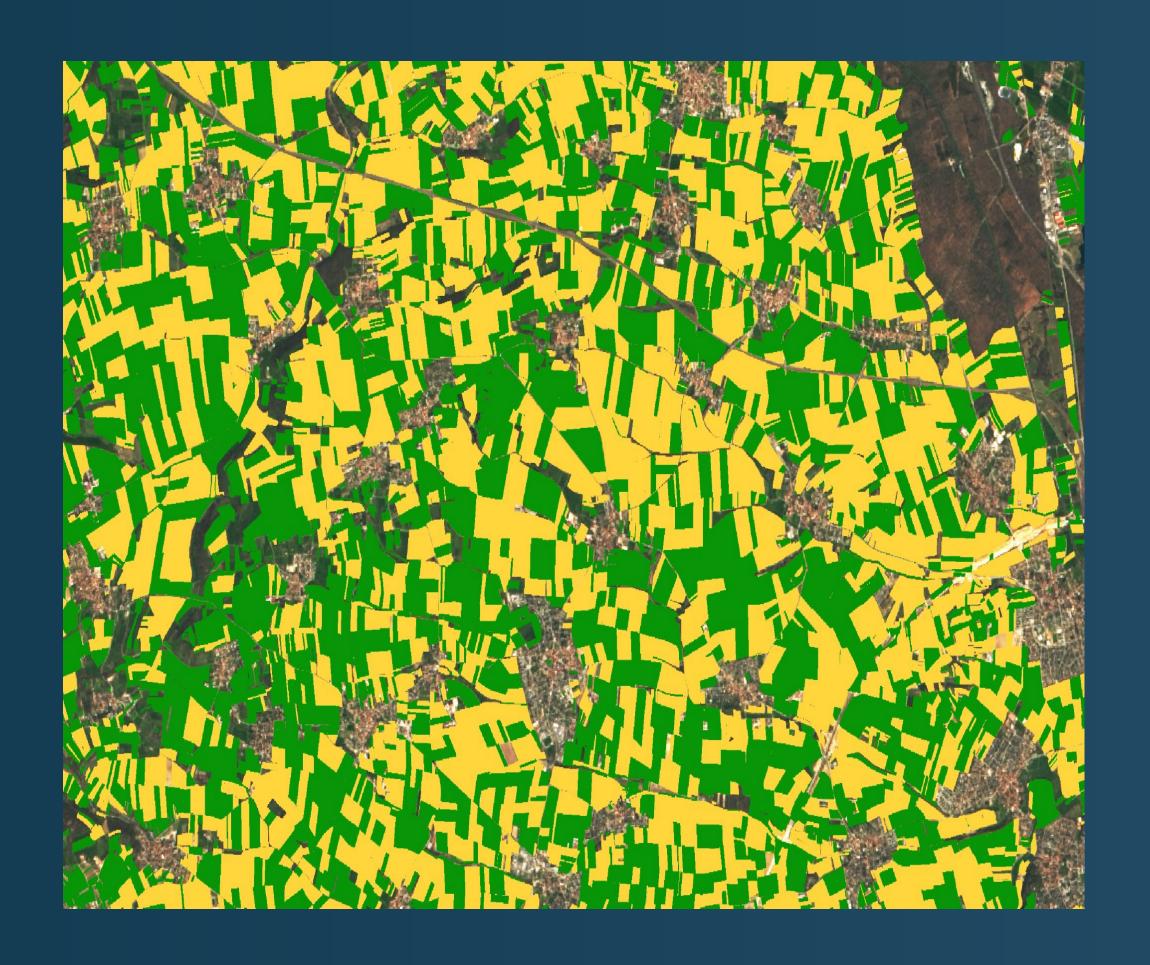
No user inputs, automated insights

Field Border automatically delineated

Imagery based Crop Identification

#### Results

We transform hours of manual field data collection into instant, automated insights — to focus on what matters most.





# Territory Insights - Automated Crop Growth Stages

#### Solution

#### **Crop insight**

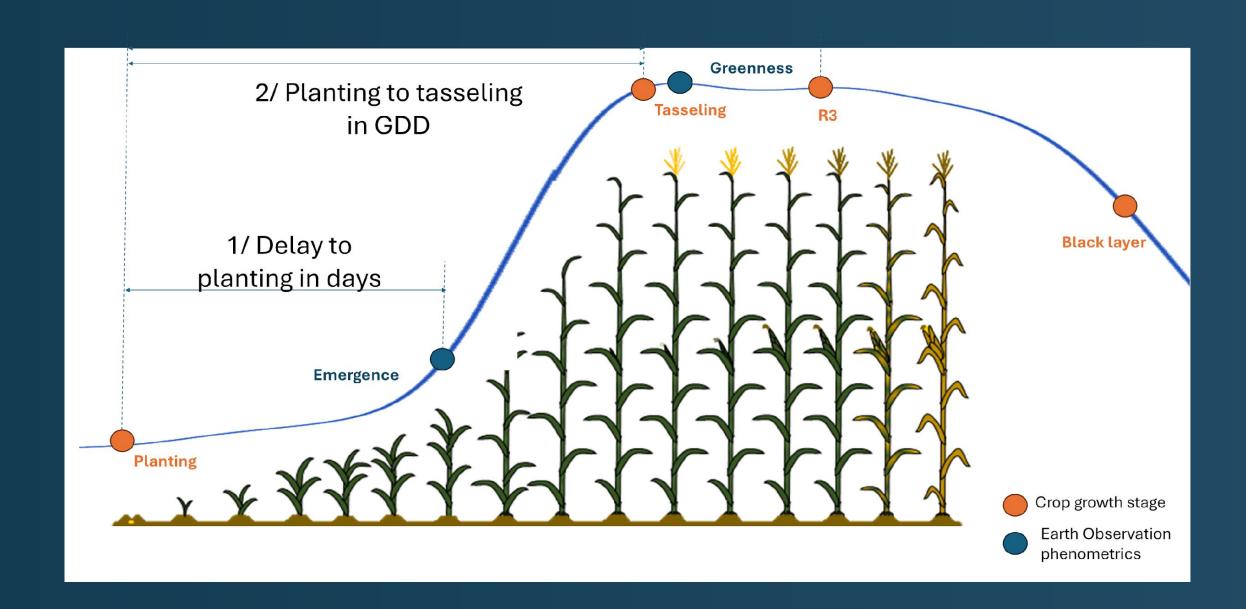
Align the crop growth stage with the Product Needed

Assess crop and Yield Potential

Identify the right crops, fields, timing and Growers

#### Results

Turn complex imagery and weather data into precise, predictive crop insights for every location, improving your confidence in in-season evaluations of prospects and in-season field recommendations.



Tasseling prediction +/- 2 days in several US states



## Territory Insights | Fungicide Sales

#### Solution

Aggregate field level data in your territory to **prioritize when and where** you activate your marketing and sales activities

Provide unbiased **localized agronomic messaging** without requiring local knowledge

Drive sales with data and facts

#### Results

Timely data unlocks opportunities. Maximize team efficiency by focusing effort on the highest-potential acres. Assess areas and identify opportunities for optimization and prescriptive treatments.

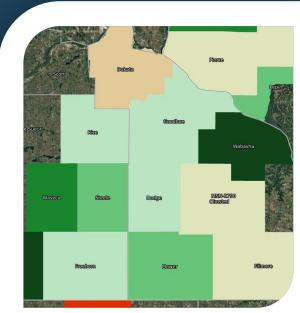
#### Tassel Date



#### Production Potential

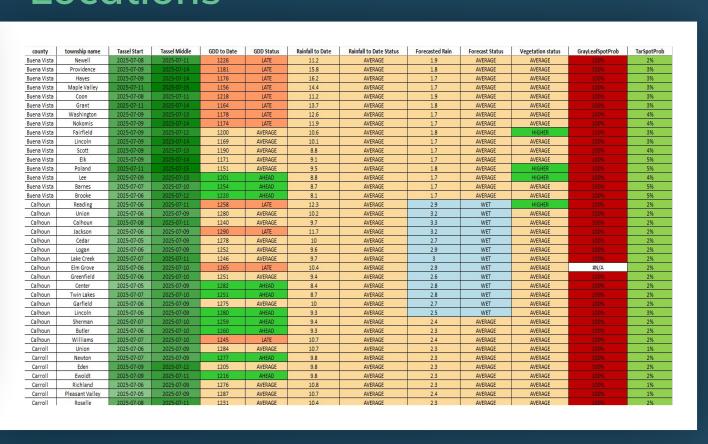


#### Disease Risk



# Map and Table of Priority Locations







# Predictive intelligence across millions of acres.

Retailers can now pivot in real-time and address crop issues before they emerge.

#### The results?

- 1. Faster response times
- 2. Increased Sales
- 3. Competitive advantage at scale



Tasseling prediction +/- 2 days in several US states



## Case Study



#### **About**

Local agricultural cooperative comprised of over 7,000 farmers and ranchers covering 9 million acres, with a network of over 75 locations and 900 employees.



Our agronomists are asking for a more holistic solution at the status change of a field. They are fatigued because it is simply too hard to review data grower by grower across various accounts. The team wants a unified solution where they can access everything in one spot to view field data efficiently."



#### Business Challenge

Every growing season introduces volatile variables that demand rapid adaptation, yet the organization currently lacks the data and agility to execute effectively. While success hinges on the art of timely, relevant recommendations, building deep sales plans with limited history and resources has proven difficult. This results in an expensive and inefficient use of agronomy and sales teams, leading to missed high-value opportunities and marketing efforts that fail to connect with growers during critical decision-making windows.



#### Solution

Territory Insights transforms agronomy from a reactive, manual process into a proactive, data-driven strategy. By automating field border delineation and crop identification, EarthDaily eliminates the need for grower-supplied data and labor-intensive scouting. The solution synthesizes remote sensing, weather data, and historical patterns to deliver forward-looking agronomic signals. This empowers retailers to identify emerging opportunities and potential risks at the grower, township, county or territory level—ensuring sales teams deliver the right recommendation at the exact moment it matters.



#### Impact - ROI

- 10%+ Growth, 5 new customers per 50 managed
- Increase Fungicide adoption from 8% to 30%
- Net Margin on fungicide is \$4 to \$6 per acre



## Territory Insights



We want to empower Ag Retailers to become indispensable agronomic partners to growers.

**Proven Today** 

**Future Release** 

Corn · Fungicides · United States

Corn · Oil Seeds · Beans · Grains

Seeds · Fungicides · Herbicides · Bio-stimulants

North America · Europe · South America



# Call to Action

- Define your Territory
  - Geography, crop of interest, time of interest (in-season or historical)
- Who needs to be involved next?
- Next Steps
  - Process to move forward
  - Timing





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