



# SAP Grower Management for Perishables by Vistex

End-to-end solution for tobacco leaf buyers



## Manage your procurement process in the growers' fields

Streamline processes from campaign planning through settlement

Enhance visibility, save time, reduce risks

Digitize or automate the grower contracting process

Benefit from seamless integration to SAP ERP core modules



**Single Source of Truth**  
to correlate pricing and grading



**Deep Insight**  
into grower performance

## Features

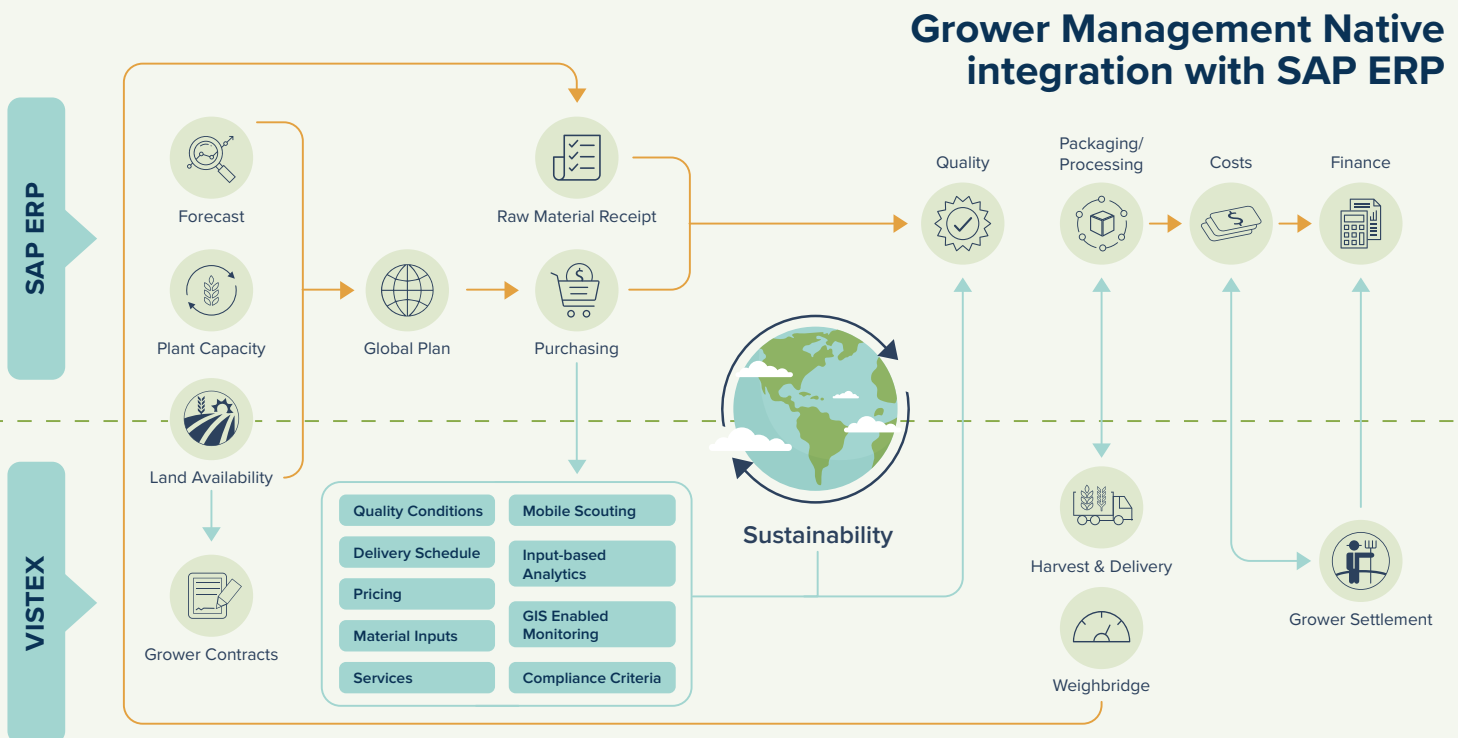
- Campaign Planning:
  - Select suitable growers, fields and tobacco varieties based on historical KPIs
  - Set up system agreements that contain all contractual obligations, price conditions, quality parameters, validity and settlement periods
  - Complete farmer's financial strategy setup:
    - » Link defined farmer services, seeds and supplies to sales orders through grower contracts
    - » Track monetary advances
    - » Calculate grade-based pricing
- Contract Management:
  - Gain flexibility in contract setup using specialized functionality for collaboration between Buyer and Grower
  - Create contracts from a mobile application
  - Integrate with digital signature tools

- Record net weight and grade of bales with corresponding traceability information (origin, variety, season, etc.)
- Leverage mobile application integration for scouting and quality control of operations in the growers' fields
- Automate settlements by clearing documents for defined periods and setting the purchase status to 'ready-to-pay'

- Control field operations and efficiently manage your sustainability initiatives with seamless integration of SAP Farm Management by Vistex

## Benefits

- Retain full traceability of purchased tobacco leaves
- Respond quickly and precisely during your campaign by maintaining insight into growers' crop rotation information, diseases scouting and field operations follow-up
- Reduce costs of sourcing tobacco leaves by decreasing contract administration time, facilitating improved approval processes, and aligning contracted quantities to factory demand
- Leverage performance data to optimize campaign planning based on historical field contracts, and quantity and grading of received tobacco leaves





# SAP Grower Management for Perishables by Vistex

A Complete Contracting and Management  
Solution for Progressive Agribusinesses

## Solutions for SAP

### Innovative solution extensions for SAP software.

SAP resells these applications under the following names:



SAP Grower Management for  
Perishables by Vistex



SAP Grower Management for Perishables  
by Vistex for SAP S/4HANA

## About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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[info@vistex.com](mailto:info@vistex.com) | [www.vistex.com](http://www.vistex.com)