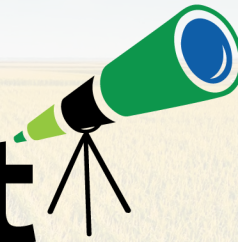


VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

April 2024

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What is Your Relevance?

By Michelle Blomberg, President/CEO - michelleb@agvantage.com

My newsletter this month begins with a story from Paul Hawes, CFO at AgVantage Software.



Paul: "I had a meeting with Michelle around the end of last year. I tried to explain to her that I was feeling my "importance", my usefulness, my worth, diminishing. And probably rightly so as we bring in amazing new and younger people to begin leading AgVantage.

She didn't seem surprised, didn't even question what I was saying, almost like she expected me to come to her. That's when she said, "Paul, I think the word you're looking for is "relevance". You're questioning your relevance."

The rest of the employees can "thank" Paul :) for the inspiration that triggered the assignment I gave them for the AgVantage Software 2024 Annual meeting – "What is your Relevance?"

Each employee was asked to send me their response to that question, and like any question you ask of 53 people, you're going to get many reactions. Some gave me a very funny, almost like they wanted to flip me off, facial expressions. Some wondered if I was questioning their talents and worth. Many said it was very hard to do because it made them feel like they were bragging about themselves. And some, believe it or not, said they love it when I give these assignments as it forces them to dig deep outside of their comfort zone. Regardless, every single person sent me their response – from a single word to a four-page essay. And so, like I told them, I feel like I could write a thesis on this topic – "Relevance in the workplace, from the eyes of the Employees".

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"...see what drives them to continue to be relevant in our company and our industry."



A few of my favorite things they said!



Together, we leverage technology and creativity to streamline processes, empower users, and surpass expectations. In doing so, we redefine what's achievable and reaffirm our collective relevance in shaping a brighter future for all. **Dylan McGreevey, Software Developer**

I believe the way to stay relevant is teamwork. From Management, Operations, Support, Development, throughout our entire company we all work together with one goal in mind to provide the best customer service. **Tim Machutt, Vendor Relations**

Heck, bringing toilet paper to the bathroom is relevant, especially to the next person to walk in there. **Theresa Willems, COO**

"Relevance to me, is earned, shown, and nurtured through one's willingness to grow, serve, and stay humble and kind." **Jolie Voss, Service Representative**

"Curiosity keeps us engaged, builds relationships, challenges us, and helps us grow personally and professionally." **Jason Schneider, Communications Director**

Throw ego and pride out the window. It's OK to not try to be the "best" at something - it's OK to just bring "something" to the table as long as that "something" benefits the company, or customers, or our colleagues. **Jerome Sprecher, Software Developer**



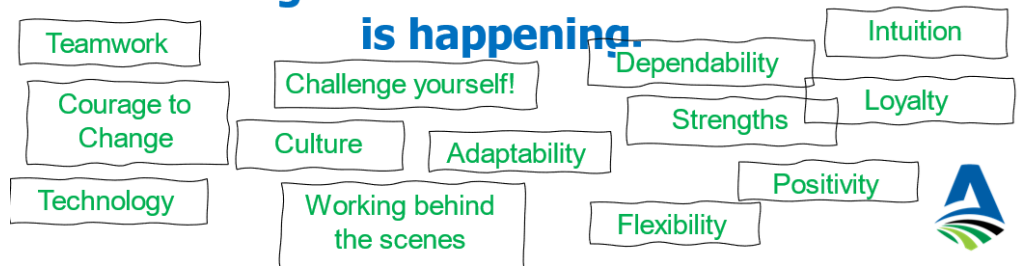
When I began my three-hour (yikes) presentation to them on this topic at the AgVantage Annual Meeting a few weeks ago and revealed their responses, I touched on each one of them and what they wrote to me. Some found their relevance in the “weeds” where they prefer to work behind the scenes. Others found their relevance in their experience and what the years have shown and taught them. Still others found it in their ability to coach and teach the new people at the company. Many found it in the relationships they’ve developed and numerous found it in innovative ways. Wherever they found it, I wanted them to know that each person is what makes up the amazing puzzle that is AgVantage Software. The company would not be who or where we are today without them!

I took all their responses and created this image. This is such a perfect way to show the employees of AgVantage Software what they mean to the company and, it helped me see what drives them to continue to be relevant in our company and our industry.



Relevance – The degree to which something or someone is useful to what is happening.

Paul’s final words in response to the question: **“I love this company and have for 45 years, especially the last 25 years. And I’ll do anything to help this company. That’s what I’m really concentrating on now, to help everyone. Trying to be useful to what is happening every day. I have a mission!”**



Kicking off our 48th year of business, I realize you have many choices for software providers. I will do my best, each and every day, to assure your happiness in your choice of AgVantage® Software as your Agri-Business System Solutions.

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AgVantage 2024 National Conference

By Lisa Sick, VP Marketing & Conferences - lisas@agvantage.com

AgVantage 2024 National Conference
June 19-21, 2024 Radisson Blu – Mall of America

We're excited to announce that Registration is open! We will be returning to the Radisson Blu at the iconic Mall of America. Get ready to immerse yourself in a world of inspiration, learning, and networking with industry leaders from across the country for our "Teaming up with Technology" themed event. View our event page on our website or with the link below and register now!

Registration: The price for a ticket to this awesome 2 ½ days of conference learning, networking, and fun has increased along with the fees for labor, streaming, meals and space. We have several excellent business partners sponsoring to help us keep your cost down.

Discounts are available when you send three or more people from your company, register by May 22, and/or ask us to use your AgVantage Dollars or AgVisor funds. No need to pay at the time of registration, (it might even say it is free), instead, we will bill your company account to take advantage of these discounts.

Hotel Rooms: Reserve your guest rooms at the Radisson Blu at a group rate of \$179 by May 22, 2024. That is when our room block expires. After that date, all rates will increase. Use the link on our website for online booking or you can call (952) 314-5116 for hotel reservations asking for the AgVantage National Conference group rate.

Agenda: See the overall agenda below and on our website, and see a more specific agenda within the registration tabs. You can also use the tabs within registration to bookmark the sessions you plan to attend. As you register, that will tell us which days and evening events you will attend, and if you are bringing a guest, so we have accurate numbers for meals and space.

Tuesday June 19, 2024

Opening Ceremonies 6:30 – 8:30 pm Radisson Blu Sky Bridge



Get checked-in for the conference, enjoy food, beverages, and the Opening Ceremony to the AgVantage 2024 "Game On - Teaming up for Technology" Conference. Meet our Sponsors in the Sky Bridge and join us in the Lakes Ballroom Foyer.

AgVisor Customers: If you are part of the AgVantage AgVisor Program - plan to meet from 4:30-5:30 pm in the Cedar meeting room.



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Newbie Orientation is for all people attending an AgVantage National Conference for the first time. Join us in the Harriet Meeting Room from 5:30-6:30 pm.

Wednesday June 19, 2024

The lineup is stacked with power hitters that know how to swing for the fence, and don't often share their playbook.

Michelle Blomberg, CEO of AgVantage Software

Michelle will share her stories of the amazing team culture at AgVantage Software.



Ross Bernstein, Author & Business Speaker

Ross is a best-selling author of nearly 50 sports books, and is an award-winning peak performance hall of fame business speaker. He has keynoted conferences for Fortune 500 companies on all seven continents and has been featured on CNN, ESPN, Fox News, and "CBS This Morning," as well as in the Wall Street Journal, New York Times and USA Today. He will share with us "The Code" that identifies success in sports and the correlation to success in business.

rossbernsteinspeaking.com

Throughout the day on Wednesday, the AgVantage team and guests will share the latest technology in all aspects of AgVantage software, services, and interfaces. There are multiple tracks and sessions running simultaneously:

- Accounting Track – Overview, Accounts Receivable, Customers, Items, Taxes, & Inventory Control.
- Grain Track – Overview, Roundtable discussions, EDGE Grain Management, Trades, Reporting, & more.
- Energy Track – Overview, Setup, Customers, Tanks, Making Deliveries, & Mapping.
- Agronomy Track – Overview, Farms, Fields, Orders, Plans, Dispatching, Application, & POCKT.
- Seed Track – The Seed Year in Review.
- Attend the session on "Making the transition to EDGE" if needed or,
- The CRM, eDocuments, Document Transfers, & POCKT session will be great too.

Wednesday Evening: Game On!

Dress like an Olympian or wear your favorite team jersey and join us at the Parkview Event Center in Nickelodeon Universe in the Mall of America from 5:30-9:00 pm. We will have food, beverages and play games that could earn you a medal spot on the Olympic podium. Fun for everyone!



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Thursday June 20, 2024

Thursday's starting lineup features "**Sideline Interviews with the Pros**" as you get to "Meet the Pros" and hear from others in the industry about topics like: Security, Credit and Collections, POCKET, BuyPad, going from Legacy to EDGE, the AgVisor program and more.

The AgVantage team and guests will continue to share simultaneous sessions on the latest technology in all aspects of AgVantage software, services, and interfaces:

- Accounting Track – EDGE Invoicing, Contracts for AR, Energy, Agronomy, everything except Grain in this session, plus: General Ledger, Accounts Payable, EDGE Credit & Collections, Payroll, and Patronage.
- Grain Track – Tracking and Processing Loads, Sales Shipments, Settlements, Going Paperless, eDocuments, eSignatures, Payments, Inventory, DPR, Merchandising, EOM Valuations, & the new BuyPad.
- Energy Track – Invoicing, Contracts, Tank Monitors, Texting, Inventory, & great Q/A sessions.
- Seed Track – B2B Connections and Best Practices.
- IT Track – Features special guests on a panel, from IBM, from Cyber Security & other open discussions.
- Also a session on Connecting AgVantage Files and Reports to Excel documents.



Defense Wins! Let's Talk Security with David Anderson, Clifton Larson Allen LLP. David will discuss this hot topic during the IT Track, but everyone should know about the best defense for your business and your team around security and protection.

Thursday Evening Dinner Cruise on Lake Minnetonka

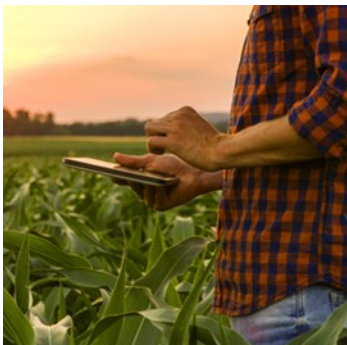
Join us for a delightful dinner cruise on a luxury yacht while the captain and crew share stories of the lake, point out beautiful estates and navigate the shores, many bays and islands of Lake Minnetonka's 114 miles of shoreline. Experience one of Minnesota's most famous 10,000 Lakes.



Friday June 21, 2024

Friday's format is new this year, we are keeping all tracks together to team up with technology in every aspect of business.

Theresa Willems will lead the lineup bringing her A game to talk about her team "Teaming up with Technology".



Chalk Talk: Utilizing Your Tech Tools. Theresa will invite key players to the stage for a "Chalk Talk" where they will help you "cover all the bases" by walking through the tech tools you should have in place for you customers, staff and board of directors.

You will have the opportunity to evaluate how you are "teaming up with technology" in each area of your business. They will help you update your playbook with plans for EDGE 2.0, PULSE, ASK, and other technology for your business.

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Friday Morning: Keynote Speaker

Erin Mies of People Spark Consulting, "Teaming Up Through Change"

In this session, Erin will teach us how to effectively communicate with our team members and to help each other through changes in new technology.



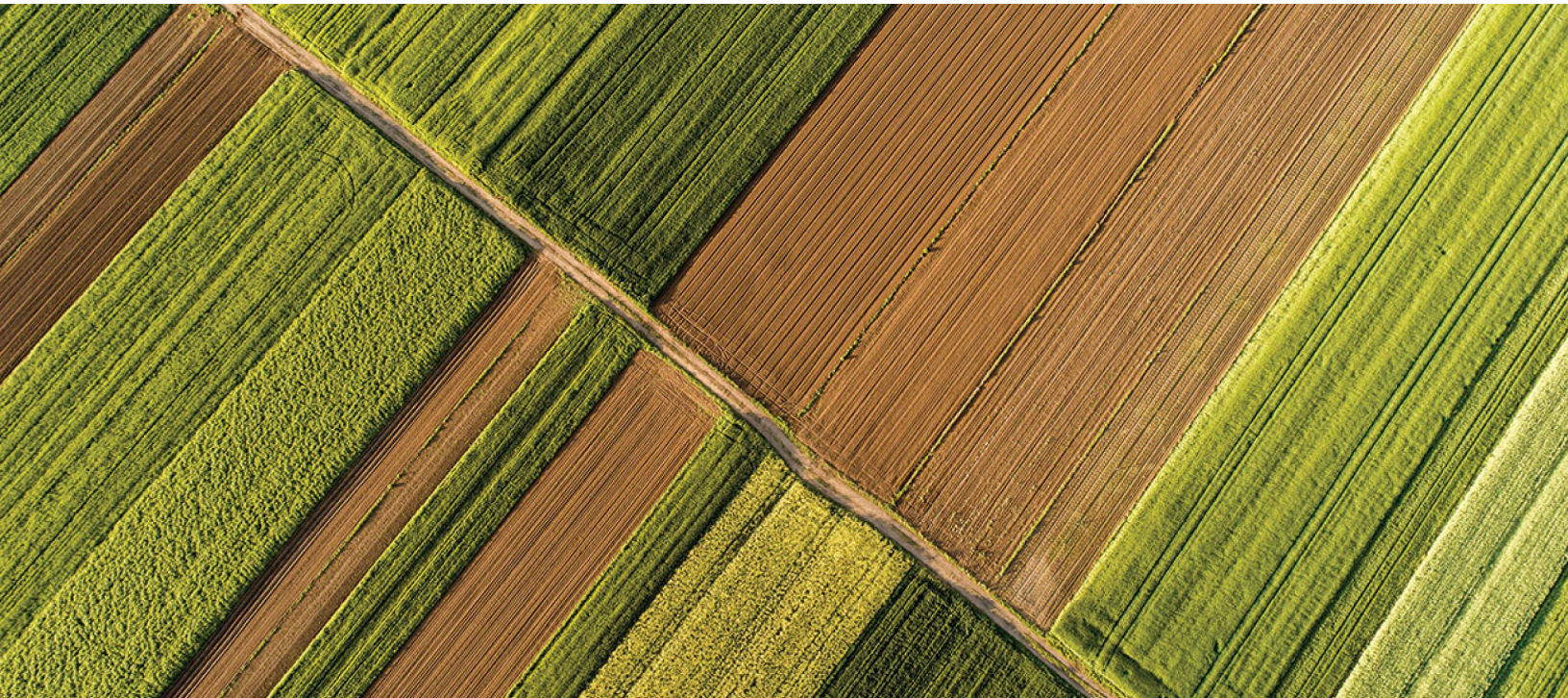
Closing Ceremony

Don't leave yet! We will gather for one last session to evaluate the event and have our "Closing Ceremony".

We hope you join us for the entire conference, but if just part of it fits your schedule, we are grateful for that as well.

We look forward to seeing you soon!!

Thank you to our GOLD Level Sponsors





Upcoming eTraining Class Schedule

By Elise Musall, Customer Services Specialist - elisem@agvantage.com

Hello everyone!

Here is an overview of our upcoming month’s eTraining class schedule **. Please take a moment to view our eTraining calendar via the link below and follow directions to register for any of our eTraining classes*.

https://www.supersaas.com/schedule/agvantage/AgVantage_E-Training_Schedule

Please email elisem@agvantage.com or support@agvantage.com for any questions or concerns about eTraining.

Tuesday 5/8

10am—12pm CST

Emailing Grain with Electronic Signatures

2pm—4pm CST

Grain End of Month Valuations

Wednesday 5/9

2pm—4pm CST

Edge Grain Customer Portal

Wednesday 5/15

2pm—4pm CST

eAgVantage: Commodity DPR

Thursday 5/16

10am—12pm CST

Grain Discount Schedules

2pm—4pm CST

eDocuments

Wednesday 5/22

10am—12pm CST

Edge Inventory Costing & Reading Reports

2pm—4pm CST

Patronage Distribution

Thursday 5/23

2pm—4pm CST

AgVantage V8.1 & Edge—New Features

*eTraining fees may apply. Please see the Training section via the link below for single class rates or to sign up for company wide monthly/annual subscription options.

<https://www.agvantage.com/Services.html>

**Classes are subject to time and date changes. Anyone already registered for a class will be notified on a time or date change.



Update on New Software Releases

By Tim Underwood, VP Development - timu@agvantage.com

AgVantage strives to meet your agribusiness needs by updating our software platforms on a regular basis. The following is a list of the various AgVantage software platforms and the many new software releases.

Accounts Receivable

User defined credit terms on statements (617714)

eAgvantage ePayments

V81 Authorize.net interface for web pay (531327)

Edge Admin

Allow copy users to continue to setup user if all licenses aren't available (554117)

Edge Accounts Receivable

Flag item to allow zero unit price and EI to use that flag (492511)

Add CSV option for finance charge report (611416)

List unsent ACH detail (615304)

Item sales by manufacturer report (617822)

Edge Patronage

Update after estate check run (493274)

Common stock voting report to CSV (616090)

Edge Invoicing

Use grain contracts and update grain DPR (485192)

Add price discount % in item entry (612895)

Change billing price on line item going to booking or prepay contract (616181)

Apply state and county Code from agronomy order to invoice header (624079)

Enable Import->Feed if LIVEGBEA = True (627984)

Update web payment on account import to use PRSTATUS, PRPINV, and PRPBTC (629159)

Add shared grain contracts to be available (629846)

Grain

Grain pricing from AR sales - store all parts of pricing (444603)

Update Futures and Cash Prices by importing csv file (552387)

EDI file for grain inspectors - compliance compatibility throughout states (559780)

Interfaces

Live POA in REST API (606361)

On hand inventory/work order quantities - Rest API (619268)

Add Activant/Epicor interface to Edge (573460)

Agrimine PMR/GPOS rewrite phase I (605924)



POA now available in POCKET!

POCKET

Invoice Lookup and Reprint (561494)

POA (574692)

View and submit new fuel deliveries (612953)

Add year end menu for sales summary (615596)

1099-PATR PDF's available (626057)

POCKET Settings - Add to CRM index (630694)

Payroll

Resend (email) all employee paystubs for a payroll (573704)

Remember to check your PULSE for more details on these Edge product enhancements.

