ADAX COOP
The ERP dedicated to agricultural cooperatives

Dynamics 365 for Finance and Operations
ADAX COOP: the ERP ISV solution for Agricultural Cooperatives
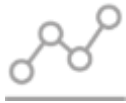
WITH

TVH CONSULTING
The ERP expert

About TVH Consulting

ADAX COOP : the Microsoft Dynamics solution for Agricultural Cooperatives

30 M€ turnover
190 employees

+130
customers

- **70%**
International projects

  - High volume, multi lingual, multi country projects

- **A single expertise**

  - ERP consulting and integration
  - D365 ISV Certified solution

- **R&D Center**

  France / Morocco

Advanced Suite of Microsoft Dynamics AX (ADAX)

ADAX CPG&FOOD

ADAX LIFE SCIENCES

ADAX COOP
for Cooperatives Farms

CERTIFIED
MICROSOFT DYNAMICS

Grain commodities

Member accounting

Agri distribution

ADAX
RETAIL &
DISTRIBUTION

ADAX
SUPPLY CHAIN
WMS / TMS

TOOLS & TECHNOS

THE LAB

INTERNATIONAL ERP

ADAX COOP: Origins

NICHE ACTORS

- Best of breed or niche solutions with Deep vertical functionality for a particular business process
- Local actors

Combine industry expertise on a robust technology platform

MAJOR ERP PLATFORMS

- General ERP solutions with vast horizontal functionalities
- Rich international eco system of partners / integrators
- Long term, stable editor

ADAX COOP

SOLUTION BUILT ON DYNAMICS TECHNOLOGY TAILORED FOR AGRI COOPERATIVES

Best of both worlds :
- Streamlined cooperative processes
- Rich, robust, ERP technology – Microsoft Dynamics
- Highest level of Microsoft certification
- Partnership approach to ensure solution evolves with clients

ADAX©

ADVANCED SUITE
FOR MICROSOFT DYNAMICS

ADAX Customer onboarding

BY

TVH CONSULTING

The ERP expert

Tailored functionalities that fit specific industry challenges

ADAX evolves with real business needs that our clients face everyday

Strong, long term partnerships with successful business cases

CfMD solution for Microsoft Dynamics

Our clients contribute to the pertinence and evolution of ADAX

Client business needs becomes priority functionalities in ADAX

We standardize & streamline these industry processes within ADAX

TVH Consulting ensures the maintenance and evolution of your ADAX ERP alongside Dynamics

Our Partners

acolyance

AXEREAL

Fleury Michon

Florette

Pierre Fabre

SAINT MACLOU

septodont

AU FORUM DU BÂTIMENT

Priméale

COOP

SUPPLY CHAIN

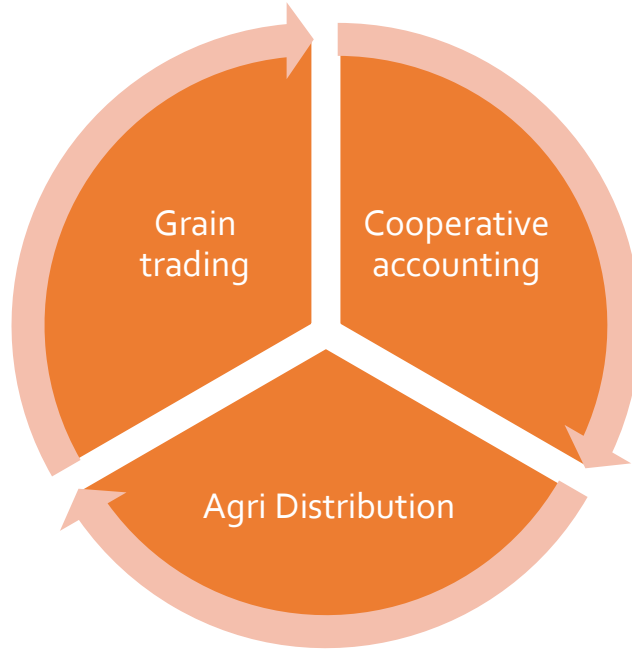**CPG & FOOD**

LIFE SCIENCES

RETAIL & DISTRIBUTION

ADAX COOP: Key Modules

Grain trading

- Purchase contracts
- Receipts in collection sites
- Configurable pricing engine
- Self-billing
- Grain storage & processing
- Traceability
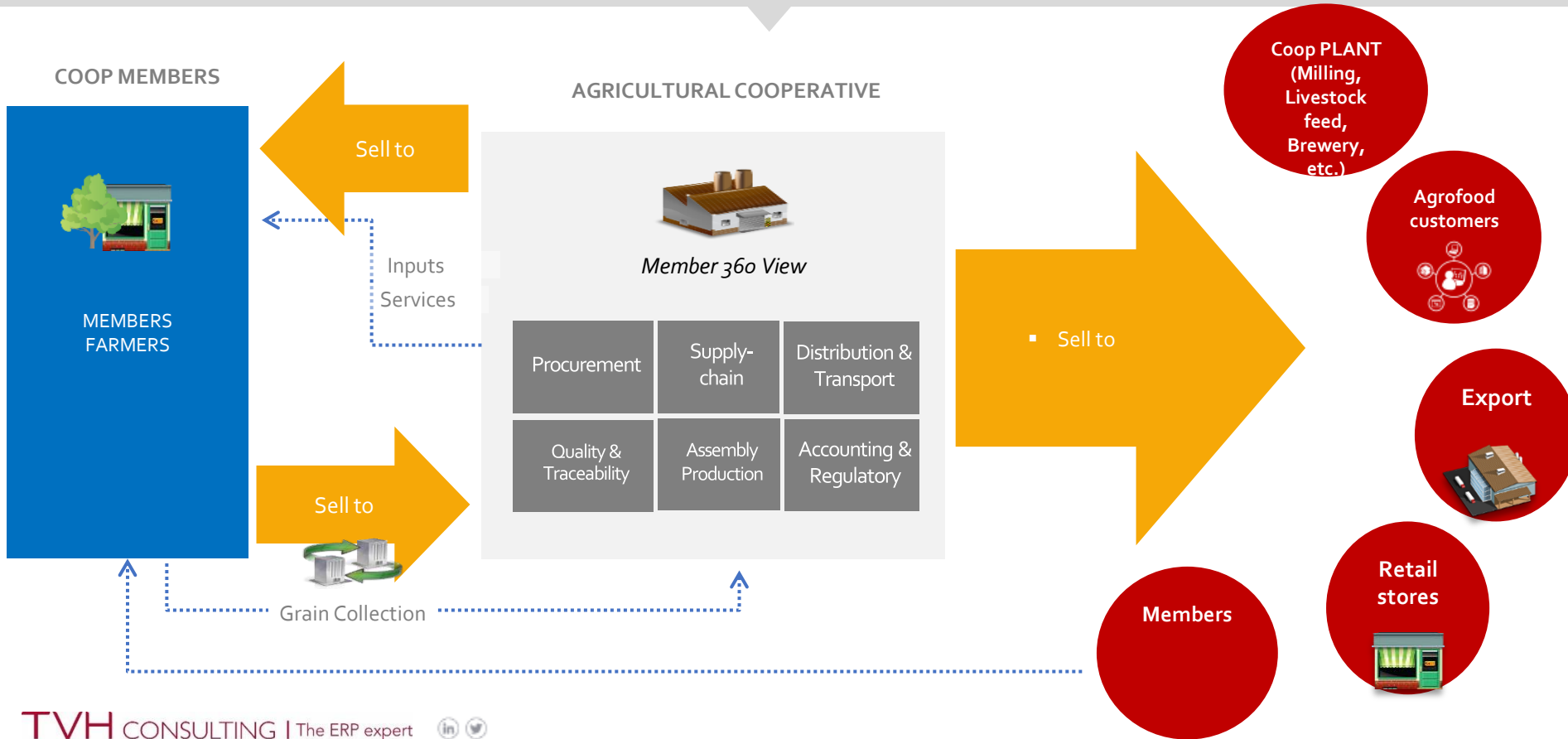- Sales contract
- Invoicing

Cooperative accounting

- Member 360 View
- Shares and Capital management
- Deposit Accounts
- Interests calculation
- Netting / offset payments
- Credit management and collection
- Statements

Agri Distribution

- Configurable pricing engine
- Products / services catalogs
- Procurement and sourcing
- Supply-chain
- Channel management
- Sales and invoicing

ADAXCOOP: Cooperative organizations flows

COOP MEMBERS

AGRICULTURAL COOPERATIVE

Coop PLANT (Milling, Livestock feed, Brewery, etc.)

Agrofood customers

Export

Members

Retail stores

MEMBERS FARMERS

Sell to

Inputs
Services

Member 360 View

| Procurement | Supply-chain | Distribution & Transport |
| Quality & Traceability | Assembly Production | Accounting & Regulatory |

Sell to

Grain Collection

▪ Sell to

ADAX COOP: Key Modules

Grain distribution

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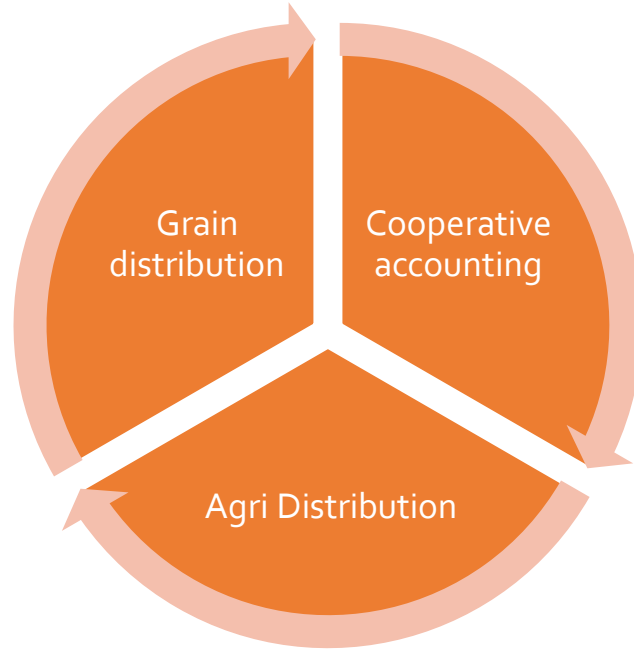
- **Member 360 View**
- **Shares and Capital management**
- **Deposit Accounts**
- **Interests calculation**
- **Netting / offset payments**
- **Credit management and collection**
- **Statements**

- Configurable pricing engine
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- Supply-chain
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Cooperative Accounting Functionalities

Financial foundation

- General ledger
- Accounts receivable
- Accounts payable
- Analytical dimensions

Cooperative member accounting

- Monitor and update capital shares
- Trace all member business and financial interactions
- Young farmer data
- Customer and supplier identification
- Activities

- Warrants & guarantees

Capital management and remuneration

- Current and deposit accounts
- Interests calculation
- Interests and premiums invoicing
- Capital management (suscription, radiation, transfers...)
- Capital drivers
  - Shares types
- Shares interests
- Dividends
- Short-term credit
- Netting / compensation process
- Member statement of accounts
- General assembly
- Tax and social charges
- Statements and reports

- **Purchase contracts**
- **Receipts in collection sites**
- **Configurable pricing engine**
- **Self-billing**
- **Grain storage & processing**
- **Traceability**
- **Sales contract**
- **Invoicing**

Grain distribution

Cooperative accounting

Agri Distribution
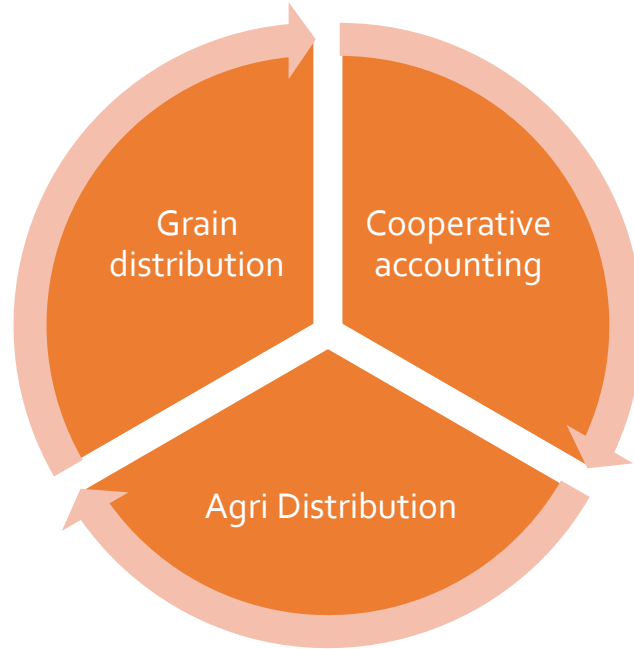
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Grain commodity trading – key features

Procurement & Collection	Inventory & Logistics	Distribution	Integration
• Member supplier data • Grain contracts / contract types and templates • Receipt slips in silos with samples and characteristics analysis • Quality / characteristics • Standard grading schedule • Standard grading calculation / standard value • Self-billing process and Invoice report • Financial schedules (premium/incentive and discount schedules, charges) • Miscellaneous tax calculation • Public and legal statements to regulatory organisms • Price addition • Rebates (end of campaign rebates allocation)	• Site structure (silos, grain bin, locations) • Inventory type (Collected, Deposit, Work order) and owner identification) • Physical and graded quantities (tons) • Quality control and traceability • Bin operations (disinsectisation, etc.) • Transfers (internal, • Transferts (internal, external) • Public and legal statements to regulatory organisms (France) • Average characteristics values (grain bin) • Shelf life of a grain bin • Mutation • Mixing	• Cooperative trading group • Customers (mills, food-industries, malthouse, export, etc.) • Destination (human, animal) with VAT calculation • Sustainability (origin, certification, etc.) • broker and commission calculation • Trade agreements • Sales contracts • Services and broker • Execution periods of a contract • Execution orders • Transport carrier appointment • Delivery • Temporary and definitive invoicin	• Member portal • EDI with partners and third-party applications • Weighbridge / Truck scale • Quality measuremenrts machines

- **KEY FEATURES**
  - Crop and harvest parameters
  - Products
  - Products categories (multi-levels)
  - Product characteristics (Humidity, proteins, etc.) and grading
  - Standard grading schedule
  - Public and legal statements to regulatory organisms
  - Miscellaneous tax calculation
  - Crop pricing (advance price, firm, addition)
  - Configurable pricing engine (price, incentives, discounts)
  - Collection contracts
  - Receipt slips in silo
  - Connection with weighbridge and quality
  - measurement devices
  - Sampling
  - Collection statement to farmer
  - Self-billing
  - Customer contracts
  - broker
  - Inventory types (Collected, Deposit, Work order) and owner identification)
  - Price addition invoice
  - Rebates

# Grain pricing and invoicing engine: example of complex multi-level pricing definition

Pricing elements	Description	Price
Base price:	from collection contract, from receipt (no contract), from trade agreement pricing conditions based on configurable criteria (company, crop, product category or product, price type, etc.)	Base price : 180,00 €/Ton
Contractual bonus:	bonus based on a contract (because anticipated contracts help the Coop for the overall planning	+ 12,00 €/Ton
Traceability form sent:	bonus applied if the farmer filled and sent the traceability form. Enables the Coop to track field/plot operations (pesticides, fertilizers used...)	+ 7,00 €/Ton
Reduction on Moisture characteristics:	based on moisture values, some drying charges apply based on a pricing (drying fees based on moisture	- 5,50 €/Ton
Reduction on Impurity characteristics	based on impurity values, some cleaning charges (calibration, screening) apply based on a pricing (cleaning fees based on impurity value ranges)	- 3,60 €/Ton
Bonus or reduction on Specific weight	bonus or reduction based on a pricing policy (specific weight bonus or reduction per value ranges)	- 2,55 €/Ton
Bonus or reduction on protein:	bonus or reduction based on a pricing policy (protein bonus or reduction per value ranges)	+ 4,20 €/Ton
Transport charges	transport charges based on configurable pricing criteria (company, crop, product category, product, delivery mode, etc.)	- 7,2 €/Ton
Contribution fees & taxes:	fees paid to external organizations (Unions, public...). A farmer can be a member of multiple organizations.	- 0,75 €/Ton
R&D Tax	Example of a tax paid for R&D investment	- 1,10 €/Ton
	Total Net price	182,50 €/Ton
Reduced VAT 10%:	Mandatory tax: only calculated on pricing elements linked to the product (here calculated on base price, contractual bonus, traceability form, moisture reduction, impurity reduction, specific weight, protein)	
VAT normal 20%:	Mandatory tax: only calculated on pricing elements linked to services (here calculated on transport charges)	

Grain pricing and invoicing engine: example

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Grain distribution

Cooperative accounting

Agri Distribution
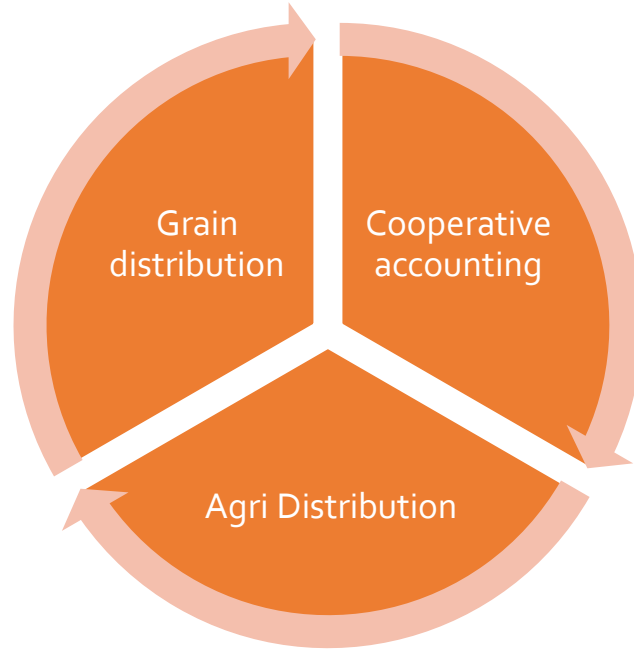
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- **Configurable pricing engine**
- **Products / services catalogs**
- **Procurement and sourcing**
- **Supply-chain**
- **Channel management**
- **Sales and invoicing**

Agri Distribution Functionalities

Master data

- Products and services (fertilizers, seeds, plant protection, pesticides, etc.)
- Catalogs and categories
- Documents and technical sheets (MSDS, etc.)
- Hazardous goods
- Batch management

Procurement and replenishment

- Manual or automatic replenishment orders
- Supplier contracts
- Trade agreement engine
- EDI framework
- Supplier rebates contracts
- Direct delivery to members
- Supplier cases and returns

Distribution

- Trade agreement engine
- Member groups and hierarchies
- Customer contracts
- Customer orders
- Supplier direct delivery
- Customer rebates contracts
- Logistical flow
- Sales authorization (plan protection products authorization)
- Water pollution tax and report statement to regulatory organisations (water agencies)
- Taxes and charges
- Specific payment schedules for young / new farmers

Supply-chain

- Radio frequency terminals for inventory operations
- Assembly
- Mixing
- Receipts and putaway process
- Transfer orders
- Picking and shipment
- Miscellaneous inventory transactions
- Hazardous goods transportation slip
- Transport route
- Control of hazardous items on classified facilities
- Traceability and batch management
- Quality process

Silo management

- Radio frequency terminals for silo operations
- Replenishment orders
- Sales cockpit screen
- Cash payment with cash register
- Sales return process
- Arrival overview and receipt in silo
- Transfer orders
- Picking and shipment
- Cycle counting and simultaneous counting
- Packing and assembly

Power Apps | Gestion des Silos

Tableau de bord des silos

Bonjour Nabil Cheurfa
nabil.cheurfa@TVHCONSULTING.com

Société: Rechercher des éléments   Silo:

S0001
MONDONVILLE
FRSI

S0002
MONTAIGUT
FRRT

S0003
DAUX
FRRT

S0004
PIBRAC
FRRT

S0005
CORNEBARRIEU
FRRT

S0006
BLAGNAC
FRRT

Type de carte: roadmap

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ADAX — ADVANCED SUITE FOR MICROSOFT DYNAMICS

cérèsia

Dans une cellule, consultation de la moyenne des caractéristiques qualité

Caractéristiques par cycle de vie

Bonjour Nabil Cheurfa
nabil.cheurfa@TVHCONSULTING.com

C00106   Site: **S0001**   Cellule: Cycle de vie:

Blé Fourrager

	Quantité totale	Quantité sans caractéristiques	Moyenne	Pertinence
HUM	27,162	27,162	13,5	100
IMP	27,162	27,162	3,2	100
PROT	27,162	27,162	11	100
PS	27,162	27,162	75	100

Dans une cellule, consultation des événements et opérations

Dans une cellule, consultation des mouvements de stocks

Transactions de stock

Bonjour Nabil Cheurfa
nabil.cheurfa@TVHCONSULTING.com

Silo: ☑   Cellule: ☑
Cycle de vie: ☑   Nature de stock ☑

10	1	0	2
Apport	Reprise	Mutation	Négoce

N° de traitement	N° de mouvement	Produit	Nom produit	Quantité	Quantité RN	Unité	Quantité RN	Silo	Cellule	Cycle de vie	Nature de stock
000007	000005	C00106	Nom du produit	28,06	27,162	T	27,162	S0001	Cellule	Cycle de vie	Nature de stock
000012		C00106	Nom du produit	0	0		0	S0001	Cellule	Cycle de vie	Nature de stock
000020	000017	C00106	Nom du produit	36	34,56	T	34,56	S0001	Cellule	Cycle de vie	Nature de stock
000037	000035	C00113	Nom du produit	29	27,792	T	27,792	S0001	Cellule	Cycle de vie	Nature de stock

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Demo : Deep Dive
Cooperative Accounting
Agri Distribution

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—
The ERP expert

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