



PRECISION AG

Data Management Service Agreement

Stotz Equipment is committed to providing our customers with the service and support needed to maximize the use of their Precision Ag equipment and keeping our customers on the leading edge of John Deere's Precision Ag Technology. To do so, Stotz Equipment is offering a Data Management Service Agreement. This is designed to assist our Precision Ag customers in maintaining and receiving the extra value out of their Precision Ag products by maintaining MyJohnDeere Operations Center or AgDNA through setup, managing data, and customer support.

The Operations Center in MyJohnDeere allows you to collect data more easily, access it more readily, and - most importantly - analyze it more effectively, from anywhere, at any time, through your entire farming cycle. You can see agronomic data in real-time, including average yield, total yield, average moisture, seeding varieties and rates, and more. The Field Analyzer tool lets you compare these layers side by side. And you can easily share planting and yield data with insurance agents, trusted advisors, and receive variable rate prescriptions from these advisors or create your own.

Location history lets you monitor a machine's location and progress over time, in addition to its current state - idle, at work, or in transport, as well as fuel use. You can also stay connected with Remote Display Access, which lets you or the dealership view your operator's display in real-time on your office computer or any wireless device. And with Wireless Data Transfer you can effortlessly send setup and prescription files to your machine in the field, and receive planting/seeding, application and yield data in your MyJohnDeere Operations Center to help you make faster and more effective decisions.¹

Through this agreement, the customer and the dealership can work together more easily, effectively, and efficiently in collecting data, monitoring machinery, and getting the most out of the technology that the customer already owns.

¹ http://www.deere.com/en_US/docs/pdfs/farmsight/MJD_spec_sheet_10_31_14.pdf

The Data Management Agreement includes the following:

Stotz Equipment's Responsibility:

- Set-up MyJohnDeere account for the operation. If an account already exists, it can be used in lieu of a new account. If there are multiple accounts, they are to be merged into one account by Stotz. After an account is setup, the password can be changed by the owner so it is secure. (Year 1 Only)
- Create field boundaries of all fields to be managed by Stotz. This will be completed by the Precision Ag Specialist online or with a Gator . Guidance lines can be created by the gator or on AgDNA if purchased. (Years 2+ only require new fields that are being managed)
- Create setup files including fields, boundaries, equipment, products, operators, and guidance lines if they exist. Setup files allow for the displays to be pre-setup with field names, boundaries, guidance lines, product varieties, etc and can allow for all displays to be set up the same. They also enable field locator. (Limited on 1800 or Command Center Displays)
- For Harvest Labs, at the beginning of each crop, the Precision Ag Specialist will perform the black and white reference and also the wave length validation.
- Import setup files into every Greenstar display on all equipment. This is to be done wirelessly if the equipment is JDLINK equipped or by a jump drive.
- Import all planting, application, and harvest documentation into operations center wirelessly or by a jump drive if not JDLINK equipped.
- Automatic Wireless Data Transfer will be set up where feasible.
- At the end of each season, all agronomic reports and field analysis maps will be printed off and put into a binder for the owner.
- Give support and training on operations center to the owner.
- The owner has 24/7 access to Operations Center.

The customer's responsibility:

- Have active JDLINK subscriptions on all equipment that is JDLINK capable and make them wireless data capable, where feasible. This may include installation of an ethernet cable. Subscriptions are billed out separately.
- Be willing to work with and provide support to the Precision Ag Specialist for boundary creation and equipment setup.
- Keep all receivers and displays up to date. This is done by the Precision Ag Specialist. Updates will be billed out separately according to current update pricing and Service Support Agreements. Also, it is recommended that every winter all displays are "wiped" clean.
- A Precision Ag Support Agreement is required

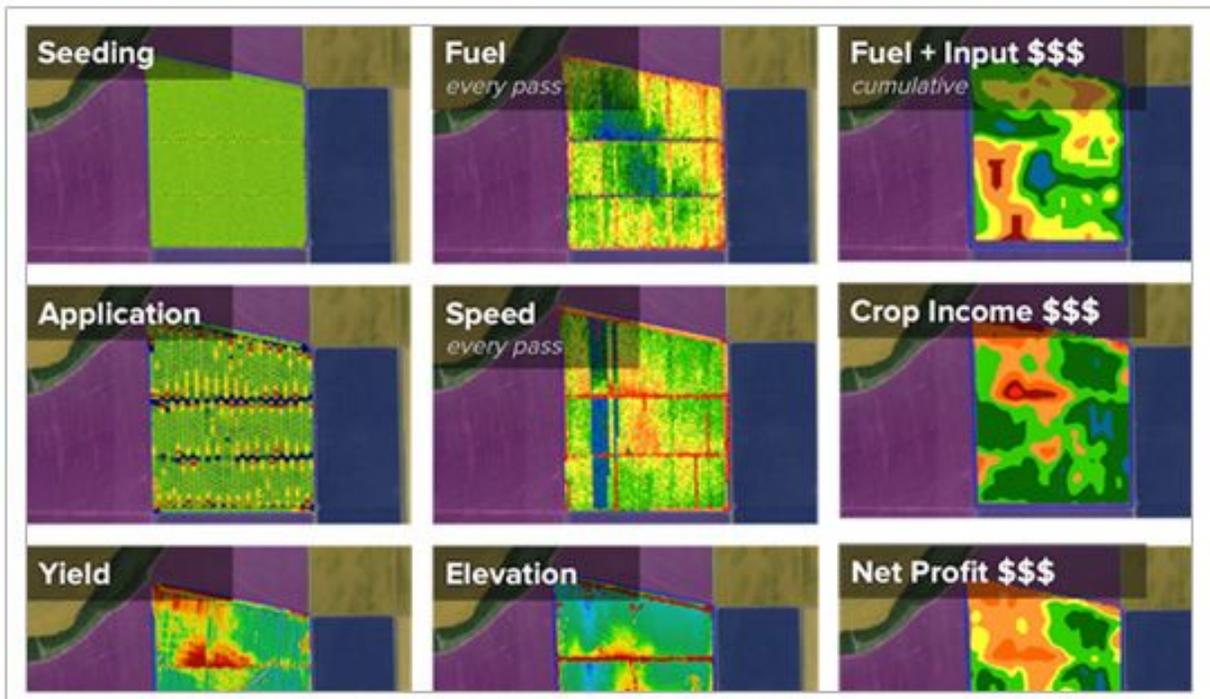
- The Precision Ag Specialist will, at the beginning of each crop, set the sensors up and calibrate the machine, but the customer is responsible to keep the sensors clean and calibrated throughout the season.

AgDNA

The life cycle of a field involves numerous activities throughout the season: tillage, planting, fertilizer and chemical applications, eventually leading to harvest. During this period tractors, sprayers and combines pass throughout the field collecting large volumes of digital information like as applied seed, product application rates, fuel consumption, engine load, elevation and yield.

Integrating directly with in-field machinery, AgDNA automatically collects, analyzes and distributes this data. Processing the information in near real-time for every machinery pass through a field the data is analyzed spatially to provide georeferenced insights for every acre across the farm.

By combining this information with a detailed product input database, then ultimately the cost of every gallon of chemical, every ton of fertilizer and every bag of seed can be automatically calculated as it is applied throughout the field.



In short, AgDNA is an intelligent platform that connects with the hardware on a farm and uses that network of data to provide growers with automated insights on yield, profitability and machine efficiency.²

² <https://agdna.com/blog/post/maximizing-field-profitability-agdna-and-the-internet-of-things/>

Satellite Images by Farm Shots

Aerial imaging provides the farms with a bird's eye view of their fields and allows them to see issues long before they are visible to the person on the ground. Not only do you see a photo, but you can see NDVI Red which is a plant health photo along with NDVI Green and a NIR photo.

Stotz is offering satellite imagery through Farm Shots. Satellite photos don't require a drone to be flown which means less time capturing the photo and more time to analyze the data. Farm Shots provides satellite images at a 5 meter per pixel resolution with a guaranteed photo per week from March to the end of September with photos throughout the off season. They also provide analysis of the photos.





Precision AG Support Agreement

Stotz Equipment is committed to providing our customers with the service and support needed to maximize the use of their Precision Ag Equipment and keeping our customers on the leading edge of John Deere's Precision Ag Technology. This agreement was designed to assist our customers in maintaining and receiving the extra value out of their Precision Ag Equipment and Products. The agreement may be renewed yearly but is not required in order to get service.

Precision Ag Support Agreement

- Unlimited access to dealer support via the phone or email
- Exclusive email alerts on latest product information
- Access to all in-store AMS trainings
- Unlimited Access to AgriSync
- Unlimited Remote Display Access Sessions
 - Requires JDLink and 2630 or Gen 4 Display
- Free use of loaner equipment in the event of hardware failure
 - Limited to displays and receivers only
- At farm software updates- 2 trips included
 - All at dealership updates included
- One at farm training for yourself and employees on any AMS topic or issue that you decide.
 - You are responsible for contacting the AMS Consultant to set up.
- All on-farm Precision Ag visits will be billed at 25% discount per hour with a half-hour minimum. Includes Apex and Operations Center desktop work.

Notes:

- All customers who do not carry a Stotz Equipment Precision Ag Service Agreement will be billed at the normal hourly shop rate for service calls provided by the Precision Ag Department
- On-farm prices are only for service calls provided by the Precision Ag Department, and do not cover service calls performed by the service technicians to calibrate, adjust, fix hardware issues, further diagnose Precision Ag issues, etc.
- All hardware-related issues will be taken care of by the service department, repairs will be charged at the normal hourly rate charged by the service department. Examples of hardware-related issues include broken wiring harness, failed sensors (moisture, mass flow, flow meter, steering sensor, etc.). Other issues may apply.



Data Management

- Setup MyJohnDeere Account For The Operation
- Create Field Boundaries Of All Fields
- Create Setup Files Including Fields, Boundaries, Equipment, Products, Operators, And Guidance Lines
- Import Setup Files Into Greenstar Displays On All Equipment
- Import All Planting, Application, And Harvest Documentation Into Operations Center
- Print And Review All Agronomic Reports And Maps
- Give Support And Training On The Operations Center



\$_____ per acre

Agdna

- Financial Reporting Per Acre
- Management Zones
- Automatic Inventory Management
- Advanced Agronomic Insights
- Multiple Layer Mapping
- Advanced Prescription Map Creation Off Of Management Zones
- Create Prescription Maps From Satellite Images



\$2.00 per acre

Satellite Imagery

- NDVI, NIR, And RGB Images
- Guaranteed Weekly Image From March 15th – Oct 30th



\$2.00 per acre

Precision Ag Support Agreement

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\$1000 first display, \$50 each additional



FLEET & EQUIPMENT OPTIMIZATION
(Powered by Leaf)

Always know what is going on with your Equipment and Crew. Check up on production with updates on your equipment and crew with in seconds.

\$_____ per acre

I have read and accepted the terms and conditions of the Data Management Agreement and/or the Service Support Agreement.

Name _____

Email _____

Signature _____

Salesman _____

Date _____

Payment Options:

Package _____

-

Number of Acres _____

- Payment in full

- 12 Monthly Payments through Stotz

Equipment

Pro Package: Includes Data Management, AgDNA, Satellite Images, and Support Agreement

\$8.00 per Acre Plus \$1000 for Support Agreement

Add Harvest Lab- \$1.00 per Acre

Basic Package: Data Management Only

\$4.00 per Acre Plus \$1000 for Support Agreement

Add Harvest Lab- \$1.00 per Acre

Custom: AgDNA Only, No Onsite Support

\$2500

Custom: Satellite Images Only, No Onsite Support

\$2.00 per Acre

Custom: Support Agreement Only

\$1000 for first display, \$50 for each additional display