Vantage Point

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CUSTOMER SERVICES DEPARTMENT UPDATE
SOFTWARE RELEASES—SOURCES
& DECISIONMAKING PROCESS

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Welcome to 2015! It's still mind boggling how fast 2014 blew by and as full of excitement and change as it was, I'm anticipating much more of the same for 2015!

As you all know in life, change is inevitable and at AgVantage Software, change is constant – how's that for an oxymoron? Virtually every week of the year, we release to you enhancements to our software, some are small in nature, some large and quite extensive, but no matter what the nature of this enhancement, it's all in the name of making AgVantage Software better for our customers.

We are often asked how we determine what requests make the transition from idea to reality. As with a lot of other things, this process and evaluation also changed too in 2014.

The first items that make our list each year come from our National User Conference in June. At our conference and for about a month after the conference wraps up, our customers are asked to vote on the top features discussed in our Customer Driven Development sessions and vote as feedback on which ideas they would like to see added to our software packages. We tally the votes and each year, and the top 2 or 3 items from each class make the Best of the Best list, and those ideas are designed, coded and released during the upcoming year.

The second source of enhancement to our software comes from regulatory requirements. A certain state might require a change to Agronomy Shipping documents for example, so those changes become part of our package in order for our clients to stay compliant in their area of business. Of course, each year, there are regulatory changes needed for payroll end of year reporting, 1099 reporting etc, which we also add to make sure we keep you in compliance in those areas as well.

The third source of enhancement has long been a part of our business operations, but in 2014, we made a change internally on how we handle such requests. Before this change was made, if you placed a call into support or were working with someone from AgVantage, it was left up to the person you were working with to determine if the idea you suggested went any further. While that wasn't a bad way to do things, we found that a lot of 'stuff' was getting into our software package that maybe didn't always give either us or our customers the most bang for the buck. Now, each week, those calls go through what we call our Eval process. Since the inception of this process, Chuck, Bonnie and I meet virtually every week to review the calls that support or installation staff have deemed an idea for us to consider adding to our software packages. We meet and weigh pros and cons of the suggested change, asking ourselves if this feature will be beneficial to a lot of customers, or maybe just a few. We also base our decision on whether a particular call makes it to the next level of design if we have had multiple customers asking for the enhancement, or if it is something unique to just one customer. While it still isn't a perfect solution as sometimes it is disappointing to those who have had requests in that we deny for various reasons, we feel that we have a much better overall control of the enhancements we approve and release so we can keep our development team focused on the things that matter most to our customers.

I hope this gives everyone a bit more insight into some of the inter-workings at AgVantage and what we do to keep our software changing and evolving effectively for our customer's needs. Have a warm, pleasant and safe winter!

- Theresa

2015 AGVANTAGE EXECUTIVE CONFERENCE UPDATE
THE RHYTHM OF THE FUTURE
LORI CAMPBELL, CONFERENCE MANAGER
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Nashville Executive Conference, March 18-20, 2015
$100 Early Bird Discount ends February 1st

Come join us! Registrations are very strong for Nashville. We are excited to have many of you with us for "The Rhythm of the Future." It will be well worth your time with opportunities to see new technology, drive your ideas for the future, and to network with leaders in our Agribusiness community. We have a tremendous group of presenters: experienced customers, AgVantage Management team, and others from the Agribusiness industry. If you still haven't registered, there's still time, but don't wait too long since the $100 Early Bird Registration Discount ends February 1st. The conference brochure and on-line registration are both available at www.agvantage.com

Don't delay if you still haven't booked your guest room at the Renaissance. Hotel reservations are getting tight—especially if you are planning to stay over the Saturday night after the conference. Downtown Nashville has one of the tightest hotel markets I have ever seen. As of today, we still have enough guest rooms for the main conference dates. Please call me if you are having a problem with your reservation. The Renaissance Hotel's reservations line is 877-901-6632. You may also book hotel rooms from our website.

For attendees staying over the weekend, on Saturday morning, I will be leading a group over to the Country Music Hall of Fame at 9am. Your afternoon could include one of many bus tours, a downtown walking tour, or relaxing and visiting shops and venues along Broadway. Live music starts at many honky-tonks at 11am or Noon. More detailed information will be emailed to conference attendees.

Country Music Hall of Fame Museum

SAVE THE DATE!
**AgVantage National Conference &
User Exchange in Minneapolis
June 17-19, 2015
Pre-conference surveys will be emailed soon.**

Come see AgVantage Software at the Minnesota Grain & Feed Assoc. Trade Show.
Minneapolis, MN—Downtown Hilton, January 26-27
Visit with Michelle Blomberg, Valerie Ahlers, and Tim Machutt!

Support Department: Quick Note on Electronic File Transfers

To eliminate the "symbol" at the end of your file, open your file transfer icon, click on details to the right of File, then click on details to the right of ASCII and "uncheck" the 3rd box-Include End of File Indicator. Be sure to Save. You should not have to fix the file each time.

If you have any questions, please call or e-mail support and we can walk you through it.

- Valerie Ahlers, Customer Services Representative

SECURING YOUR COMPUTER SYSTEM
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When you leave work for the night, what is the one thing you do after you walk out the door? Probably check to make sure the door is locked behind you. We lock our office doors, we lock our car doors, and some even lock their house doors. Most companies even have motion sensor alarms for the office. When you leave, are you really locking your office doors, or should you just leave them standing open?

If you don't think about security on your network or your systems, you might as well be leaving them open. That is what you are doing by not thinking or doing anything about system or network security. Most will say, 'I'm not big enough, they wouldn't want anything from me'. While you may be right, if you are an easy target, you are big enough. Cyber criminals like the easy targets, it is quick money for them. While you may think you don't have anything, you do. You have data, and that is what is valuable. We have Social Security numbers, we have names, **WE HAVE DATA**.

The only cyber crimes that make the news are the huge ones, such as Sony, Target, or Home Depot. However, there are others happening all of the time. They happen from inside the office, across the street, across the country, and across the World. You used to only have to worry about people from the outside getting in. Now you have to worry about people on the inside just as much. It isn't to say that someone in your office is meticulously planning on how they are going to steal your data, but how vulnerable are they to a hoax? If someone sent them an email saying that they needed to update their password, would they click on the link? If you say 'no one in my office would', I would have to bet against you. I imagine that we could find at least one person who would click the link and give up their current information. Then what?

That is where you need to make sure the person that just clicked on the link doesn't have authority to look up Social Security numbers. Do you know everybody in your office that can do that? When was the last time you checked to see what authority people had? When was the last time you checked to see if every user ID on your network still worked for the company? Or the better one, how many profiles are for people who have left the company, but because 'it is easier' and their replacement or someone else is using that profile?

Security is something that has taken more sleep from me than I care to think about. I fight with it all the time. You have to make it so that the data doesn't get into the wrong hands, but you have to make it so that the right people can use it. It doesn't do any good to make something secure, if the people that need access to it have to go to those who shouldn't, for help. On the other hand, if someone who needs access to privileged data can't follow the rules and 'use computers', should they really have that authority?

One thing that we implemented when we went to the hosting option for AgVantage was making user names unique. When we started, we had to come up with a way that would have the least possibilities of having multiple users wanting the same profile. There was no way we could use just first names; you know how many 'Bob's' there are in the world? We used simple first names on our development system, but we are going to be changing that. Why? Computers and dictionary programs. Like I said earlier, Cyber criminals like easy targets. They have programs that will use common names and dictionary words to try and log into systems. After you have a few thousand invalid log-on attempts for 'BOB', you know it is time to change.

The other big change was making people change their passwords. When was the last time you changed your password? Oh, you only have 1 password and you use it everywhere and you haven't changed it for 3 years? Please watch for the email from your systems administrator 'BOB' for a link to change your password. ☺

I can't give you the 'Golden Rule' for security as there isn't enough room in this newsletter! However, I can get you to think about it. So, when you leave the office tonight, you set the alarm, and lock the door, think 'Am I really locking up our data?'

AGVANTAGE SOFTWARE
NEW RELEASES AND FEATURES COMING SOON
BONNIE FOHRMAN
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New Version 8 Releases in AgVantage Software:

See our Message Board for many Product Enhancements continuously available.

Agronomy
- New warning message if items are not compatible when adding to a formula

Accounts Receivable
- New ability to Identify the crop intended use for any chemical sold
- On the Direct Pay File Maintenance added a search by customer number
- When deleting a batch of invoices include inventory transfers
- On combined statements, now shows the ACH Draft Date
- Allow the description of ANALYSIS to print when not printing fertilizer analysis

AgVantagePC Container Tracking
- Added Longitude and Latitude to the history report
- Ability to record the Longitude and Latitude for Container Tracking
- CDD 2014 Ability to set a default employee

eAgVantage Seed
- Heading now stays on the top of the first screen when scrolling multiple pages
- Drill down to plan/order on dispatch by customer

Energy
- Now allows a tank customer to be added on the contracting screen

Feed
- Floorstock now uses manufacture date to properly affect inventory balances

Grain
- Grain Priced Not Paid Report added a customer selection to the screen
- Validate the Advance Payment number on the sales screen
- Created a warning message for when the Sales Contract Bushels are changed to less than Priced Bushels
- Added option to void deferred grain check and reactivate data
- In Change Loads—validate the lot number if the Lot Interface is "On"
- Proof of Yield Report— new ability to filter Farm ID by Customer
- Contract Pricing validates addition of the final price if the flag is "On"
- Grain EOM Menu—Added commitment control to Summarize Position Detail Into Monthly Balance
- New Report of Loads Priced from Grain End of Day Pricing Menu
- Price Confirmation – Delayed Price – print futures and basis price
- New Minnesota Liens – Additional Changes

AgVantagePC Agronomy
- Now records crop year as part of the blend order
- AgLogic Interface—send VRT information
- Incompatible Items warning on Save of Blend Order
- Added a second fine line code range setting for micronutrients

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AgVantagePC Invoicing
- Now pulls agronomy PO number into invoice
- Shows Farm Plan Information when customer is loaded
- Allows changes to lot number when pulling a work order in
- Payment to specific invoices
- The ability to set a time to have your Legacy files automatically sync
- Changed the multiple payments default to cash
- Ability to pull a work order from browse work orders screen
- Ability to print ship to instructions on invoice based on a flag

AgVantagePC Seed
- Carry shipping document instructions over to dispatch
- Ability to filter size and package by manufacturer
- Saves last used manufacturer
- Ability to select price levels on seed plan

AgVantagePC Time
- CDD—Web based log in to ETA

Patronage
- Ability to run a zero check for Non-Qualified Dividend
- 1099 Combined Letters and INT letter 2014 government changes added
- Patronage Checks – update the check file with the customer number

Seed
- Report of Treatments

Software Releases Coming Soon

Edge AP Phase 2

Edge Grain Phase 1

Edge Energy Phase 1

Web Agronomy Phase 2

AgVantagePC Seed
- The ability to see salesman on seed order grid (341922)
- Add a line item discount to the item screen (341988)
- Ability to assign an order to a different location (344367)

AgVantagePC Energy
- Add aged balances to the account information screen (345533)
- Ability to see last delivery date (345926)