



Transforming
Agribusiness with
Managed Services



The Evolution of Managed Services

The concept of Managed Services isn't new, but its evolution over the past 4 decades has transformed the way companies operate. Let's take a look at where it all began and the journey it has taken to become the valuable service model it is for businesses today.

The Spark Before the Flame

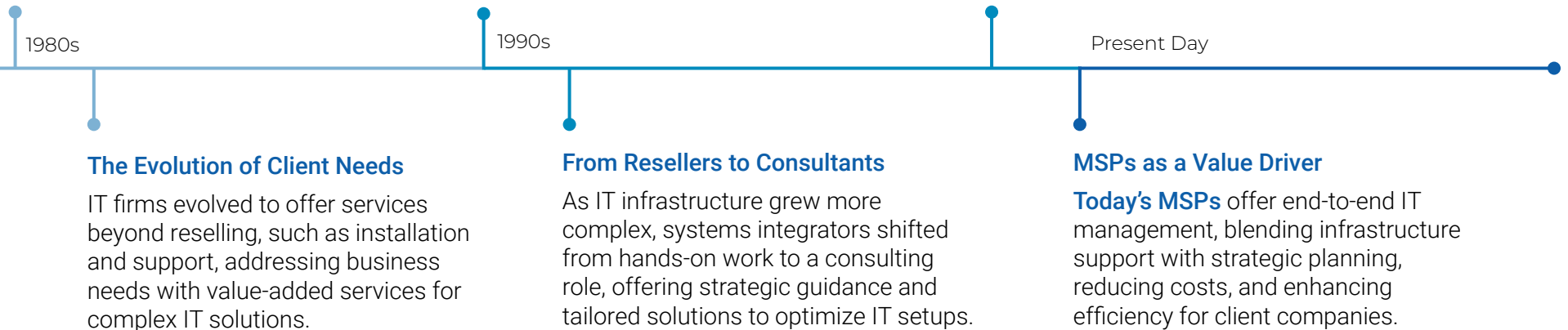
In the **1980s**, system builders began constructing custom computers for companies, providing the foundational hardware and infrastructure required for emerging IT needs.

A New Kind of Expertise

As network and internet capabilities grew in the **late 80s and early 90s**, value-added resellers evolved as well. As systems integrators, they built the critical infrastructure to connect and optimize multiple devices across networks.

MSPs in the Internet Age

The **late 90s** introduced high-speed internet, enabling IT professionals to remotely manage systems, establishing Managed Service Providers for efficient, remote tech support.



Moving Beyond Saving Money to Driving Value

Companies today are leveraging cost arbitrage in Managed Services (MS) to reduce expenses by outsourcing non-core IT functions, which eliminates the significant investment required to hire and retain an internal specialized team.

Simply put, **Managed Services has evolved from a cost-saving measure to a value driving strategic advantage.**



High Costs of In-House IT:

- Keeping an in-house IT team for every tech need is costly.
- Specialized IT talent for complex tech demands requires significant investment.

Cost Arbitrage with Managed Services (MS):

- **Cost Reduction:** Outsource non-core IT functions to reduce expenses.
- **Talent Optimization:** Keep internal staff focused on critical business initiatives.

Strategic Advantage of Managed Services:

- **Efficiency Gains:** MS can reduce costs by 25%-45% and improve operations by 45%-65%.
- **Predictable Costs:** Fixed monthly costs offer cost-effective, value-driven solutions.

Complex IT Needs & MSP Value:

- **Downtime Risks:** IT downtime costs have risen 32% in 7 years. Continuous monitoring solves this risk.
- **Downtime Impact:** 91% of enterprises estimate downtime costs at least \$300,000 per hour.

Partnering with an MSP like Farmers Edge:

- **Economies of Scale:** Access top talent and best practices at a fraction of in-house costs.
- **Scalability:** Agile response to changing market demands with specialized expertise.

A man with a grey beard and mustache, wearing a blue suit jacket over a light-colored shirt, is holding a tablet computer. He is looking off to the side with a slight smile, suggesting he is engaged in a task or reviewing information. The background is a blurred industrial or office setting.

Managed Services in Action: Success Stories

The Managed Services model is being leveraged in virtually every industry today, from transportation and retail to healthcare and hospitality. Companies are engaging in partnerships to drive digital transformation, and reduce costs.

Check out just a few real-world examples of how several well-known brands are using Managed Services to cut expenses and optimize operations, showcasing the power of cost arbitrage in a variety of industries.

Success Stories



Marriott International Expands Hospitality with Accenture

The Situation: Marriott needed a scalable finance solution to support growth and ensure consistent service, freeing resources for strategic focus.

The Solution: [Partnering with Accenture](#) Marriott reduced F&A costs, accessing advanced tech and expertise at a fraction of in-house expenses.

Outcome: Marriott achieved a 10-year cost reduction, reallocating funds to growth initiatives and enhancing agility in a competitive market.



Walgreens Boots Alliance Drives Digital Transformation with TCS

The Situation: WBA needed a scalable IT model to control rising costs and free resources for customer-focused digital transformation.

The Solution: [Partnering with TCS](#), WBA modernized IT with AI and machine learning, reducing costs and establishing a predictable expense structure.

Outcome: WBA reinvested savings into customer-centered digital services, enhancing agility and growth in a changing market.

Success Stories



Anglo American Gains Efficiency and Compliance with PwC

The Situation: Anglo American's decentralized financial processes led to inefficiencies, high costs, and compliance challenges across regions.

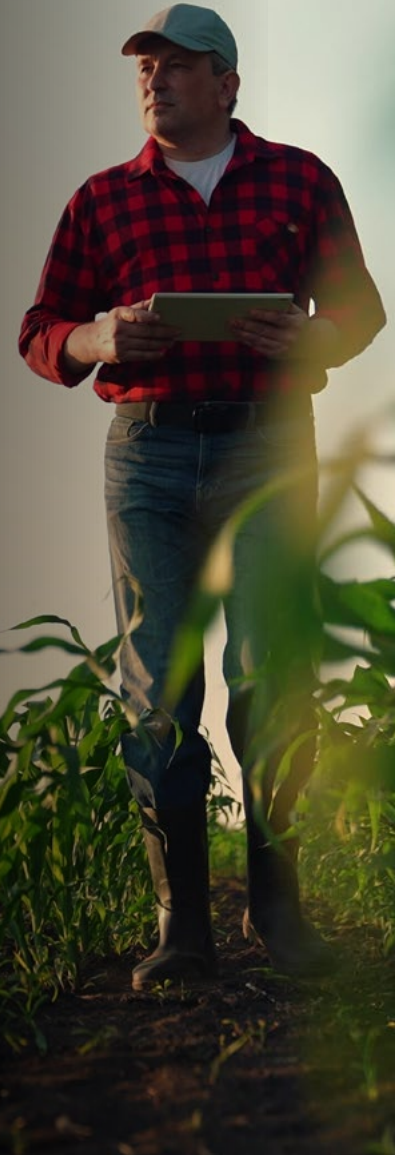
The Solution: [PwC implemented](#) a Managed Services model, centralizing F&A operations to cut costs, streamline processes, and boost compliance.

Outcome: Anglo American improved efficiency, data accuracy, and compliance, enabling a stronger focus on core business functions while reducing costs.

The Time is Now for Managed Services in Agribusiness

Agribusiness is an industry that has not fully leveraged the advantages of Managed Services.

The sector has historically relied on manual processes, legacy systems, and a centralized approach to IT. As digital transformation revolutionizes the industry, demand is growing for Managed Services partners who understand and meet Agribusiness needs, from remote support to regulatory compliance to precision technology integration.



What to Demand from an Agribusiness MSP

Specialized Agricultural Expertise

Very few Managed Services Partners possess the deep and proven knowledge required to handle ag-centric applications like precision farming and crop monitoring systems. This is critical to modern agribusiness. It's simply not enough to know the technology.

Ability to Handle Complex, Multi-Layered Agronomic Data

The vast and complex datasets in agribusiness span soil composition, crop inputs, satellite imagery, genetics, crop health, yield, traceability, and historical trends. An MSP serving this industry must be able to understand and process both business-relevant data and agronomic data across these layers.

Proven Reliability and Scalability in Real-World Conditions

With their entire operations depending on uptime and productivity, especially during critical growing seasons, agribusinesses can't risk unproven solutions.

Complex Supply Chain Support

From soil data providers and fertilizer companies to consumer goods manufacturers and retailers, the Agribusiness supply chain exposure is not linear.

50M

Acres of Data

19+

Years in Operation

200+

Innovative Tools

8.2M

Acres of Carbon Reductions

100+

In-House Experts
Agronomists, specialized PhDs & developers

Farmers Edge: Solving the Most Pressing Challenges in Agribusiness

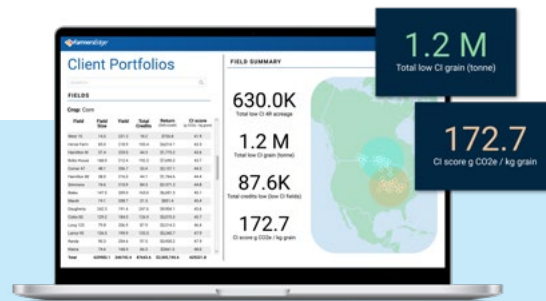
Farmers Edge is a technology company born and raised in the agriculture industry. Our comprehensive suite of Managed Services is designed specifically for agribusinesses and crop insurers.



Sustainability

Utilize our in-house tools to **measure and verify Carbon Intensity (CI)** scores for sustainable food and fuel production.

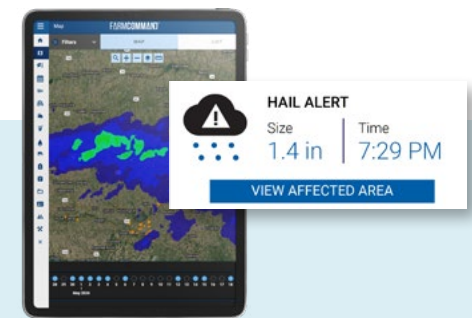
- Unique data models provide full traceability and enhance supply chain transparency.
- Supports sustainability goals, reducing environmental impact.



Farm Productivity

Boost productivity on every acre.

- Maximize efficiency with **Virtual Soil Testing, CI Scoring, digital crop management tools**, and **as-applied maps**.
- Enhance crop yields and input management with greater supply chain transparency.



Risk Management

Early risk identification helps mitigate costly liabilities.

- **Historical data** and **AI-driven insights** support underwriting, claims, and regulatory reporting.
- Valuable for agribusinesses and crop insurers aiming to reduce risk.

Farmers Edge: Solving the Most Pressing Challenges in Agribusiness



Sales Enablement

Strengthen sales with **CRM insights** and **in-season digital tools**.

- Integrates API models and remote sensing for streamlined supply chain management.
- Enhances customer interactions and uncovers new business opportunities.

Cost Reduction

Reduce operational costs by up to 50% with Farmers Edge's digital ag services.

Leverage **CI scoring dashboards** and **FarmCommand®** to cut tech maintenance expenses.

- Achieve faster market entry with scalable, lower-cost solutions.





What Will Farmers Edge Enable in Your Agribusiness?

It's time to unlock your potential. Our unique and blended understanding of data, technology, and agriculture puts us in a class all our own. We're not just a service provider. **We're your fractional technology R&D partner.**

Not sure where to begin? Connect with the specialized team at Farmers Edge to explore your technology needs and uncover growth opportunities tailored for your business. Visit farmersedge.ca to learn more.



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