



IsoMatch FarmCentre

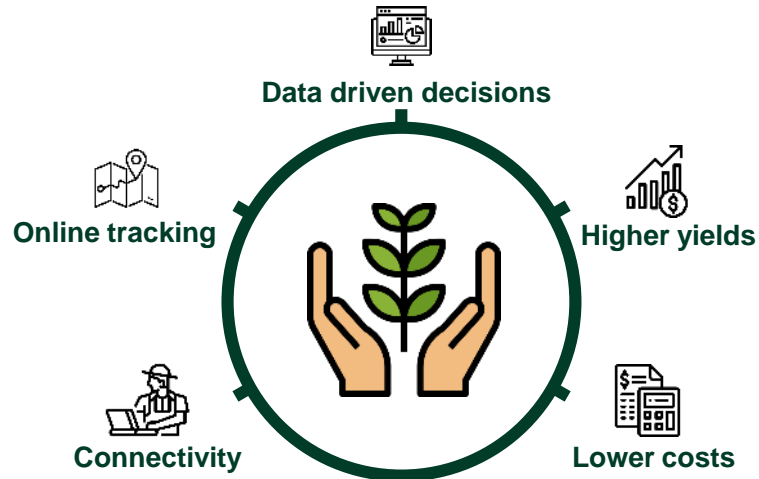
Sales and Marketing Information

Anna Barsukova, 17-07-2020

What do farmers need?

Market landscape:

- **Strict regulations** of tracking agricultural tasks
- Trend to **maximizing profits** VS yields
- **Climate change**, hard to predict weather
- Technological **advancement**



IsoMatch FarmCentre

Available for GEOCONTROL® 1.06.1.1 and higher on IM Tellus PRO



- **Telematics** solution (telecommunication & informatics)
- **Developed in-house** by Kverneland Group Mechatronics
- The gateway to **share data** between the implement, terminal and a web-based program for PC
- **GDPR holds**, farmer owns the data

IsoMatch FarmCentre unlocks the value



IsoMatch 
FarmCentre

1

Easy to Use

Intuitive interface that is easy to navigate

2

Supports Decision Making

Optimise usage of machine and implement and make decisions based on historical data

3

Gives me Peace of Mind

Every detail is recorded in the system, from alert history to finished tasks

4

Saves Time

Increased efficiency as less time is spent on administrative task

5

I'm in Control

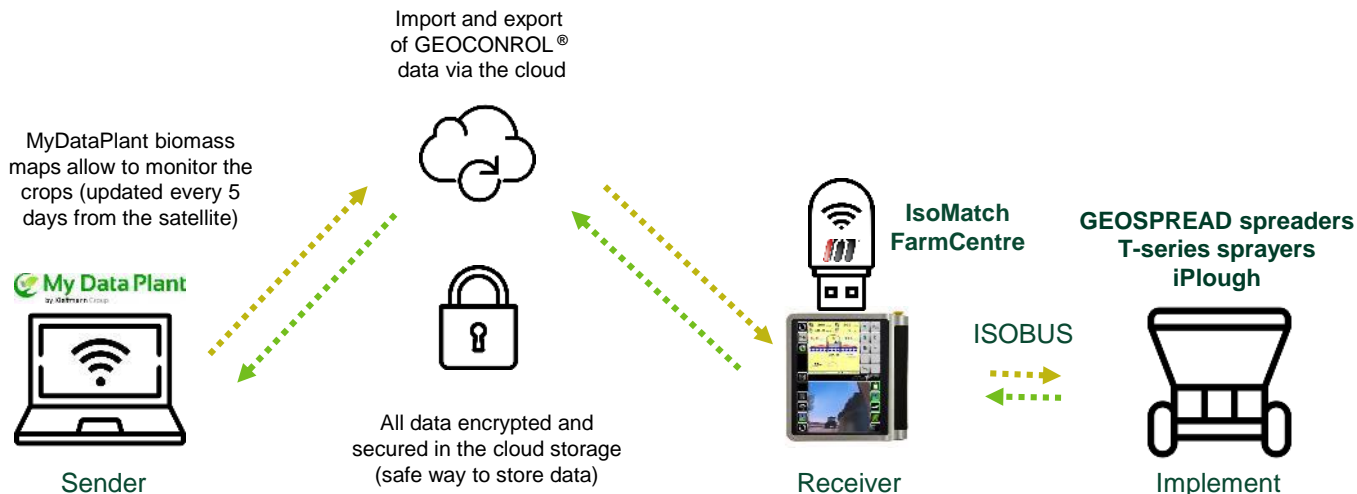
Stay informed with trustful insights

6

Always Connected

With your device, stay fully up to date on what is happening on your farm

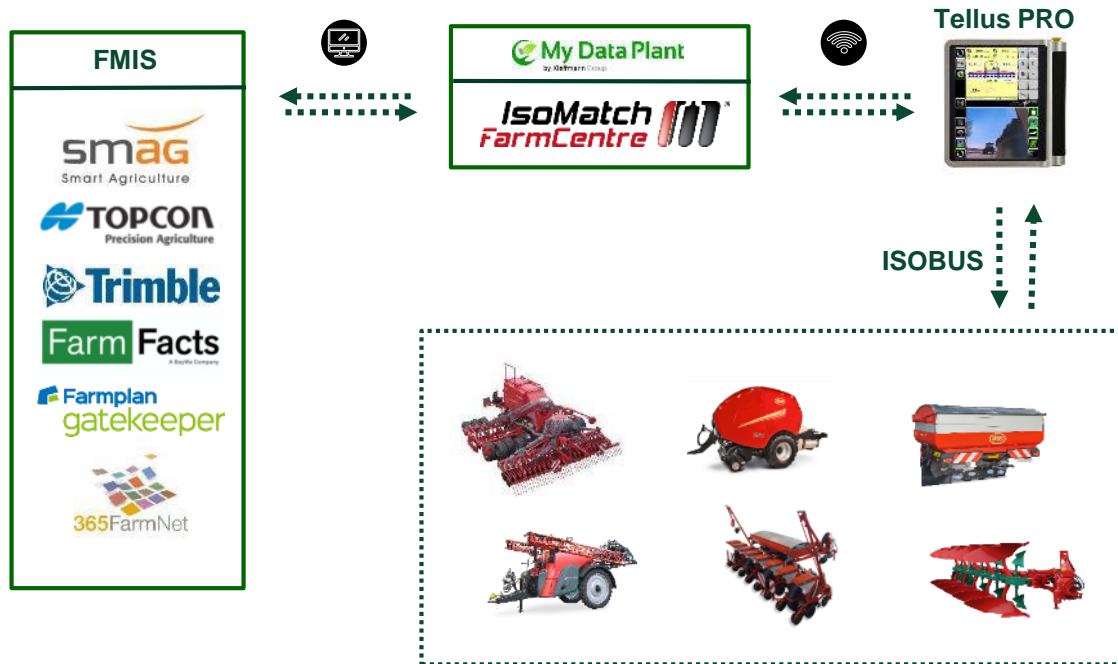
IsoMatch FarmCentre concept



Precision Farming Maps & Tasks (ISO-XML)→
 Insightful Data on machine's parameters and tasks performed ←.....

When the terminal is on-line data is sent to the cloud each 60 seconds. If off-line, data is stored in the terminal (for 2 weeks) and sent once terminal is online

What software IsoMatch FarmCentre works with?



IsoMatch FarmCentre Package

The IsoMatch FarmCentre Package includes all what customer needs to connect IsoMatch Tellus PRO and the implements connected to it.

IsoMatch FarmCentre Package includes:

- IsoMatch Mobile (4G dongle)
- SIM card with 1 year of data
- IsoMatch FarmCentre License (1 year)*
- My Data Plant voucher
- TopRemote – enabled



IsoMatch FarmCentre availability:

- Benelux
- Germany
- United Kingdom

Other regions – in the coming months

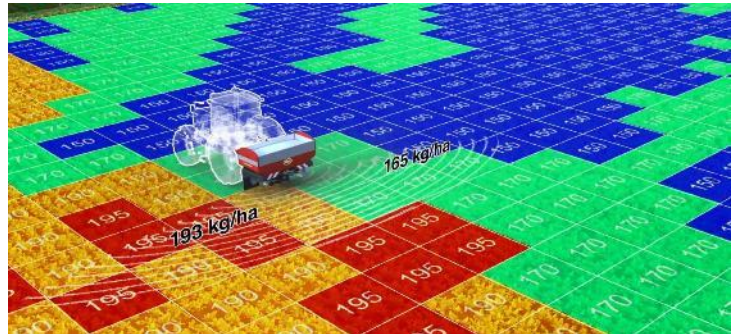
* After expiration – annual license fee to be applied

IsoMatch FarmCentre: My Data Plant

- My Data Plant is an add-on of IsoMatch FarmCentre that allows customer to **build prescription maps** and **upload them** to IsoMatch FarmCentre
- Via My Data Plant customer can analyze the **Biomass development**, and based on it create the corresponding prescription maps
- User can always modify the prescription maps created by the system

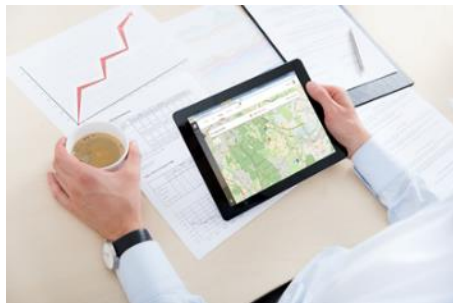
MDP Voucher:

- 1 year
- 25 fields
- 200 exports



What else do you need to use IsoMatch FarmCentre?

In the office



- Laptop with Internet connection
- Web browser like Microsoft Edge, Google Chrome or Mozilla Firefox
- Smartphone and tablet can also be used (limited functions)

In the field



- IsoMatch Tellus PRO terminal
- IsoMatch GEOCONTROL® version 1.06.1.1 and higher
- GPS antenna (e.g. IsoMatch Global)
- KvG implements compatible with IsoMatch FarmCentre

IsoMatch FarmCentre activation

IM FarmCentre license will be designed to activate through the website

Temporary solution.

To initiate the license activation send the following information:

- Customer account email;
- Sim card code (picture);
- Dongle code (picture)

SIM and FarmCentre license will be activated, e-mail confirmation will be sent to Sales Company representative who initiated the activation (or to the customer directly, if requested by Sales Company).

Request IM FarmCentre license activation:

- **Monday to Friday** from 7:30 until 16:30 CET
- **Email:** mechatronicstechnicalsupport@kvernelandgroup.com

Market Price IsoMatch FarmCentre



IM FarmCentre recommended Market Price*

A136198300

€ 750

BB ISOMATCH FARMCENTRE ACCESSORY

A136203600

€ 750

BB ISOMATCH FARMCENTRE MACHINE

* After 1 year expiration – annual
license fee to be applied

Business model IM FarmCentre

Year 1

Buy IM FarmCentre kit

**Factory-fitted or
As accessory through Sales Company**

**Recommended
Market Price**

€ 750

- IsoMatch Mobile (4G dongle)
- SIM card with 1 year of data
- IsoMatch FarmCentre License (1 year)
- My Data Plant voucher
- TopRemote – enabled

Year 2 - ...

Buy annual License

Directly by farmer through WebShop

Market Price

€ 365

- 1 year of data
- IsoMatch FarmCentre License (1 year)
- TopRemote – enabled

IsoMatch FarmCentre introduction

Markets



Implements



Gateway



- With IsoMatch FarmCentre customer can send tasks from the PC to the IsoMatch Tellus PRO terminal
- It replaces the practice of uploading tasks via USB stick
- This feature works even with implements that are not running yet in the IsoMatch FarmCentre application

IsoMatch FarmCentre future

Markets



+ Extension to the other markets
Commercial launch September 2020

Implements

(tests to be done)



Gateway



New IsoMatch Tellus GO+
Launch in September 2020

Contact us

P.O.'s and information requests regarding delivery lead times:

customercare.mechatronics@kvernelandgroup.com

Technical questions:

mechatronicstechnicalsupport@kvernelandgroup.com

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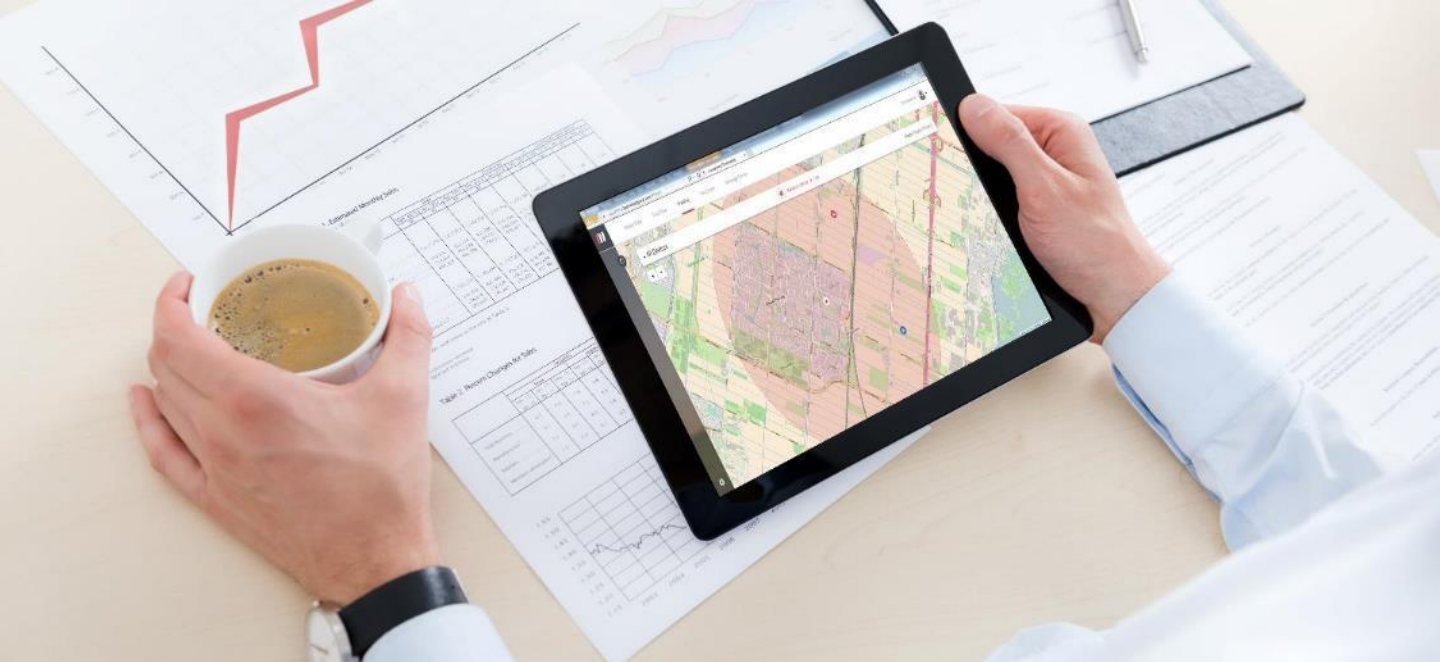
Services hotline

7 days per week

from 7:30 until 21:30 CET

+31 6 12460256

Kverneland Group Mechatronics BV - Nieuw-Vennep - The Netherlands

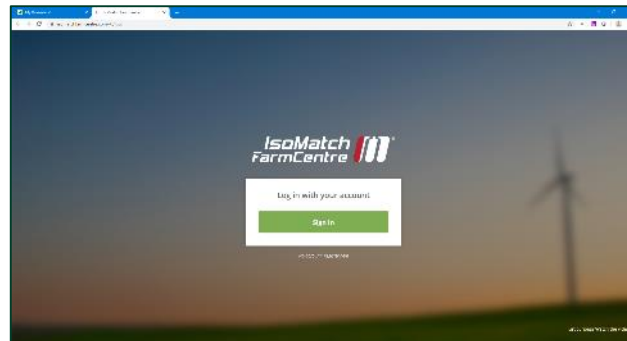


Appendix

System functions

June, 2020

IsoMatch FarmCentre register



1. Once the customer is logged in the portal he can access to IsoMatch FarmCentre. First time the system will ask for a second login with the same mail and password.
2. Next step is register the IsoMatch Tellus PRO terminals that the customer owns. The implements will appear automatically once they are connected to the terminal.
3. IsoMatch FarmCentre is web responsive, so you can use the application in any device and the screen will fit according it.

How to connect the Terminal?

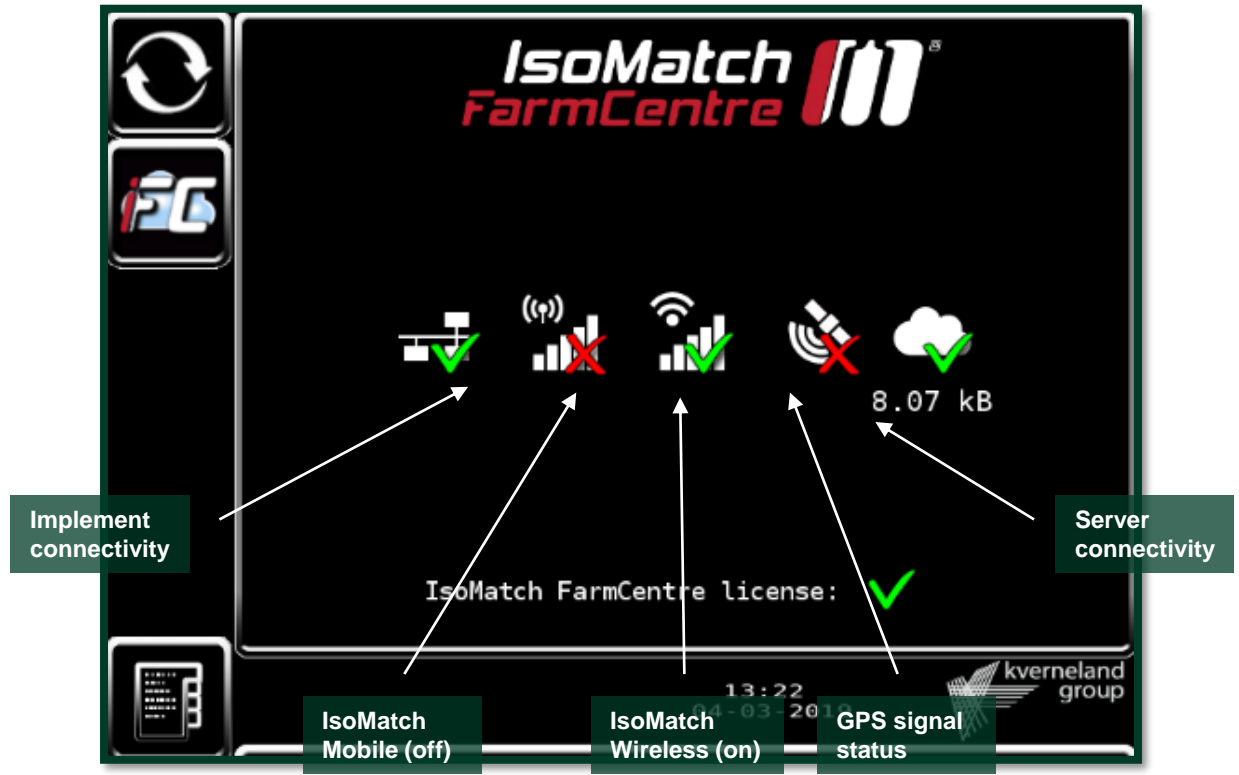
With the **IsoMatch Mobile** dongle customer will get the **terminal on-line**.

The system is on-line once it is switched on, **no additional actions** from the user needed.

For IsoMatch FarmCentre **4G connection** is more than enough.



Terminal is on-line



3G/4G Dongle
included in package

WiFi Dongle not
included in package

How to access IsoMatch FarmCentre?

IsoMatch FarmCentre is part of the Customer Tools provided by Kverneland Group. End users can access to IsoMatch FarmCentre via the my.kverneland.com portal.



Initial screen

The screenshot displays the IsoMatch FarmCentre web application interface. The browser address bar shows the URL `isomatchfarmcentre.com/#/device/data`. The application header includes the 'IsoMatch FarmCentre' logo, a 'Machine' tab, and navigation links for 'Tracking', 'Task Centre', 'Messages', and 'Tools'. A user profile for 'Visitor 1' is visible in the top right.

On the left sidebar, under 'Terminal 1', the 'Implements' section lists 'F COM SINGLE DEMO', 'DISPRAY', and 'LW2_ISO' (highlighted in red). A green text box explains: 'On the first screen of FarmCentre appear the terminals that customer owns and the implements that are linked to each terminal.'

The main content area features a circular icon of a combine harvester and the text: 'EDW2_ISO', '11/10/2019, 10:23:04 AM', and 'Software Version: 1.20'. Below this, the 'Identification' section shows 'Brand : KVERNELAND' and 'Model :'. A green text box states: 'Main parameters of the implements attached to the terminal will appear in this screen.'

The 'Machine' section contains a table of parameters:

TC SC enabled :	<input checked="" type="checkbox"/>	TC variable rate enabled :	<input checked="" type="checkbox"/>
SC demo time left :	6.80 h	SC distance A1 :	0.00 m
SC distance B1 :	-1.00 m	SC distance C1 :	0.00 m
Selected speed source :	3	TC connection enabled :	<input checked="" type="checkbox"/>
TC counters enabled :	<input checked="" type="checkbox"/>	UT boot time :	35 s

At the bottom left, the copyright notice 'Copyright 2019' and three icons (help, info, settings) are visible. At the bottom right, there is a 'Show all' link, a 'Print' button, and a checkmark icon.

Tracking on-line

The screenshot shows a web browser window with the URL ismatchfarmcentre.com/#!/tracking. The interface includes a top navigation bar with tabs for 'Machine', 'Tracking' (selected), 'Task Centre', 'Messages', and 'Tools'. A sidebar on the left has a 'Machine' tab and a 'Tracking' tab. The main area displays a map with a red geofence circle. A dropdown menu labeled 'All machines' is open, showing a list of terminals. A red location pin is placed on the map, and a text box indicates 'Radius is set to: 3 km'. A 'Fleet / Tracking History' button is visible in the top right corner of the map area.

Press to open a list of terminals (tractors). Select one of the terminals to show the last known location. 'All Devices' shows locations of all terminals. The location of the terminal will be shown in the map.

On the profile menu customer can set where is his "HQ" and set it as the centre of the Geofence function. Radius can also be set.

Tracking history

The screenshot displays the iM Tracking History web application. The browser's address bar shows the URL `isomatchfarmcentre.com/#/trackinghistory`. The application's navigation bar includes links for Machine, Tracking (active), Task Centre, Messages, and Tools. A sidebar on the left contains a search icon and a settings gear. The main content area features a map with a green line representing the tracking history of 'Terminal 1'. A white banner at the top of the map indicates the time range: 'From: 2/20/2020, 11:36:00 AM To: 2/21/2020, 11:36:00 AM'. A green arrow points from a text box to a 'Time filter' dialog box. The dialog box has a title bar with a close button and contains the following fields: 'From' (01-Dec-2019 11:36 AM), 'To' (03-Dec-2019 11:36 AM), and a 'Maximum 24 hours period' warning. It also includes 'Filter' and 'Reset' buttons, and a 'Last Known Position' button. The map shows various geographical features like roads, rivers, and buildings, with labels such as 'Kvernland Group', 'Kvernland Farm', and 'Kvernland Farm Centre'.

Customer can select a time filter (maximum 24 hours) to check the position of his terminals (implements) in that period.

Task Centre

The screenshot shows the 'Task Centre' tab in the IsoMatch FarmCentre web application. The interface includes a top navigation bar with 'Machine', 'Tracking', 'Task Centre', 'Messages', and 'Tools'. Below this, there are tabs for 'Open Tasks', 'Finished Tasks', and 'Archived Tasks'. A search bar is present above the task list. A 'Send TaskData' button is visible. The task list displays individual tasks with details like application name, terminal, and creation time. Annotations with arrows point to various elements: 'Select the corresponding Task folder.' points to the task tabs; 'To archive them temporarily or permanently, Tasks can be moved from the Open and Finished Tabs to Archived and vice versa.' points to the 'Archived Tasks' tab; 'Open tasks are those that have not yet been performed in the field. That is, tasks sent to IsoMatch FarmCentre from MyDataPlant or loaded manually.' points to the 'Open Tasks' tab; 'Push to send a Task to a Terminal' points to the 'Send TaskData' button; 'Completed tasks are those that have already been done in the field. That is, tasks sent from the terminal to IsoMatch FarmCentre.' points to the 'Finished Tasks' tab; 'Files sort by Date or by Terminal' points to the 'Sort: Date' dropdown; 'Download task' points to a download icon; 'Delete task' points to a delete icon; and 'Archive task' points to an archive icon.

Select the corresponding Task folder.

To archive them temporarily or permanently, Tasks can be moved from the Open and Finished Tabs to Archived and vice versa.

Open tasks are those that have not yet been performed in the field. That is, tasks sent to IsoMatch FarmCentre from MyDataPlant or loaded manually.

Push to send a Task to a Terminal

Completed tasks are those that have already been done in the field. That is, tasks sent from the terminal to IsoMatch FarmCentre.

Files sort by Date or by Terminal

Download task

Delete task

Archive task

Sending a task

The screenshot shows the iM Task Centre interface. A modal window titled "Send TaskData" is open, allowing a user to send a task to a terminal. The interface includes a "Task Centre" tab, a "Send TaskData" button, and a list of tasks. Annotations with arrows point to specific elements:

- Select Terminal to send task to**: Points to the "Recipient" dropdown menu in the "Send TaskData" modal.
- Select correct taskfile .ZIP (browse on local computer folder)**: Points to the "Choose Files" button in the "Send TaskData" modal.
- Name the task file**: Points to the "TaskData Name" input field in the "Send TaskData" modal.
- Push to send a Task to a Terminal**: Points to the "Send" button in the "Send TaskData" modal.
- Sort: Date**: Points to the "Sort: Date" dropdown menu in the top right corner of the task list.

Getting the task in the Terminal


- After uploading a task to IsoMatch FarmCentre (Open Tasks)

Go to GEOCONTROL

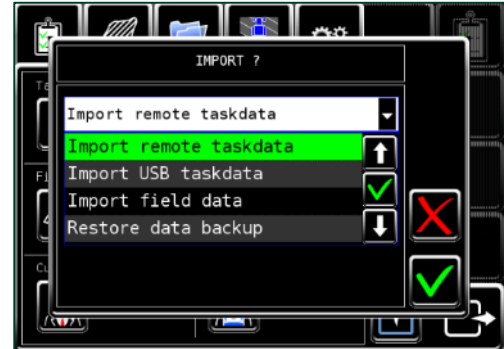
Select   

Open drop-down folder

Select "Import remote taskdata"

Press 

Select the file that has to be opened in GEOCONTROL



Sending tasks to IsoMatch FarmCentre

- To send the tasks from the terminal to IsoMatch FarmCentre (Finished Tasks)

Go to GEOCONTROL

Select



Open drop-down folder

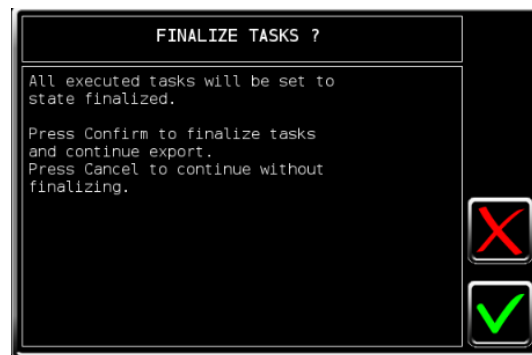
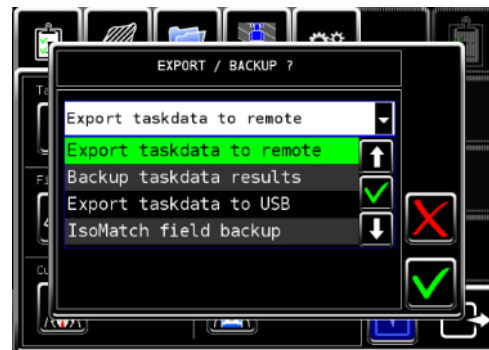
Select "Export taskdata to remote"

Press



Finalize all tasks will pop-up

Press



Creating reports

The screenshot shows the 'Task Centre' tab in the iM FarmCentre application. At the top, there are tabs for 'Open Tasks', 'Finished Tasks' (which is active), and 'Archived Tasks'. Below these is a search bar and a 'Generate report' button. A green box with an arrow points to this button, labeled '2) Push Generate report button'. Below the button is a 'Taskdata Report' section containing a table with task data. A green box with an arrow points to this table, labeled 'Customer can download to his computer the task report in Excel or/and PDF format.' Below the table is a 'Select a Task' section with five task cards. The first card, 'TaskData_Result_3.zip', is selected with a green checkmark. A green box with an arrow points to this card, labeled '1) Select the task you want to get the report'. Each card displays task details such as 'Terminal', 'Created', 'Received', and 'Reports #'. The interface also includes a sidebar with a gear icon and a top navigation bar with 'Machine', 'Tracking', 'Task Centre', 'Messages', and 'Tools'.

Machine Tracking Task Centre Messages Tools

Open Tasks Finished Tasks Archived Tasks

SEARCH

Select All/None

Generate report

Taskdata Report

TaskData File Name	Task Name	Field Name	Task Start	Task End	Machine	Worker	Customer	Farm
TaskData_Result_3.zip	g	g	16-12-2019 10:29:16	16-12-2019 10:30:13				

Select a Task

TaskData_Result_3.zip

TaskData_Result_1.zip

TaskData_Result_1.zip

test 28 10 2019.zip

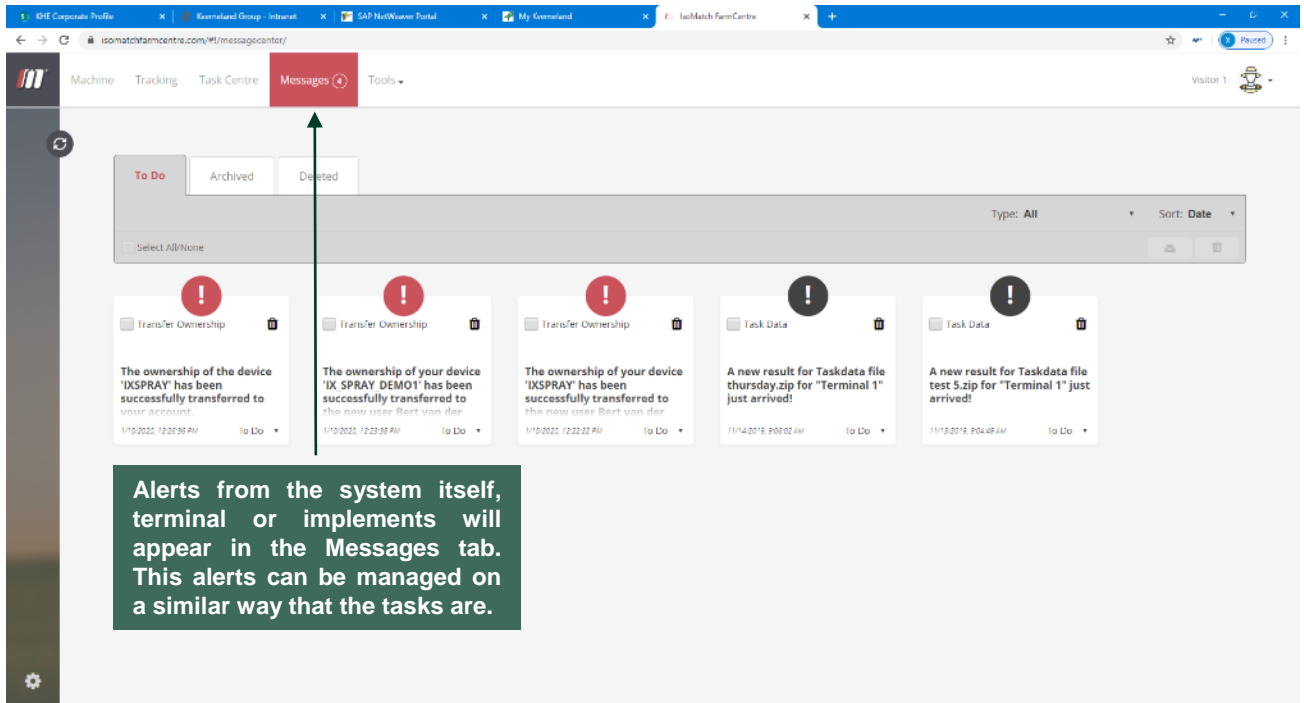
TaskData_Result_1.zip

1) Select the task you want to get the report

2) Push Generate report button

Customer can download to his computer the task report in Excel or/and PDF format.

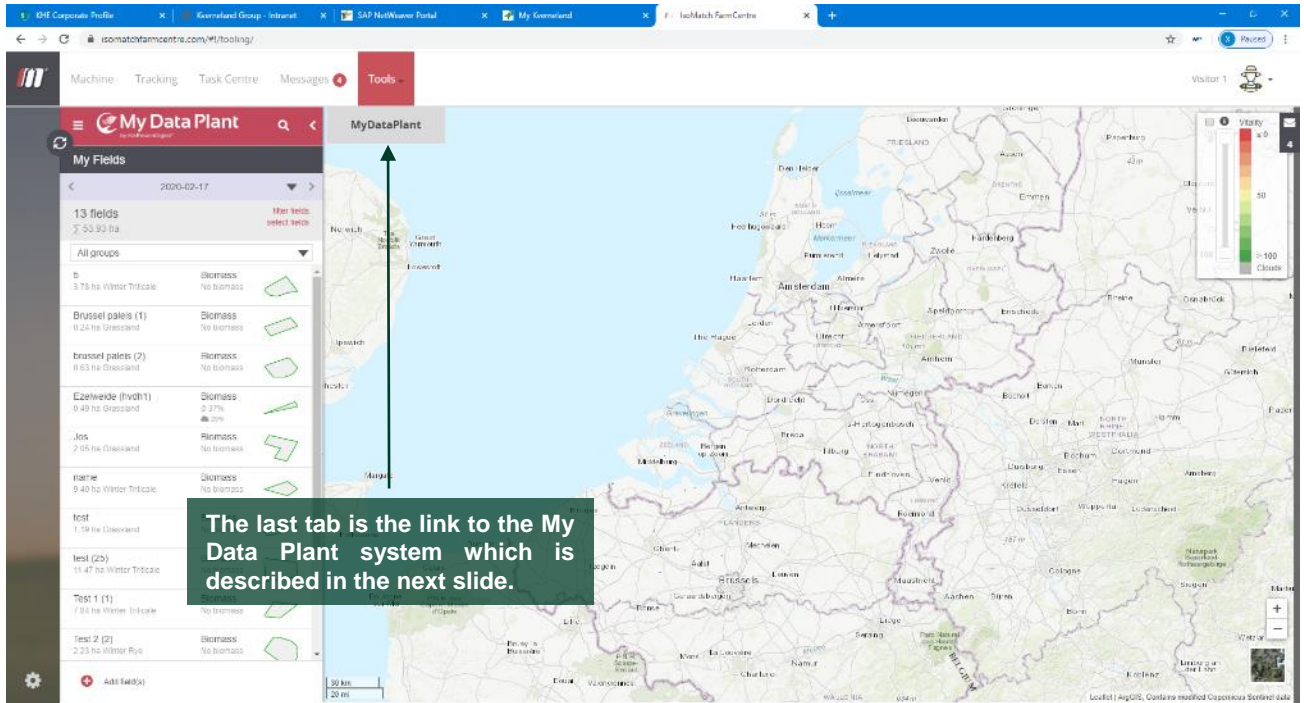
Messages



The screenshot displays the iM Messages interface within a web browser. The browser's address bar shows the URL `isomatchfarmcentre.com/#/messagecenter/`. The interface features a top navigation bar with tabs for Machine, Tracking, Task Centre, Messages (highlighted in red), and Tools. A sidebar on the left contains a circular refresh icon and a gear icon. The Messages section includes sub-tabs for To Do, Archived, and Deleted. Below these tabs, a filter bar shows 'Type: All' and 'Sort: Date'. A list of five message cards is displayed, each with a red exclamation mark icon. The first three cards are titled 'Transfer Ownership' and describe the successful transfer of device ownership to 'Bert van der'. The last two cards are titled 'Task Data' and report on the arrival of new results for 'Terminal 1'. Each card includes a timestamp and a 'To Do' button. A green text box is overlaid on the bottom left of the interface, containing the following text:

Alerts from the system itself, terminal or implements will appear in the Messages tab. This alerts can be managed on a similar way that the tasks are.

My Data Plant



My Data Plant

