

ELECTRONIC TONNAGE REPORTING PROJECT

AAPFCO – Uniform Reports Committee

February 18, 2013



WHAT THIS PROJECT IS ABOUT

- Problems with current reporting methods
 - Paper intensive
 - Multiple formats
 - High cost to create
 - High cost to process
 - Not sustainable “best practice”
- What we all agree on
 - Industry would benefit from simplification
 - Electronic reporting makes sense
 - Implementing a standard can improve the process
 - Cost savings will be realized by all

PROGRESS

- Analysis of data reported - findings
 - Near 100% response from control officials
 - It is possible to create a standard format for all
- Standard transaction
 - Reporting & Standards experts created a proposed industry standard data format.
 - The format is now being pilot tested in several states
 - A transformation program is being developed for the pilot.

QUESTION REMAINS

Can we get enough participation to make this paperless approach work?

A CATCH 22?

- States: If I do this will there be enough companies reporting to save me time and money?
- Companies: If I do this will the state I report to be able to accept the electronic reporting?

ENOUGH ELECTRONIC REPORTING TO BENEFIT THE STATES?

- What is the vision for getting the vast majority of the tonnage reported electronically?
- How much volume is reported by AgGateway members? What about all those who are not AgGateway members?
- How will we get the smaller companies (mom & pops) to report electronically/online instead of paper?

GOOD IDEA, BUT... MORE QUESTIONS

- What will each state IT group need to do?
- How much help will AgGateway provide?
- For states with limited resources, how/will can AgGateway help this implemented?
- Will AgGateway create the interface for states to load the data their systems?

WHAT IS THE VISION FOR REPORTING?

TONNAGE REPORTS TO STATES PAPERLESS BY 2016

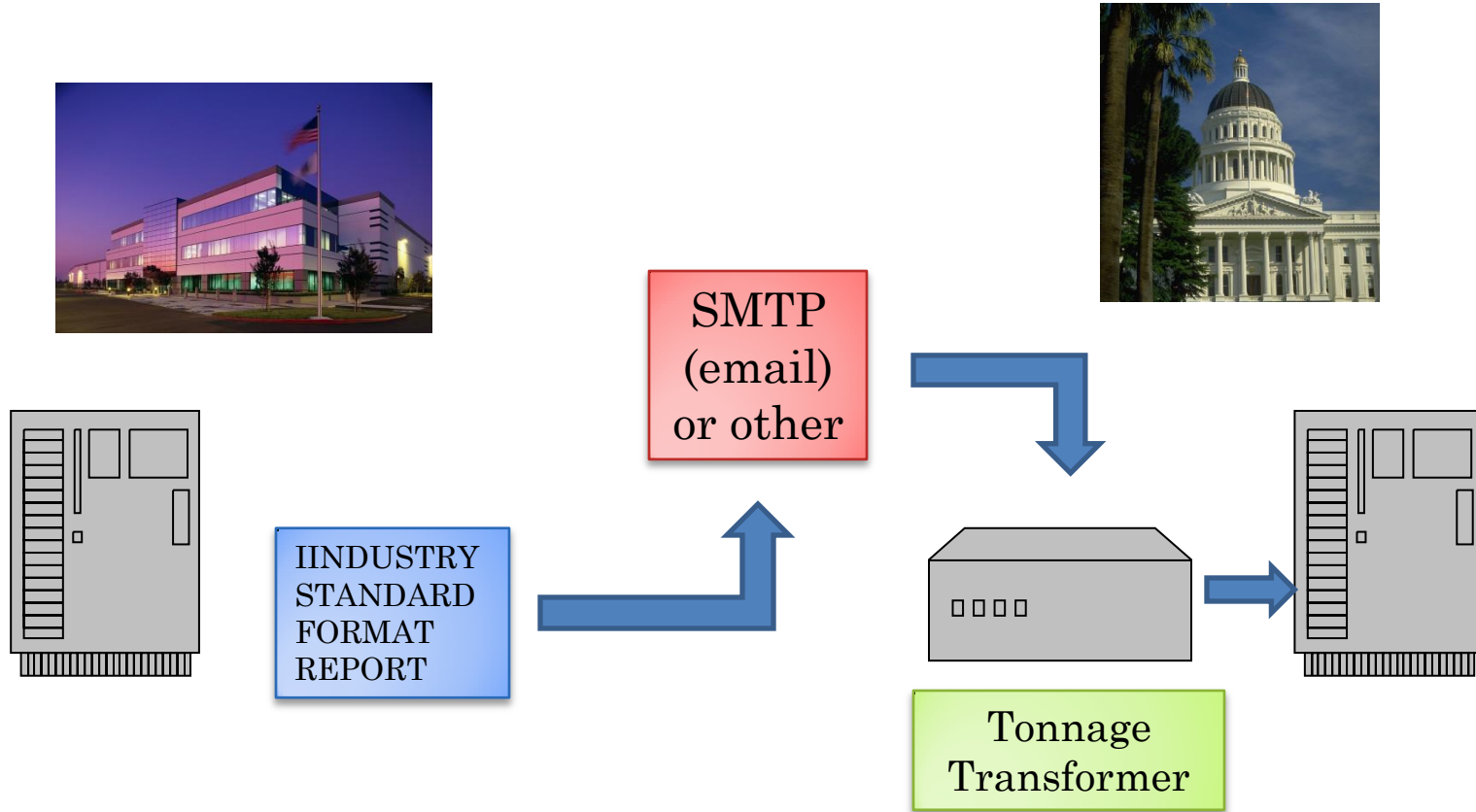
- AAPFCO & AgGateway adopt & promote the goal
- Three-stage implementation for reporting
 - AgGateway Members
 - Software Developers
 - Small Companies
- Fertilizer sellers and software companies will see the commitment and will invest in needed modifications
- AgGateway will provide web-form option for all smaller companies

WHAT IS THE VISION FOR THE STATES?

TONNAGE REPORTS TO STATES PAPERLESS BY 2016

- Two implementation types for receiving
 1. State already can accept an electronic document
 2. State key enters data into their system or processes reports independent of centralized system
- AgGateway will provide #1 with Tonnage Transformer middleware to format to each state's requirement. No cost to State.
- AgGateway will work with #2 IT departments on interface to eliminate manual key entry.

WHAT WILL THIS LOOK LIKE?



NEXT STEPS

- Continue/complete the pilots
- Webinars for State Control Officials and other interested parties to get more detail
- AAPFCO and AgGateway both formally adopt the goal

TONNAGE REPORTS TO STATES PAPERLESS BY 2016

- Develop Tonnage Transformers for States that commit to participation.
- Implement in pilot states, then in other states

TONNAGE REPORTING PROJECT WEBINARS

○ Friday, March 15, 2013

- Noon ET, 11 am CT, 10 am MT, 9 am PT

○ Tuesday, March 19, 2013

- 3:30 pm ET, 2:30 pm CT, 1:30 pm MT, 12:30 pm PT

○ Webinar content:

- High-level overview of project
- How we can achieve PAPERLESS REPORTING
- What is the Tonnage Transformer middleware
- What reporting companies need to do
- What each state will need to do

WEBINAR REGISTRATION

You will be contacted

QUESTIONS?