The complete crop planning software checklist for agricultural retailers

TELUS® Agriculture

With so many crop planning solutions on the market, it can be a challenge to identify the right options for your business. Assess your unique needs and find the best agronomy software for your business with our checklist.

01 | Assess the capabilities and pain points of your current crop planning solution(s)

- ☐ Is your data centralized or is it distributed across multiple systems or spreadsheets?
- ☐ Is data managed consistently across your team or do some team members keep their methods and data to themselves?
- ☐ Does your team spend excessive time on manual crop plan customization for each grower and field?
- ☐ Does your solution facilitate clear communication and offer easy ways to share crop plans with growers to help build trust?

02 | Set goals for your business that align with its current state and strategic direction and aim to solve a pain point

- ☐ Reflect on the level of experience your team has with technology.
- ☐ Ensure there is a direct correlation between your business' pain points and the goals you set.

Examples of goals could be:

- Improve data integration to uncover more insights you can use to develop plans that your growers will love.
- Save time on manual, error-prone processes and enhance grower relationships through personalized crop plans.
- Scale operations to serve more growers with the same team.

03 | Ensure potential solutions offer centralized and comprehensive data management

- ☐ Does the solution allow you to bring together data from all necessary agronomic processes – such as crop planning, scouting, trap counting, soil sampling, variable rate applications, crop nutrition prescriptions, recordkeeping, fertility management and analyzing yield data?
- ☐ Does the solution standardize data formats to simplify analysis and sharing with other stakeholders?
- ☐ Does it provide access to accurate manufacturer label data for in-workflow reference and compliance validation?

04 | Look for grower-centric features

☐ Can the solution create personalized crop plans and recommendations based on each grower's historical data, soil health and budget?

☐ Does it provide insights from field conditions to help make timely data driven decisions?

☐ Can the solution handle multiple farms and fields to support crop-level planning?

☐ Does it support in-app collaboration with your growers?

05 | Check for performance tracking and analytics capabilities

☐ Does the solution offer insights and performance tracking across the growing season to monitor and adjust crop plans as needed?

☐ Can it provide end-of-season analysis to help identify plan deviations, assess outcomes and refine strategies for future seasons?

06 | Don't settle for anything less than an end-to-end comprehensive agronomy solution that provides year-round support

☐ Does the solution support all stages of the crop cycle – from crop planning to scouting, sampling, variable rate fertility and end-of-season analysis?

☐ Are there tools within the solution to help create compliant recommendations for fertilizer or other applications?

07 | Ensure compliance with local, state and organizational standards

☐ Does the solution support compliance with relevant local, state and organizational regulations?

☐ Are there tools to ensure that recommendations meet all required standards?

☐ Does the solution offer recordkeeping and easy reporting capabilities for audits or inspections, reducing risk and ensuring accountability?

08 | Choose a partner that aligns with your business, can scale with you and enables interoperability

☐ Do they have specialist-level experience in the agricultural industry?

☐ Are you aware of how they handle your data?

☐ Do they have proven success stories?

☐ Is there a clear strategy for evolving their product offerings over time?

☐ Have they proven themselves as a reliable, long-term partner?

☐ Can they support your growth trajectory?

☐ When your business grows, can you add other tools and partners that integrate with your original partner's platform?

09 | Evaluate ease of use and support

☐ Is the solution user friendly and intuitive for team members at all levels?

☐ Are there sufficient support and training resources available to help your team get the most out of the solution?

10 | Measure your success by assessing if you reached your goals after adopting your new solution

☐ Is it saving you time?

☐ Is it making your operations more efficient?

☐ Is it creating value for your customers and enhancing loyalty?

☐ Have you seen increased profitability and improved yields?

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