

To provide AGI Dealers with specific Business management tools, support, and resources for their day-to-day operations

CUSTOMER DISCOVERY QUESTIONS:

GENERAL

What management System do you currently use?

How long have you been using the system?

How many users do you have currently in the system?

Which manual process would you automate?

How many companies/legal entities are in the organization?

Are there any subsidiaries or joint ventures?

How many locations/warehouses are in the organization?

Do you offer grain management?

Are there any government and or regulatory audits relating to the above restrictions?

If so, what information is required for audit purposes?

What do you not like about your current system?

What functionality do you need that your current system does not provide?

What functionality is an absolute must have in the new system?

CUSTOMERS

What type(s) of customer do you have? (Example: sell to Retailers, Individuals.)

Roughly how many customers do you have?

What method of purchasing do customers have access to? (Storefront, online, call in, in person.)

VENDORS

What type(s) of vendors do you have? Distributors, Retailers, Wholesale, local, etc.

Roughly, how many vendors do you have?

