

## Farmers Edge launches Managed Technology Services for large-scale Agribusinesses and Crop Insurers

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Farmers Edge, a leader in digital agriculture, announces the launch of its **Managed Technology Services** focused on addressing agriculture's toughest technology challenges like rising tech costs, siloed systems, and complex digital transitions. This comprehensive offering is a first for the industry, meeting the growing complexity of digital needs for global insurers, agribusinesses, and financial institutions seeking to scale their technology capabilities.

Farmers Edge **Managed Technology Services** encompass technology consulting, outsourcing, data licensing, and custom development catered to key verticals in agriculture:

- Farm Productivity
- Agribusiness Operations and Sales Enablement
- Crop Insurance and Risk Management
- Agriculture-Supply Chain Optimization and Traceability
- Sustainability Reporting and Scope 3 Insets

"Our Managed Services redefine how agribusinesses adopt and integrate technology," said Vibhore Arora, Farmers Edge CEO. "As a strategic partner, we deliver end-to-end lifecycle support—simplifying processes, resolving challenges, and empowering clients to harness technology into a catalyst of growth and innovation."

Farmers Edge **Managed Technology Services** addresses three critical challenges:

**Cost Management:** Agribusiness leaders face pressure to amplify business value without additional overhead—Managed Services enable a 30-50% reduction in technology spend. With in-house technology, insurance, agronomy and sustainability

experts, Farmers Edge becomes an extension of its clients' technology teams, providing specialized knowledge and solutions to improve financial visibility.

**Disconnected Tech Stacks:** Application bloat and data silos can lead to complex integrations, making it difficult to optimize tech infrastructures, and weaken performance. From system integrations to custom builds, Farmers Edge develops end-to-end solutions encompassing proprietary tools, such as robust AI/ML models, licensed SaaS products, Carbon Intensity (CI) Scoring, ESG data and reports, and more. This tailored approach converts fragmented technology stacks into a cohesive, strategic asset to enhance business capabilities and customer experience.

**Change Management:** With deep expertise in agriculture technology and an elite ecosystem of strategic partnerships with the world's leading advisory firms, including Fairfax Digital Services, TEKSystems, Tata Consultancy Services, Coforge, and LTIMindtree, Farmers Edge goes beyond the basic SaaS model to ensure a smooth digital transformation.

Farmers Edge has received significant interest within the enterprise market, establishing strategic partnerships with leading organizations. National Sorghum Producers leverages Farmers Edge Technology to support climate-smart crop production, helping their growers qualify for government grants. GEVO, a leader in renewable fuels, benefits from tailored solutions for Carbon Intensity Scoring, providing transparency from field to bin. Saskatchewan Municipal Hail Insurance, one of Canada's largest crop insurers, is using advanced analytics to support hail claims and improve customer experience.

These flagship collaborations demonstrate the innovation that Farmers Edge will drive across the agricultural supply chain.