

## 21<sup>st</sup> Century Equipment Monitoring and Evaluation

The success of this project will be monitored and evaluated as soon as implementation is complete by seeing a cost savings from the customer utilizing data from the equipment. This will be monitored by the 21<sup>st</sup> Century Equipment Precision Ag team supporting the customer to ensure they are utilizing the John Deere Operations Center and seeing the benefit of up to 60% savings on inputs. We will also monitor the monthly financial statements internal to 21<sup>st</sup> Century Equipment to ensure we see the modems purchased and activated.

The Key Performance Indicator (KPI) will be monitoring the equipment is properly functioning through the mobile and web applications. Once that is complete, then the next KPI will be determined through the monthly financial statements of 21<sup>st</sup> Century Equipment and the customer.