



Passion. People. Performance.

# SAP Agriculture Contract Management

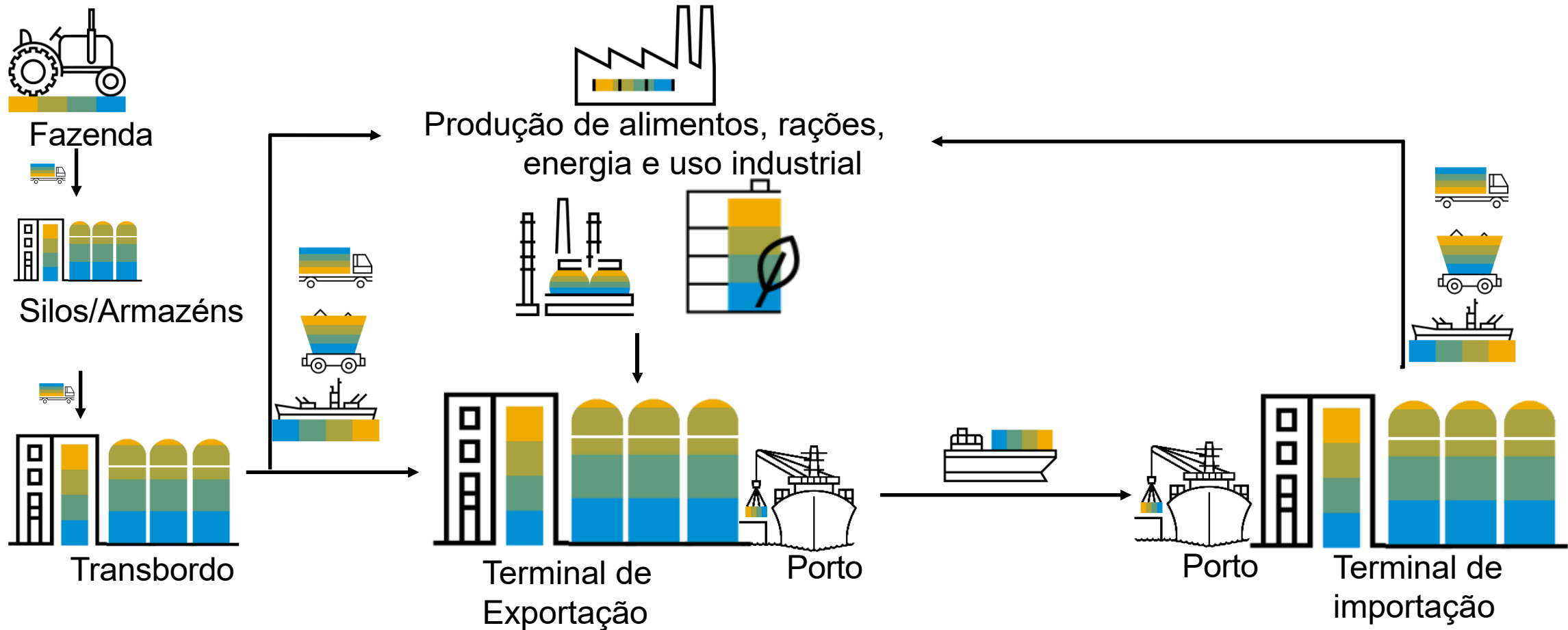
Agro Summit 2026

Campinas

Douglas Cellarius/José Silva



# Como fluem as Soft Commodities?



## Landscape ACM

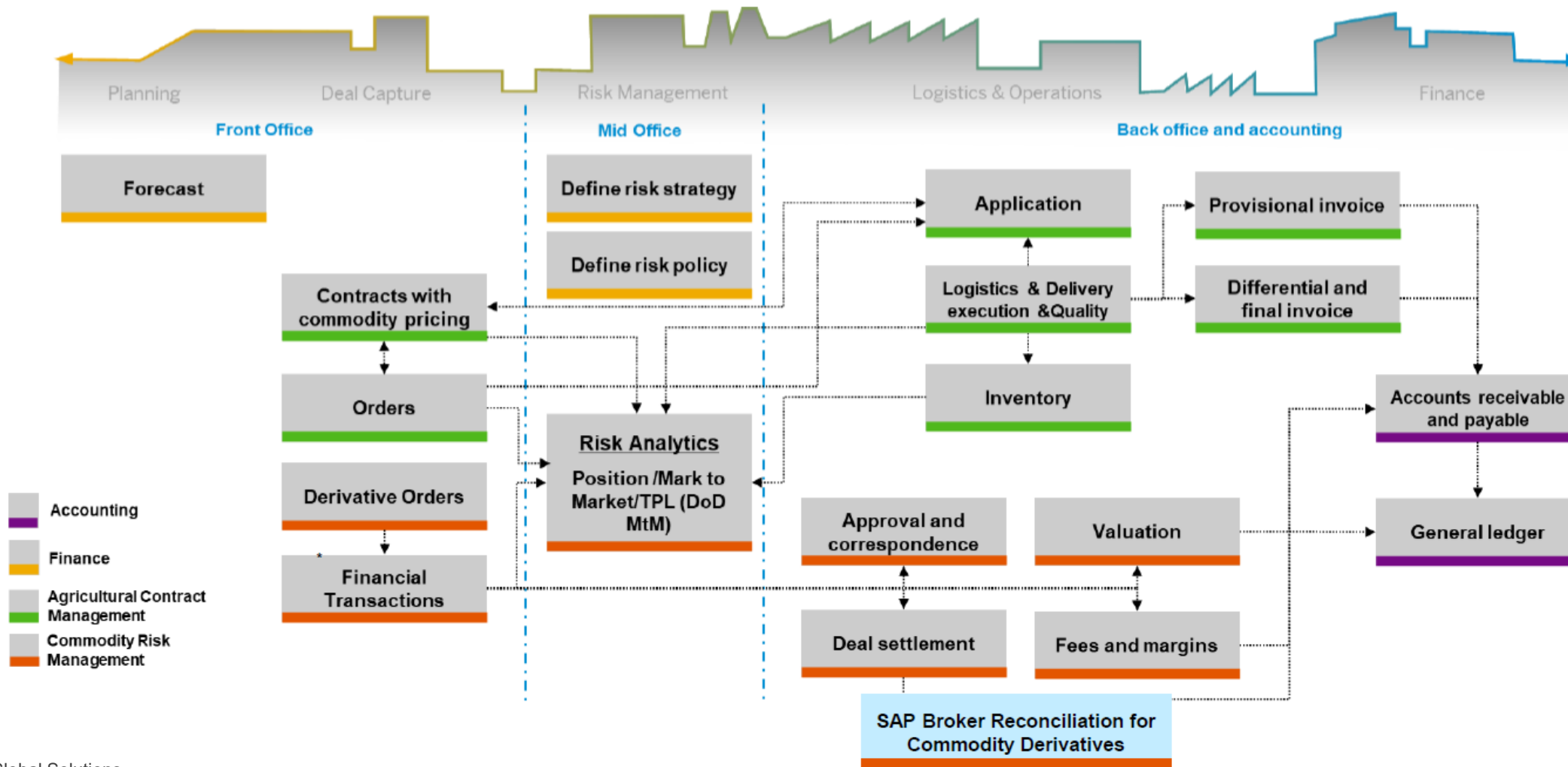


- CPE: Commodity Price Engine

# Landscape ACM

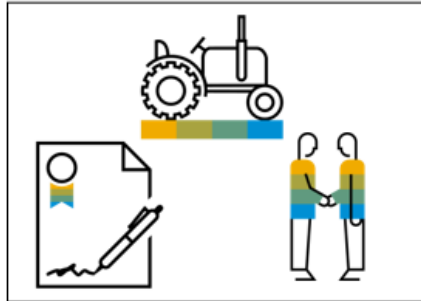


# Processos de ponta a ponta



# Principais Componentes da Gestão de Contratos Agrícolas da SAP

## Contract Maintenance



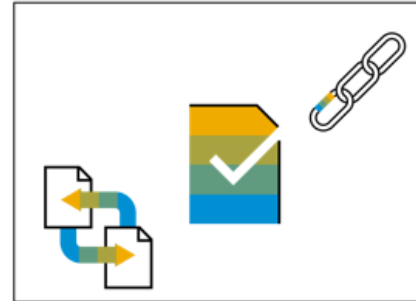
- Quotes
- Firm-Bid Offers
- Create quantity contract
- Manage pricing
- Define additional Contract Terms (Tolerance, Optionalities, DPQS)
- Manage Contract related expenses
- Contract Snapshots to manage contract confirmations after contract amendments

## Load Data Capture & Analysis Evaluation



- Capture information for load/unload
- Determine material
- Validate load against contract terms for quality, optionality, and tolerance
- Diversions in Back-to-Back scenarios
- Copy Functionality for Load Data Capture Event to new LDC ID

## Application



- Rule based application to contract(s)
- User-friendly re-assignments of loads to contracts
- Manage contract assignment and vendor assignment splits
- Trigger automated generation of follow-on documents

## Settlement & Revenue Recognition



- Calculate settlement amount based on available pricing, quality info, weights
- Settle with counterparty via standard SD/MM billing and invoicing
- Consolidated settlement with farmer/business partner
- Settlement Adjustments
- Enhancements to Lien process
- Criteria-based / automated Revenue Recognition

# Integração Nativa por meio da integração de processos entre ACM e Gestão de Riscos de Commodities

## Commodity Risk Management



## Agricultural Contract Management



## Commodity Risk Management

# Aplicação SAP ACM Fiori – Contrato e precificação

The screenshot shows the SAP Fiori application interface for 'Contract and Pricing - Agricultural Contracts'. The top navigation bar includes 'SAP Home', 'All', and a search field. The main navigation menu contains 'My Home', 'Analytics', 'Fiori Launchpad', 'Inventory Management', 'Contract and Pricing - Agricultural Contracts' (highlighted), 'Execution - Agricultural Contracts', 'Settlement - Agricultural Contracts', 'Prepayment Agreements', and 'More'. The main content area is divided into three sections: 'Contract Maintenance', 'Pricing and Commodity Derivative Orders', and 'Credit Sales'. The 'Contract Maintenance' section contains eight tiles: 'Approve ACM Trading Contracts Today' (No data available), 'Maintain ACM Trading Contracts Today' (Amendment Appr... 0, To be Approved 0), 'Manage ACM Trading Contract... Snapshots' (Waiting for counte... 2, Output status whi... 0), 'Trading Contract: Display', 'Trading Contract: Change', 'Trading Contract: Create', 'Contract Snapshots', and 'Quote Worklist'. The 'Pricing and Commodity Derivative Orders' section contains seven tiles: 'Maintain ACM Pricing Today' (Flat Price 1.65K, NBE 50, NFE 300), 'Mass Pricing Work Center', 'Maintain Valuation Points', 'Maintain Valuation Points in Spot/AO', 'Manage Commodity Derivative Order...', 'Manage Commodity Derivative Order...', and 'Display Follow-On System Messages'. The 'Credit Sales' section is currently empty.

# Aplicação SAP ACM Fiori – Contrato e precificação

SAP Maintain ACM Trading Contracts

Standard

Contract: [Search] Contract Type: [Dropdown] Sales/Purchase: [Dropdown] Counterparty: [Search] Contract Status: [Dropdown] Material: [Search] Commodity: [Search] Go Adapt Filters

Contracts (2,754)

Contract	Contract Type	Sales/Purchase	Counterparty	Incoterm	Incoterm Location	Contract Status
<input checked="" type="checkbox"/> 1	AC3S (ACM Contract 3rd Party Sale)	V (Sales/Distribution)	MAGR22B001 (CH Agri Business Partner 1)	EXW (Ex Works)	Origin	T (Approved)
<input type="checkbox"/> 2	AC3P (ACM Contract 3rd Party Purchase)	M (Purchasing)	MAGR17B001 (Farmer Greer)	EXW (Ex Works)	Origin	T (Approved)
<input type="checkbox"/> 3	AC3P (ACM Contract 3rd Party Purchase)	M (Purchasing)	MAGR22B001 (CH Agri Business Partner 1)	EXW (Ex Works)	Origin	U (Draft)
<input type="checkbox"/> 4	AC3P (ACM Contract 3rd Party Purchase)	M (Purchasing)				
<input type="checkbox"/> 5	ASTO (Storage Agreement)	M (Purchasing)				
<input type="checkbox"/> 6	AC3S (ACM Contract 3rd Party Sale)	V (Sales/Distribution)				
<input type="checkbox"/> 7	ASPP (ACM Spot Purchase Contract)	M (Purchasing)				
<input type="checkbox"/> 9	AC3P (ACM Contract 3rd Party Purchase)	M (Purchasing)				
<input type="checkbox"/> 11	ACIP (ACM Inter-company Contract - Purchase)	M (Purchasing)				
<input type="checkbox"/> 13	ACRS (ACM Intra-Company Contract - Sale)	V (Sales/Distribution)				
<input type="checkbox"/> 14	ACRP (ACM Intra-company Contract - Purchase)	M (Purchasing)				

SAP Maintain ACM Pricing

2000002830 Pricing Lot ID

Contract Number: 1272/000010 Contract Item Quantity: 1,000,000 TO Futures Price: 431.510000 USD / 1 TO Status: Flat

Nomination: Not Applicable Price Lot Open Quantity: 710,000 TO Cumulative Basis Price: 124.759500 AUD / 1 TO

Pricing Approach: Componentized (FB) Settled Quantity: 130,000 TO Flat Price: 793.600000 AUD / 1 TO

Valuation Point: AUS\_NAMURAKH\_CANOLA\_01\_D (D\_17A2\_CN) Created On: 19.02.2024 Document Date: 20.02.2024

Header Details Pricing Lot Details Price Component Exchange Details Fee Pricing Methods CDOTE Orders Nomination

Contract Type: ACM Contract 3rd Party Purchase (AC3P) Payment Term: Payable immediately Due net (0001) Material: Canola Seed 1 (MAGR\_CANOLA\_01)

Counterparty: Farmer Greer/Agri Ave. Rockford/Rockford IL 61103 (MAGR17B001) Incoterms: Delivered Duty Paid (DDP) Plant: St. Louis Elevator (17A2)

Transacting Counterparty: Incoterm Location: Chicago (Chicago) Delivery Period: 19.02.2024 - 29.02.2024

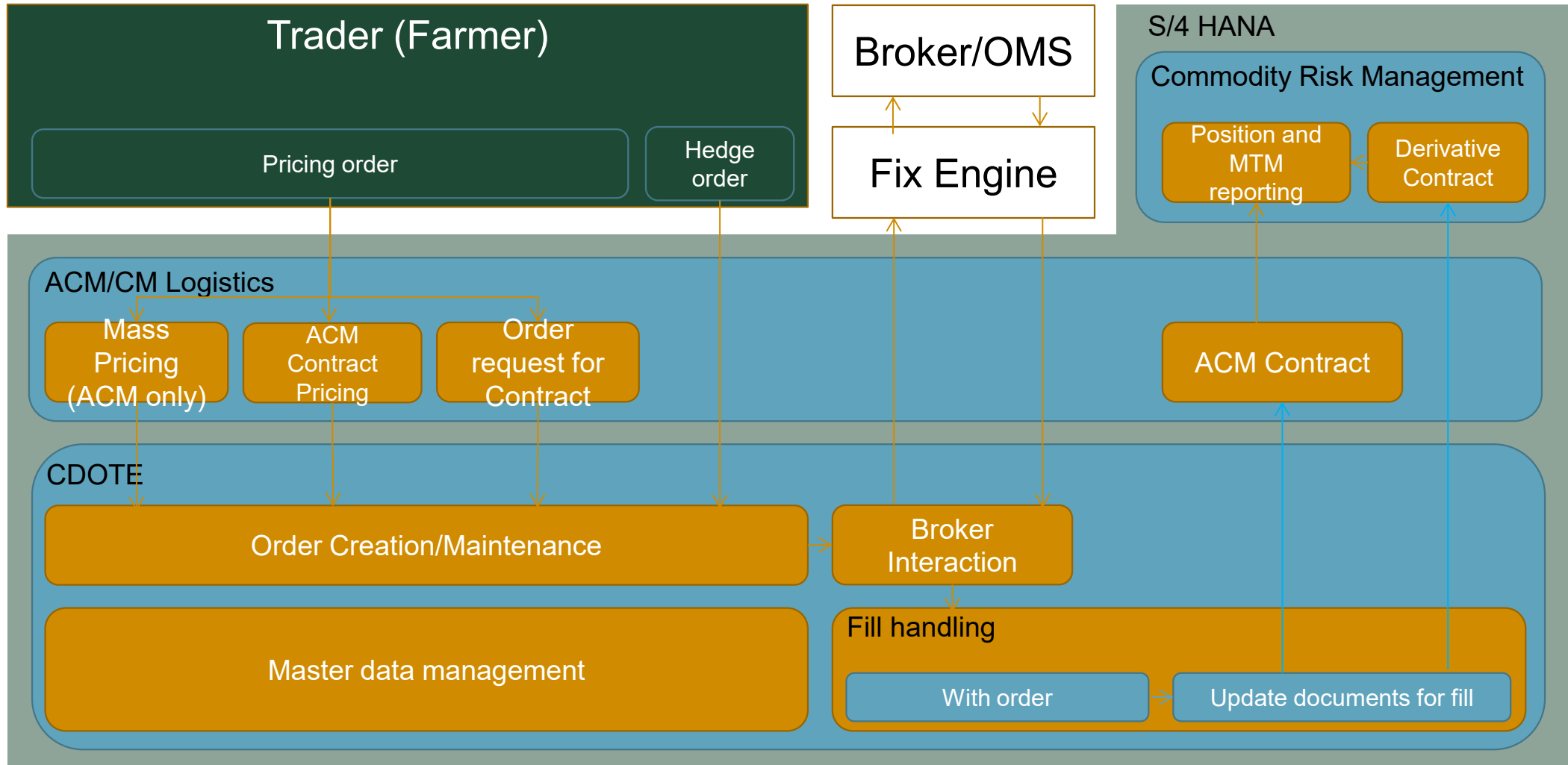
Pricing Lot Details

Quantity to be Priced: 870,000 TO Overfill: No

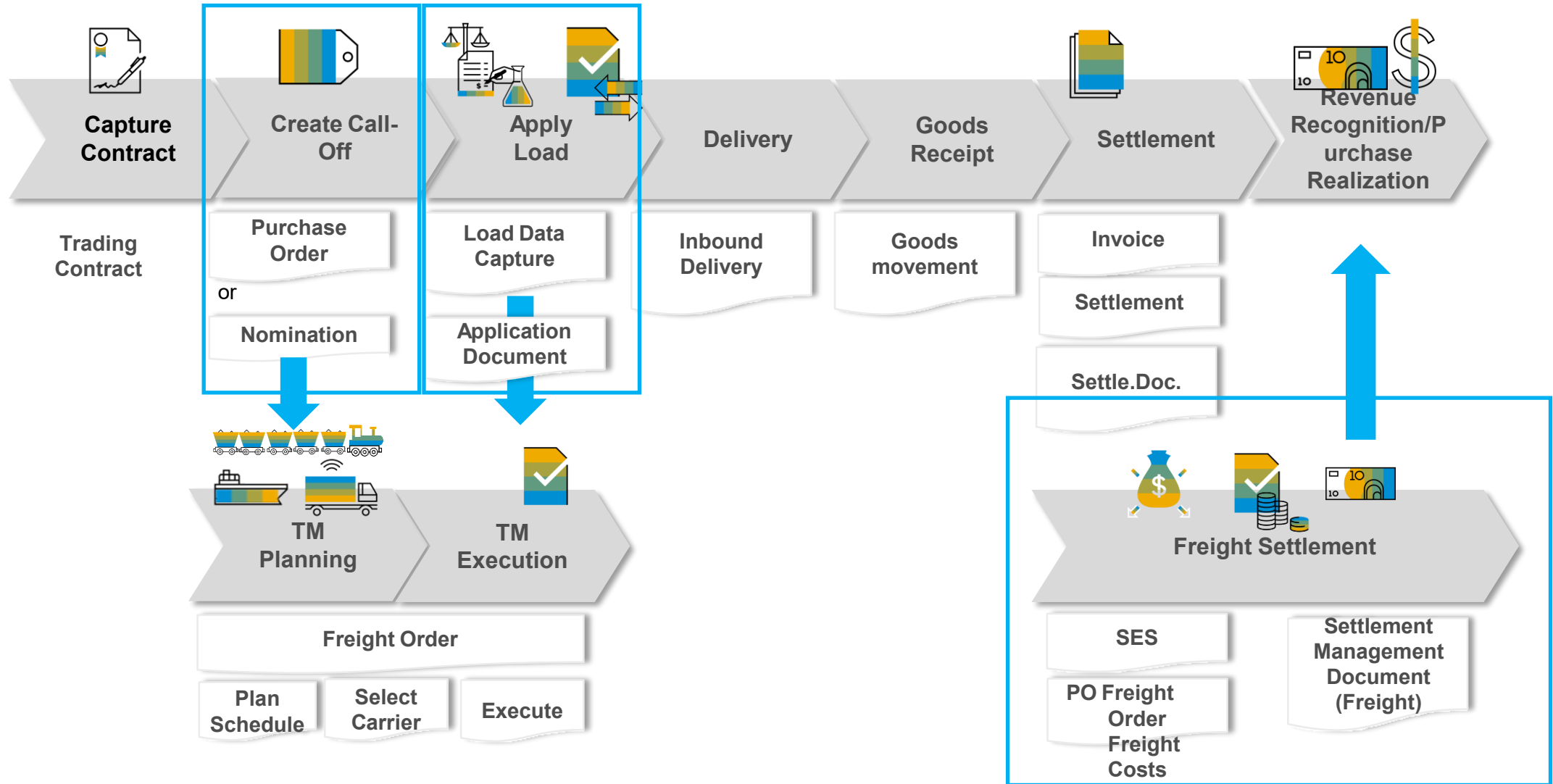
Price Component

Condition Type	Amount	Market Currency	Price Unit	Unit	Provisional FX Rate	Fixed Exchange Rate
ACM Futures price	431.510000	USD	1	TO	0.00000000	1.55000000
ACM Basis price	80.490000	USD	1	TO	1.22469474	1.55000000

# Processo de precificação do CDOTE



# Integração da Gestão de Transporte – Fluxo de Processos no Sistema



# Integrações entre ACM e TM – Integração com Nomination

Nomination - Maintain (ACM View)

Header detail | Hatch Plan | Status overview | Mat. Balance | Log | Header Notes | Customer Nom. | Stages | Header Ref. Doc | Fee | Additional Data

Nomination key: \$000000001 | Nomination type: ACMC | UoM: BU | MoT: 01 Road  
 Nomination no.: | Trans system: TSACM | Cycle ID: |  
 Vehicle Number: 2 | VEHICLE DIS | Ext. identifier: 12345  
 Carrier: CARR-AS1 | Best Trucklines (Truck) | TrspPlanPt: 0001  
 Shipper: | Intr. plant: IT01 / 0001 | Book TS:

Nomination item list

Incom...	Tr.Cont	Item	R.Doc.	Sched.Material	SchedQty	JoM	SchedDate	Date to	R...	SType	MT	MT	TMRrelevant	PlnBck Cr	Int.Status	FU Count	FOR Count	Confirm	Comp	Split Q...	Tot. Qty	Location	Location	Phys. Lc
OO	38759	10	38759	CO_SOYBE...	2.000,000	BU	09.03.20...	13.03.20...	L	D	01		✓	✓	000			<input type="checkbox"/>	<input type="checkbox"/>		2.000,...	ACM_...	LO_00...	
					2.000,00	BU																		

Contrato

Quantidade

Cronograma de Datas

Relevância TM



Item: 000000000000000000129850000000010 NormNr. ...

Events/Texts | Reported. Quan. | Load/Discharge | Proration | Measurement Com | Additional Data | Additional Contr | Fee | **TM Information**

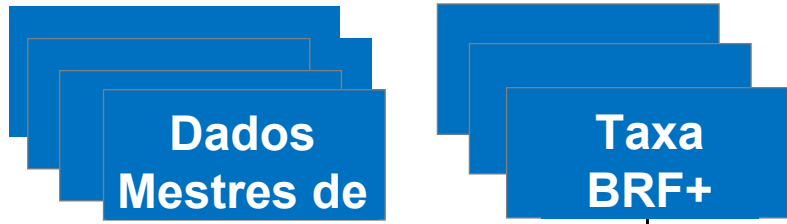
Source Location ID: ACM\_AC3 | Destination Location ID: SP\_0001

Freight Unit	Freight Order	TM Planni...	LC ID	Subcontrac...	Source Req...	Source Req...	So...	Source Ac...	Source Acc...	Destinatio...	Destinatio...	De...	Destinatio...	Destinatio...	Scheduled D...	Schedule...	Scheduled
4100049374		✓			09.03.2020	13.03.2020	CST	07.03.2020	15.03.2020			CST				00:00:00	
4100049375		✓			09.03.2020	13.03.2020	CST	07.03.2020	15.03.2020			CST				00:00:00	
4100049376		✓			09.03.2020	13.03.2020	CST	07.03.2020	15.03.2020			CST				00:00:00	

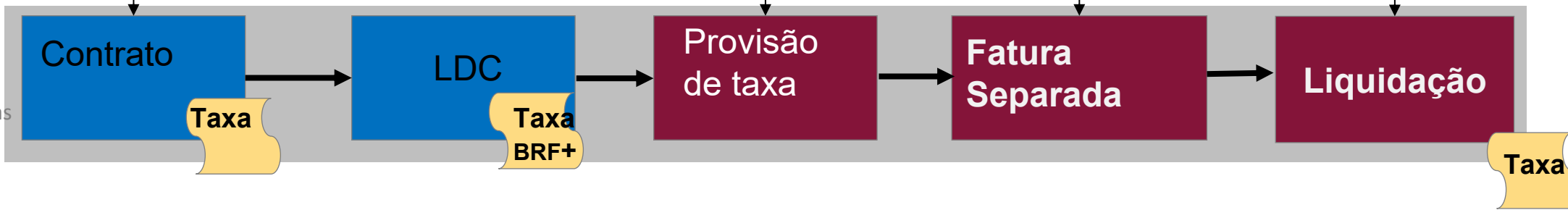
Unidade de Carga  
 Exemplo: Representa que a quantidade será compartilhada em 3 remessas



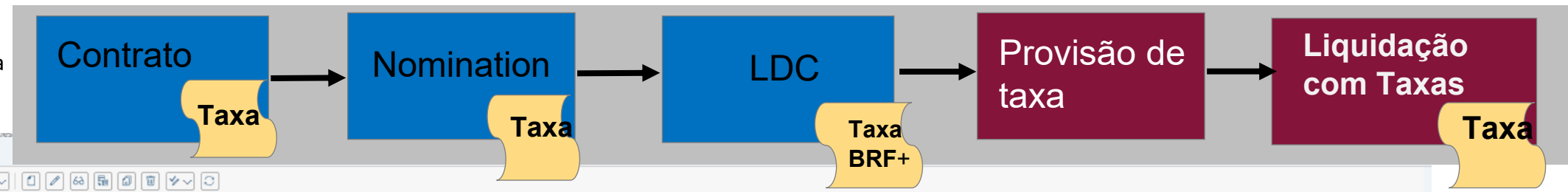
# Captura de despesas - Taxas de serviço



A taxa pode ser faturada separadamente do acordo de mercadorias



A taxa pode ser descontada a partir da liquidação física de mercadorias



List of Fee types

Status	Fee ID	Fee Version	Fee Name	External Fee Name	Fee Type	Int. Desc.	Ext. Desc.	G/L Source	Valid From	Valid To	Rate	Currency	Quantity	Uom Fee	Decimal	Uom Fee	St Stl Pro	St Stl Fin	Char	Char	UoM Type	Price By	Gov Date E	Gov End Da
	10000...	1	COPY:ANALYSIS FLAT	ANALYSIS FLAT	Fiat Fee	Analysis Fee ...	Analysis Fe...	Condition Type	01.01.2024	31.12.9999			0		2									
	10000...	4	COPY:UNLOAD FEE	UNLOAD FEE PER TO	Per UoM	Unload Fee	Outturn Fee	Condition Type	29.04.2022	31.12.9999	0.40	USD	1	TO	2									
	10000...	2	CARRY FEE-GNE-TEST2	CARRY FEE - GNE	Carry Fee	Carry Fee - ...	Carry Fee - ...	BRF	01.02.2024	31.12.9999	0.00		0		2	TO							Delivery Peri...	Unload Event
	10000...	1	ANALYSIS FLAT	ANALYSIS FLAT	Fiat Fee	Analysis Fee ...	Analysis Fe...	Condition Type	01.01.2024	31.12.9999			0		2									
	10000...	2	IOI:LATE PENALTY	IOI:LATE PENALTY	Per UoM	IOI:Late Pen...	IOI:Late Pen...	Condition Type	10.01.2024	31.12.9999	0.50	USD	1	MT	2									
	10000...	5	HALF COST ANALYSIS	HALF COST ANALYSIS	Per UoM	Half Cost An...	Half Cost A...	Condition Type	04.01.2024	31.12.9999	0.00	USD	1	MT	2									
	10000...	3	LATE PENALTY	LATE PENALTY	Percenta...	IOI : Late Pe...	IOI : Late P...	Condition Type	04.01.2024	31.12.9999	0.00		0		2									
	10000...	3	CARRY FEE - GNE	CARRY FEE - GNE	Carry Fee	Carry Fee - ...	Carry Fee - ...	BRF	28.11.2023	31.12.9999	0.00		0		2	MT							Delivery Peri...	Unload Event
	10000...	1	CARRY FEE	CARRY FEE	Per UoM	Carry Fee	Carry Fee	BRF	13.01.2023	31.12.9999	0.00		0		2									
	10000...	1	COPY:COPY:CARRY	CARRY	Carry Fee	Carry - Recur...	Carry	Condition Type	01.04.2022	31.12.9999	0.00		0		2	BU							Delivery Peri...	Unload Event

# Captura de despesas - Taxas de serviço

**SAP Settlement Work Center** | All | Search

200000078  
Settlement Unit

Settlement Year: 2024 | Document Category: Final (F) | Agency Business Document: 1500  
 Application Document: 1341 | Country/Region: US / IL / Illinois | Settlement Scenario: Third Party (3PTY)  
 Counterparty: Farmer Greer/Agri Ave. Rockford/Rockford IL 61103 (MAGR17B001) | Side: purchasing | Invoicing Party: MAGR17B001  
 Document: Commodity Purchase Settlement Document (CPSL) | Posting Date: 25.02.2024

Header | Settlement Amounts | Fee | Settlement Price | Pricing | CPE Pricing | Price Override | Freight | Expenses | FX Negotiations | Liens | Separate Invoice | Separate Invoice Open Balance | Linked Document | Optionality | Payment Split | DPQS | Interest | Prepayment | RecoveryABD

Threshold Percentage: 100.00 | Final SI Fee Settlement: No | Net Amount: 1,996.00 USD | Amount Settled So Far: 0.00 USD  
 Ignore DPQS Premium/Discount Flag: No | DPQS in Settlement: - | Net Amount Order Currency: 1,996.00 USD | Gross Amount: 2,000.00 USD

### Settlement Amounts

Amount Type	Settlement Amount	Posted Amount w/o Threshold	Posted Amount with Threshold	Invoice Amount	Condition Type	Base Amount	Original FX	Negotiated FX	Payout Amount
Full Price Amount	2,000.00 USD	2,000.00 USD	2,000.00 USD	0.00 USD		2,000.00 USD	1.00000	0.00000	0.00
Gross Price Amount	2,000.00 USD	2,000.00 USD	2,000.00 USD	2,000.00 USD		2,000.00 USD	1.00000	0.00000	0.00
COPY-UNLOAD FEE(1000000023)	-4.00 USD	-4.00 USD	-4.00 USD	-4.00 USD	ZFLF	-4.00 USD	1.00000	0.00000	0.00
DPQS(MOISTURE)	0.00 USD	0.00 USD	0.00 USD	0.00 USD	ADP1	0.00 USD	1.00000	0.00000	0.00

### Fee

Reference Doc. Item	Sequence N...	Fee ID	Fee Version	Fee Type	G/L Source	G/L Account	Gross Quantity	LAQ Quantity	Fee Rate	Amount
10	1	1000000023	004	Per UoM (U)	Condition Type		10,000.000 KG	10,000 TO	0.40 USD	4.00 USD

# Aplicação SAP ACM Fiori – Análise de risco de commodities

SAP Home

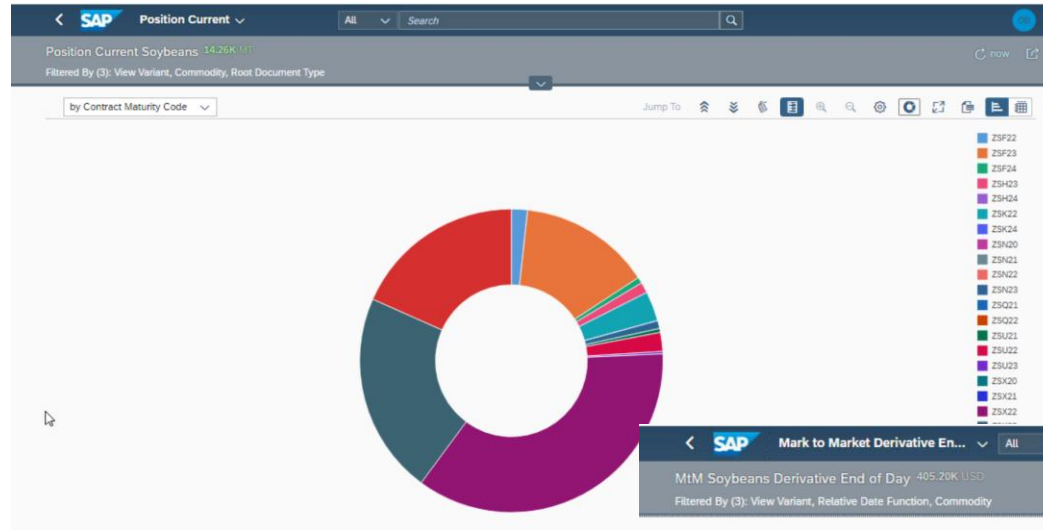
All Search

My Home Analytics Fiori Launchpad Inventory Management Contract and Pricing - Agricultural Contracts Execution - Agricultural Contracts Settlement - Agricultural Contracts Prepayment Agreements **Commodity Risk Analytics** More

### Commodity Risk Analytics

<b>Position Soybean Current</b> 14.2 K C now MT	<b>Position Soybean Day over Day</b> 37.5 K C now MT	<b>Position Current Soybean Oil Meal Hull</b> 0.00 C now ??	<b>Position Oil Current</b> 8.37 K C now MT	<b>Position Soybean Meal Current</b> -32 K C now MT	<b>Basis Position Soybean Current</b> Cannot load tile	<b>Basis Position Soybean Day over Day</b> Cannot load tile	<b>Basis Position Soybean End of Day</b> Cannot load tile	<b>Price Type Soybean Current</b> FLAT -240.08K MT NFE -176.74K MT FLAT -81.65 C now
<b>Price Type Soybean Day over Day</b> NPE 0.00 MT NPE 0 FLAT 0.00 MT C now	<b>Price Type Soybean End of Day</b> FLAT -240.08K MT NFE -176.74K MT FLAT -81.65 C now	<b>Mark to Market Soybean Current</b> 16.0 M C now USD	<b>Mark to Market Soybean Day over Day</b> 0.00 C now USD	<b>Mark to Market Soybean End of Day</b> 16.0 M C now USD	<b>Mark to Market Derivative Soybean End of Day</b> 405 K C now USD	<b>Mark to Market Stock Soybean End of Day</b> Cannot load tile	<b>Mark to Market Oil Current</b> 0.00 C now EUR	<b>Profit and Loss Physical Soybeans Beginning Position</b> 0.00 C now EUR
<b>Profit and Loss Physical Soybean New Activity</b> No data available	<b>Profit and Loss Physical Oil New Activity</b> No data available	<b>Profit and Loss Soybean Derivative</b> 0 C now	<b>Mark to Market Soybean Oil Derivative</b> 208 K C now USD	<b>Mark to Market Derivative Soybean MtM Derivative Soyb...</b> 405 K C now USD	<b>Mark to Market Derivative Soybean MtM Derivative Soyb...</b> 405 K C now USD	<b>Mark to Market Stock Current</b> 3.24 K C now CWT	<b>PnL Beginning Position PnL Beginning Positi...</b> 0.00 C now EUR	<b>Mark to Market Stock Current</b> 3.24 K C now CWT

# Aplicação SAP ACM Fiori – Análise de risco de commodities



Mark to Market Derivative So... 405.20K USD  
Filtered By (2): View Variant, Commodity

by Document (23)

Derivative Contract	Cmnty Price Exp. ID	Commodity	Futures Account	Contract Value	Market Value	Statistics Currency
ZSH24	170000275	SOYBEANS	CBOT	-5.38M USD	5.35M USD	-68.60K USD
ZSH24	170000276	SOYBEANS	CBOT	-1.35M USD	1.34M USD	-27.15K USD
ZSH24	170000277	SOYBEANS	CBOT	-5.28M USD	5.35M USD	131.40K USD
ZSH24	170000278	SOYBEANS	CBOT	-1.33M USD	1.34M USD	22.85K USD
ZSH24	170000279	SOYBEANS	CBOT	-1.22M USD	1.34M USD	228.85K USD
OZS_H24_C1240	170000281	SOYBEANS	FA1_C	0.00 USD	0.00 USD	0.00 USD
ZSK24	170000282	SOYBEANS	FA2_DEMO	-1.15M USD	1.35M USD	410.81K USD
ZSK24	170000283	SOYBEANS	CBOT	862.50K USD	-1.01M USD	-300.61K USD
ZSK24	170000284	SOYBEANS	FA2_DEMO	862.50K USD	-1.01M USD	-300.61K USD
				-14.50K USD	10.00K USD	-9.00K USD
				-7.00K USD	5.00K USD	-4.00K USD
				0.00 USD	0.00 USD	0.00 USD
				-662.50K USD	675.20K USD	25.41K USD

Mark to Market Derivative En... 405.20K USD  
Filtered By (3): View Variant, Relative Date Function, Commodity

by Document (23)

Commodity	Company Code	Cmnty Price Exp. ID	Contr. Maturity Code	Quantity	Statistics Currency	Quotation Currency	Payment Currency
SOYBEANS	US GrainCo. (1710)	170000275	ZSH24	-10.89K MT	-68.60K USD	-68.60K USD	-68.60K USD
SOYBEANS	US GrainCo. (1710)	170000276	ZSH24	-2.72K MT	-27.15K USD	-27.15K USD	-27.15K USD
SOYBEANS	US GrainCo. (1710)	170000277	ZSH24	10.89K MT	131.40K USD	131.40K USD	131.40K USD
SOYBEANS	US GrainCo. (1710)	170000278	ZSH24	2.72K MT	22.85K USD	22.85K USD	22.85K USD
SOYBEANS	US GrainCo. (1710)	170000279	ZSH24	2.72K MT	228.85K USD	228.85K USD	228.85K USD
SOYBEANS	US GrainCo. (1710)	170000281	ZSH24	0 MT	0.00	0.00	0.00
SOYBEANS	US GrainCo. (1710)	170000282	ZSK24	2.72K MT	410.81K USD	410.81K USD	410.81K USD
SOYBEANS	US GrainCo. (1710)	170000283	ZSK24	2.04K MT	-300.61K USD	-300.61K USD	-300.61K USD
SOYBEANS	US GrainCo. (1710)	170000284	ZSK24	2.04K MT	-300.61K USD	-300.61K USD	-300.61K USD
SOYBEANS	US GrainCo. (1710)	170000285	ZSK24	-1.36K MT	-9.00K USD	-9.00K USD	-9.00K USD
SOYBEANS	US GrainCo. (1710)	170000286	ZSK24	1.36K MT	-4.00K USD	-4.00K USD	-4.00K USD
SOYBEANS	US GrainCo. (1710)	170000287	ZSK24	0 MT	0.00	0.00	0.00
SOYBEANS	US GrainCo. (1710)	170000288	ZSK24	1.36K MT	25.41K USD	25.41K USD	25.41K USD
SOYBEANS	US GrainCo. (1710)	170000289	ZSK24	-680	-65.00K USD	-65.00K USD	-65.00K USD
SOYBEANS	US GrainCo. (1710)	170000290	ZSK24	-1.36K MT	0.00 USD	0.00 USD	0.00 USD
SOYBEANS	US GrainCo. (1710)	170000291	ZSH24	0 MT	0.00	0.00	0.00

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