



Sano

The Animal Nutritionists

SmartDairyNutrition

THE FUTURE OF DIGITAL
FEED AND HERD MANAGEMENT
CONSULTATION

In SmartDairyNutrition, Sano and its three cooperating partners CVAS, AMTS and dsp have combined the best worldwide experience in the areas: feed analysis, ration formulation, and feed and herd management consultation.



SUCCESS THROUGH HOLISTIC FARM MANAGEMENT WITH SmartDairyNutrition

Lots of data are routinely collected on farms. However, often these data are not linked to other isolated applications. The result: There is no holistic view of the business.





SmartDairyNutrition is the very first solution that allows to create a comprehensive network of all the previously isolated data (animal and environmental) and systems on the farms. Thus, farmers are able to perform a full business evaluation in just a few clicks. Efficient feed and herd management measures can be directly implemented, in which animal health, environmental protection and performance are always the focal points.



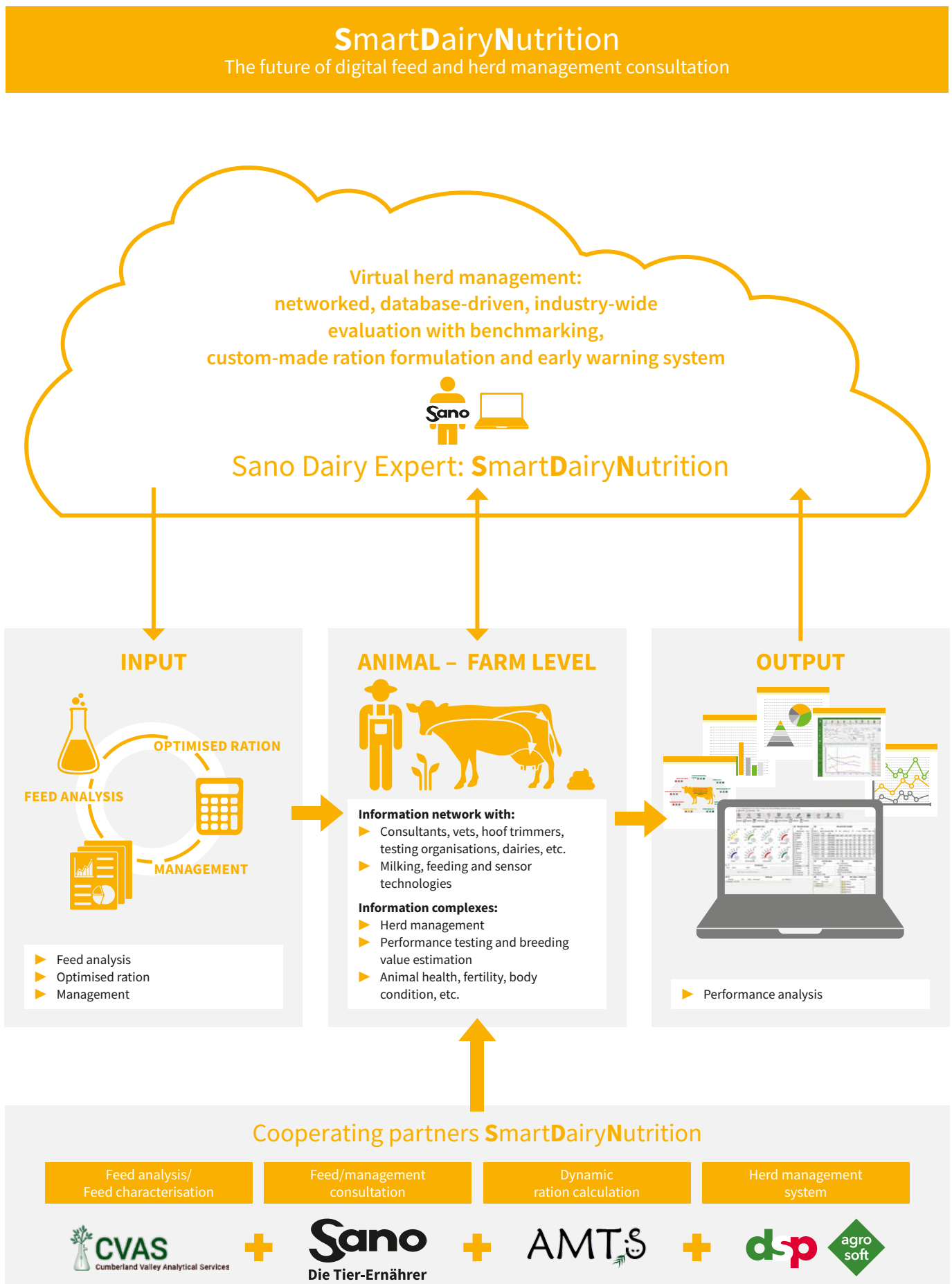
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WITH SmartDairyNutrition, YOU HAVE A VIRTUAL HERD MANAGEMENT TOOL AT YOUR SIDE FOR SUCCESSFUL AND PROFITABLE DAIRY PRODUCTION. IT COMBINES THE UNIQUE EXPERTISE, THE BEST TOOLS AND THE CUTTING-EDGE KNOW-HOW OF THE FOLLOWING PARTNERS:

	ABOUT US	OUR STRENGTHS
	<p>AMTS is a dynamic ration calculation program. It takes into consideration the feed analysis data according to CNCPS focussing in particular on the digestibility of the feed. The performance and environmental data are also incorporated into the calculation for the optimum feed ration.</p>	<ul style="list-style-type: none"> ▶ Realistic DM-intake very close to the optimum result ▶ Crude protein savings through a very detailed look at the amino acid supply ▶ More efficient use of nutrients for an improved fertiliser and environmental balance
	<p>CVAS is the global market leader in the area of feed analysis. The analytical laboratory is a pioneer in feed analysis according to the CNCPS standard.</p>	<ul style="list-style-type: none"> ▶ A look at the digestibility ▶ Regionally specific comparative values for precise feed analysis ▶ Direct connection to the dynamic ration formulation software AMTS
	<p>dsp is the german market leader in herd management systems. As a professional dsp oversees around 1 million cows daily.</p>	<ul style="list-style-type: none"> ▶ Work simplification and error prevention through automated data transfer ▶ Bundled data provide deeper insight into the biology of the dairy cow ▶ Comprehensive cause and effect analysis
	<p>Sano is one of the world-wide largest manufacturers of mineral feeds, milk replacers and special products in modern animal nutrition. Sano's global network of feed professionals have been assisting farmers for over 40 years.</p>	<ul style="list-style-type: none"> ▶ Optimal performance at attractive prices ▶ Driver of innovation – from professionals for professionals ▶ Modern production for healthy nutrition

HOW THE SmartDairyNutrition SYSTEM WORKS:



PROFIT FROM HOLISTIC LINKING OF ALL YOUR DIGITAL FARM DATA. OPTIMISE YOUR PERFORMANCE, TIME MANAGEMENT, ANIMAL WELFARE AND ENVIRONMENTAL PROTECTION WITH SmartDairyNutrition.

With SmartDairyNutrition, you as the farmer receive interactive and problem-orientated expert knowledge about both animal nutrition through Sano and herd management from dsp, integrated into a comprehensive management software solution.

THE BENEFITS FOR YOU

1. EARLY RECOGNITION – TIMELY ACTION – BEFORE SYMPTOMS ARISE

SmartDairyNutrition recognises early problems before obvious symptoms appear. An integrated early warning system helps quick recognition of the problems.

5. OPTIMISE FEED – INCREASE PROFIT

The revenue from the milk minus the feed costs serves as an assessment of the economic viability of the farm. With SmartDairyNutrition, it is possible to further increase the profitability of the farm.

2. HOUSING, WEATHER CONDITIONS, PERFORMANCE – INFLUENCING THE DAIRY COW AS A SYSTEM

A variety of environmental influences have an effect on the dairy cow. These are linked with animal-specific data in SmartDairyNutrition to guarantee optimum feeding according to health and performance.

6. WORK SIMPLIFICATION – MORE TIME FOR YOU

With SmartDairyNutrition, the datasets – milk records, feed analyses, milking and feeding technologies, etc. – are automatically and digitally forwarded and linked. Therefore, herd monitoring for the farmer is quick, simple and holistic.

3. FORAGE QUALITIES – RECOGNISING THE UPS AND DOWNS

Using SmartDairyNutrition, fluctuations in the forage quality can be immediately recognised, and the ration quality is checked using the early warning system. In this way, the ration is optimised even before a drop in performance can occur.

7. CREATING CONNECTIONS

SmartDairyNutrition allows an anonymised comparison of farms. In this way, the treasure trove of knowledge and experience, as well as new practical findings can be directly incorporated into the farm consultation and the problem early detection system can be further expanded.

4. INSIGHT INTO THE BIOLOGICAL SYSTEM COW

SmartDairyNutrition deals specifically with the performance and health status of the animal and at the same time looks at efficient nutrient use for improving the fertiliser and environmental balance.

8. PRECISION FEEDING MADE EASY

SmartDairyNutrition really makes precision feeding possible. The forage analysis according to CNCPS allows a detailed insight into the feed composition and quality. AMTS calculates an optimal feed ration according to the cow's requirements, as the metabolic processes and environmental influences are taken into consideration.

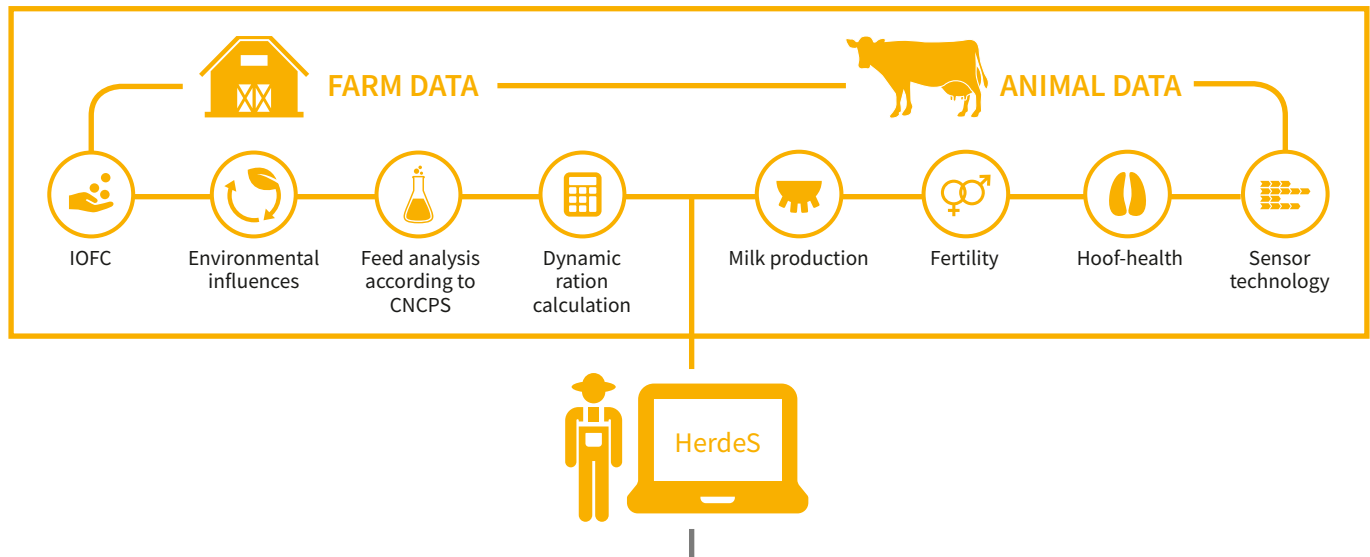
Status Quo: Isolated solutions in daily farm management



Lots of data are routinely collected on farms – however, often the data cannot be linked to other data and systems. The result: There is no holistic view of the business. Comprehensive management solutions can be difficult to implement.

The future: SmartDairyNutrition

SmartDairyNutrition is the very first solution that allows to create a comprehensive network of all the previously isolated data (animal and environmental) and systems on the farms. Thus, farmers are able to perform a full business evaluation in just a few clicks.



SOFTWARE FEATURES HerdeS

EARLY WARNING SYSTEM "TRAFFIC LIGHT"



Advantages

- + An eye on the herd with just one click
- + Fast management decisions
- + Acting before symptoms occur

GROUP ANALYSIS



Advantages

- + Easier performance group comparison
- + Targeted feeding measures
- + Optimal group size design

INDIVIDUAL ANIMAL ANALYSIS



Advantages

- + Targeted treatments
- + Optimised breeding success
- + Best animal well-being measures

VIRTUAL HERD MANAGEMENT



Advantages

- + Access to a comprehensive pool of knowledge and experience
- + Yield-optimised management decisions
- + Clear savings in work time

MOVE INTO THE FUTURE OF DIGITAL FEED AND HERD MANAGEMENT CONSULTATION WITH SmartDairyNutrition.

Today it is more important than ever to know, measure and assess the parameters animal health, well-being and performance for each individual animal, and to use them to decide on the correct management measures. All the data collected on the farm help here. SmartDairyNutrition bundles the data and presents it in a form that you can measure and assess. Comprehensive management measures can be derived in

an easy and targeted manner. Successful and also time-saving herd and feed management is so easy to achieve.

Furthermore, with the comprehensive pool of knowledge and experience of the four partners AMTS, CVAS, dsp and Sano, you always have access to the latest findings, with which you can further expand your business success.



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SmartDairyNutrition – The advantages at a glance

- ✓ **EARLY RECOGNITION – TIMELY ACTION**
- ✓ **EASY 360° AWARENESS**
- ✓ **OPTIMISE FEED – INCREASE PROFIT**
- ✓ **ALWAYS AN EYE ON HEALTH AND PERFORMANCE**
- ✓ **DAILY UP-TO-DATE EARLY WARNING SYSTEM**
- ✓ **WORK SIMPLIFICATION – MORE TIME**
- ✓ **MAXIMUM IOFC**

SHOULD YOU HAVE
ANY QUESTIONS,
WE ARE HAPPY TO HELP:
BERATUNG@SANO.DE



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At Sano, we always aim to provide our customers with the best knowledge for successful business management. Your Sano feed expert will advise you on the possibilities of SmartDairyNutrition on your farm.



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