



# Javelot

Save grain value by data



# The Challenges Are Strategic



## Competitiveness

Industrial performance / site maintenance  
Adapting to market and regulatory constraints



## Agroecological Transition

Decarbonation  
Climate change  
Insect-free without insecticides



## HR

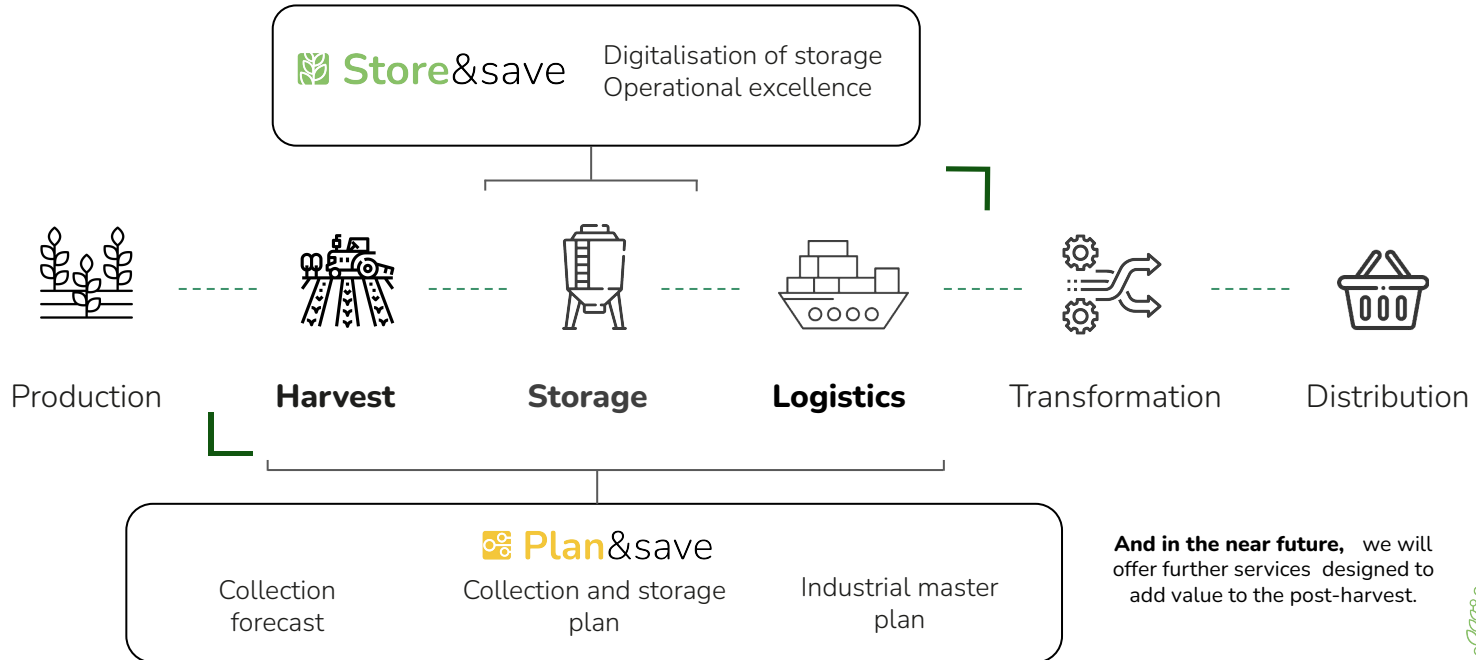
Attractiveness of professions  
Rationalisation

FOOD SOVEREIGNTY

# Our Ambition



**Becoming the leader of the post-harvest digital transformation** and incorporating all the data of the grain chain into our solutions in order to create more value.



**And in the near future,** we will offer further services designed to add value to the post-harvest.

# Our Promise



## Post-harvest + Simple

- Easier decision-making
- Saves time for silo operators
- Peace of mind thanks to the temperature alerts / limited risks



## Post-harvest + Efficient

- Lower costs : energy, insecticides, transports.
- Optimised value: preserved quality, avoiding waste, optimised selling price



## Post-harvest + Responsible

- Energy sobriety
- Reduction of insecticides
- Total traceability
- Decarbonisation



# Javelot Today

+20 000 000

surveillées tonnes

+150

customers

+2 000

users

75

employees

OXYANE  
INSPIRER L'AVENIR

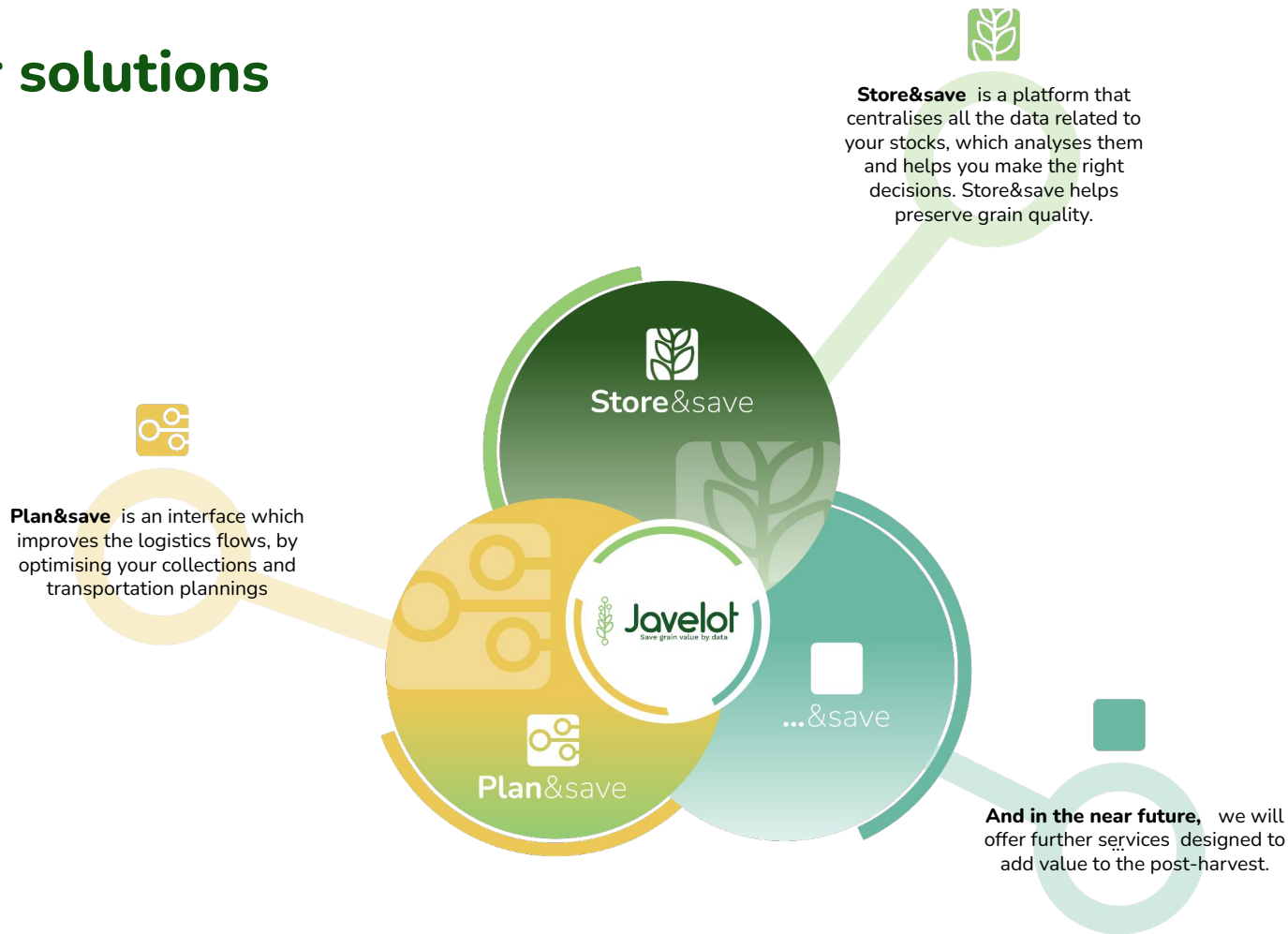
Vaesken



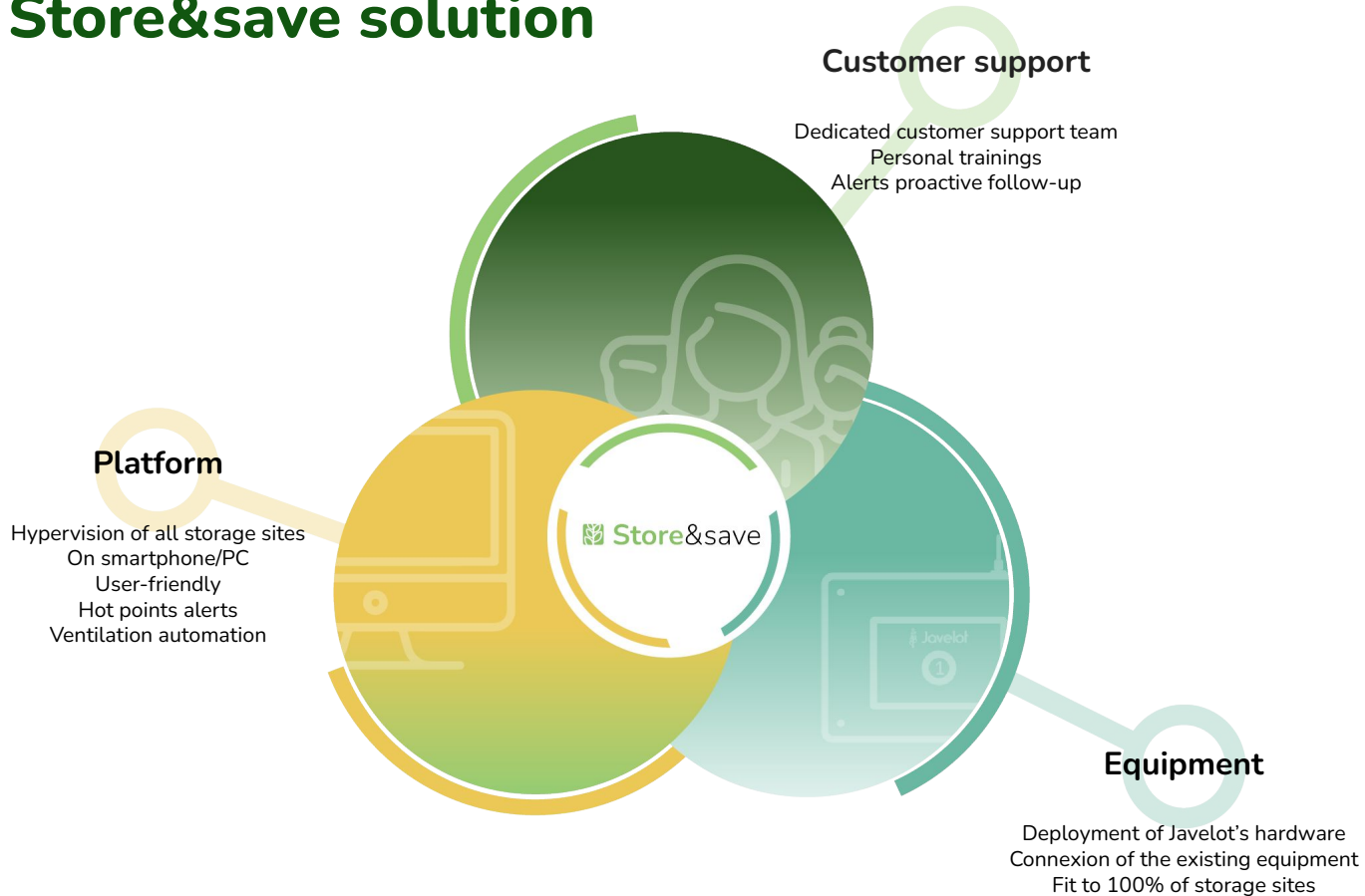
BayWa



# Our solutions



# Our Store&save solution



# The value for grain storing companies



**Electricity**  
savings of 30% to 70%



**Insecticides**  
decrease of up to 90%



**Stock losses reduction**



**Workforce**  
time reduction



**Maintenance costs**  
elimination



**Better grain weight**  
conservation

# A Platform

*Which helps take the good decisions*



Monitor and manage all your sites remotely



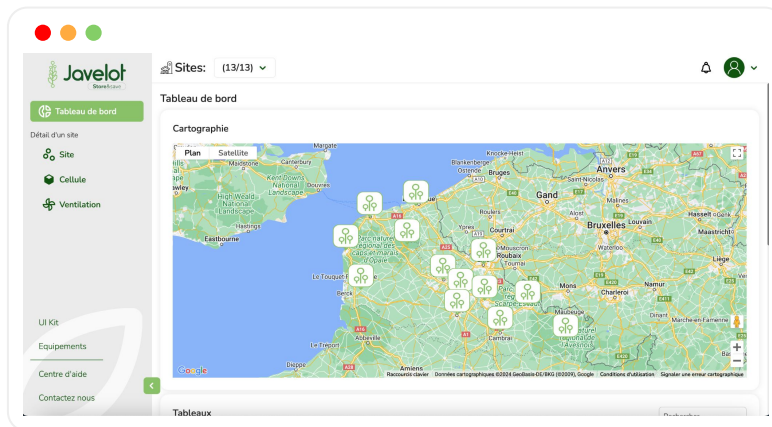
Optimise your ventilation slots to cool down more efficiently and reduce your costs



Quickly identify risk batches with the help of temperature alerts



Improve and simplify the traceability of your on-site operations



# Customer support and trainings



A tailored support from the start :  
individual and customized trainings for all users



Configuration of all the storage sites



Continuous support and proactive advice to the  
storage managers



Customer support reachable  
from monday to friday, 9:00 to 18:00  
Spanish and Portuguese speaking





# Equipment

*To connect your silos and warehouses*



⋮ Audit and installation by  
⋮ our teams



⋮ Compatible 100% sites  
⋮ and existing thermo and  
⋮ venti equipments



⋮ Free and proactive maintenance

## **The Javelot +**

Contractual maintenance timelines from 15 to 60 days  
depending on equipments



**Goal : Decrease their stock losses** and energy consumption on their 100 storage sites



**Blocker** : Old tech (manual probes in flat storages) and processes relying on paper with manual interventions did not allow them to protect their stock value through data collection and exploitation



**Solution** : BayWa deploys Javelot on 100 storage sites over 5 years to **prevent hot points** developments and automate ventilation in storage.



**Making success inevitable** : BayWa and Javelot deployed **a test phase** on 5 storage sites in 2023. This test showed : 100% of active users, 50% decrease in insecticides usage, 30% reduction in stock losses estimated

# Business Case - Walagri

## INDUSTRY

Co-operative, Belgium

## STORAGE CAPACITY

~250,000t.



### BEFORE JAVELOT

We had an **aging storage infrastructure with limited flexibility** to make efficient trading decisions based on data

We had purchased point solutions (probes or site-level monitoring systems) but without maintenance and they **quickly failed, weren't maintained** became useless

We didn't have thermo monitoring on sites where probes were broken and in our flat warehouses

We **consumed electricity uselessly** because our ventilation was mostly anual and not optimised

### AFTER JAVELOT

We asked Javelot to **reuse probes** that had been previously installed in our silos but didn't have automated temperature reporting to their systems and we can now **read their temperatures in the Javelot app**

Javelot trained our teams on ventilation best practices and we expect a **minimum 15% electricity savings** on ventilation

All of our staff are trained and we are confident that the next generation of silo managers will be well trained when the older generation goes on retirement



# Business Case - Dijon Céréales

## INDUSTRY

Co-operative, France



**DIJON CÉRÉALES**  
ACTIFS, POSITIFS, COOPÉRATIFS

“Javelot's solution transformed our storage operations, turning challenges into opportunities for data precision and efficiency. Our partnership with Javelot has set new standards and we have reached operational excellence in our company.”



### Ludovic Ligner

Grain Quality Manager  
Dijon Céréales

## STORAGE CAPACITY

~400,000t.

## BEFORE JAVELOT

We faced reliability issues with our probes in flat storage, affecting our ability to monitor conditions accurately

We had limited data access about our storage sites and across our teams

We had operational inefficiencies and no central system for temperature and ventilation monitoring

We lacked comprehensive support from previous vendors leaving our team without guidance

## AFTER JAVELOT

We adopted thermometry solutions across our sites and it allowed us to centralize all critical data

We improved our decision making process and it positively impacted our operations

We achieved operational excellence with seamless tracking solutions for key operations

We improved team satisfaction with Javelot customer success team and improved our traceability standards





# Our Solution

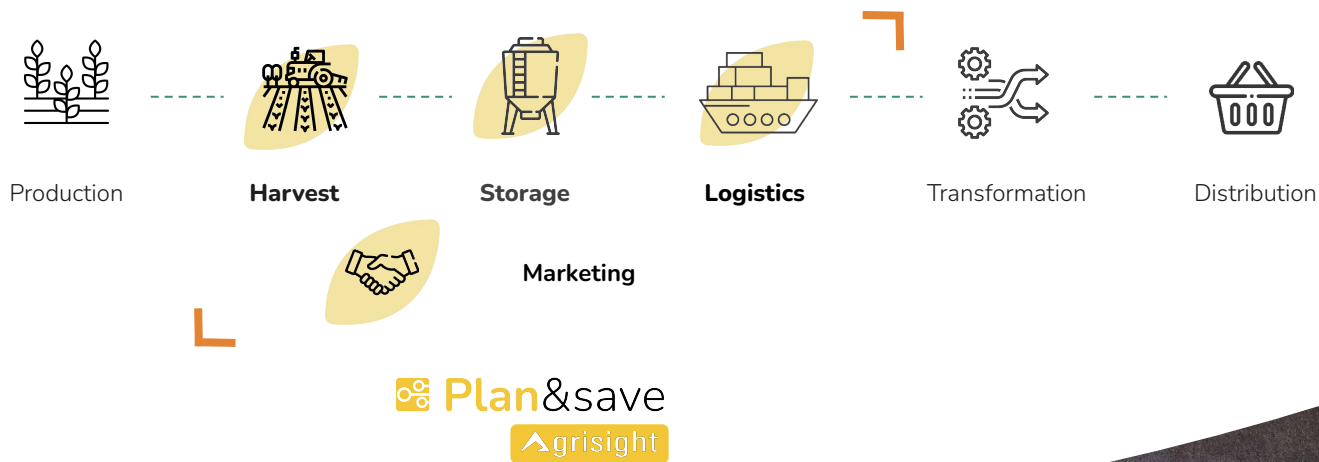
 **Plan&save**  
by 

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# Our Plan&save solution





# A platform

*To make the right decisions*



Easily create the digital twin of your organisation and your constraints

Simulate your industrial processes



Get the first storage and transport plans, quickly and error-free

Adjust the plan to reflect the organisation's wishes



Update your forecasts

Adjust your scenarios up until harvest



Easily obtain feasible plans, validated by the operations teams and financially optimised

# The contributions of Plan&save

*in relation to your current tools and methods*



## Contributions



## Benefits



**Much more advanced modelling of business rules and constraints**

Gain in relevance of proposed plans, and therefore **increase in logistical savings**



**Simplified use of the tool, opening up new opportunities**  
*Adjustment of results, modelling and scenario comparisons, etc.*

Saving **time and making** plans more fluid, enabling a **real-time** update in line with changes in forecasts, and the production of several plans during the year  
**Validated plan optimised financially**, by systematically displaying the additional cost of each option or adjustment



**Business team skills**  
*An expert in agricultural logistics and a driving force behind business process proposals, with a proven track record of supporting France's largest SOs over a number of years*

**Accompaniment** to exploit the tool's potential and lead to **operational decisions to reduce costs**



**Competence of the data & dev team**  
*Security and durability of the tool and its capacity to evolve*

**Greater potential for process improvements** and savings achieved through planned developments of the module and its integration (OS tools & other modules)



The Planning module can be integrated into, **an integrated solution with a broader scope**

# The contributions of Plan&save

*in relation to your current tools and methods*

## Switching from a "calculator" tool

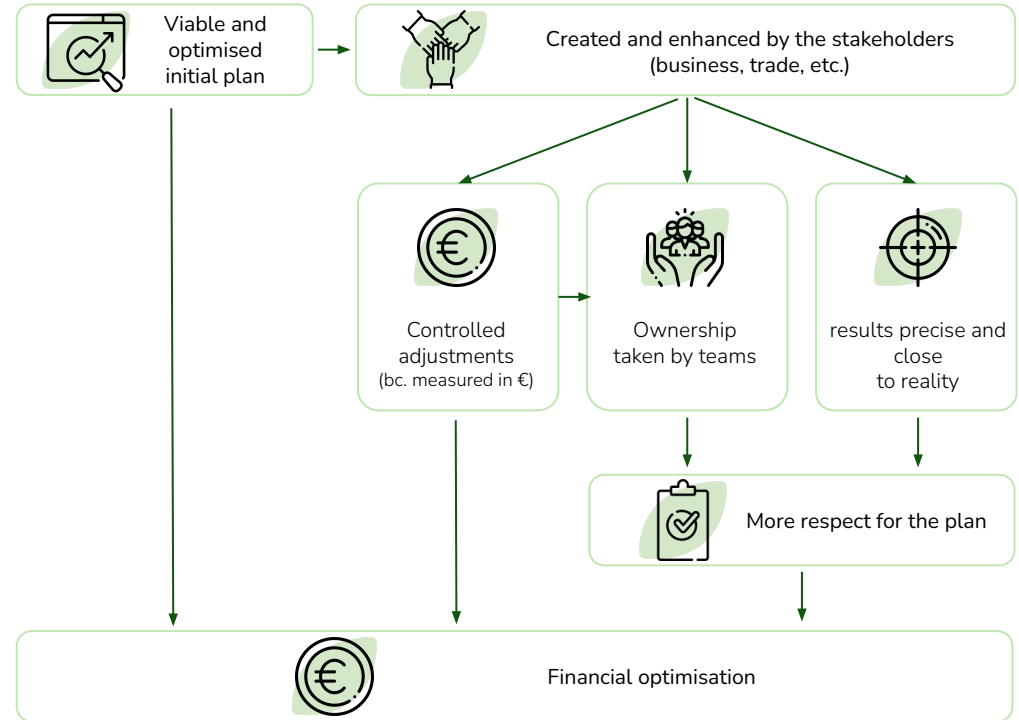
Used once for the summer harvest, without updating forecasts (collection, sales).

Very time-consuming, and not conducive to optimised results

## to a solution and changes in practices

Used several times a year, with forecast adjustments up to harvest time

It can be used independently, without overloading the workload, so that the results are appropriate and the areas for optimisation are identified.



## Customer quotes

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“

**Managing demand** from our customers' sales forecasts through to transport, **studying different scenarios** in a fluctuating environment, and equipping ourselves with the means to **manage our indicators** are three major contributions of the Plan&save tool.

*Industrial Director*

”



# Customer quotes

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“

Discussions with Plan&save have enabled us to **structure our data**, in particular historical data, so that we can use **an effective tool** and **to facilitate the construction of sales forecasts** by sales staff. As a result, we can **anticipate our supply needs and sell more effectively**.

*Sales Forecasting Project Manager*

”



# Immediate value creation

 **Plan&save**  
*Planification* makes you save

**15% to 25%**

on harvesting costs compared to historical work tools



Data based on 4  
organisations that  
adopted the solution



Analysis of 3 harvests



5.5Mt tonnes collected  
in scope