

Databases

Western Plant Board
2012 Meeting



USA Plants

KRS

Accela

Iron Data



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- USAPlants is 1 of 5 state-developed AgraGuard modules
- Licensed by non-profit: NATC NFP
 - License is free to public sector
- Computer Aid, Inc (CAI) only
 - Only certified vendor to implement, enhance, and maintain
- USAPlants' currently deployed:
 - Pennsylvania
 - Vermont
 - West Virginia
 - – New Mexico
- States share enhancements from USAPlant partner states, opportunity to share enhancement costs.

Component	Investment
USAHERDS	\$1,709,597
USALIMS	\$4,444,219
USAPlants	\$1,850,000
USAPets	\$203,954
USAFoodSafety	\$1,100,000
	\$9,307,770

- Product registration/licensing
 - Pesticides, FFL producers, soil/plant amendments
 - Licensing nurseries, apiaries, seed distributors etc
- Pesticide and other certifications
- Lab module for samples:
 - FFL, seeds, plants, apiary (pesticide anticipated)
- Coursework, exam scheduling (applicators, etc)
- Special entomology component
- Weights, measures
- Billing, renewals, cash receipts

- Internet integration
 - Kelly Registration Systems (two-way)
 - Credit card processing
 - Tonnage, UFTRS
 - Email from within the app
 - Google maps
- Outputs
 - 130+ reports
 - Annual renewal processing (mailing)
 - Barcode labels (renewals, samples)
 - Export to MS Excel



Features/Functions

PROGRAM	LICENSE	LAB	COURSES, CONT. ED	INSPECTION	PRODUCT REG.	TONNAGE REPORTING
Plant Merchants / Nursery Dealer	X	X		X		
Feed Manufacturers	X	X		X	X	X
Fertilizer Manufacturers	X	X			X	X
Lime Manufacturers	X	X			X	X
Soil and Plant Amendments	X				X	X
Seed Dealers	X	X				X
Apiary	X	X		X		
Hypersensitivity	X					
Maple Processor / Dealer	X					
Pesticide Dealers	X					
Pesticide Business	X					
Pesticide Applicators						
Commercial Applicators	X		X			
Non-Commercial Applicators	X		X			
Public / Government Applicators	X		X			
Private Applicators	X		X			
Technicians	X		X			
Pesticide Registrants (Manufacturers)	X				X	

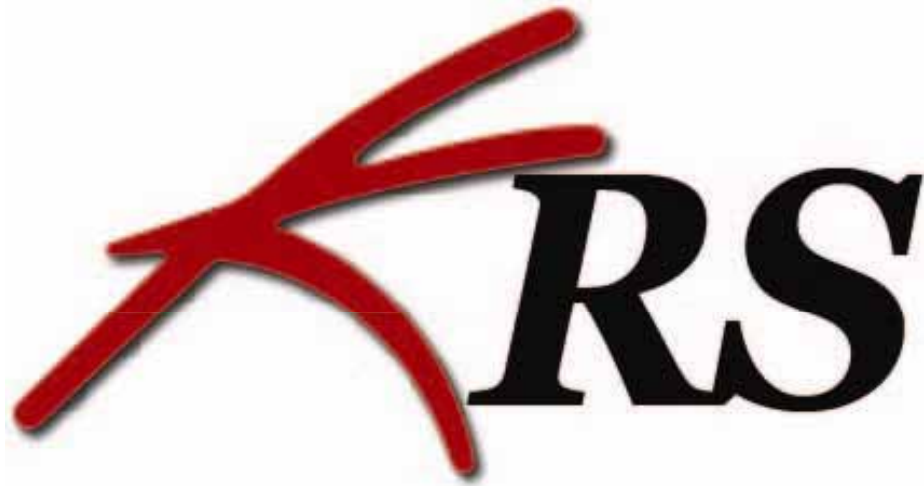


Features/Functions (cont.)

PROGRAM	LICENSE	COURSES, CONT. ED
Nutrient Management		
Business	X	
Commercial	X	X
Public Dual	X	X
Public Review	X	X
Individual	X	X
Educator	X	X
Mail Only	X	
Manure Hauler/ Broker		
Business	X	
Manure Hauler (1) (2) (3)	X	X
Manure Broker (1) (2)	X	X
Mail Only	X	
Odor Management		
Business	X	X
Commercial	X	X
Public	X	X
Individual	X	X
Educator	X	X
Mail Only	X	

PROGRAM	LICENSE	COURSES, CONT. ED
Retail License		
Milk	X	
Meat & Pre-Packaged Meat	X	
Frozen Deserts	X	
Class C Pesticides	X	
Point of Sales Scanners	X	
Weights And Measures		
Motor Fuel Dispenser Meters	X	
Propane Fill Stations	X	
Vehicle Tank Meters	X	
Truck Mounted Propane Meters	X	
Bulk Plants	X	
Other Meters	X	
Small Scales	X	
Medium Scales	X	
Vehicle & Heavy Duty Scales	X	
Hopper Scales	X	
Dealer / Repairman	X	
Public Weighmaster	X	

- Potential Future Enhancements:
 - Pesticide lab component
 - Enhanced pesticide enforcement
 - Disconnected component for field use
 - UPC repository



Kelly Registration Systems, Inc.
May 2012





KRS Overview

- More than 20 years of Agricultural and Pesticide Industry experience - State Departments of Agriculture, businesses and individuals
 - Publish searchable EPA data from 36 states
 - Administrate online label submission/review for 27 states
 - Licensing and registration software for 9 states
 - Inspections, Investigations and Sampling software for 3 states
- Working across divisions of State Departments of Agriculture
 - Animal, Fuel and Measures, Nursery/Organic, Consumer Protection, Feed and Fertilizer
- Regulatory is our core competency
 - KRS small biz structure means dedicated support personnel who will roll up their sleeves with you

States using KRS

AK, AL, AZ, CA, DE, GA, IA, ID, KS, KY, MD, MN, NC, NE, ND, OK, SC, SD, WA, WV



The KRS Advantage

- Proprietary patented software developed through our management team's 50+ years of industry expertise
- SaaS through ASP model – all hosted by KRS
- Flexible pricing models – contracts, sole source, payment plans
- Fully customizable programs
 - Layout of renewal forms and licenses
 - Custom reports (demographic, administrative, financial, product/license status, statistics, plus many more) which can be exported to specified file types
 - License number and formatting
 - Custom fields using specified terms
 - Fees structures and rules
 - Business rule implementation



The KRS Advantage

- Features developed for a state can be modified and shared with other state clients
- Already proven benefit to the public, applicators, and inspectors
- Dedicated technical and customer service support for the lifetime of the contract
- You own the data, KRS owns the code (just like Windows)
- Programs available online 24/7 with in-field options for field inspectors
 - Available on Tablet-PCs and other mobile devices



Financial Incentives

- Reduce costs of printing and money handling
- Increase revenue
- Reduce phone calls
- Use savings to pay for additional program requirements; e.g. North Dakota – product registrations paid for PDAs
- Minimize training – one system across departments
- ACH transfers
- KRS covers credit card convenience fees



Products & Services

- Kellysolutions.com
 - Online, real-time data searches available to public
- eRenewals/eDocument Submit
 - Allows registrants to renew products online and submit new/ revised labels
- KSAMS-pr
 - Online database for state admins to process product registrations and renewals
- KSAMS-bdi
 - Online database for state admins to process new and renewed licenses, certificates, invoices, tonnage reporting



Products & Services

- KSIIS
 - Complete management for inspections, investigations, sampling and enforcement
- KCMS
 - Complete online content management system
- FieldSurv
 - Hand-held mobile devices scan products in the marketplace to verify registration status



KSAMS-pr Features

- Registrants can submit applications/renewals by paper or online
- Online submission allows for credit card payments
- States can pre-approve new products before payment is made
- Online document submission (maps, bills of sale, labels, insurance verification)
- All notifications (registration approval, renewal notices, etc.) and communication can be sent by email
- Registrants may update specified data online using a secure username and password
- Daily To-do list (dashboards) reminders upon login
- Document Retention
- Text based searches of labels
- Audit trails of personnel
- History of products, company information



KSAMS-bdi

- Registrants can submit applications/renewals by paper or online
- Generate Invoices
- Process Tonnage Reporting
- Online submission allows for credit card payments
- States can pre-approve new products before payment is made
- Online document submission (maps, bills of sale, labels, insurance verification)
- All notifications (registration approval, renewal notices, etc.) and communication can be sent by email
- Registrants may update specified data online using a secure username and password
- Daily to-do list reminders upon login
- Audit trails of personnel
- History of products, company information
- Licensee may reprint license, certificates online
- GPS tracking locations



KSIIS

- Enforcements, Investigations, Inspections, and Sampling
- Links to existing KSAMS-pr & bdi program data
- Verify product registration and license status
- Available online and offline
- Customizable, secure forms
- Capture signatures
- Chain of custody reports – ability to link to labs for sample results
- Office personnel may assign cases to field inspectors
- Inspectors can submit cases back to managers for review
- Create violations, NOCs, DOCs, stop-sales and other enforcement actions
- Public Records requests
- Schedule tasks, track time and mileage



Current Programs- Pesticides and Fertilizers

Fertilizer	Product Registration
Horticultural Media Growers	Product Registration
Lime	Product Registration
Pesticides	Product Registration
Soil Amendment	Product Registration
Anhydrous Ammonia	License
Fertilizer Dealers/Manufacturers	License
Lime Dealers/Manufacturers	License
Fertilizer	Tonnage
Lime	Tonnage
Soil Amendment	Tonnage

Enforcement, Investigations, Inspections



Current Programs- Pesticides and Fertilizers

Pest Control Companies	License
Pesticide Application Permits	License
Pesticide Bulk Storage Facilities	License
Pesticide Commercial Applicators	License
Pesticide Contractors	License
Pesticide Dealers	License
Pesticide Permits	License
Pesticide Private Applicators	License
Pesticide Sensitivity Registry	License
Pesticide Structural Applicators	License
Pesticide Workers and Handlers	License
RUP Dealers	License
Pesticide Structural Course Instructors	

Enforcement, Investigations, Inspections



Current Programs – Fuels & Measures

Anti-freeze Permits	Product Registration
Petroleum	Product Registration
Anti-freeze Permits	License
Certified Public Weighers	License
Fuel Pumps	License
LP Gas Mechanics	License
Pump Repairman	License
Scale Mechanics & Repairmen	License
Scales	License
Service Agents	License
Weighmasters	License
Metrology Lab	Invoice

Enforcement, Investigations, Inspections



Current Programs – Nursery/Plant/Organic

Beekeepers	License
Certified Organic Growers and Producers	License
Honey Exemptions	License
Live Plant	License
Onion Growers & Processors	License
Organic Certifying Agents	License
Timber Dealers & Processors	License
Seed Dealers	License
Nursery Certification Cost Share	
Reimbursement Management System	Invoice
Plant Protection Certification Fees	Invoice
Seed Samples	Invoice

Enforcement, Investigations, Inspections



Current Programs – Animal, Feed & Grain

Feed	Product Registration
Livestock Medications	Product Registration
Animal Shelters	License
Bird Dealers	License
Commercial Feed Manufacturers/Retailers	License
Deer Farms	License
Diary Plant, Haulers, Farms	License
Egg Candler	License
Equine Stable	License
Grain Dealers Guaranty Fund	License
Kennels	License
Pet Dealers	License
Rendering Plants	License
Salvager Permits	License
Feed	Tonnage
Grain Invoicing	Invoice
Poultry Sales	Invoice

Enforcement, Investigations, Inspections



Current Programs – Marketing & Commodities

Butterfat Samplers and Weighers (Bulk Haulers)	License
Butterfat Testers	License
Cotton Dealers	License
Dealer and Handler of Ag Products	License
Farmers Market Vendors	License
Food Establishment	License
Food Mobile Vehicles	License
Frozen Dessert	License
Shellfish	License
Specialty Foods	License
Wholesale Fish Dealer	License
Commodity Assessments (Watermelon, Tobacco, Peanut, Cotton, Beef, Soybeans)	Invoice

Enforcement, Investigations, Inspections



Current Programs – Other

Bonded dealers

License

Tenant leases

License

Conference center rentals

Invoice

Credit card phone orders

Invoice

Daily cash receipts

Invoice

Parking

Invoice

Financial reporting

Inventory tracking

Market Bulletins



Implementation

- Contract/MOU/Handshake
- Analysis/Process Improvement
- Design
- Development/Customization
- Data Conversion
- MS-Word Templates for forms and reports
- Testing
- Training
- Deployment
- Continued support



References

- Derrick Lastinger
 - GA Department of Agriculture
 - Structural Pest Control Division Program Director
- Jim Gray
 - ND Department of Agriculture
 - Pesticide/Fertilizer Division Director
- April Anderson
 - GA Department of Agriculture
 - IT
- Erin Lin
 - SC Department of Agriculture
 - Accounting
- Hugh Weathers
 - SC Department of Agriculture
 - Commissioner
- Curt Secker
 - WA Department of Agriculture
 - IT/Contracts



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About Accela

- Leading government enterprise software solution providers
- Largest installed-base with 500+ customers
- Browser-based, easy-to-use government automation software
- Strong GIS integration, mobile office capabilities, online citizen services, and IVR integration
- Unprecedented domain knowledge
- Committed to the public sector for more than 30 years

Marketing Position Highlights

30+ Years of Experience

Have been developing and implementing state and local solutions since 1979

- Committed to the government public sector

Best-in-Class Products

Industry-leading enterprise solution for licensing, permitting, asset and case management

- Proactive, planned development

World-class Strategic Partnerships

Have established strategic partnerships with industry leaders

Accelerating Momentum

Continued growth in established markets with expansion into further worldwide international markets

- Sharing best practices around the world

Loyal Customer Base of 500+ Installs

- 500+ world wide customers
- 99% maintenance renewal rate



Accela

- Pesticides
- Fertilizers
- Apiary
- Nursery
- Feed
- Produce

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Iron Data

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Company Profile >>>

Company Profile

Iron Data, LLC. was founded in 2001 to respond to the increasing demand for cost effective business transaction software and services. Iron Data focused initially on several specific government contract opportunities to provide end-to-end front and back office data processing solutions.

Today, Iron Data offers a comprehensive suite of solutions, called Intelligent Process Management, that assess, improve, manage and monitor challenging operational process issues for clients in two key verticals: public sector and transportation/logistics.

We are partners, not just providers. We have battle tested experience and expertise harnessing and leveraging organizational process and its associated information in a wide variety of extremely complicated and often trying solutions. Iron Data continues to look for opportunities by expanding its reach into additional market segments with similar operational characteristics where its global delivery platform can be utilized to improve margins and grow market share.



Iron Data

Current Projects

New York

Department of Agriculture &
Markets

Texas

Department of State Health
Services Milk and Dairy
Sampling

Montana

Department of Commerce
Department of Agriculture

Iron Data

- Largest Provider of State Licensing Solutions
- Core System Features:
 - Web-based, on-line
 - Agency system, multi-program, comprehensive
 - Mobile 'Field Inspection'
 - Dashboard



Iron Data

Versa Regulation: the Cornerstone

Comprehensive, Integrated Office Solution

- Application Processing
- Licensing & Registration
- Sampling and Inspections
- Investigation and Enforcement
- Cash Management
- Examinations and Reporting

Key Features

- Browser Based
- Expert Rules-Based Engine
- Powerful Workflow Tool
- Dashboard
- Public Gateway
- Operates in Real Time
- GIS Integration



Iron Data

Versa:Online –

- Easy Citizens Access to the public information & license holder services
- Streamlines Agency Work
- Applicant Benefits
 - Address changes
- Payment of fees on-line

Versa:Datamart

- Optional External Reporting Environment
- Internal Report Management System
- Bundled User and Developer Licenses for Business Objects
 - Crystal Reports

Iron Data

Versa:Mobile

- Automated Inspection Solutions
- Integration with Mobile Devices
- Allows inspectors & investigators to work electronically –
 - Reducing data entry demands
 - Option to reduce paper volume production
 - Increases inspection efficiencies

Montana

Program Areas:

Feed

Fertilizer & NH₃

Public Warehouseman

Commodity Dealer

Produce

Organic

Seed

Potato

Apiary

Noxious Weed Seed Free Forage

Pesticide

Activities:

Licensing & Registration

Certification/Permitting

Training/Education/Examination

Inspection/Investigations

Sampling

Enforcement

Disposal

GIS Integration