Soil Testing

1 segment of the business

Make this go all the way first

Translate to others – transfer

What happens

 A client sends in a sample

 The sample gets split into different amounts

 Part goes to a wet test station (sub location)

* Extract liquid and other substances
* Readings
* Record the results
	+ Send smaller samples to other test stations (more sub locations)
	+ More processes and sub processes
		- Record data as available
			* Different elements Ca, Na, Mg, K
			* Get a number (results) – then do some math – be able to enter new numbers
			* More element testing
				+ Different sub station (sub locations)
				+ Test for N, P, B

N >> % T transmitted – enter number – more math =(2-log(value of T))

More math and a curve (compare to an external process or set of standards)

Other processes (subs of subs) – All elements N, P, B need to follow similar processes

Cory will send some info and data – flow and processes – new data

Soil sample dry

* Put in oven and bake it – consistent moisture content
* Re saturate it – back to a new workable level
* More moving between stations
	+ More element testing
	+ LOI station (sub locations)
		- Testing for different organic matter >> percentages
		- Sub processes and phases – weigh start, weigh with soil, burn, weigh
		- Math and formula stuff based off of results

Take some dry soil and then do a special process (gravity shake)

Client wants to go visual for her clients – graphs, charts, reports, stats, etc.

There may be some client stuff (CRM) and projects (samples or elements of time of subs of time). We may also need user/payee (tester persons – who did what). Lots of sub locations and sub phases.

Show phases and options (budgets and options)

Include training as part of the bid or quote

Release in phases – help it sell itself

Maybe other relationships such as expenses, invoices, job costing, project costing, items and services, etc.

Possible MS Excel and other files and scans (media/content)

Initial contacts will go through Cory Warden (rep/consultant)

Next steps – we will look at the documentation and give a number of small quotes – This will be done by Dave and Shannon – initial meeting with Cory was on 4/22/16.

Cory Warden

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