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Trimble Adds Partners to its Global Vantage Distribution Network for Agriculture

Vantage Partners Provide Farmers with Trimble Technology Solutions that Increase Farm Efficiencies and Productivity

SUNNYVALE, Calif., Aug. 18, 2016 /PRNewswire/ -- Trimble (NASDAQ: TRMB) announced today that it has added four new partners to its [Vantage™](#) distribution network—a global network of independent partners that provide growers, advisors, retailers, co-ops and local OEM dealers with precision agriculture expertise for the entire farm.

The new partners that have joined the Vantage network include:

- | [Vantage Iberia Occidental](#): Vantage Iberia Occidental was established from Trimble's authorized reseller in the Western Iberian Peninsula—Soluciones Agrícolas de Precisión "AGROSAP." Based in Seville, Spain, Vantage Iberia Occidental focuses on Trimble total farm solutions for growers and crop advisors throughout the Western part of Spain and all of Portugal.
- | [Vantage Western Australia](#): Vantage Western Australia was established from Trimble's authorized reseller in Australia—BMS Lasersat. Based in Perth, Australia, Vantage Western Australia will provide Trimble total farm solutions throughout the province of Western Australia.
- | [Vantage Italia](#): Vantage Italia was established from Trimble's authorized reseller in Italy—Spektra Agri S.R.L. based in Vimercate, Italy, with the agriculture headquarters located in Serravalle (Ferrara). Vantage Italia focuses on Trimble total farm solutions for growers and crop advisors in Italy.
- | [Vantage sub-Saharan Africa](#): Vantage SSA was established from Trimble's authorized reseller in South Africa—OPTRON (Pty) Ltd. Vantage SSA's central office is located in Centurion, South Africa, and will offer Trimble total farm solutions to growers in South Africa, Angola, Namibia, Botswana, Zambia, Zimbabwe, Mozambique, Madagascar, DRC, Congo, Nigeria, Lesotho and Swaziland.

"We are excited to have these exceptional partners join our Vantage distribution network," said Darryl Matthews, senior vice president and sector head of Trimble. "We are confident they will provide farmers in their area with outstanding service and support, technical expertise and technology guidance to ensure their customers have the right precision agriculture solutions working seamlessly together to improve productivity and efficiency on the farm."

As the complexity of integrating multiple systems together across a farming operation increases, so does the need for seamless service and support from technicians that have in depth knowledge in all areas of precision agriculture. Vantage partners complete an extensive level of training to install, set up and support the entire Trimble precision agriculture portfolio from planning through reporting. The Trimble agriculture portfolio has evolved from guidance and flow & application control systems to now include advanced solutions for irrigation and water management, agronomy coaching, plant health monitoring, soil analysis, variable rate application, and desktop and cloud-based management.

Vantage distributors provide a premier level of technical expertise, customer service and support capabilities and operate with a strategy that fosters technology interoperability in mixed fleets used on a farm. Vantage partners are committed to provide reliable, responsive and dedicated in-field service and support, as well as to create a hassle-free experience for the grower and their advisor when implementing advanced technology solutions. They also provide training so farmers and advisors have a better understanding of how to use the technology in a way that best meets their farming needs.

For additional information about Vantage, visit: www.vantage-ag.com.

About Trimble's Agriculture Division

Trimble's Agriculture Division provides solutions that solve complex technology challenges across the entire agricultural supply chain. The solutions enable farmers and advisors to allocate scarce resources to produce a safe, reliable food supply in a profitable and environmentally sustainable manner. Covering all seasons, crops, terrains and farm sizes, Trimble solutions can be used on most equipment on the farm, regardless of manufacturer. To enable better decision making,

Trimble offers technology integration that allows farmers to collect, share, and manage information across their farm, while providing improved operating efficiencies in the agricultural value chain. Trimble solutions include guidance and steering, agronomy coaching, desktop and cloud-based data management, flow and application control, water management, harvest solutions and correction services. For more information on Trimble Agriculture, visit: www.trimble.com/agriculture.

About Trimble

Trimble is transforming the way the world works by delivering products and services that connect the physical and digital worlds. Core technologies in positioning, modeling, connectivity and data analytics enable customers to improve productivity, quality, safety, and sustainability. From purpose built products to enterprise lifecycle solutions, Trimble software, hardware and services are transforming a broad range of industries such as agriculture, construction, geospatial, and transportation and logistics. For more information about Trimble (NASDAQ: TRMB), visit: www.trimble.com.

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