

Healthy Soil, Healthy Lawns: Waypoint Soil Testing Service Assistant[®] 5 Integration



Who is Waypoint Analytical?

Waypoint Analytical is one of the largest agricultural laboratory groups in the United States – and now they are partnering with Real Green Systems to offer soil testing integration for Service Assistant 5 users.

Why Offer Soil Testing?

With new EPA “Healthy Soil” regulations expected in 2021 and onward that will likely require much more frequent, and possibly mandatory, testing for lawn care providers, this will prove to be a great asset to your business.

In addition to opening up a potentially lucrative new revenue stream, providing soil testing for your customers shows them that you are good stewards of the environment while also providing excellent, personalized service – promoting healthy soil by testing before recommending a custom lawn care health plan.

How Does It Work?

After you sell soil testing to your customer, mail the soil sample to one of Waypoint’s seven test facilities across the country. When the results are ready, Waypoint will push the results directly to Service Assistant 5.

What Will You Get?



A linked document with a URL link to the soil sample in the Waypoint portal



A call log entry tied to the customer, including a note about the sample



The customer’s record will be updated with the pH from the sample

How Do You Get Started?

Start by establishing an account with Waypoint Analytical. Waypoint will then reach out to Real Green Systems’ API support group to set up your integration.

***If you would like your soil sample data added to your Real Green Systems account when submitting soil samples, please label them with your Real Green Customer ID (Account #).**