FLAD AgTech Program

1. About FLAD

The Luso-American Development Foundation is a private, financially self-sufficient Portuguese institution. Its mission is to contribute to Portuguese development by financially and strategically supporting innovative projects and encouraging cooperation between Portuguese and American societies.

The Luso-American Development Foundation was created in 1985 by decree of the Portuguese Government to establish a private, not-for-profit institution that promotes relations between Portugal and the United States in a permanent, flexible and independent way, in the hope that this exchange would further the economic, social and cultural development of Portugal.

Its initial assets were based on monetary transfers made by the Portuguese State, as a result of the Cooperation and Defense Agreement signed by Portugal and the United States in 1983.

2. About INOVISA

INOVISA is a Portuguese private non-profit association established in 2005, focused on promoting innovation, technology transfer and entrepreneurship and reinforcing the links between science and practice in the agricultural, food and forestry sectors.

INOVISA has emerged as an innovative and unique structure in the Portuguese context, by having a very well-defined scope (agriculture, food and forestry sectors). With a broad view on sectorial innovation, INOVISA has been working very closely with multiple actors within the agriculture, food and forestry sectors.

INOVISA

3. FLAD AgTech Program

FLAD AgTech Program, is a partnership between FLAD and INOVISA with the aim of improve/boost the AgTech sector in Portugal, through the organization of a roadshow to the USA. FLAD and INOVISA selected five startups from the AgTech ecosystem that will participate in this roadshow. The focus will be California, namely Fresno, Salinas Valley and San Francisco, the goal is to put these five startups in contact with academic experts, innovation centers, incubators/accelerators, similar startups, investors and the overall AgTech ecosystem.

The roadshow will have the maximum duration of ten days and will occur from September 16th to September 26th. The roadshow will start in Central Valley, namely Fresno and Salinas and will end in San Francisco.

4. Start-ups

trigger.
systems

Trigger.Systems developed a full stack solution that allows to optimize irrigation and reduce up to 40% the water use in agriculture, landscape and sports fields. This solution has successfully been tested and demonstrated in 3 different operational environments (agriculture fields, sports fields and public gardens) over the past two years. This solution is based on a WEB platform that is portable to many devices and can be integrated with several equipment in the market. Trigger also developed proprietary equipment models for three types of automatic irrigation systems **central controllers, battery operated controllers** and **pivots.** These three products are connected to the platform and are very efficient compared with the solutions available in the market. All these products are very competitive in prices and have a payback time lower than 1 year in most of the cases. The Trigger.Systems solution is totally disruptive in the market since it replaced physical sensors with virtual sensors. It has proved be well adjusted to the market and to add an extreme value to all the client's segments addressed. This full stack solution allows to increase the efficiency of the systems in up to 40% in water and 20% in energy consumption and the cost reduction with human labor and fuel.

Agri Marketplace is a B2B global and digital marketplace where farmers and industry can make business transactions, supported by premium partners that facilitate logistics, legal support to sales contracts and quality insurance of the products.

We believe our project is grounded on values of transparency and fair trade, and our business model aims to redistribute the value in whole food supply chain, in order to increase returns to those who assume more risks in the supply chain. We believe the platform's model we envision is innovative, different and disruptive.

Our ambition is to position Agri Marketplace as a digital B2B marketplace reference for real business transactions of agricultural commodities.

Winegrid is the first network of sensors to provide real-time analysis of the 5 crucial parameters (density, turbidity, colour, level, temperature) for vinification. The proprietary sensors can be placed directly inside several containers to collect data, so winemakers can process the information centrally, offering unprecedented scalability, data analysis, historical data storage and prediction capabilities. This means that important vinification parameters, previously only available through expensive laboratories or samples, is now available to winemakers instantly at any moment. Our highly disruptive technology is creating a new era of "Precision Oenology". This concept reflects the use of three key activities in wine production: quantitative information, real time data processing and prediction. Uniquely, our technology is able to provide these three aspects to the producer or oenologist leading to higher quality products, greater efficiency and lower operational costs. Due to the different measurements needed throughout the vinification process, Winegrid is a suite of monitoring products. Winegrid combines hardware and software to create a whole system that allows winemakers to deploy a sensor unit in containers (tank, vat, barrel or pressing machine), to obtain real time assessment of key parameters during the vinification process.

Product description: First fiber optic sensor that can be inserted into a vat or barrel to monitor and provide real-time analysis, on multiple devices, of five crucial winemaking parameters (level, temperature, density, color and turbidity).

Gain insight on your farms to better production!

FarmCloud innovative solution works by combining field devices data collecting and equalization (farm level), IoT data broker manager for communication from field to cloud, cloud platform for full data and operations management and a Rest API to share data with third-party enterprises.

At the farm Level, we can get data directly from main manufacturers controllers, or by using our own field sensors. Poor internet availability is not a problem for FarmCloud since it needs very low bandwidth to operate.

Data availability is the next big step for the livestock production optimization! The digitalization movement is undeniable and unstoppable.

FarmCloud is the ultimate solution for IoT and Big Data in Precision Livestock Production.

APiS Technology is a Portuguese startup that helps beekeepers by providing digital based tools.

The Hive Monitor System allows beekeepers to save about 25% of logistics costs, decrease up to 20% of death rate and increase the production up to 25%.

The product is based on a set of sensors that are deployed inside each beehive, gathering data about bees and send it to the internet. Apis Technology's software (B-App) presents the data to the beekeepers and allows them to improve operations, manage stack and inventory, save data about operations and improve decision-making process.

Apis Technology is facing the challenge of CCD (colony collapse disorder), in which beekeepers are struggling with bees' death rates of 42% per year on average, while facing strong commercial competition from Asian suppliers of honey and other products.

5. Contacts

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