ΣΥΝΔΕΣΜΟΣ
ΕΠΙΧΕΙΡΗΣΕΩΝ και ΒΙΟΜΗΧΑΝΙΩΝ
Πελοποννήσου & Δυτικής Ελλάδος

ΣΕΒΠΕ&ΔΕ
ΧΡΟΝΙΑ 107

# Ευκαιρίες συνεργασίας με Βρετανικές επιχειρήσεις στον κλάδο της αγροδιατροφής.

Ο Σύνδεσμος Επιχειρήσεων και Βιομηχανιών Πελοποννήσου και Δυτικής Ελλάδας (ΣΕΒΠΕ&ΔΕ), ως μέλος του ευρωπαϊκού δικτύου υποστήριξης επιχειρήσεων Enterprise Europe Network (EEN) για την ενίσχυση της επιχειρηματικότητας, σας έχει επιλέξει εταιρείες από το Ηνωμένο Βασίλειο που έχουν τη δυνατότητα να σας προφέρουν καινοτόμα προϊόντα και λύσεις στον κλάδο της αγροδιατροφής και της αγροτεχνολογίας.

Οι εν λόγω ενέργειες αποτελούν μέρος της αποστολής του φορέα μας και για τον λόγο αυτό προσφέρονται χωρίς κάποια οικονομική επιβάρυνση.

Παρακάτω θα βρείτε τα εταιρικά προφίλ σε περίληψη και στο επισυναπτόμενο αρχείο θα βρείτε τα πλήρη προφίλ.

Παρακαλούμε δείτε τις πληροφορίες και πείτε μας εάν έχετε ενδιαφέρον για μια σύντομη συνάντηση γνωριμίας με κάποια από αυτές.

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# EEN UK COMPANIES

## January 2025

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# AGA Nanotech

Link to POD profile, https://een.ec.europa.eu/partnering-opportunities/uk-infection-prevention-and-control-company-has-developed-non-antibiotic

AGA Nanotech is a startup fighting antimicrobial resistance in human and veterinary health fields.

**Products/Services**

The scientific development is at TRL 3. Their product generates peracetic acid, a broad-spectrum oxidising agent effective against bacteria, fungi, viruses, and spores, with no resistance risk.

**Advantages and Innovation**

The company's approach combines antimicrobial action with enhanced wound healing, providing a comprehensive solution to chronic wound infections. This non-antibiotic technology targets biofilm-related infections while promoting wound healing, marking a significant advancement in infection prevention and control.

**Forms of collaboration and partners sought**

A potential technical partner should have expertise in antimicrobial technologies, wound care product development, and regulatory compliance for medical devices. Together they would mature the technology under technical or R&D collaboration and progress it to the clinic.

Key words: Other: Veterinary Pharmacology

# AgAnalyst

AgAnalyst is a technology company dedicated to democratising data science for farmers, with a focus on enhancing agricultural productivity through data integration and analytics. The company has established early paying customers across three countries, indicating initial market traction and validating its business model.

**Products and Services**

AgAnalyst's flagship product is **DataBaler**, a Software as a Service (SaaS) platform that allows farmers to consolidate various data sources to create Variable Rate Application (VRA) maps. This capability optimises input usage and manages yield and quality variability across fields. The service operates on a per-hectare annual subscription model, typically involving three-year contracts and an initial fee for integrating legacy data.

**Advantages and Innovations**

AgAnalyst distinguishes itself from competitors like Bayer's FieldView by providing an **independent platform** that avoids data silos and is not tied to specific agricultural input suppliers. This independence is crucial for enabling farmers to make unbiased decisions regarding input optimisation. The platform's ability to integrate diverse data sources–previously deemed "too difficult"–sets it apart from other Original Equipment Manufacturers (OEMs) and software companies in the agricultural sector.

**Forms of collaboration and partners sought**

AgAnalyst is actively seeking partnerships with three key groups:

- **Progressive arable farmers** who are open to data-driven farming practices.
- **Independent agronomists** who offer product-neutral advice.
- **Precision technology distributors and developers** who align with the company's vision of farm data sovereignty.

Key words: Precision Agriculture, Smart Farming & IoT, Digital Agriculture Platforms, Sustainable Agriculture,

# Better Origin

Link to POD profile, https://een.ec.europa.eu/partnering-opportunities/end-end-insect-bioconversion-technology-enables-users-effectively-manage

Better Origin is an insect bioconversion technology pioneer and leader that was founded in 2015 in Cambridge, UK. They have developed end-to-end technologies enabling large scale conversion of biomass into insects, which are in turn converted into a range of protein & lipid-rich commodities for livestock, pet and human markets.

**Products & Services:**
They offer a fully automated, modular, black soldier fly bioconversion process – from feedstock preparation, to insect breeding/propagation & rearing/fattening, and also high quality, proprietary processing for achieving the highest quality tier of output products (purees, meals, lipids). The feedstocks include 'actual wastes', not just brewers grains – typical of those currently legally allowed in EU & occurring in retail and hospitality food supply chains. The process has been developed based on the real life needs of large national retailers and waste management businesses. At the same time the bioconversion and process steps have been quantified in terms of benefits (carbon savings / LCAs) by University of Cambridge research.

**Advantages & Innovations:**
- Modular approach – the technology is highly modular, starting with independent shipping container based solutions able to handle as little as 200 tonnes of feedstock waste per annum, and going all the way to full commercial scale (10,000-100,000 tonnes of input).
- AI supported – in-house developed machine vision based tools and large language models enable any business to continuously improve performance of insect farming.
- Leading global expertise – partnerships with leading global institutions in the insect bioconversion space set them apart from many other tech providers in this space.

**Forms of collaboration and partners sought:**
- large retail or hospitality businesses who are looking to circularise/improve sustainability of own supply chains. Example: A client that wants to use own surplus/food waste, and turn into a product. For example fruit and vegetables waste from supermarket could be turned into insects and then fed to chicken. This would result to more sustainable chicken products in supermarket
- waste management businesses looking to enter this growing sustainable food waste management market, higher in food waste pyramid compared to anaerobic digestion or composting;
- pet food businesses looking to establish own supply chains of alternative, sustainable protein ingredients to future-proof their ingredient strategy;
- animal by-product processors or large businesses within animal protein supply chains, looking to diversify or enter insect bioconversion as part of a holistic strategy to improve sustainability
- local government looking into sustainable ways of managing commercial and domestic food wastes locally.

Key words: Circular Agriculture, Soil Health and Regenerative Practices, Food Waste Reduction Technologies, Agri-Tech Robotics & Automation, Vertical and Urban Farming, Sustainable Agriculture, Product innovation (alternative proteins etc.)

# CroBio

CroBio is a start-up focused on providing innovative microbial soil amendments that enhance soil health and improve crop resilience, particularly in drought-prone environments. Their work revolves around increasing water retention, improving nutrient efficiency, and reducing environmental impacts such as nutrient runoff, making these solutions highly relevant in Mediterranean climates like Greece.

**Products/ services**

The primary product is a microbial biostimulant designed to improve soil health, increase plant health, and reduce the need for chemical fertilisers. The product can produce a sponge-like biomaterial around plant roots that increases water retention and enhances nutrient absorption, allowing crops to thrive even in challenging conditions such as drought or nutrient-depleted soils. The product is delivered as a liquid, suitable for in-furrow application, and integrates seamlessly into existing agricultural systems, making it highly adaptable for farmers. The biostimulant offers a low-cost solution that addresses both economic and environmental challenges faced by farmers, particularly in regions like Greece where water scarcity and soil degradation are prominent concerns.

**Advantages & Innovations**

CroBio's microbial biostimulant is unique compared to competitors for several reasons. First, it is a non-GMO product, simplifying regulatory approval in international markets. It is also highly cost-effective, priced at £8 per acre, and offers substantial savings to farmers by reducing fertiliser use (estimated £11/acre cost savings) while delivering up to a 50% increase in root mass and preventing crop lost at £200/acre on maize. Furthermore, the product improves nutrient retention and decreases runoff, offering environmental benefits that are crucial for the region. Unlike conventional fertilisers, which can lead to long-term soil depletion, CroBio's biostimulants promote regenerative agriculture, helping to restore the natural balance of the soil by increasing soil carbon content. The product's ease of adoption into existing farming systems further distinguishes it from competing solutions, making it ideal for rapid integration across large-scale farming operations.

**Forms of collaboration and partners sought**

They are seeking partnerships with agricultural institutions, research organisations and universities for localised trials of the biostimulant product to gather region-specific data. They also aim to partner with agricultural distributors who can facilitate product deployment and marketing to Greek farmers. Additionally, they are interested in working with government agencies and cooperatives focused on sustainable agriculture to help drive adoption and ensure regulatory compliance. The ideal partner would have a strong network within the Greek agricultural sector and a commitment to promoting sustainable farming practices. Through collaboration, they aim to enhance crop resilience and productivity in Greece's agricultural landscape while addressing critical environmental challenges such as soil degradation and water scarcity.

**Key words:** Soil Health and Regenerative Practices, Water Management Technologies, Climate-Smart Agriculture, Agri-Biologicals, Sustainable Agriculture

# Enstic

Enstic automates insect population tracking, simplifying data-driven decision making for agriculture or biodiversity management. It recognises insects through sound, delivering real-time insect monitoring to empower agriculture & conservation through high resolution data. The cloud platform integrates with the hardware to provide actionable insights on insect trends, offering critical support for crop and livestock management, as well as biodiversity conservation.

**Products/Services**

Enstic aims to offer a comprehensive suite of products and services tailored to entomological, agricultural and conservation needs. This includes sensor equipped devices to automatically capture and identify insect populations in real-time, an online dashboard for data visualisation and analysis, and predictive models that forecast insect population levels, activity and potential impacts. They are developing the system to integrate seamlessly into existing farm and research setups, providing both live monitoring, risk quantification and historical data analysis.

**Advantages & Innovations**

Their solution stands out with its unique combination of real-time data collection, high-precision identification, and predictive analytics. Unlike traditional manual surveys or basic automated counters, the system will offer detailed and accurate insect data with minimal manual intervention. The platform's forecasting capability, backed by strategic partnerships and their in-house expertise covering engineering, entomology and field experience, helps farmers and researchers make informed decisions faster and more effectively. By automating data collection, they want to reduce labour, increase data accuracy, and enhance the scope of insect monitoring.

**Forms of collaboration and partners sought**

They are at an early product development phase and are seeking strategic partners to help them understand the specific requirements of insect surveillance within the Mediterranean agricultural value chain. They are developing both their market proposition and technical offering, and they wish to find partners who can help expand understanding of this region's unique challenges and opportunities. Market-focused strategic partners will assist in shaping their data offerings to meet the needs of the Greek agricultural sector, identifying how the solutions can provide value across crop and livestock production & protection. They are interested in establishing joint development partnerships where partners may contribute their expertise, feedback, or access to real-world applications to help refine and tailor their solutions. These partnerships will enable them to validate and improve the technology while ensuring it aligns with the operational needs and goals of those working in this region. In return, partners will have the opportunity to be at the forefront of implementing an innovative surveillance system that enhances decision-making, boosts sustainability, and drives efficiency in agricultural practices

Key words: Smart Farming & IoT, Sustainable Agriculture, Agri-Tech Robotics & Automation, Climate-Smart Agriculture, Digital Agriculture Platforms

# Ento U.P

Ento U.P is a pioneering UK Agri-tech business specialising in sustainable and innovative products derived from mealworms. With a focus on circularity, alternative proteins, and sustainable packaging, Ento U.P aims to bring high-impact, eco-friendly solutions to the agricultural sector. The company's mission to create sustainable practices and its expertise in mealworm-based technology make it an ideal partner for Greek companies seeking innovation-driven collaborations.

**Products/Services**

Autonomous Harvesting Pods: Currently in development, Ento U.P's autonomous harvesting pods streamline mealworm collection with minimal labour input, making the production process more efficient and cost-effective. This technology supports resource efficiency and could be adapted for a variety of controlled agricultural environments in Greece.

Mealworm-Based Packaging: Ento U.P utilises mealworm exoskeletons to produce sustainable, biodegradable packaging alternatives, which help reduce waste in the food and agricultural industries. This eco-friendly solution aligns with Greece's circular economy goals and the EU's sustainability directives on reducing plastic use.

EntoGrow Organic Fertiliser: EntoGrow is a nutrient-rich organic fertiliser, created from mealworm frass, that naturally boosts plant resilience through Chitin, promoting root development and thicker cell walls. This fertiliser supports Greece's agriculture sector by enhancing soil health and improving crop yields sustainably.

Circular Food Waste Recycling: Ento U.P encourrages a circular approach to food waste management by enabling customers to raise mealworms using food waste. These mealworms can then be used as feed for poultry and livestock, creating a self-sustaining loop that minimises waste and supports animal nutrition.

**Advantages & Innovations**

**Sustainable Practices:** The company's products embody sustainability principles, from packaging to waste management, directly supporting circular economy initiatives.

**Cost Efficiency:** Innovations like autonomous pods reduce operational costs, making them accessible to farms of various sizes.

**Forms of collaboration and partners sought :** Ento U.P is actively seeking new markets in Europe and beyond, demonstrating adaptability and commitment to global environmental goals.

Forms of Collaboration Sought Ento U.P seeks collaboration with Greek companies through:

Joint ventures, Distribution partnerships, Commercial agreements with technical support

Keywords: Circularity and waste management, Packaging, Product innovation (alternative proteins), Animal health and nutrition

# Envirup Limited

Envirup Limited, a UK-based Agri-tech innovator, has created a unique insulated siding system aimed at significantly enhancing energy efficiency in agricultural and rural buildings. With a focus on sustainability, the company's solutions offer a rapid-installation option for energy-efficient insulation in diverse climates, ideal for farms, greenhouses, and other controlled agricultural environments. Envirup's system combines high-quality extruded vinyl with durable, weather-resistant properties, making it especially suited to climate-sensitive agricultural settings.

**Products/Services**

Climate-Resistant Insulation: Envirup's insulated siding system provides superior thermal efficiency, reducing energy consumption in agricultural structures and supporting climate-resilient farming. Tested to withstand variable weather, this system can help create stable environments for controlled farming, such as vertical agriculture and greenhouses.
Sustainability and Circularity: Envirup's design maximises resource efficiency and minimises waste in line with circular economy principles. The system's materials and design ensure a long lifespan and adaptability for reuse, reducing resource input for agricultural infrastructure.
Adaptability in Controlled Environments: Designed for efficient installation in greenhouses and vertical farms, Envirup's system enables rapid fit-outs, reducing setup times and operational disruption in resource-intensive agricultural facilities.

**Advantages & Innovations**

Energy Efficiency: Reduces heat loss, lowerng energy demands in greenhouses and other climate-controlled environments.
Sustainability: Contributes to waste reduction and supports circular economy practices in Agri-tech.
Weather-Resistant Design: Durable construction suited for diverse climates, supporting robust agricultural infrastructure.

**Forms of collaboration and partners sought**

Envirup Limited is actively seeking Greek partners to expand its reach in the Agri-tech sector, particularly in projects focused on sustainable agricultural facilities. They are interested in:
Manufacturing Partnerships: Seeking UPVC extruders familiar with producing long vinyl sections for agricultural use.
Distribution Partnerships: Looking for distributors with market knowledge in agricultural infrastructure and energy-efficient solutions.

Keywords: Climate change-resistant varieties of crops, Circularity and waste management, Controlled environment (greenhouses, vertical agriculture), Packaging

# FLOX

FLOX is a UK-based Agri-tech innovator advancing animal welfare and sustainability in the poultry industry. Their flagship project, NetFLOX, is an artificial intelligence (AI) system that provides poultry farmers with real-time media feeds, decision-support data, and alerts, enhancing animal welfare, operational efficiency, and environmental outcomes. Designed initially for the UK broiler industry, NetFLOX addresses critical issues such as labour shortages, biosecurity risks, and the challenge of balancing high-welfare standards with competitive pressures.

**Products/Services**

Remote Monitoring and Decision Support: NetFLOX is a 24/7 remote farm management tool that enables poultry farmers to monitor welfare and environmental conditions continuously. The system provides decision-support data, helping farmers proactively respond to changes and optimise farm operations.

High-Welfare, Low-Impact Farming: As a response to pandemic-driven labour shortages and heightened biosecurity concerns, NetFLOX facilitates a contact-minimised approach to poultry management. This AI-driven solution also assists farmers in reducing their environmental footprint, particularly ammonia emissions.

Sustainable and Competitive Farming: With pressures from both Brexit and the import of low-welfare chicken, NetFLOX enables UK farmers to sustain high-welfare standards and meet regulatory requirements while remaining competitive. The system's automation and data-driven insights support a sustainable, resilient future for the poultry industry.

**Advantages & Innovations**

Enhanced Animal Welfare: Real-time monitoring and alerts promote high standards of poultry welfare.
Environmental Stewardship: The system aids in managing and reducing ammonia emissions, minimising the environmental impact.
Biosecurity: Limits human-animal contact, reducing zoonotic risk and enhancing biosecurity measures.

**Forms of collaboration and partners sought**

FLOX is actively seeking partnerships with Greek Agri-tech companies to explore collaborations in animal welfare technology. Potential partners include those specialising in poultry management, remote sensing technologies, and agricultural AI solutions. FLOX is also interested in distributors with expertise in high-tech poultry equipment and precision farming tools.

Keywords: Animal health, nutrition and genetics; Remote sensing technologies; Controlled environment

# Gennate

Nano fertilisers are more effective than traditional fertilisers, significantly enhancing crop quality, quantity, and resilience to environmental stress, such as drought. However, their adoption has been hindered by high production costs. Gennate Ltd, (https://gennate.com/) a deep-tech company registered in England and Spain, is pioneering a proprietary nanofabrication technology that produces high-quality nanoparticles at a low cost. Their innovation is driving an agricultural revolution by developing advanced nano-sized fertilisers designed to increase crop yields and promote sustainable farming through enhanced nutrient efficiency. Importantly, their technology modifies only the physical form of fertilisers without altering their chemical composition, ensuring safety and environmental protection.

**Products/ services**

Production of plant enhancers using novel nanosized macro and micronutrients (N, P, Zn, Cu, Fe, Mg, and Mn).

**Advantages & Innovations**

Gennate's innovative reactor technology offers the ability to industrially produce nano fertilisers by precisely controlling mixing and fluid dynamics during both the nucleation and growth phases of nanoparticle formation. The continuous nature of this process makes it easily scalable. The current prototype processes up to 200mL of fluids per minute, producing approximately 1-10g of nanoparticles per minute, depending on the material being synthesized. For example, zinc oxide nanoparticles, an essential micronutrient, can be produced at a size of less than 200nm with a yield of 10g/min. The reactor's design remains confidential, pending patent protection, but a simplified schematic can be shared if required. Prior art research has confirmed the novelty and transformative potential of Gennate's technology. It is the only synthesis process capable of producing large quantities of high-quality nanoparticles without extensive post-synthesis purification or isolation steps.

Gennate's technology has the potential to revolutionize agriculture by boosting crop quality, yield, and nutritional value. Their system integrates seamlessly with existing fertilization equipment, reducing the frequency of treatments and lowering maintenance costs. These nanofertilisers are expected to increase farming productivity by increasing crop yields by 20-30%, while cutting costs through fewer applications and reduced transportation expenses. Ultimately, this leads to higher revenues and profitability for farmers.

**Forms of collaboration and partners sought**

Gennate is seeking three types of partnerships:

- Collaboration as subcontractors: Conduct testing on certain crops that need support due to climate changes or plant ailments
- Collaboration as Joined Development: to develop certain nano formulations with defined market need
- Funding projects (equity based or grants)

Key words: Soil health, Precision Agriculture

# Lambda Energy

At Lambda, they fight food poverty, sustainably. Lambda is a Cambridge-based start-up that can increase food production by up to 20% with a solution that is low-cost, highly scalable and runs on natural sunlight, displacing 3Mt CO2e by 2050 due to decreased use of artificial lighting. It's an active material that can be sprayed on the outside of greenhouses or incorporated in polytunnel films. It converts unused ultraviolet light to red light that plants use for photosynthesis.

**Products/ services:** an additive containing novel photoactive molecules that one sprays on rigid greenhouses or incorporates in polytunnel films.

**Advantages & Innovations** (Advantages/innovativeness of the product in comparison with competitors) Return on investment is several times higher than with the competing solutions.

**Forms of collaboration and partners sought**
Two types of partners are of interest. Firstly, Greenhouse coatings and agricultural film manufacturers (which can include masterbatch manufacturers). Secondly, greenhouse growers for pilots.

**Keywords:** Climate Smart Agriculture, Precision Agriculture, Sustainable Agriculture

# Maven International Limited

Link to POD profile, https://een.ec.europa.eu/partnering-opportunities/uk-company-seeks-distribution-crop-promotion-pest-protection-and-cloning

Maven International Limited is a research and innovation organisation (RIO) which develops, manufactures and distributes proprietary innovative climate-smart agritech products. These are biodegradable, biocompatible and based on green chemistry. All products use approaches to optimise the most cost-effective production of increased plant biomass yields with faster growth rates to allow for more annual growth cycles. On top of launching products into market they are developing new ones to meet the specific growth requirements of large scale commercially and environmentally important crops.

**Products/Services**
Three product ranges are fully commercialised and on the market:
The TRIPLE P® (PLANT PROMOTION PRODUCTS) range provide crop protection and targeted pest prevention and promote physiological characteristics that enhance crop nutritional density, improve organoleptic properties including taste (flavTheir), smell (odTheir) and marketability as well as crop shelf-life.

SKRAM® uses three sustainable strategies (medium chain fatty acid pest antifeedants, long chain unsaturated fatty acid pest metabolic inhibitors and botanical pest nerve ion channel inhibitors) in one biorational product for direct contact pest protection.

ELICITEX® uses strategies of multiple elicitation to increase plant secondary metabolites (PSMs) combined with biostimulation priming. PSMs enhance crop nutritional density, improve organoleptic properties including taste (flavour), smell (odour) and marketability as well as crop shelf life and accelerated fruit ripening eg increased pungency (capsaicinoids). This strategy activates the plants' endogenous immunity providing protection from pests.

The TRIPLE M® (MAVEN MAXIMISED MACRONUTRIENT / MICRONUTRIENT /MICROBIOTA / MICROBIOME) crop nutrient range uses highly bioavailable and soluble micro and macro nutrients, growth-promoting fungi and rhizobacteria, humic substances and biosurfactants.

Triple C® (Complete Cloning Compounds) range allows rapid successful cloning of difficult to propagate plants.

**Advantages and Innovation**
Products ranges provide climate-smart selective control over plant pathogens without harming beneficial organisms/pollinators. They are non-toxic. Harvested crops have extended shelf lives (see Picture below) with improved nutritional density and organoleptic properties. Products promote growth and improve tolerances to osmotic, salinity, drought and extreme temperatures. They have proven efficacy based on cutting edge scientific research.

**Forms of collaboration and partners sought**
Two types of partners are being sought: for technical and business cooperation. They come from segments such as vertical farming automation technology, controlled environmental agriculture (CEA), totally controlled environmental agriculture (TCEA), hydroponic industry, microbial, elicitation, potato farmers and cloning technology, vertical farming automation technology and R&D. For the products already on the market, resellers are sought. For technologies under development, synergies are being sought for R&D and validation followed by joint efforts for commercialisation.

Key words: Precision Agriculture, Food Preservation

# Oxcel

Oxcel is a UK-based Agritech company committed to enhancing the productivity and sustainability of large-scale livestock farming through advanced water treatment technology. Using proprietary hyper-oxidating nanobubble injection, Oxcel improves animal welfare, optimises feed conversion, and reduces farm mortality rates. Having proven its impact across major UK pig and poultry operations, Oxcel's service model offers farms a powerful solution for improving output and efficiency without requiring upfront capital investments.

**Products/Services**

Oxcel provides a water-enhancement service that integrates seamlessly into existing farm systems. Their technology injects hyper-stable oxygen nanobubbles into farm water supplies, significantly increasing oxygen saturation and delivering measurable benefits in animal health and farm productivity. Offered through a service-driven model, Their technology allows farms to access these advantages via a subscription-based, turnkey solution.

**Advantages & Innovations**

**Innovative Nanobubble Technology:** Highly stable nanobubbles with optimised oxygen saturation, producing 214 million nanobubbles per ml.

**Easy Integration with No Downtime:** Retrofitted seamlessly into existing farm infrastructure, ensuring rapid and low-risk deployment.

**Service Model Advantage:** Their subscription-based service model removes the need for significant upfront capital outlays and optimum performance.

P**roven Results in Pig Farming:**

- Feed Conversion Ratio (FCR): +0.18 decrease in FCR
- Daily weight Gain: 71.2g increase in daily live weight gain
- Losses Reduction: 23% reduction in mortality & rejections

**Advancements in Poultry Farming:**

- Mortality Reductions: significant reductions in poultry mortality rates
- welfare Improvements: Improvements in overall bird welfare

**Forms of collaboration and partners sought**

Oxcel is looking for two main types of partnerships in Greece:

- Large-Scale Farming Customers: Large pig and poultry farms interested in adopting Oxcel's water-enhancement service to boost productivity, reduce mortality rates, and improve animal welfare outcomes.

- Distribution and Maintenance Partners: Oxcel seeks experienced distribution and maintenance partners to support Their technology's sale, installation, and servicing in Greece. Ideal partners are established suppliers to the Greek livestock market with expertise in equipment installation and technical support. These partners will play a key role in delivering and maintaining Oxcel's technology across large farming groups, ensuring high standards of service and support.
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Key words: Precision Agriculture, Water Management Technologies, Climate-Smart Agriculture, Smart Farming & IoT

# PES Technologies

PES Technologies has developed a revolutionary product that provides key indicators used for soil health assessments, in-field in 5 minutes. Soil life, like all life, produces a variety of gases as metabolic by-products – Their unique technology "smells" soil and, through this, provides industry leading metrics relating to both biological and non-biological soil health indicators. This addresses the currently unmet industry need for affordable, good-quality information about the biological part of soil – and with the low price-point and scalability of Their solution, will unlock the currently difficult transition for agriculture to regenerative and environmentally sustainable approaches to farming. In development since 2017, they launched Their product this Autumn in the UK and they are interested in scaling it into other geographies.

**Products/ services:**

With one test, they provide results on over 12 indicators used for soil health assessments, including biological (microbial biomass, respiration, Soil Organic Matter), chemical (pH, NPK, Extractable Ammonium and Nitrate) and physical (Soil Texture, Water Holding Capacity, Field Water Content). These results are GPS-logged and time-stamped and provided in-field in 5 minutes to users' phones. Their product consists of an Electronic Reader Unit (in which tests are done), a replaceable Cassette with 100 tests that sits inside the Unit and allows testing to be done, and a free-to-use phone app.

**Advantages & Innovations**

With one test, they provide biological and non-biological indicators industry has said it needs for a comprehensive soil health assessment. The device is operated by users in-field, and results are near-instantaneous.

**Forms of collaboration and partners sought**

Their product is currently trained on UK soils; in order to expand into other geographies, they need to meet local companies who have an interest in bringing scalable soil health testing to market, and who would like to work with us as expansion partners to bring Their product to their market.

Key Words: Climate-Smart Agriculture, Soil Health and Regenerative Practices, Post-Harvest Technologies,

# Startlink

Startlink has patented connectors for profiles for building structures like the greenhouse below.

**Products/Services**
An insulated greenhouse with a composite frame and the lowest winter running costs of all.

**Advantages and Innovation**
Structural frames made of 60mm box are as strong as steel but light enough for one or two people to carry. Used with polycarbonate multiwall sheet, they enable insulated greenhouses to be built more quickly and at lower cost than conventional greenhouses.

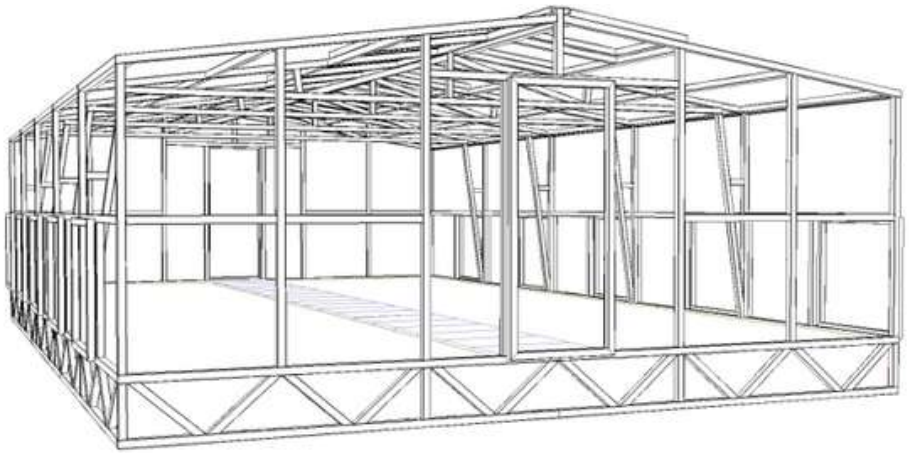
The structure requires no concrete or wet-trades. Greenhouses are modular so the sample design below can be modified for any footprint.

An optional water tank and solar heaters allow for either heating of the greenhouse or cooling, if the water is sprayed on the roof.

**Forms of collaboration and partners sought**
Startlink wish to contact wholesalers and farmers who erect greenhouses. Possibly also 'pultrusion' companies who make such profiles. They would assist with developing blueprints for the local market and grant a license for manufacturing.

Keywords: Sustainable Agriculture

Link to POD profile, https://een.ec.europa.eu/partnering-opportunities/new-way-constructing-greenhouses-less-effort-and-greater-efficiency



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Innovate UK

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