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## An Italian company specialized in developing sensors for precision monitoring in agriculture sector seeks commercial and technical cooperation agreements

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*Identificativo proposta:* **TOIT20191210001** **RICHIEDI MAGGIORI INFORMAZIONI**

An Italian company specialized in developing sensors for the agriculture sector, offers its technologies for fields and crops monitoring, to analyze climatic, water and nutritional conditions. Partners are sought for research and technical cooperation agreements or commercial agreements with technical assistance in countries like Spain, France, Romania, Greece and Germany.

This Italian company is an innovative startup established in 2017, created by a team with specific skills in the engineering, electronic, IT and agricultural fields. The startup intends to support the farmers in their daily activities. The goal is to support agriculture with innovative solutions in the field of sensors, the Internet of things and cloud platforms. In fact, in an agricultural context characterized by separate activities (irrigation, agricultural machinery, analysis, etc.) that do not speak to each other, the company enters with a 'horizontal' approach, proposing itself both as a provider of specific monitoring services and as a platform for integrating all the useful information for the farm. Thanks to the creation of a network of control units, designed to collect data from a specific area and using the most advanced technology, the information gathered in the field is processed and stored in the cloud. The positive results and impacts generated through this collection and the correct use of information are: a targeted fertilization with nitrogen reduction in the soil and prevention of water pollution from nitrates; optimized irrigation with a consequent reduction in the use of water and reduction of the risks of radical asphyxiation linked to water stagnation; lesser use of pesticides through the use of forecasting models, reduction of waste in agriculture and savings in the energy used. The advantages of these technologies are many: the control units are independent of each other, simple to install even for those who are not technicians and it is immediately possible to view the data through the web portal and the smartphone application. This Italian company is looking for partners, well established in the agriculture sectors, willing to complete their range of products. They are interested in technical and research cooperation agreements and commercial agreements with technical assistance by providing their expertise and/or their systems, in particular in France, Spain and Romania in order to establish a successful, long term mutual co-operation. They can also collaborate in the fields of strategy development, proposal preparation, implementation, and exploitation.

**Riferimento Esterno:** TOIT20191210001

**Tipo:** Technology Offer

**Paese:** Italy

**Presentazione:** 10/12/2019

**Ultimo aggiornamento:** 16/12/2019

**Scadenza:** 16/12/2020