

# Smart Agriculture

Digitalizing the entire agriculture chain, from the field to production, up to the management of national and international funds

## What is happening

In 2022 the global Smart Agriculture market will exceed \$23bn. It is expected that the **Precision Farming market will reach \$9.5bn** in the next few years, growing 15.72% by 2025 in Asia and 11.93% in North America, while in South America the market will increase by over 16% in Argentina, Mexico and Brazil. By 2025 the Precision Farming **market in Europe should grow by over 13.5%**.

## Upcoming challenges

The commitments and rules defined in the new CAP, the guidelines of the **Green Deal** and **Farm To Fork**, and the commitments of the PNRR for "green and digital" Agriculture will lead Italian and European farmers to adopt **new technological tools and enabling platforms** to better manage the new challenges: environmental protection, reduction of impact on climate change, preservation of ecosystems, and the diffusion of knowledge within the whole agri-food chain.

## Our approach

We in Engineering act as a system integrator, sharing our technological experience and expertise in both the public and private sectors. We support all our stakeholders in building new ecosystems through our capacity to support all partners with our knowledge of the context, regulations, and administrative and production processes through to the implementation of software solutions.



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*Covid has significantly changed farms' production processes. This leads to investment in digital transformation and the Smart Agriculture sector in many different ways, from automating and increasing processes and production of agricultural products to remote production control using sensor technology. However, increased productivity is not synonymous with environmental protection and this is where technology can play a key role in finding a balance between sustainability and production.*



**Alessandro Scandurra**

Senior manager, Technical Director PA Central Italy, Engineering

## Our value proposition



**A differentiated operating model tailored to the specific needs of the customer**



**Technology and business partners to build complete, innovative solutions**



**Research and innovation to explore new business solutions**

# What we do

## Field Operations

Our offering is based on the **ecosystem platform, Digital Enabler**, which aggregates multiple technological components into one ecosystem that can enable new business models based on the data economy. In this way we aim **to enhance the interoperability and openness of the different systems**, enabling the integration of new technologies, data sharing and knowledge generation.

## Farm Operations

We provide solutions for monitoring the technical parameters of machines, which can **detect any anomalies during work phases and determine movements and working speed**, connecting several machines operating simultaneously in the field. We offer a range of solutions and systems for automating production and processing, which guarantee **flexibility, standardisation, cost reduction**, increased efficiency and process optimisation.

## Sales and Supply Chain

We integrate **IoT solutions into vehicles** to monitor their parameters. The optimal management of machinery and equipment relies on our modules to automatically generate **maintenance activities** (malfunctions or preventive actions). We implement reporting systems and dashboards. We utilise innovative technologies such as AR-MR-VR.

## Regulation & Fund Management

We have a decade of experience in supporting the PA in managing **Common Agricultural Policy (CAP)** funds. The tools we provide make it possible to manage the Farm Dossier, which is essential for accessing funds and **managing the entire process of funding applications**, from the submission of Applications for Support and Payment, through to settlement.

## Our Portfolio for Smart Agriculture



Discover Our Portfolio Map and our Case Studies



### THE WORLD WE LIVE IN

- AUGMENTED CITY
- SMART ENERGY & UTILITIES
- SMART TRANSPORTATION
- DIGITAL MEDIA & COMMUNICATION

### THE WORLD WE WORK IN

- DIGITAL INDUSTRY
- DIGITAL FINANCE
- DIGITAL RETAIL & FASHION
- SMART AGRICULTURE

### THE WORLD THAT LOOKS AFTER US

- SMART GOVERNMENT
- E-HEALTH
- DIGITAL DEFENSE, AEROSPACE & HOMELAND SECURITY