Call for paid test-beds in Test Farms

# Programme overview

EIT Food manages a programme called [Test Farms](https://www.eitfood.eu/projects/test-farms) the aim of which is to **link agricultural startups with farmers** and testing-land and primary food processing facilities (the “**Programme**”, “**Test Farms**”). Through enabling these links EIT Food seeks to help innovative agritech startups to test and validate their products and services, showcase their business to potential clients and investors, and ultimately support the technological transformation in European agriculture. Through Test Farms we are eager to promote innovations among farmers giving them access to the latest solutions that will help their farms become more sustainable and profitable.

EIT Food created Test Farms following research and conversations with many agricultural startups who cited the difficulties of finding farmlands where they could test and validate their innovation and access new markets. The Programme also arose to help bring about the much-needed smart revolution we need in agriculture. The integration of technology and new methods of farming bring with them the opportunity to farm to increase yields, improve nutrition and steward precious agricultural resources.

By clicking the links you can see some solutions tested in the Test Farms and how tests have been made in previous years:

[Test Farms 2022 Microbe+ - YouTube](https://www.youtube.com/watch?v=MCVDtIYfvpA&t=3s)

[Test Farms - validate your agrifood innovation with farmers - YouTube](https://www.youtube.com/watch?v=V8UAc_ui3LE&t=66s)

[Test Farms - test your solution in the field - Agrodrone - YouTube](https://www.youtube.com/watch?v=-m2Pe2ftP0I)

We are looking for farmers and farms/companies dealing with primary food processing (“**Test-beds**”) who will give startups access to their fields or facility to test and validate their solutions in the following two regions:

1. Eastern/Central Europe: (Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Montenegro, Poland, Republic of North Macedonia, Romania, Serbia, Slovakia, Slovenia, Ukraine) (”**CEE**”)
2. Southern Europe (Spain, Turkey, Italy, Greece, Portugal, Cyprus) **(“Southern Europe”)**

Test Farms will run from March 2023 until July 2024 and will entail the following steps:

* December 2022-February 2023

Test-bed recruitment

* March-April 2023   
  Startups recruitment. We plan to recruit 20 startups:17 providing solutions for farmland and livestock growing, 3 for primary food production.
* May-July 2023  
  2-3 online matchmaking events between startups and Test-bed (May-July 2023).
* August 2023-July 2024   
  Piloting phase up to 1 year (depending on the type of the solution, this phase can last from one week to an entire season)
* Demo days at the farm to showcase the results to local farmers, potential clients and investors.

# Test-bed’s involvement:

The responsibilities of the engaged Test-beds will be to:

* Giving startups access to the test-bed.
* Inform startups as to the effectiveness of their solutions, advising them how they might improve them to meet the objectives of the innovation.
* Support EIT Food in the Programme’s communication and outreach: communicating the Programme to their network of farmers, and spreading the word about the potential of the solutions.
* Take part in the matchmaking phase of the Programme (usually May-July) with startups that have expressed an interest in testing on their farm or processing facilities.
* Report basic information about Test-bed (type of farm/primary food processing facility, size, country and region for presentation on Test Farms website
* Help in organizing demo day

EIT Food may provide agricultural professionals to support testing process upon the request of the Test-bed or startup.

# Type of Test-beds we are looking for:

# We would like to build a network of farms dealing with different type of crops and animals:

|  |  |
| --- | --- |
| Vineyard | |
| Fruit orchard | |
| Olive | |
| Arable crop |
| Greenhouse |
| Bees |
| Vegetables |
| Poultry farms |
| Corn |
| Berries  Bees  others |

**EIT Food offers 1500€ remuneration for the Test-bed referred for successful matchmaking and testing on the above types of crops and animals with startups.**

# We would like to build a network of primary food processing facilities for testing. Note: this part of the Call refers solely to the farms/companies located in the CEE. EIT Food South is not building the network of primary food processing facilities for testing

Please find below the examples of primary food processing:

Slaughterhouses

Silos (storage)

Cold stores (refrigeration)

Collection points

Cutting, cleaning, packaging,

Storage of primary materials

Basic test lane

Other similar facilities

**EIT Food offers 5000€ remuneration for the Test-bed for successful matchmaking and testing on primary food production facilities with startups.**

**EIT Food restricts that Test-beds gathered in network do not generate automatic payment for the farmers**. Payment will be made once successful match-make is made and pilot plan describing the condition of testing is signed, between August to November 2023.

# Selection process

Interested farmers and primary food production processors are invited to submit their applications by **February 28th 2023** (23:59 PM CET), using the “Test Farms Test-bed – application form” below. Please send the electronic version of the application either **in English, Polish or Spanish**, based on the form provided below, to: [melissa.comellas@eitfood.eu](mailto:melissa.comellas@eitfood.eu) or [pawel.ciach@eitfood.eu](mailto:pawel.ciach@eitfood.eu). Please write in the subject line of your e-mail: “Test Farms Test-bed – application form”. Incomplete applications or applications submitted by ineligible organisations will be automatically rejected. Complete applications will be evaluated by EIT Food employees selecting the Test-beds that have greatest potential for startups to successfully test and validate their solution and scale it further.

EIT Food will inform the selected Test-beds that are included in network of Test-beds in the Test Farms.

### Test Farms Test-bed – application form

Please fill in the application form, ensuring that all fields are completed. Please submit the application in electronic format by **February 28th 2023** (23:59 PM CET) to: [melissa.comellas@eitfood.eu](mailto:melissa.comellas@eitfood.eu) and [pawel.ciach@eitfood.eu](mailto:pawel.ciach@eitfood.eu). Please write in the subject line of your e-mail: ‘Test Farms Test-bed – application form’’. Applications incomplete or sent after the deadline will be rejected.

#### **The Application can be filled in either in English, Polish or Spanish.**

|  |  |  |
| --- | --- | --- |
| **1. Name of the applicant** |  | |
| **2. Are you individual or organization? Company, Farmers association, research institute, other** |  | |
| **3. Country** |  | |
| **4. Regions where test-beds are located** |  | |
| **5. Website address (if any)** |  | |
| **6. Name of contact person** |  | |
| **7. E-mail** |  | |
| **8. Phone** |  | |
| **9. Total number of employees** |  | |
|  |  | |
| **10. Please describe your farm (type of crops, livestock, sizes of farms) and facilities (type of facility) that you offer for testing.** | | |
|  | | |
| **11. Please describe your primary food processing facilities (type of facility) that you offer for test. NOTE: this question refers only to farms/companies located in the CEE region** | | |
|  | | |
| **11. How did you find out about this call?** | | |
|  | | |
| **I give consent to EIT Food to process my application and to publish data on my farm/facility on** [**Test Farms**](https://www.eitfood.eu/projects/test-farms) **website.** | | (YES/NO\*) |

\*Please note, that if you tick “NO” EIT Food will not be entitled to proceed with your application and therefore you cannot take part in Test Farms.