

Test Farms 2025 - Terms and conditions

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1. General information about the programme

Test Farms is a programme offered by EIT Food (hereinafter: **Test Farms**). It aims to support startups and individuals/teams in testing their innovative solutions that make agriculture more efficient, sustainable and environmentally beneficial. Testing an innovative solutions (minimum a prototype/minimum viable product) with farmers aims to obtain feedback on the usefulness, functionality and quality of the offered products or services and by improving it – increase the chances of commercialising the ideas.

EIT Food is offering the Test Farms program to the following applicants:

- **Entities from Southern, Central and Eastern Europe and Nordics:** incorporated companies (SMEs registered in or after 2014) or individuals or teams from the following countries:
 - **EU Member States:** Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.
 - **Horizon Europe Associated Countries:** Albania, Bosnia and Herzegovina, Israel, Montenegro, Republic of North Macedonia, Norway, Serbia, Turkey, Ukraine.
 - **Outermost Regions:** Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- **Entities from Western Europe and other Horizon Europe Associated Countries:** incorporated companies (SMEs registered in or after 2014) or individuals or teams from the following countries: Armenia, Belgium, Faroe Islands, France, Georgia, Germany, Iceland, Ireland, Luxembourg, Moldova, Netherlands, Switzerland, Tunisia, United Kingdom.

Participation in the Test Farms for entities from Southern, Central and Eastern Europe and Nordics shall be free of charge. Financial subgrant to support testing needs will be available under specific conditions.

Entities from Western Europe and other Horizon Europe Associated Countries cannot apply for the subgrant, however, they can join the Test Farm and benefit from the match-making and expert support provided by EIT Food. The cost of these services is 4500 EUR.

2. Important dates

Stage	Date
Application – submission of applications by entities	15-10-2024 to 22-11-2024
Evaluation of applications	25-11-2024 to 13-12-2024
Announcement of results (pre-selection for farmer matching)	16- 20 December 2024
Match-making events for entities and farmers	07-01-2025 to 07-02-2025
Test phase	March 2025 – November 2025

Some dates may change, the organisers will inform accordingly on the project website: <https://www.eitfood.eu/projects/test-farms>

3. Commitment

Entities from Southern, Central and Eastern Europe and Nordics chosen to participate in the Test Farms commit to the following actions:

1. **Application** – Interested entities are invited to apply for the Test Farms via <https://myeitfood.eu/>
2. **Match-making event** - Shortlisted entities will be invited to join one of match-making events. At these events, entities will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with the selected farmers.
3. **Subgranting agreement** – Entities must sign an agreement stipulating the commitments and terms for receiving the grant.
4. **Registration** - Participating entities must register at <https://pitchbook.com/> or <https://dealroom.co/>
5. **Test phase** – Entities will test their solutions on the test fields according to the plan they developed after the match-making event.
6. **Reporting** – Entities will report their progress throughout the testing phase to the Test Farms managers.
7. **Final report** – Participating entities must submit a final report on their involvement in the Test Farms project.

Entities from Western Europe and other Horizon Europe Associated Countries willing to participate in the Test Farms need to commit to the following actions:

1. **Application** – Interested entities are invited to apply for the Test Farms via <https://myeitfood.eu/>
2. **Advance payment** – Pre-selected entities who are interested in the match-making service and expert support provided in the Test Farms must make an advance payment of 1000 EUR.
3. **Match-making event** - Shortlisted entities will be invited to join one of match-making events. At these events, entities will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with selected farmers.
4. **Service agreement and payment** – Once the successful matches are made, the entities must sign a service agreement with EIT Food and proceed with the payment of the remainder of the match-making service fee (3500 EUR).
5. **Test phase** – Entities will test their solutions on the test fields according to the plan drafted after the match-making event.
6. **Reporting** – Entity will be encouraged to report its progress throughout the testing phase to the Test Farms managers.
7. **Final report** – Participating entities will be encouraged to submit a final report on their involvement in the Test Farms project.

4. Eligibility criteria for applicants

Eligibility criteria for participants from Southern, Central and Eastern Europe and Nordics

Entities are eligible to participate in the Test Farms and receive a subgrant if they:

- **Are Entities from Southern, Central and Eastern Europe and Nordics:** incorporated companies (SMEs registered in or after 2014) or individuals or teams from the following countries:
 - **EU Member States:** Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.
 - **Horizon Europe Associated Countries:** Albania, Bosnia and Herzegovina, Israel, Montenegro, Republic of North Macedonia, Norway, Serbia, Turkey, Ukraine.
 - **Outermost Regions:** Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- Have received no more than 60,000 euros in funding from EIT Food in 2024.
- Have developed an innovative solution* in agriculture/animal husbandry/primary food processing**, **having minimum a prototype/minimum viable product ready to be tested in real environment.**
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: <https://myeitfood.eu/> and completed and attached all the required documentation.
- Have not participated in previous editions of the Test Farms.
- Are or were not EIT Food's RisingFoodStars

* Appendix 1 below provides detailed scope of solutions Test Farms is looking for.

**Primary food processing solutions can be tested only in Poland and Finland.

Eligibility criteria for Entities from Western Europe and other Horizon Europe Associated

Countries:

Entities are eligible to participate in the Test Farms if they:

- Are incorporated companies or individuals or teams from the following countries: Armenia, Belgium, Faroe Islands, France, Georgia, Germany, Iceland, Ireland, Luxembourg, Moldova, Netherlands, Switzerland, Tunisia, United Kingdom.
- Have developed an innovative solution in agriculture/animal husbandry/primary food processing***, **having minimum a prototype/minimum viable product ready to be tested in real environment.**
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: <https://myeitfood.eu/> and completed and attached all the required documentation.
- Commit to pay the 4500 EUR + VAT participation fee (advance payment of 1000 EUR before match-making and final payment of 3500 EUR when EIT Food finds a suitable farmer).

***Primary food processing solutions can be tested only in Poland and Finland.

5. Selection criteria

Eligible applicants will be scored based on their answers to the questions on the application form (<https://myeitfood.eu/s/login/SelfRegister>) according to the following selection criteria:

Scoring criteria – Test Farms	Scoring
1. Proposed product/service addresses relevant problem in agriculture.	(1-5)
2. Proposed solution is innovative and distinguished from current offerings; it addresses a relevant need in the market.	(1-5)
3. Proposed solution is at the stage which allows it to be tested/validated during the Test Farms.	(1-5)
4. Required testing phase makes sense in the development of the product/service.	(1-5)
5. An entity is experienced and motivated enough to execute the test phase.	(1-5)
6. Requested resources for the pilot can be accommodated by the EIT Food and project partners.	(1-5)
NB. Though EIT Food makes every effort to match entities with farmers and test land, occasionally we are unable to find a suitable match. In this instance, entities will be encouraged to apply to future rounds of the Test Farms when we have a wider farmers network. We thank you in advance for your understanding.	

Scoring: 1- not meeting the criteria, 5 – meeting all relevant aspects of the criteria.

The applications with the highest scores will be invited to the match-making events (up to a maximum of **30 entities from Southern, Central and Eastern Europe and Nordics and 6 entities from Western Europe, Nordics and other Horizon Europe Associated Counties**). Entities from

Southern and Central and Eastern Europe and Nordics who agree to work with one of the farmers/testing lands presented during the match-making and sign a subgranting agreement will be considered as a participant of the Test Farms.

6. Financial support (only for Entities from Southern, Central and Eastern Europe and Nordics)

Entities from Southern, Central and Eastern Europe and Nordics can apply for financial assistance of up to 3000 EUR to offset their programme costs.

The subgrant can be used for:

- Travel costs for entities to attend the matchmaking event and visiting the test site.
- Rental of other devices necessary to perform the test.
- Costs to make necessary adjustments at the testing field to perform the test.
- Entities should reserve part of the subgrant to reimburse the farmer if (s)he suffers damage caused because of the testing. These potential costs should be estimated and set aside up front.

The subgrant cannot be used for:

- Salaries for company employees.
- Product development, production and improvement (e.g. product elements and materials, research)
- Costs are not directly related to the testing of the product/service.

7. Ownership and Intellectual property

- Test Farms is equity-free programme for participants.
- Tested products or services have to be freely available for the pilot project – entities cannot charge the farmer for their use during the pilot project.
- Ownership of the product or service stays with the entity and all equipment needs to be returned to the entity by the farmer after the pilot project has finished.
 - If the farmer wants to keep using the solution after the pilot project (s)he must pay for the product or service.
- Intellectual property related to the product or service belongs to the entity which bears sole responsibility for its protection. The entity can ask farmer to sign NDA, if appropriate.

8. Personal data processing

- EIT Food CLC North-East sp. z o.o. with its registered seat in Warsaw and EIT Food CLC South S.L. with its registered seat in Madrid are the data controllers for the purposes of the Test Farms.
- Full Test Farms GDPR information clause can be found at: <https://bit.ly/3pTrbwh>.
- At EIT Food we aim to help develop your solution and provide you visibility and access to the potential network of stakeholders. To do it, in the application form you will find a section to tick whether you give us your consent to showcase your product/service during agricultural & startups conferences & 1:1 meetings with potential clients, investors, research centers and agricultural companies for the next 3 years from your application date. It is an optional service, beside testing itself, and your consent is not mandatory.

9. Contact details

In case of any questions or inquiries please contact the Test Farms managers:

- Paweł Ciach - pawel.ciach@eitfood.eu - inquiries from applicants coming from: Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Serbia, Ukraine, Montenegro, North Macedonia, Norway, Sweden.
- Oksana Hrynevych – oksana.hrynevych@eitfood.eu - inquiries from applicants coming from: Portugal, Spain, Turkey, Italy, Greece, Israel.
- Paweł Ciach - pawel.ciach@eitfood.eu inquiries from applicants coming from Western Europe and other Horizon Europe Associated Countries: incorporated companies or individuals or teams from the following countries: Albania, Armenia, Belgium, Faroe Islands, France, Georgia, Germany, Iceland, Ireland, Luxembourg, Moldova, Netherlands, Switzerland, Tunisia, United Kingdom.

Appendix 1. Focus themes in Test Farms 2025

i. Achieving carbon positive farming & regenerative agriculture

- a. Soil measurements
- b. Biodiversity
- c. Biofertilizers
- d. Reduction of nitrate leaching, NPK Management.
- e. Pesticides (biobased solutions, organic pesticides)
- f. Water gels
- g. Seeds
- h. Alternative inputs
- i. Water gels
- j. Genomics on seeds
- k. Carbon farming schemes
- l. Bioestimulants
- m. Animal Health (feed and monitoring)
- n. Precision livestock farming (data applications, big data & AI)
- o. Animal disease prevention + detection
- p. Sustainable ingredients for feed
- q. Crop resiliency (drought and pest)
- r. No tillage sowing

ii. Accelerating the tech revolution in agriculture

- a. New revenue streams for farmers
- b. Automation & Robotics
- c. Smart farming
- d. Satellite/AI measurements
- e. Irrigation tech
- f. Remote sensors
- g. Intelligent plant protection
- h. Soil health and carbon monitoring
- i. Pest and disease detection
- j. Weed Control
- k. Efficient use of resources (water, nitrogen)
- l. Digital Farming

iii. Food industry decarbonisation

- a. Novel CO₂ reduction / decarbonisations technologies and solutions for primary food production

iv. Circular agrifood systems:

- a. Biomass upcycling
- b. Sidestream valorization
- c. Upcycling of agricultural side-streams into higher value, functional or health food ingredients
- d. CO₂ conversion technologies & solutions

v. Primary food processing

- a. Solution decreasing crops and food waste & losses
- b. Solutions optimising cost of primary food processing