

RESULT 2: OPEN PLATFORM FOR SHARING KNOWLEDGE

WP 1: Learning Environment for SMEs

CASE STUDIES DEVELOPMENT

(3 cases per partner, length: 3-5 pages, deadline: 15.05.2023)

APPLICATION OF SMART TECHNOLOGIES IN AVESTA LTD.

Part 1: General information for the enterprise

1. Name: Avesta Ltd.
2. Location: Katunitza, Plovdiv region, Bulgaria
3. Subject of activity: Greenhouse and open field vegetable production
4. Legal status: Ltd
 - a. Management: A family farm. One of the daughters of the farmer Polina is actively involved in the production process and, accordingly, in the implementation of new technologies.
 - b. Gender: Female
 - c. Age: up to 35
 - d. Education: secondary /student at the Agricultural university -Plovdiv
5. Farm size
 - a. cultivated land: 15 ha of fields and 0,15 ha of greenhouses
 - b. species and numbers of animals: N/A

Part 2: Smart technologies used on the farm

What smart technologies does the farm have? The following smart technologies are applied in the farm: drones, weather station, water, temperature, nutrients, pH and other sensors

When and where are they applied? Drones for spraying, shedding of greenhouses, sensors for measurement and various indicators for precious feeding and growing plants

Is the accumulated data used and how? It was stated that the data is used according to its intended purpose and leads to improved results and, above all, reduced costs.

Part 3: Owners' satisfaction with the use of smart technologies

1. Utility assessment

Is the farm manager satisfied with the smart technologies used? What benefits and advantages have they brought him?

The owner intends to involve some other smart technologies at the nursery, related to plant protection and harvesting, as multispectral and infrared cameras to recognise the pests and diseases, for precious plant health, as well as precious plant nutrition for reducing fertilisers and reduce water loss by using only as much as the plant needs.

2. Observed difficulties and problems

What difficulties have they encountered or are encountering in using the new technologies? How did they learn to work with them? Do they have maintenance and consumables issues? The main difficulties are that there are still not enough qualified workers. The new technologies are still very expensive.

3. Potential risks

Are they worried about issues such as post-warranty service, integration with next-generation technology, and being tied to a specific supplier or brand? The technologies are still very new, but the suppliers who offer the equipment guarantee that there will be post-warranty service.

Part 4: Financing the investment in smart technologies

How is the purchase of the new technologies financially secured - own funds, bank loan, financing under a particular program? Do they think that the prices of these technologies are beyond the means of most farmers? Do they feel that the decision to purchase their devices was astute and effective? The purchase of new technologies is secured by own funds, European programmes to help equip farmers with machinery and technology, and bank loans.

Part 5: Future intentions towards smart technologies

Do they intend to continue using new technologies? Do they plan to purchase new types, and if so, what kinds? What are their intentions with the devices they own - do they plan to replace them with more recent generations as they become available?

It was stated that the owner plans to implement some other smart technologies in the nursery related to plant protection and harvesting, such as multispectral and infrared cameras to recognise the pests and diseases, for precious plant health, as well as precious plant nutrition for reducing fertilisers and reduce water loss by using only as much as the plant needs.



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Part 6: Some photos



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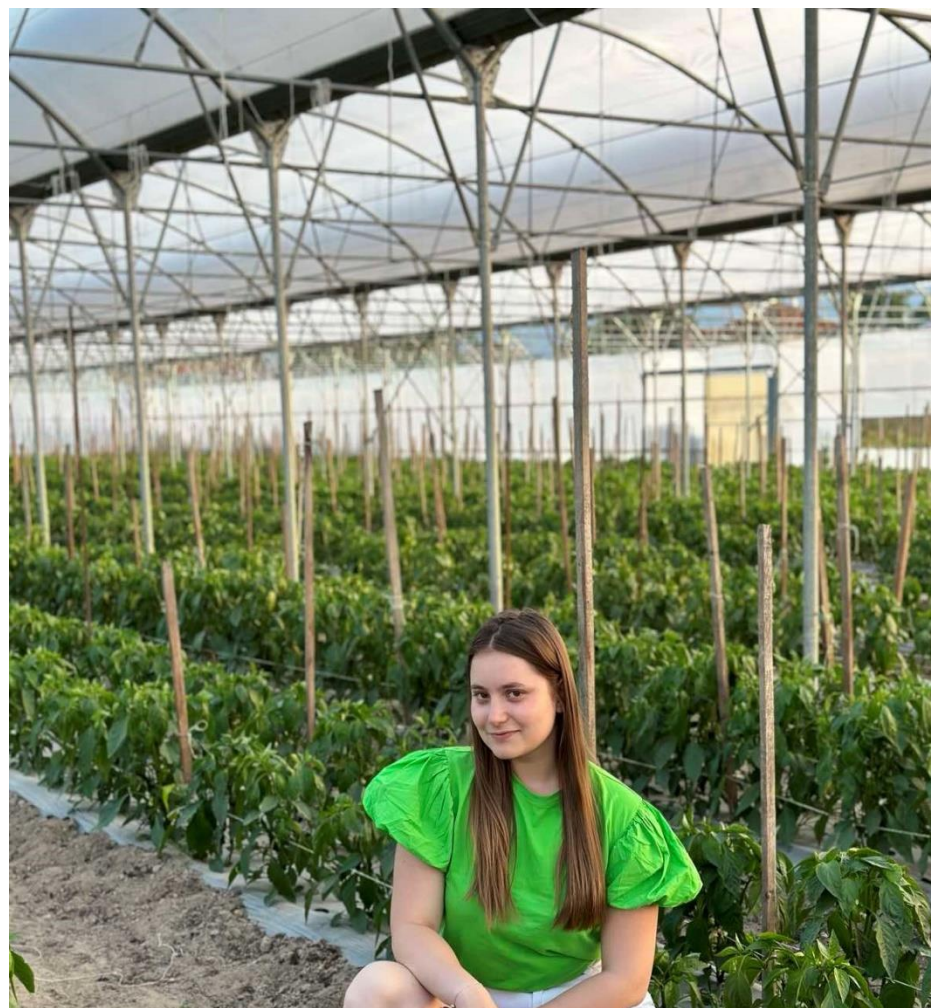
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