

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 SAKAR ANGUS LTD

Part 1: General information for the enterprise

1. Name: Sakar Angus Ltd
2. Location: Dripchevo village, Harmanli municipality, Bulgaria
3. Subject of activity: Beef cattle breeding
4. Legal status: Ltd
5. Management - Aleksandar Tonev Petrov - Manager
 - a. Gender: Male
 - b. Age: 36-45
 - c. Education: higher education
6. Farm size
 - a. cultivated land: 1200 ha
 - b. species and numbers of animals: Beef cattle, Aberdeen Angus breed 400 heads

Part 2: Smart technologies used on the farm

What smart technologies does the farm have? When and where are they applied? Is the accumulated data used and how?

- GPS technologies for positioning agricultural machinery. They are applied to cultivated areas.
- GPS tracking devices for farm animals. They are used to establish the location of animals on pastures.
- System for identification and control of animal weight. They are applied in the premises for catching the animals.
- A drone. It is used to monitor cultivated areas and pastures, as well as animal grazing during the day and at night, as it has a thermal camera.

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 farmer reveals that the technologies used provide up-to-date information in real time about the condition and location of the animals, the presence of predators near the pastures and the condition of the crops. According to him, these technologies save time and manpower, as well as losses from predator raids.

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?

Atmospheric conditions are not always suitable due to strong wind and winter conditions. The latter is also determined by the altitude of the farm. Certain knowledge and skills are required to work with the purchased technologies, which are provided by employees of the supplier company (courses, training). It has good service support which is extremely important for acquiring such assets.

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 farmer does not worry about maintaining the technology after the warranty expires. It was stated that he will rely on the services of the supplier even after the warranty period has expired.

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?

For the purchase of the relevant technologies, the farmer received support under Measure 4.1 "Investments in agricultural holdings", Rural Development Programme. It was emphasized that the prices of the applied technologies are high and not affordable for most farmers. The purchase of the mentioned smart technologies can be defined as a good and effective solution.

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?

The company will continue to use new technologies, which, if necessary and possible, will be replaced with newer and more modern ones.

Part 6: Some photos



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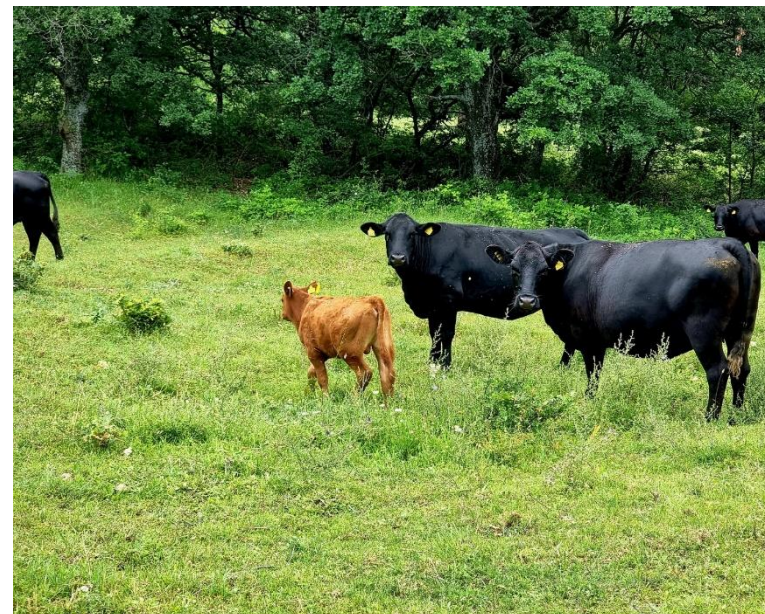
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