

PROGRAMA PRIMARE

ICT as a source of
primary sector
development



Preliminary Market Consults for Primary Sector Technological Innovation Projects

23 January 2017

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Preliminary Markey Consults for Primary Sector Technological Innovation Projects

Scope

- Identify **technologies and solutions of interest** to resolve, at the very least, **the technological obstacle of Advanced Intelligent Inspections.**

Admissibility Controls:

- Soil uses-Type of crops present
- Farming activity (shepherding, harvesting, grazing or crops).
- Predominance of grazing land and y Grazing Admissibility Coefficient
- Management practices (shepherding, application of pesticides, mud, tilling...
- Inter alia.

Conditionality Controls:

- Transform plant cover, build structures, modify unauthorised roadways.
- Deposit or dispose of containers plastic, shabby farming tools etc.
- Guarantee respect for protective strips along water ways, etc.

Technical or technological obstacles to overcome

- **Collection of** geographical, territorial and farming (crops, plots and their condition) data.
- **Integration of different** data collection **technologies.**
- **Techniques and models for analysing** and processing information.
- **Information integration in management systems.**

Areas/subjects for research/innovation

- **Collection of** geographical, territorial and environmental **data**
- **Data integration and hybridisation.**
- **Automatic data analysis.**
- Continuous updates.

Enhanced operations, process optimisation

- Reduced time.
- Increased number of controls.
- Reduced costs.
- Increased level of control safety.

Advances in the Preliminary Market Consult Process

MAIN MILESTONES



Publication of the call for Preliminary Market Consults for Primary Sector Technological Innovation Projects (*DOGA Resolution of 20 September 2016*).



Workshops:

- Initial Digital Innovation Workshop in the Primary Sector (*27 October 2016*).
- I Workshop Preliminary Primary Sector Market Consults (*23 November 2016*).
- II Workshop Preliminary Primary Sector Market Consults (*21 December 2016*).



Presentation of initial proposals by participating Agents.



Analysis of the proposals received.



Individual meetings with participating Agents (*underway*)

Major involvement of market agents in the process

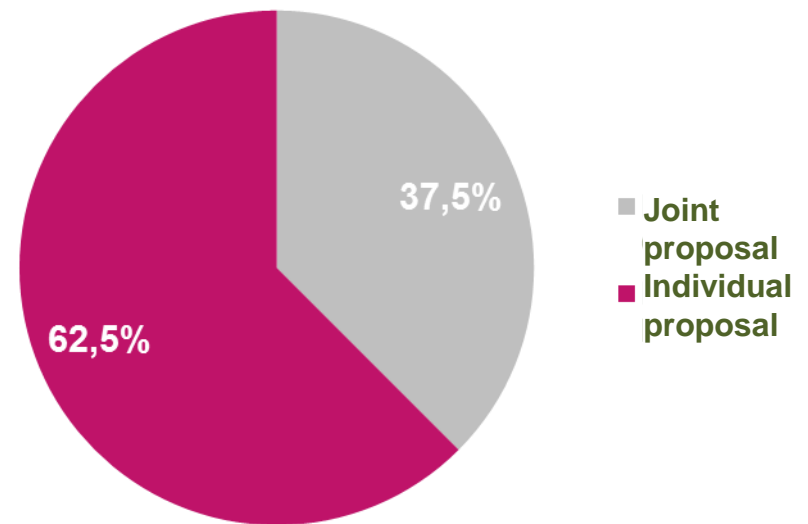
*Around **150 Agents** have participated in various working sessions.*

32 Proposals for Primary Sector innovation

51 Agents from the ICT sector, technology centres, research institutes, engineering firms...

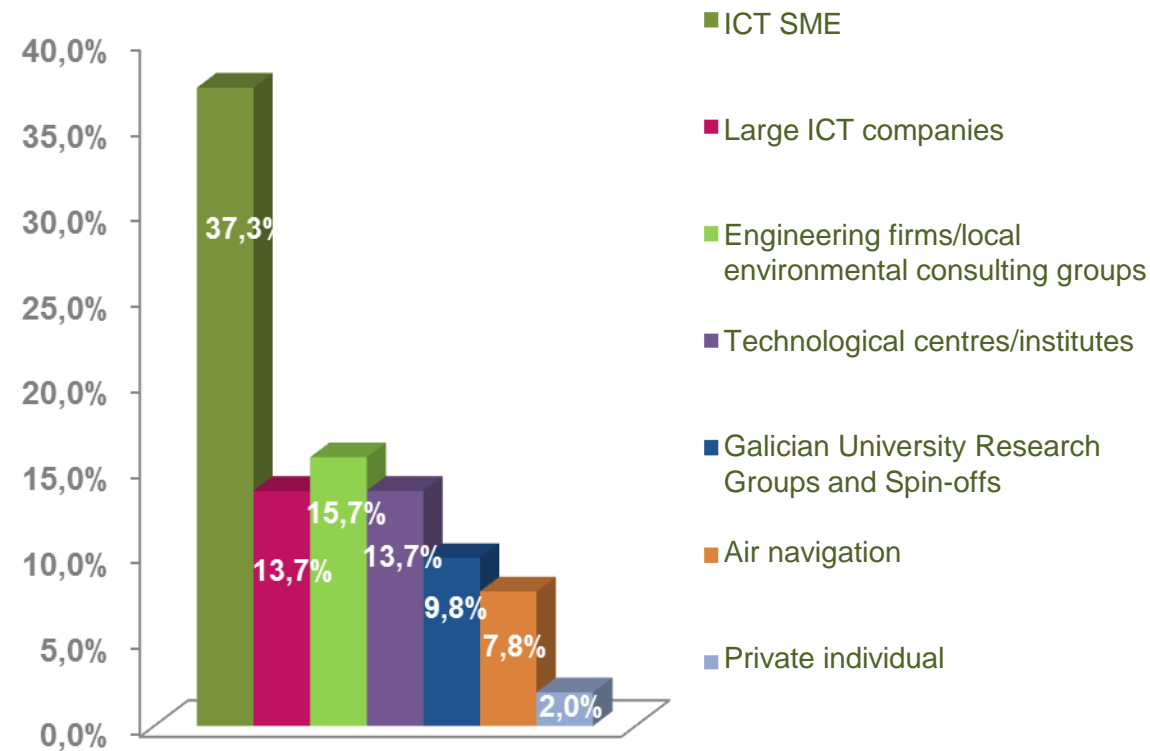
High level of agent collaboration.

Proposals according to type of collaboration

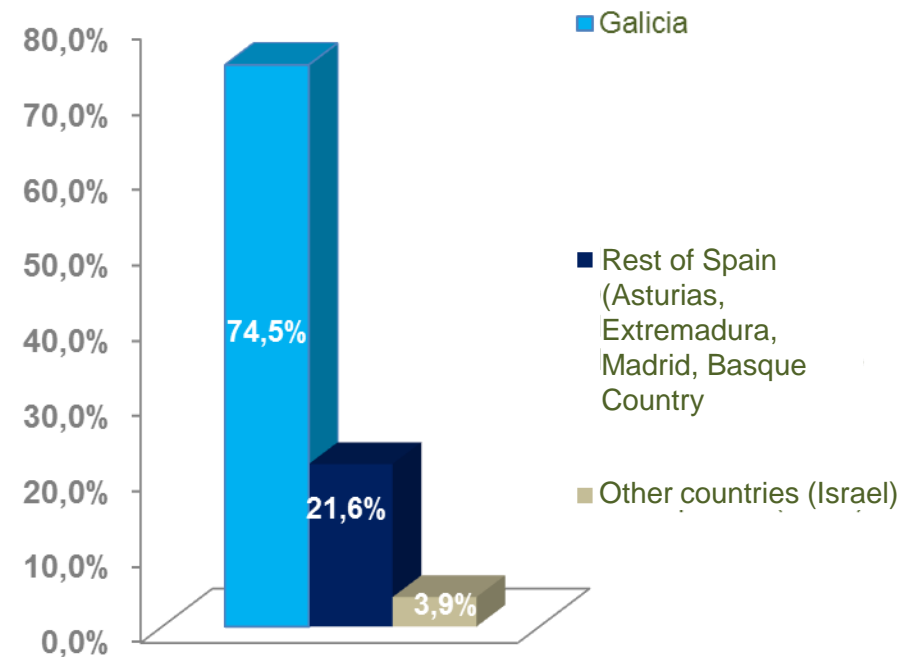


High level of interest from the regional, state and international business sector

Type of agent

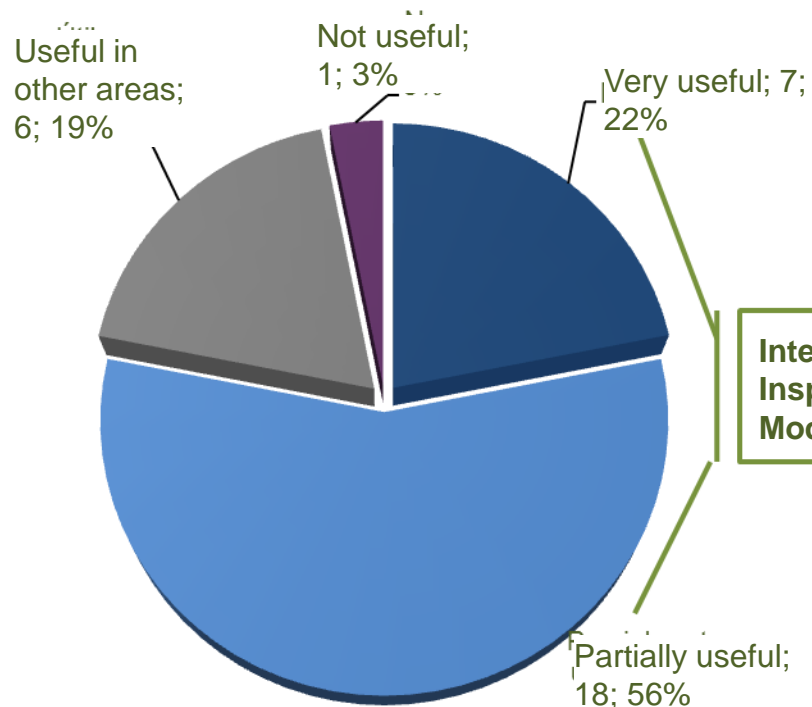


Origin

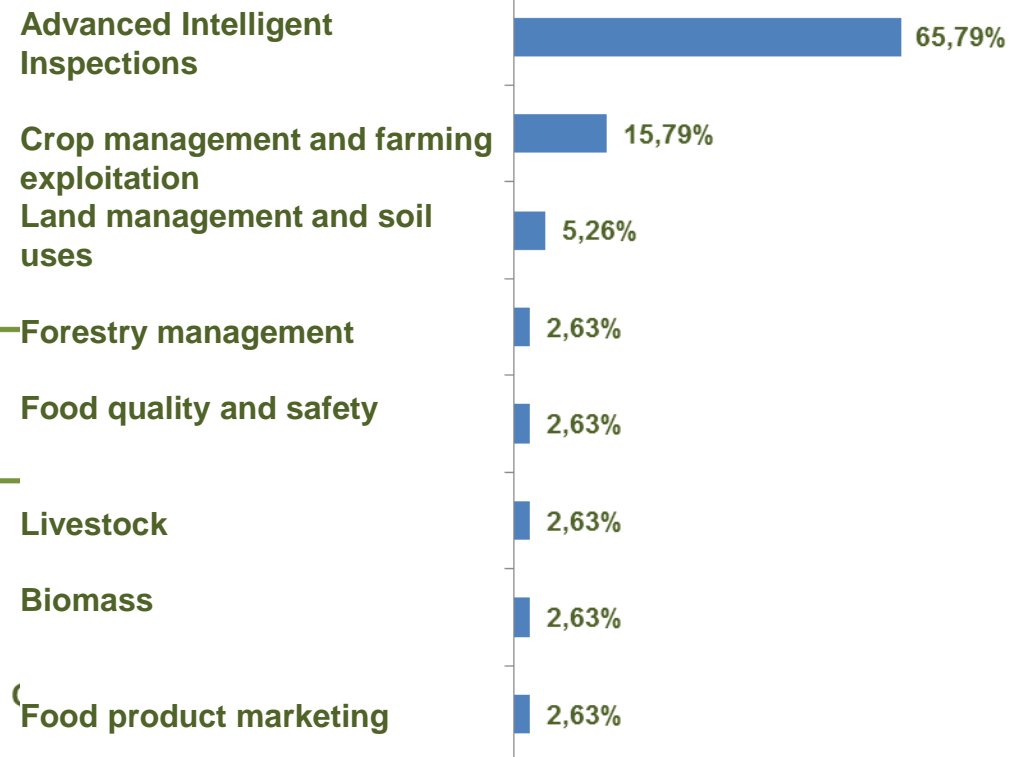


Scope and degree of usefulness of proposal received

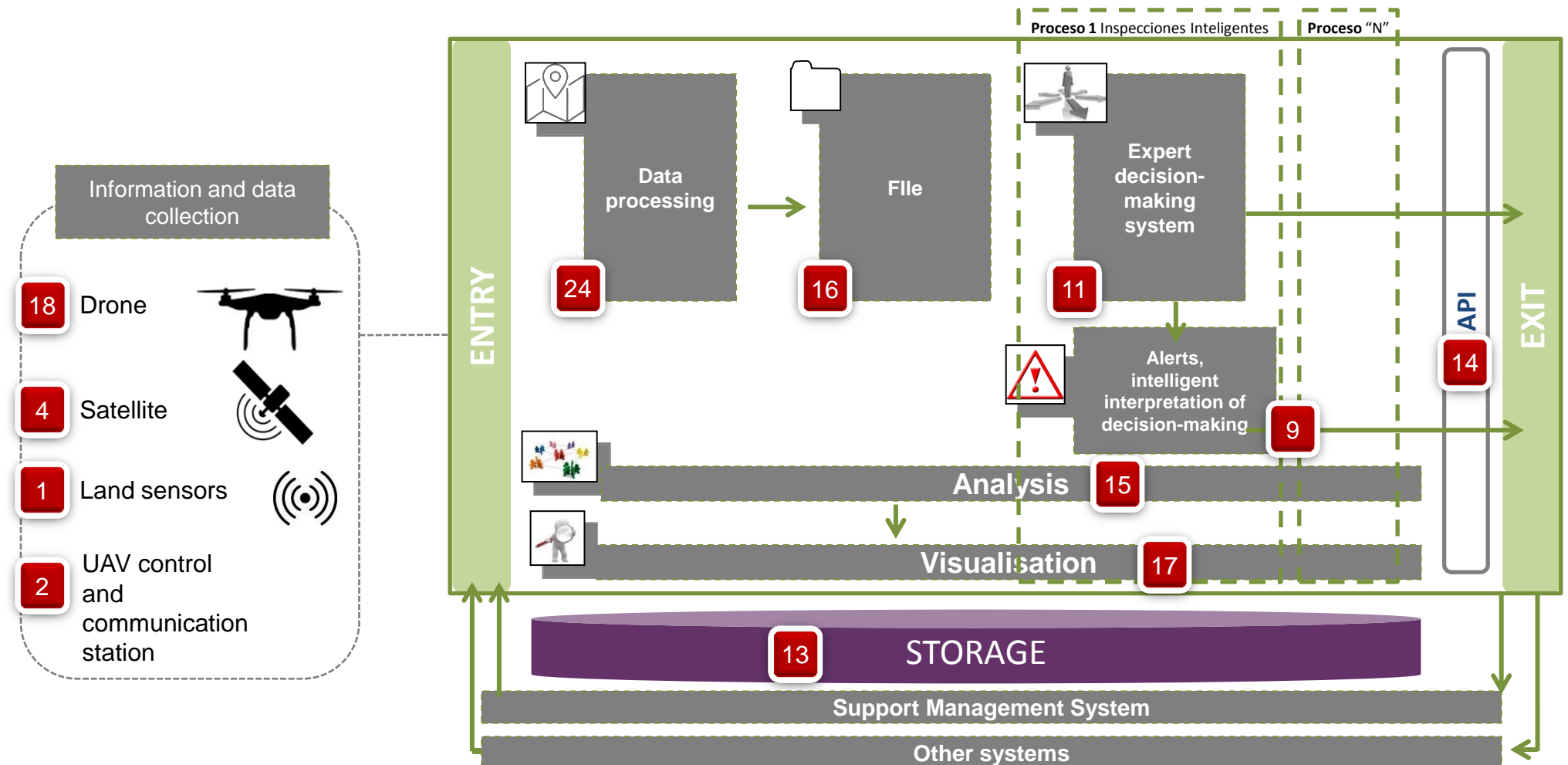
Usefulness



Areas



Main elements identified/coverage for proposals received

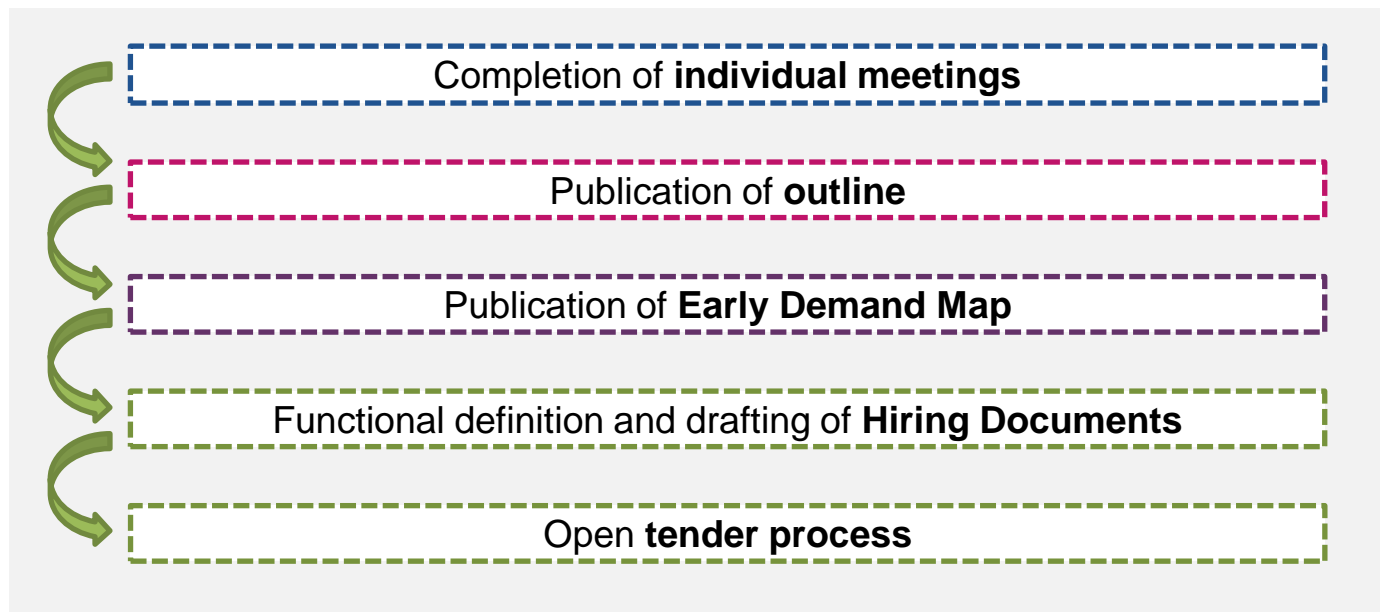


Conclusions regarding the proposals received

- Many partial approaches create a **need to offer a comprehensive approach** that allows for overcoming the obstacle as fully as possible.
- Need for **greater technical characterisation** and **more functional coverage details** on the obstacle in question in order to have more information on the real scope of each proposal.
- Need to better define and characterise the **spirit of innovation** in the proposals. This is a key element in the innovative technology public purchase process. Innovative technologies are sought over pre-market development.
- Need for more specification in the **R&D results** that the proposals offer.
- Lack of identification in various proposals of the **benefits** that the proposals offer for the Galician public system, as well as for other agents.

Next steps: Progressing toward hiring procedures

The next steps of the process are geared toward obtaining a **more detailed or expanded presentation of the proposals** in order to **configure the Early Demand Map** and foster an **exchange of information** that makes it possible to inform the market with sufficient advance warning so that it can prepare timely offers: it's a matter of enhancing planning and reducing risks.



***13 individual meetings** held to date with various agents participating in the process.*

PRIMARE PROGRAMME_Next Steps

Maintaining **transparency and confidentiality** throughout the process, seeking the **highest level of availability of information and effective exchange of experiences and opinions.**

1

INDIVIDUAL MEETINGS

Completion of individual meetings with participants, which are aimed at **gathering more information on their proposal, product, or service.** This exchange of information that occurs through the presentation of proposals could be used to define the functional or technical specifications given.

2

OUTLINE

Outlines **will be published** describing the **scope** of the project prior to publication of the CPI documents that will also indicate the **list of agents** that have submitted a proposal.

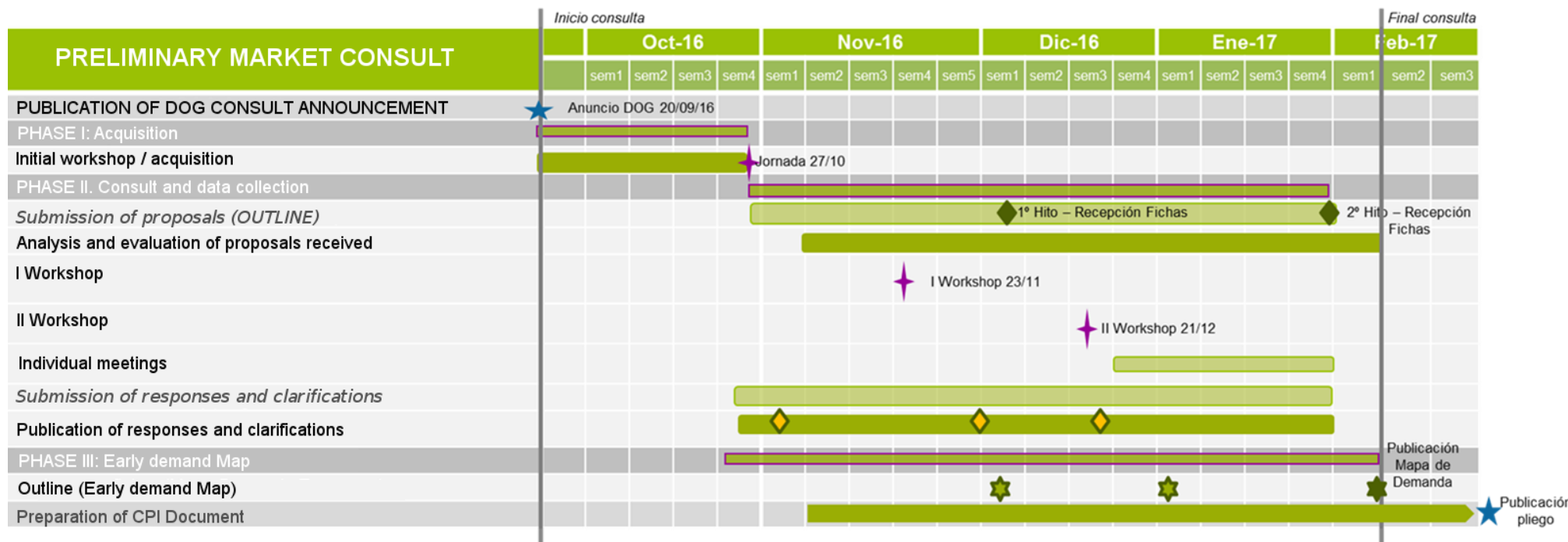
3

EARLY DEMAND MAP

Publication of the **early demand map** of future hires as per the call for submissions in order to **inform the market** with sufficient advance warning so that it can prepare its future offers and improve its planning.

PRIMARE PROGRAMME_Next Steps

Timeline



PRIMARE PROGRAMME_Preliminary Market Consults – Channels

You can obtain information through two information and communication channels: the project's website and e-mail address for consult process-related communications.

<http://amtega.xunta.gal/cpti/>
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