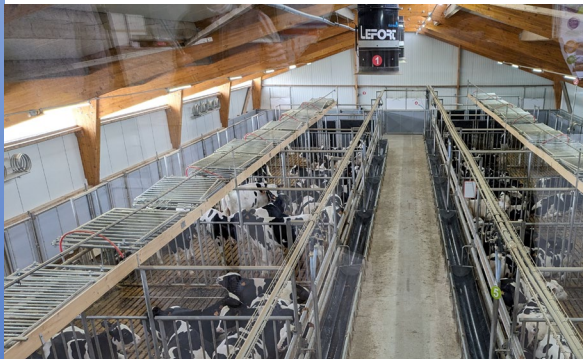




**AgrifoodTEF's pioneering EU service provider from research to industry for the development of Artificial Intelligence and robotic solutions.**

Z. Guy, JM. Gautier, J. Contreras



# What is the common denominator between those 2 images ?



# The goal



Make the EU the place for **Artificial Intelligence and robotic excellence**



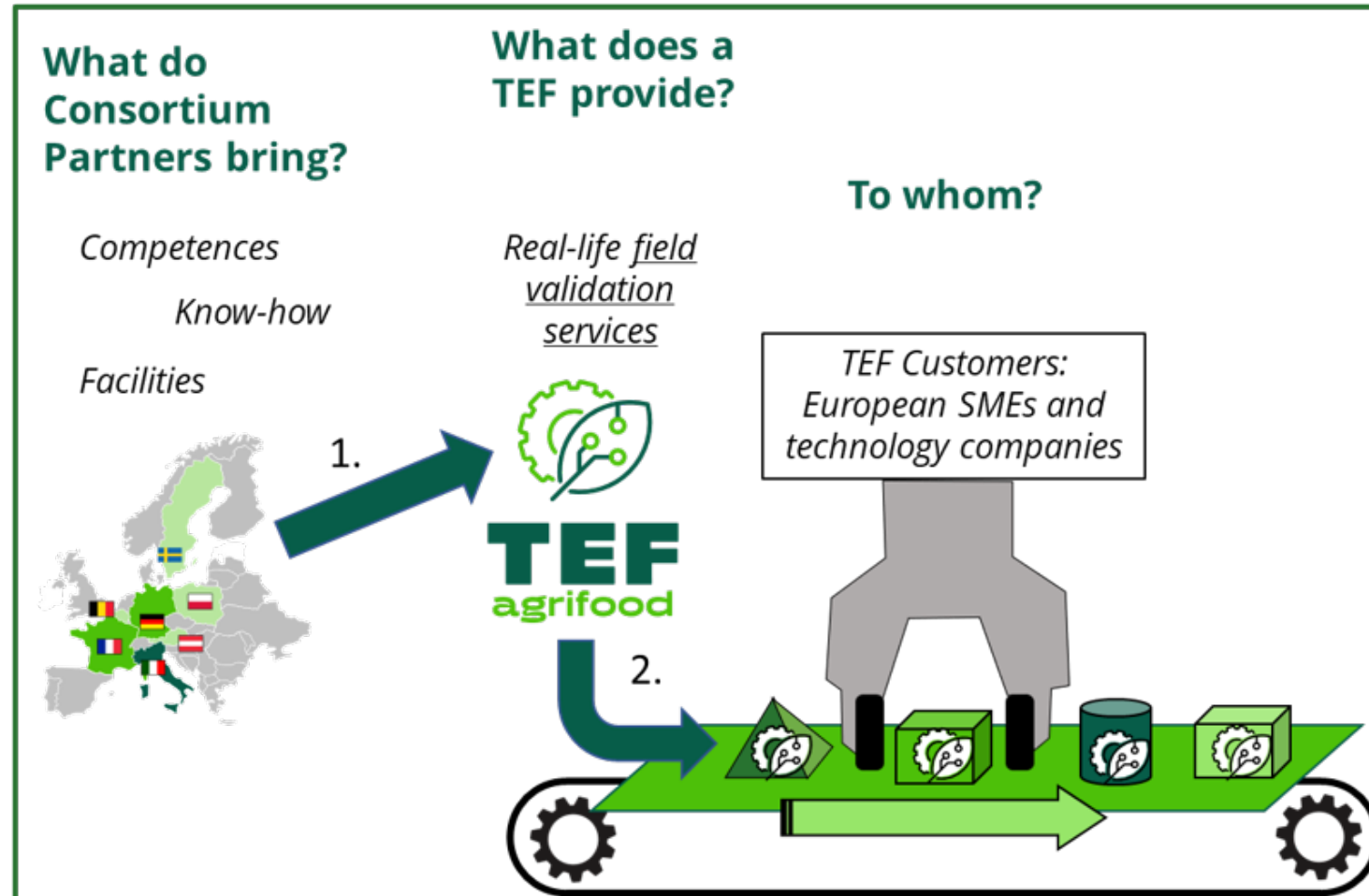
Set-up a network of **Testing Experimental Facilities**



Foster interaction between **Start-Ups & SMEs and Research**



# An innovative set-up



# AGRIFOOD TEF Process

## A story of service delivering

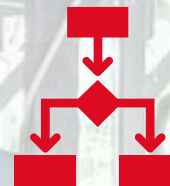
1. Searching for customers



2. Expression of needs



3. Translation from needs to services and means



4. Contracting



5. Service delivery



6. Customer long-term relation



# Mind set change

## Collaborative research

### Partnership

- Codesign of the project
- Consortium agreement

Researchers are at the origin of the idea/innovation

Shared benefits between partners

## Service provision

### Commercial relationship

- Customer orients the project
- Contract

Customer is at the origin of the idea/innovation

Customer owns benefits and results

Customer decides the communication



# Conclusion

## Opportunity for AI and robotic providers in EU

- Real-life conditions playground
- Benefit strong and recognised expertise
- Access to an EU network of TEF
- Development of their solutions

## Opportunity for research organisations

- Highlighting our infrastructures and expertise
- Acquiring new means

Create added-value surrounding our experimental means

## Opportunity for food sector and farmers

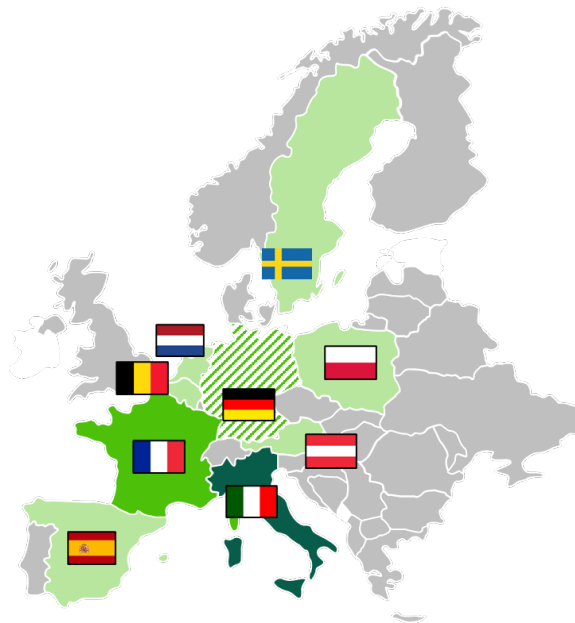
- Availability on the market of tested and validated devices



a win-win relationship

# AgrifoodTEF open to business until 2027 !

- 9 countries, 36 partners, +100 Testing Experimental Facilities



# Thank you for your attention

View the slideshows of our conferences at  
**idele.fr**



More informations on the project  
**agrifoodtef.eu**

