

## User satisfaction assessment: summary of ERMES first year

### Bilateral meetings

Immediately after the 2<sup>nd</sup> annual meeting in Thessaloniki (GR), held on March the 23<sup>rd</sup>, bilateral meetings were conducted in Greece with five potential end-users. The products created during 2015 for the Greek local study area were demonstrated through the Geo-Portal and the Smart-App. A report of each session is reported below, along with the user's feedback.

#### **AGROTECH BOZATZIDIS - MITSIOLIDIS SA (John Deere) + Plastiras group of farmers**

##### Declaration of interest

AGROTECH SA (Mr Iraklis Bozatzidis) expressed his interest in using the seasonal biomass patterns maps product. He considers it very interesting and believes it could be integrated in their business (agro-support). He appeared to be very positive in participating in the 2016 demonstration of the product, which can be combined with the variable fertilizer spreaders they provide.

##### Summary of User feedback

The meeting took place at Agrotech's SA headquarters in Sindos, with the participation of three rice growers from the Plastiras family. The seasonal patterns maps, the GeoPortal and the Smart-App were presented. Their interest was concentrated in the seasonal patterns maps as the most interesting ERMES product for them, whereas they acknowledged the product's advantage over the information currently provided by John Deere harvesters at the end of season, from the perspective of seasonal assistance for nitrogen fertilization. The advantage was considered as of significant importance for their business and the representatives expressed their willingness to test the product during 2016. Additionally, they have offered to carry out meetings with customers/farmers in collaboration with Demeter and AUTH, in order to present to them the new approach.



Dr M. Boschetti demonstrates the seasonal patterns to Mr Bozatzidis (John Deere).



ERMES consortium discussing with AGROTECH SA and Plastiras group of farmers about the services and products developed in Greece during the 2015 season.

## **AGRINO SA**

### Recap of interest

AGRINO SA is one of the biggest packaging and trading companies in Greece. They are mainly interested in the quality of the product. They underlined that the motto of the company is “We do not sell products. We sell food for people”. The company offers contracts to farmers with the commitment that they will produce healthy products. Their contract farming covers an area of 150 ha. Local scale agro-support could be part of the farming monitoring activities (contracts). They evaluated rice blast and the use of tricyclazole as a concern factor. The consortium demonstrated the seasonal patterns, rice blast risk alert, the geoportal and SmartApp.

### Summary of User feedback

They were rather skeptical on the developed services and they have mostly concentrated in the rice blast prediction, as their main interest is healthy products. They requested if there is potential for more services to be developed in the future on disease prediction besides rice blast, such as brown spot and rice smut.

## Agriculture Cooperative of Chalastra B

### Recap of interest

The consortium met with the new administrative board of Agriculture Cooperative of Chalastra B. Seasonal patterns maps, poor emergence, rice blast alerts, Geo-Portal and the Smart-App were demonstrated. Additional assistance was requested by ERMES to define the different phenological stages in order to support weed control and nitrogen fertilization application time.

### Summary of User feedback

The framers of the cooperative were pleased with the demonstration of the ERMES services and products. The expressed their interest, whereas the president Achilleas Kampouris was willing to participate in the demonstration activities of 2016. Therefore, he agreed to use the Smart-App from the beginning of the new rice cultivation season.

### Lessons Learned for the ERMES consortium

The interactive meeting with the farmers of Agricultural Cooperative of Chalastra B provided with the idea of a new product. The product will give notices to the farmers for the phenological stages as agro-support in practices such as critical plant stages (2<sup>nd</sup> leaf stage, tillering etc.).

### Further activities and next steps

The end-user will have the chance to evaluate the service at the end of the 2016.



Dr D. Stavrakoudis presents the seasonal patterns to Agriculture cooperative of ChalsatraB



Dr D. Katsantonis demonstrates ERMES Smart-App to Mr Achilleas Kampouris president of the cooperative.

## **Agriculture Cooperative of Agios Athanasios Thessalonikis**

### Recap of interest

After a daily meeting organized by both Demeter and AUTH on the 11<sup>th</sup> of March 2016, concerning rice cultivation, the rice growers of the cooperative requested a demonstration section with the consortium. The consortium met the president, the vice president and the agronomist of the cooperative. Poor emergence, seasonal patterns, rice blast alert, the geo-portal and the SmartApp were presented.

### Summary of User feedback

The farmers of the cooperative were pleased with the demonstration of the ERMES services and products. They expressed their interest to test the service during the 2016 period. At the end of the meeting a Service Level Agreement was signed by the vice president as a start of the collaboration with ERMES.

### Further activities and next steps

The end-user will have the chance to evaluate the service at the end of the 2016.



Vice president of the cooperative signs ERMES SLA.