



VINEYARDS INTEGRATED  
SMART CLIMATE APPLICATION



# Exploitation of VISCA DSS and the way forward

**Final Conference**

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# VISCA benefits

- **Irrigation management**
  - Average of 18.5% **reduced applied water**, 18.5% **reduced water cost** and +116% in terms of water productivity for plots under VISCA management
- **Basal leaf removal**
  - No big difference recorded even if not performed, resulting in savings of c. 700€/ha deriving from 60h of labour. Small **increase of +7% in yield** (c.360kg/ha)
- **Shoot trimming**
  - No difference recorded in terms of yield. Yet, **increase of product value** from 0.7 to 0.9 €/kg. This translate in increase of +28% value of grapes.
- **Disease control**
  - Additional Sulphur dust application. As result, improved sanity of the grapes at harvest. **a small growth in yield of c.11%** (c.310 kg/ha) with **increase of product value** from 0.8 to 1.0€/kg and **increase of wine price** of +240% on VISCA management plot

# Agreement on Commercial Exploitation

- **Main items to exploit:**



## VISCA Data Platform

- **Data Access Layer (i.e. the Back end)**
- **Presentation layer (i.e. the Front end)**



## VISCA Services

- **Weather forecast**
- **Phenology forecast**
- **Sugar content model**
- **Irrigation forecast**

- **Architecture of overall system has been structured to fully keep the IP of each module within a single partner to avoid joint ownership of the developed solutions**

# Agreement on Commercial Exploitation

- **MET is taking the lead**
- **VISCA Data platform**
  - Negotiation of Data platform license fee with LINKS to allow all service partners are able to provide the services under a market competitive price. **.> Set up of agreements among MET and LINKS. As MET will be deemed as mere reseller.**
- **VISCA services**
  - Weather forecast: MET will provide the seasonal forecast service in the commercial phase.
  - Sugar content model: freeware i.e. executable binary file with a user documentation. In case of the need for a new calibration of the sugar accumulation model (new variety and/or growing area), UNINA will require only a fee for new variety (area). **-> Set up of agreements among MET and UNINA. As MET will be deemed as mere reseller.**
  - Phenology and irrigation services: IRTA will provide these services. **.> Set up of agreements among MET and IRTA. As MET will be deemed as mere reseller.**
- **Rule of law – Spanish law**

# The way forward

- **B2B model, with MET as reseller of VISCA**
- **Continue engagement with third parties for synergies (3<sup>rd</sup> party marketplace) and end-users:**
  - Meetings carried out with +12 companies: Agricolus (Agronomical software provider), Agropixel (Service company), Xfarm (Agronomical software provider), Prescient weather (Climate Service provider), EVOINOS (Wine Consultancy), OENEO (Wine Consultancy), HISPATEC (Agronomical software providers), RAWDATA (Agronomical software provider), HEMAV (Technology company), PHENOME Networks (Agronomical software provider), Bodegas Bilbainas and Bodegas Riojanas (Spanish wineries).
  - >**This amount of meetings is a positive signal of perception of the VISCA overall solution and the need of the developed services within the addressed market**
- **Possibility to replicate to other types of cultivations or sectors impacted by climate change (e.g., olives, cereals, forestry...)**
- **Possibility to evaluate other markets outside the agricultural market:**
  - Insurance and reinsurance
  - In flood and fire emergency management
- **Possibility to leverage EU/international/national funding for project replicability**



Thank you for your attention!

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