



Experiences with Horizon EU

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Background Information

- Independent Research & Development provider to the private and public sector
CAPABLE OF DEVELOPING, CALIBRATING AND VALIDATING TECH
- Specialise in engineering and science for agriculture, industry & the environment
AGRI/ENVIRONMENTAL
- Team of over 80 staff, including research scientists, engineers and software developers
TEAM COMPOSITION & CAPACITY TO COLLABORATE... & PARTNER
- 60-year history of agritech-based research and commercialisation
HISTORY & OUR JOURNEY AHEAD
- 100% owned by Lincoln University, but with an independent board and research agenda
BUSINESS TYPE ... CONSIDER ROLE IN CONSORTIUM MIX
- Headquartered in Lincoln, New Zealand, with nationwide and international working capacity
LOCATION & CAPACITY TO WORK LOCALLY & GLOBALLY

How we perceived the opportunity

Why we decided to consider Horizon EU

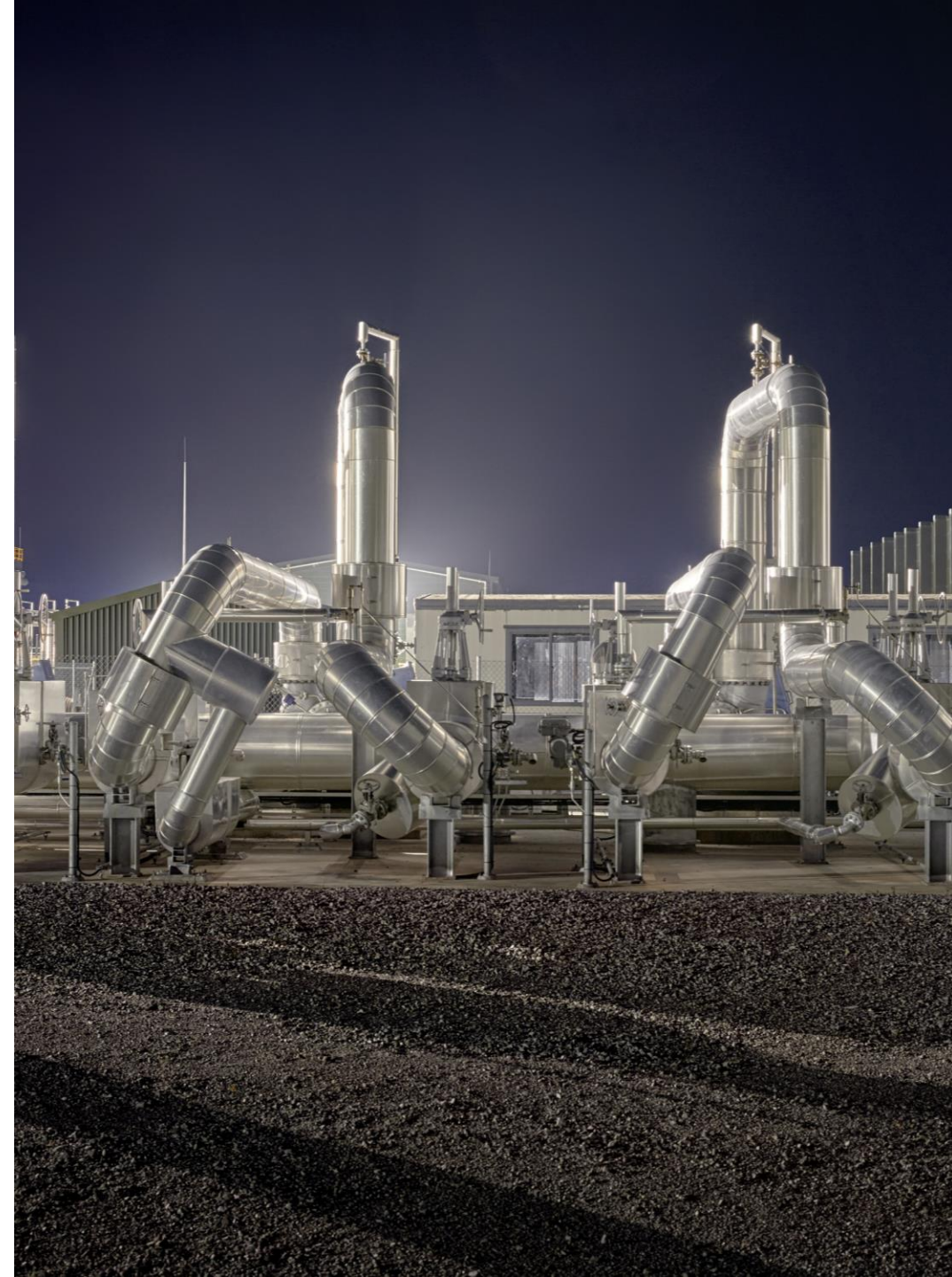
- A new **fund**
 - Opportunity to work on more global challenges
- A new **channel** to enter markets
 - Meaningful & well-funded access to new markets & new relationships
- A new way of **collaborating**
 - New Zealand can lead or join consortia on equal terms with EU counterparts



Our process... so far

- FILTERING
 - A top-down programme – it is **prescriptive**...to a degree
 - **Identify existing synergies** with Lincoln Agritech & more broadly across NZ – our domestic connections count
- TARGETING
 - Rationalise our potential involvement
 - Scan previously funded projects
- NEGOTIATING
 - Bring your elbows to the table... it is still business
 - What does a meaningful way to contribute to this project look like for us... and for the rest of the consortium?

MEASURE. MODEL. MANAGE.



Our success to date



HORIZON-CL6-2023-GOVERNANCE-01-16

Digital technologies supporting plant health early detection, territory surveillance and phytosanitary measures

→ *Digital monitoring/surveillance systems for Quarantine pests and RNQP*

- Research & Innovative Actions (RIA) funding call
- Multi Actor Approach (14 partners)
- Open-Science
- Main contact via the project lead, existing relationship
- Project kicked off in Athens, in late January 2024
- 4-year project
- EU project + additional MBIE top-ups ~ NZD\$800k



What does this amount to?



Concept of the Project

NZ contributes with:

- a *specific case* in apples
- unique *R&D capabilities* to enrich the work programme
- NZ biosecurity management is world class, which brings a unique *perspective* to the project

DEVELOP

Develop novel plant pest monitoring strategies

A Real-time pest surveillance system with 3 subsystems:

- An Early warning system
- A Pest (early) detection system
- A Pest response system

TEST & VALIDATE

Test & validate performance of plant pest surveillance system

6 Use Case Pilots (UCPs) in 5 countries covering arable, orchard, vineyard crops & forests.

8 Diseases (Quarantine and RNQP)

Cost Benefit Analysis to evaluate proposed technologies

SUPPORT

Strengthen capacities, build synergies, propose policies

e-learning platform for capacity building

12 Capacity Building workshops in UCPs

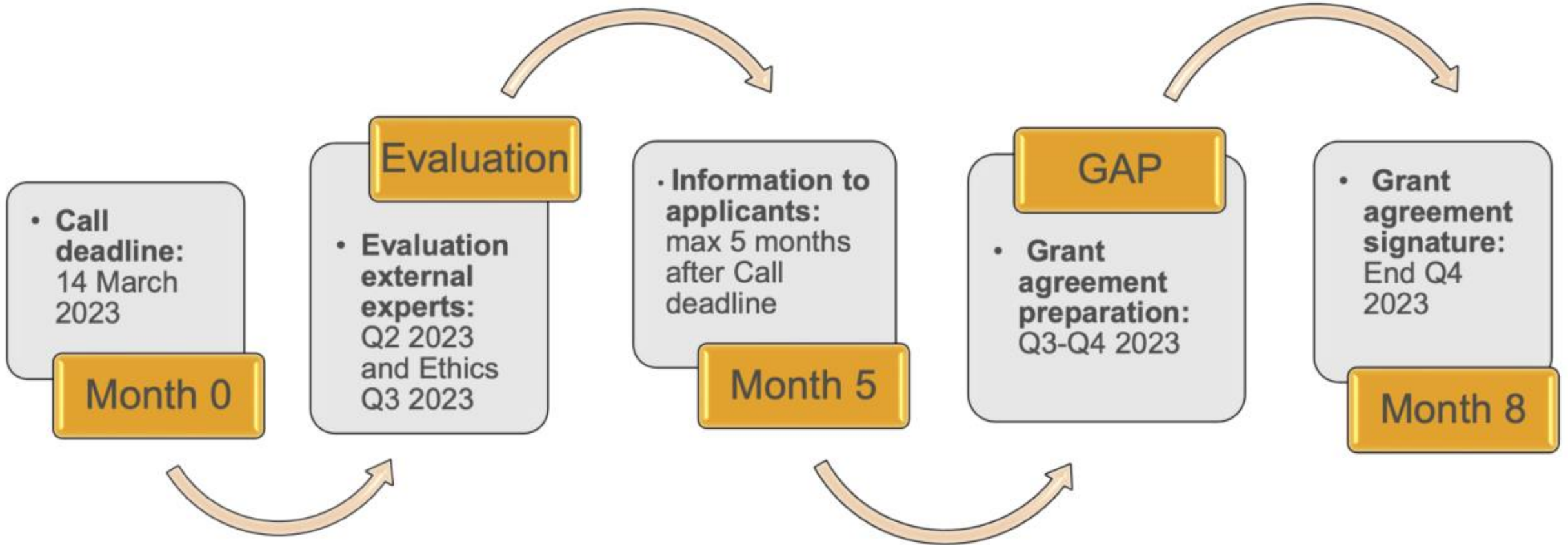
Policy Recommendations (5 Policy briefs, 1 Policy toolkit, 1 Policy roadmap)

10+ Synergies with EU / national projects

6 synergies with other pest monitoring networks



Timeframes



And to reflect

- A new **fund**
 - Yes, but new costs of doing business
 - **Be mindful of budgeting & the reality of what you're signing up for**
 - Opportunity to fund novel projects
 - **Keep an NZ context, but don't be afraid to be bold**
- A new **channel** to enter markets
 - Opportunities to work with new partners and new contacts outside of Horizon EU
 - **Regardless of your initial success, recognise there will be other benefits**
- A new way of **collaborating**
 - The world is evolving – we need to shift the needle
 - Horizon EU provides a meaningful way to contribute to global challenges
 - **Don't underestimate the relevance of what you're doing**

MEASURE. MODEL. MANAGE.





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AGRITECH^{LTD}**



**NEW ZEALAND
STORY**

*Science with
Impact*

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