

Client overview

Maintaining weed control in large-scale organic farms is a costly and time consuming operation. The client, an established manufacturer of ingredients that operates a number of such farming facilities across the world was seeking organic weed control solutions that would help mitigate this.



The client already employs a variety of solutions including mowing, flaming, manual removal and competitive planting to remove or reduce the weeds, but the variety of crop and weeds can mean effective organic weed control is problematic. The desirable solutions would be those that could reduce the manual labour and tillage needed for weeding, resulting in healthier soil and lower operating costs.



The search

Strategic Allies (SAL) initiated a 6-month search to identify technology partners that had technology for controlling / managing weeds in large-scale farms. A diverse range of technologies were explored including robotic solutions, thermal methods, spot spraying systems, new herbicide formulations that comply with organic standards, allelopathy and regenerative practices. Specifically, there was an interest in solutions that

could be utilised with a range of crops, against a number of weeds and in differing climates/soil conditions, all the while working to maintain or improve the soil. SAL worked with its partner network to identify potential innovators in this space, and undertook interviews with companies and research organisations from all over the world who had novel offerings / improvements ranging from new weed control practices to new equipment to fundamentally new science. SAL then worked with the client to prioritise further discussions with those able to demonstrate their solutions this year, or provide expertise and support for future growing seasons.

"...went beyond our expectation"

"...lots of interesting companies for us to follow-up in this season"

"SAL found companies that we would not have found ourselves"

Outcome

48 companies were shortlisted for presentation to the client - SAL presented a detailed overview of each technology and the organisation's capabilities along with supporting literature

The client took up direct contact with **16 out of the 48 companies** SAL presented, and will continue to monitor the progress of other companies for future collaboration. The client is currently testing one of the technologies presented at their main farm and this will be extended to their other farms