



Austrian
Agricultural
Cluster



AGRIBUSINESS SOLUTIONS



- Breeding Animals
- Animal Housing
- Animal Nutrition & Diagnostics
- Agricultural Equipment
- Smart Farming
- Food Processing
- Food & Feed Diagnostics



Innovation and tradition are both fundamental pillars for Austria's success in Agriculture and complimentary services. In 2016, agricultural export increased by 3.3 % and amounted to 10.4 billion Euro thereby accounting for 7.9 % of total exports. These numbers highlight the significance of agricultural trade as a key economic driver.

In a globalizing world, classical spatial structures are changing, and supra-regional linkages and international relations are becoming ever more important. Therefore, maintaining a competitive edge in trading in agricultural commodities and complimentary services within an increasingly market-led global economy remains crucial.

Since its foundation in 1999, the continuous efforts of the Austrian Agricultural Cluster (AAC) unites some of the most innovative companies and successfully integrates them into international markets.

The Federal Ministry of Sustainability and Tourism supports AACs reliable and innovation-friendly environment that helps industry to tap into the potential of growth markets and innovative technologies and therefore I am pleased to assure of our continuing commitment to the endeavors.

Elisabeth Köstinger

Austrian Minister for
Sustainability and Tourism

MIT UNTERSTÜTZUNG VON BUND, LÄNDERN UND EUROPÄISCHER UNION

BUNDESMINISTERIUM
FÜR NACHHALTIGKEIT
UND TOURISMUS

LE 14-20
Entwicklung für den Ländlichen Raum

Europäischer
Landwirtschaftsfonds für
die Entwicklung des
ländlichen Raums:
Hier investiert Europa in
die ländlichen Gebiete





Austrian
Agricultural
Cluster

The Austrian Agricultural Cluster (AAC) is the export-oriented Association of the most innovative Austrian producers of agricultural, food processing and renewable energy technologies. The company cluster was founded in 1999 within the Export Promotion Program of the Austrian Ministry of Agriculture, Forestry, Environment and Water Management and of the Austrian Federal Chamber of Commerce, and it has been functioning ever since in close collaboration with these organisations.

The cooperation with the Delegations and regional offices of the European Union and the associated memberships of Universities and Federal Agricultural Institutes for Research, Education and Economics, enables a broad platform of scientific knowledge and practice oriented solutions.

We are currently representing 20 notable member companies along the value added food chain.



AAC TECHNOLOGIES AND SERVICES



The Austrian Agricultural Cluster provides agribusiness solutions in following categories: **Breeding animals and semen, Animal Housing, Agricultural Equipment, Smart Farming, Food Processing and Bioenergy:**

- Breeding cattle, pigs, goats and sheep and semen
- Tractors and agricultural equipment
- Grain and seed processing technology
- Innovative animal nutrition
- Veterinary and agro food diagnostics
- Innovative animal housing and feeding technology
- Agricultural buildings
- Food processing technology
- Weather monitoring systems, soil analysers
- Smart Cow Monitoring systems
- Smart Farming solutions along the value-added food chain
- Farm Resource Planning System
- Scientific Know-How
- European Union Programs consulting
- Project development services

PROJECT DEVELOPMENT: CONSULTING, PLANNING AND TURNKEY SUPPLY OF COMPLETE PROJECTS

Do you want to optimise your agribusiness or plan a new investment in animal production, smart farming, food processing or bioenergy projects? With our 6-steps approach we consult you for complete farm projects along the value added food chain or for single projects, depending on your requirements.

01

First we talk about Future

Let's meet and talk about what is important for the future of your business.

02

Then we design a Solution

Based on our analysis we develop together sustainable project solutions.

03

We prepare a Project Concept

Once you have agreed with our project proposal, we prepare the project concept. We focus on the increase of your yields and reduction of expenses.

04

You decide and we prepare an Offer

We prepare an offer to successfully implement your project.

05

We take care of the Project Implementation

Rely on construction services and technologies "Made in Austria" supported by local subcontractors.

06

Start-Up and achieving Success

After implementation, we keep close together and assist you in securing the project targets and success of your business.

Federal Ministry of Sustainability and Tourism (BMNT)

Attaché office for SEE



Since 2005 the BMNT has a permanent representation in SEE. The Attaché office is located in Belgrade. Accreditations exist in 5 other countries of the region.

The Attaché provides the Austrian administration and business community with accurate background information about new developments in agriculture, legal circumstances, business opportunities, environmental aspects and other relevant topics. We organize official visits, conferences and B2B excursions and meetings. Austria is very active in the preparation of EU accession and we help with Twinning or other projects.

If Austrian companies need interventions, the Attaché office will do the utmost to be helpful.

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**BUNDESMINISTERIUM
FÜR NACHHALTIGKEIT
UND TOURISMUS**

COMPANY INDEX

| | |
|---|-----------|
| BAUER GmbH, Röhren- und Pumpenwerk..... | 8 |
| Berglandmilch eGen..... | 9 |
| Bertsch Foodtec GmbH | 10 |
| Bertsch-Laska Produktions- und Handels-GmbH | 11 |
| Biomedica Medizinprodukte GmbH & Co KG | 12 |
| BIOMIN Animal Nutrition GmbH | 13 |
| BOKU – University of Natural Resources and Life Sciences Vienna..... | 14 |
| CNH Industrial Österreich GmbH..... | 15 |
| Cimbria Heid GmbH | 16 |
| Donau Soja | 17 |
| DataLab Agro AG | 18 |
| Pessl Instruments GmbH..... | 20 |
| PIG.AT | 21 |
| SCHAUER Agrotronic GmbH | 22 |
| Smartbow GmbH | 23 |
| TITAN Machinery | 24 |
| WOLF Systembau GesmbH | 25 |
| Österreichischer Bundesverband für Schafe und Ziegen..... | 26 |
| ZAR Zentrale Arbeitsgemeinschaft österreichischer Rinderzüchter (ZAR)..... | 27 |
| IK Pyhra | 28 |
| WIESER CONSULT GmbH | 29 |

BAUER GmbH, Röhren- und Pumpenwerk

Innovative Irrigation, Wastewater and Energy Management

Since its foundation in 1930, the BAUER Group has been focused on irrigation and slurry management technology. Today the company is developing rapidly in the biotechnology sector with wastewater treatment & biogas plants and it is focusing on three main sectors: irrigation management, waste water management as well as energy management. The BAUER Group has an export ratio of 90% and exports to more than 90 countries of the world.

Products

- Various irrigation systems
- SmartRain – App for managing and optimizing irrigation systems
- Slurry transportation
- Innovative slurry treatment
- Pipes and fittings
- Wastewater treatment and separation technology for the food and paper industry
- Components for Biogas plants
- BRU Bedding Recovery Unit



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Berglandmilch eGen

Austrian milk and dairy products of uncompromised quality

Berglandmilch is the largest dairy manufacturer in Austria and one of the most important dairies in Central Europe. With around 1,500 employees including its subsidiaries, Berglandmilch processes over 1.2 billion kg of milk each year under its Schäringer, Desserta, Tirol Milch, Lattella, Landfrisch, Stainzer, Alpi and Alpiland family brands. Roughly 350 different fresh products, long-life milks, butters, yoghurts and curd cheeses are produced. Many of these specialities are regularly awarded with product and innovation distinctions. The Berglandmilch group numbers some 12,000 suppliers who are also the owners of the concern.

Products

- Milk (ESL, UHT)
- Milkshakes (Tetra & SIG packaging, PET bottles)
- Yoghurts, fruit yoghurts
- Butters, curd cheese and cheese specialities

We also produce for private brands and exclusive brands.



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Bertsch Foodtec GmbH

Innovative technology and process equipment for the food industry

The BERTSCHgroup was founded in 1925 and grew into an internationally esteemed provider of boiler and energy technology, renewable energies, systems engineering and food technology. Bertsch Foodtec offers technology for the milk and dairy industry. Bertsch offers integrated solutions from project planning to system construction, installation and service. From milk collection and treatment to the heating and cooling of milk products or the extraction of cream in butter production, BERTSCHfoodtec is an experienced partner in the entire dairy product sector.

Products

We offer various services to institutions, local authorities and municipalities as well as companies:

- Dairy-sized milk treatment systems
- Mixing systems
- Filtration equipment
- Purification systems
- Tanks and containers



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Bertsch-Laska Produktions- und Handels-GmbH

Innovative technology and process equipment for the food industry

The BERTSCHgroup was founded in 1925 and grew into an internationally esteemed provider of boiler and energy technology, renewable energies, systems engineering and food technology. Bertsch Laska is an expert for technologies for the meat, sausage, poultry and fish industries. Bertsch offers integrated solutions from project planning to system construction, installation and service.

Products

We offer various services to institutions, local authorities and municipalities as well as companies:

- Slaughter and cutting systems
- Separators
- Machines for semi-finished products
- Sausage production equipment
- Ham production equipment
- Thermal treatment machines
- Packaging systems



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Biomedica Medizinprodukte GmbH & Co KG

Global Technology. Local Solutions

With 13 offices in Central and Eastern Europe and a team of 250 professionals, Biomedica is a leading distributor of medical devices, in-vitro diagnostics, products for life sciences, Biomedica Immunoassays and Clinical IT. Specifically for the veterinary and agrofood diagnostics, Biomedica offers a broad range of innovative solutions.

Products and services

- Infectious disease testing
- Reproduction management
- Tools for eradication and control programs
- Animal health
- HACCP / Hygiene
- Microbiology pathogen detection
- Detection of residues
- Dairies, wine, beer, beverages quality control



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BIOMIN Animal Nutrition GmbH

**We care for healthy animal nutrition –
Naturally ahead**

BIOMIN, a leader in animal nutrition and health, develops and produces feed additives, premixes and services for the improvement of animal performance, in an economically viable way. Our products cover solutions for mycotoxin risk management, holistic approaches towards promoting growth naturally as well as specific solutions that address dietary requirements for poultry, dairy and beef cattle as well as aquaculture.

Products

- Mycotoxin Risk Management (Mycofix®)
- Phytogenics (Digestarom®)
- Acidifiers (e.g. Biotronic®)
- Probiotics (e.g. PoultryStar®, AquaStar®)
- Preservation (e.g. Biomin® BioStabil)
- Dietary health supplements (e.g. Levabon® Rumen E)
- Premixes



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BOKU – University of Natural Resources and Life Sciences Vienna

Scientific excellence with practical engineering know-how

The Institute of Agricultural Engineering at the University of Natural Resources and Life Sciences Vienna applies its scientific competence in cooperation with industry, consulting and practical experience. The Institute specializes in research and teaching in agricultural process engineering, agro-mechatronics and energy, bioenergy and environmental engineering, systems technology and technology assessment.

Services

We offer various services to industry, government and NGOs:

- Feasibility studies and reports
- Plant monitoring
- Planning and construction of test facilities
- Field tests and assessment of machinery and tools
- Biomass analyses (TM, oTM, biogas potential)
- Expert and user evaluation
- Work observation, work cycle and function analyses
- Stress and strain studies
- Life cycle assessments and greenhouse gas balances for products, production systems, and organisations



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Partner universities in Serbia:

- University of Belgrade
- University of Novi Sad



CNH Industrial Österreich GmbH

Tractors and Advanced Farming Systems

CNH Industrial Österreich GmbH is part of the global CNH Industrial group, a world-leading manufacturer for Agricultural machinery, representing the brands Case IH and STEYR.

Case IH agricultural machinery is designed and built to deliver efficient power and agronomic advantages, to increase yields and limit the cost of inputs. The Case IH brand and its iconic red color embody the tradition of leadership in agricultural equipment. STEYR has a strong background and an impressive history, as "Made in Austria" has proven to be a synonym for high quality. The scope of application of STEYR products is extensive and has grown considerably over the years. Austria's variety of landscapes has positioned STEYR tractors as being flexible, reliable, and efficient across the range of applications.

Case IH and STEYR are offering best in class **Precision Farming** solutions for professional customers to increase yield efficiency and profitability.

Products

- High horse power tractors, axial flow combines, professional tillage and harvesting equipment
- Steyr: high quality tractors in the low- and mid-range tractor segment
- Precision Farming Technology: Case IH (AFS- Advanced Farming Systems), Steyr (S-Tech)



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Cimbria Heid GmbH

Global perspective – local focus

Cimbria is one of the world's leading companies within industrial processing, handling and storage of grain and seed, as well as animal feed and foodstuffs and other bulk products. We possess in-depth specialist knowledge in every field of crops and products – cleaning and grading, drying, storage and conveying of grain & seed - with project engineering and process control as particularly demanding fields of competence. We master all disciplines and expertise within research and development, engineering, and manufacturing, as well as in professional project management, consulting services, training, site supervision and installation.

Products and solutions for

- Seed processing
- Electronic sorting
- Grain storage
- Feed milling
- Food processing
- Port terminals
- Control automation



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Donau Soja

The Donau Soja Association – improving European Soya Supply for Food & Feed

Donau Soja is an international, non-profit organisation based in Vienna, Austria with offices in the Ukraine, Moldova, Serbia, Romania, Germany and representatives in Italy, Poland and the Netherlands. Soya beans labelled Donau Soja are cultivated in the Danube Region and soya beans labelled Europe Soya are cultivated in Europe. Europe Soya and Donau Soja are always non-GM and guarantee 100% transparency. By labelling soya beans from the region, consumers are linked to European soya bean farmers and producers.

Together with its partners, the Donau Soja Association implements breeding and research projects for non-GM soya seeds and soya plant protection concepts.

Services

- Promotion of GMO-free soya cultivation and processing
- Establishment of reliable supply and value-added chains via member businesses, contributing to the independent European supply of protein
- Directing a funded breeding, research and monitoring program for GMO-free soya seeds and soya plant protection concepts for the Danube Region



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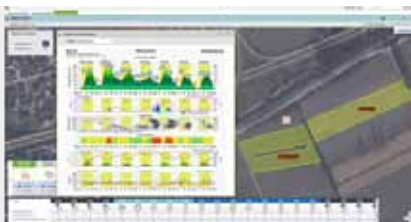
DataLab Agro AG

A complete software for agricultural companies to gain and retain advantages

Datalab Agro AG is an ambitious young company developing software for the agriculture industry. Through its product, PANTHEON Farming, it provides tools for complete management of farming operations and finances. Datalab Agro has subsidiaries in Slovenia, Ukraine, Croatia, Poland, and Romania. PANTHEON Farming is being traded by Datalab subsidiaries in Serbia and Macedonia.

Product

PANTHEON Farming is a cloud-based or on-site software solution for farm management and an integral part of the PANTHEON family of business software, specifically tailored for the information and working needs of farmers. As a unique software solution for agriculture, it covers all farm processes; from start (data gathering) – by giving advice/decision support and warnings for timely and economical decisions – to finish (accounting) for farms of all sizes and sectors.



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Smart Farming Technologies: Adding Value through Data

Smart Farming is the most recent development in agriculture, representing the growing use of information and communication technology connecting all farm elements into a knowledge-based, digitalised farm production system. The application of modern information and communication technologies is designed to reduce the farmer's expenses and efforts, increase the precision of farming, and to provide an important data basis for farm resource planning.

On the European Union level, the governing bodies are committed to creating the long-term conditions for the transformation to smart and sustainable farming. The widespread introduction of Smart Farming technologies should increase regional competitiveness, bring safe food, sustainable land management and jobs to rural areas.

Why you should consider using Smart Farming Technologies

By generating detailed insights, you are empowered to take real-time, data-based operational decisions to:

- reduce costs & inputs
- minimize crop failure
- generate quality output
- produce stable yields
- generate higher profits

“ Farms in Germany using advanced digital technology have reported higher yields per hectare while reducing nitrogen levels significantly, as well as cutting herbicide and diesel use by 10% and 20% respectively. ”

www.euractiv.com/section/agriculture-food/opinion/farming-4-0-digital-technology-at-the-farm-gates/

Pessl Instruments GmbH

A global player in today's agriculture world

For more than 30 years, Pessl Instruments has been offering tools for informed decision-making. A complete range of wireless, solar powered monitoring systems under the METOS® brand, and an online platform FieldClimate.com are applicable in all climate zones and can be used in various industries and for various purposes – from agriculture to research, hydrology, meteorology, flood warning and more. Pessl instruments is present in 85 countries worldwide, with daughter companies in USA, Brazil, Ukraine, Turkey, South Africa and Portugal.

Products

- Weather stations
- Data-loggers and sensors integrated through online platform
- Mobile applications, APIs
- Smart Farming Solutions for weather monitoring, weather forecasting, crop health management, water management, soil nutrition management, logistics and resource management



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PIG.AT

Austrian Pig Breeders Association

PIG.AT is the umbrella organisation of all Austrian pig breeders, coordinating regional breeding associations and the interests of the whole integrated production chain from breeding to market. The Austrian Pig Breeders Association has access to a wide group of breeders and insemination centres throughout Austria and is thus in a position to supply first-class breeding stock and semen.

Products and services

- Breeding pigs and semen (Edelschwein – Large White, Landrasse – Landrace, Pietrain)
- Robust and fertile gestating sows
- Expertise in all fields of pig production
- Competencies in the export of breeding animals and export consulting
- Smart Farming Solutions



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SCHAUER Agrotronic GmbH

Innovative animal housing and feeding technology

Schauer Agrotronic has its core capabilities in the entire field of cattle and horse feeding and housing. Both welfare friendly as well as economic farming systems are important goals the company set itself. Schauer wants its customers to be satisfied partners who buy again. Our decades of experience in advanced feeding technology and focusing at the synergy between ethical, cost efficiency and productive husbandry help us to come up to our claim "Perfect Farming Systems".

Products

- Liquimix liquid feeding system
- Dryfeed systems and feeder
- Spotmix multiphase feeding system
- Climate control system
- Cattle and dairy housing systems
- Manure removal and slurry technology



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Smartbow GmbH

SMARTBOW – The intelligent Eartag for indoor and outdoor

Smartbow has developed an innovative Eartag for heat detection, rumination and health monitoring as well as cow localization in real-time. The behaviour of animals and their position are recorded with modern sensors. Receivers at the indoor and outdoor area collect the data and forward it to a local server, where they are detected and analyzed by self-learning algorithms. In case of heat or metabolic disorder the farmer gets an alert on PC, Smartphone (SMS) or Tablet. The current position is displayed on a digital map of the barn.

Advantages

- Perfect overview on a digital barn map
- App for Smartphone and Tablet
- Range of features can be freely selected
- Eartag is easy to mount
- Eartag can be reused for more animals

SMARTBOW provides you the information you need, where you need it and supports your daily work.



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TITAN **MACHINERY**

TITAN Machinery

Agriculture and Construction Equipment Dealer

Titan Machinery owns and operates a network of full-service agriculture and construction equipment dealerships in the United States and Europe. Our primary new equipment manufacturer partner is the CNHi family of brands.

Modern farming is producing more than crops - it's producing and making use of a vast amount of data. Whether it's maximizing uptime and short field windows with Advanced Farming Systems (AFS) products or keeping track of all your machines from a single web page with Telematics, Titan Machinery will work closely with you to make sure you're on the cutting edge of innovation.

The people at Titan Machinery work together to build relationships with customers, understand their business needs, and find the right new and used equipment for their business. Then we deliver unmatched parts and service support.

Simply put – everyone at Titan Machinery is in business to improve our customer's business.



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WOLF Systembau GesmbH

Farm buildings and concrete tanks

The WOLF Group is the leading and reliable partner with an unmatched reputation in farming, trade and industry construction and as a builder of high quality prefabricated housing. The use of timber, steel and concrete plus carefully thought-out material combinations are the basis on which the WOLF Group provides remarkably economic building solutions, individually tailored to customer requirements.

Products

- Cattle stalls, poultry houses, stables
- Machinery and equipment stalls
- Industrial buildings (e.g. sports and leisure buildings, municipality buildings)
- Warehouses, logistics buildings
- Foundation engineering and construction
- Halls for bioenergy and photovoltaic plants
- Concrete tanks and silos
- Nailplates



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Österreichischer Bundesverband für Schafe und Ziegen

The Austrian Federal Association for Sheep and Goats

The Austrian Federal Association for Sheep and Goats is the central body and point of contact for politicians, authorities and other organizations in the sheep and goat industry in Austria. Important tasks of our Association are the representation abroad and the export promotion. We are a long-term and reliable partner for Austrian sheep and goat farmers and build our success upon the quality of our breeding animals and the professional export handling and follow-up support. We are in regular professional exchange, sharing expertise with domestic and foreign customers, breeding organisations and political leaders.

Main export breeds:

- Sheep: Merino, Tyrolean mountain sheep, Jurasheep
- Goats: Saanen goats, Alpine mountain goats, Boer goats

Austrian sheep & goats fulfil the highest standards of animal health and breeding quality.



Contact Austria

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Contact Serbia

Organizacija za ovčarstvo i kozarstvo
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ZAR Zentrale Arbeitsgemeinschaft österreichischer Rinderzüchter (ZAR)

The Federal Association of Austrian Cattle Breeders

The Federal Association of Austrian Cattle Breeders (ZAR) is the umbrella organisation of all Austrian Cattle Breeding Organisations. 22,000 farms in Austria with more than 400,000 cows in the herdbook are working together on the systematic improvement of the breeding population for individual breeds. The animals in Austria are regularly inspected to ensure the highest standards of safety.

Every year we export more than 30,000 pregnant heifers worldwide in more than 30 countries.

Products and services

- Cattle export (main breeds: Simmental, Pinzgauer, Tyrolean Grey, Austrian Brown Swiss cattle, Holstein, Beef breeds)
- Quality and performance control, processing information data
- Export of Austrian cattle semen and embryos
- Project Management and Development Planning
- Smart Farming Solutions for Herd Management



Contact Austria

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IK Pyhra

International Competence Center for Cattle Breeding and Dairy Cattle

The International Competence Center for Cattle Breeding and Dairy Cattle Pyhra is an association focusing on education and practical training in cattle production and milk processing.

Main activities

- Personal and professional training of farmers, especially in the field of cattle farming in Austria and abroad
- Personal and professional training of agricultural and forestry workers through education in production, economics, social, cultural, health and ecological matters
- Cooperation and exchange of expertise with agricultural vocational and technical schools, as well as with other educational institutions
- Support of the organizations of the Austrian cattle breeding sector with professional Know-How



Contact Austria

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WIESER CONSULT GmbH

Consulting Services and Project Management for Agribusinesses

Since its foundation in 1996, WIESER CONSULT GmbH has developed into a successful consulting company and a reliable partner for agriculture, food processing and bioenergy projects in emerging and growing markets. Our experience is based on more than 450 successfully completed projects.

WIESER CONSULT is offering general business consulting and project development services for all kinds of agro-biomass projects. We have a special consultancy focus on Smart Farming Technologies and Precision Farming solutions.

Consulting Services

- Agricultural consultancy and complete farming solutions along the added value food chain
- Bioenergy consultancy with focus on agricultural residues like straw, corn-cobs, chicken-litter and others
- General management consultancy (export consulting, Mergers & Acquisitions, country studies, sector analysis)
- Consultancy on the application of Smart Technologies in Agriculture, Food Processing and Bioenergy, consultancy on Precision Farming solutions
- Project development for creation of Smart Farms



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EU Consulting Services – IPARD Program

The AAC in collaboration with WRM Consult d.o.o. provides integrated consultancy services for active EU funding programs for Serbia, in particular for the IPARD Program, as well as for other related subsidy programs offered by different funding and donor organisations (EBRD, EIB, IFC).

We assist our clients from the initial project idea via the preparation of all necessary documentation for submission of the application dossiers, until final pay-out of the approved grant. In context with the preparation of the application dossiers, we offer the following consulting services, tailor-made to our customer's requirements:

- Preparation and procurement of all necessary documents, notifications and permits acc. to the requirements specified in the relevant "Guidelines for Applicants" for each of the subsidy measures
- Completion of the formal application dossier
- Prefeasibility and feasibility studies
- Studies and market analysis
- Technical and technological solutions to European standards
- Financing solutions
- Bankable business plans, cost-benefit analysis
- Technical assistance and project management until its completion

Our experience covers more than 450 approved EU projects, completed since 2004 in the Danube Region countries in the sectors of agriculture, food processing and renewable energy. We pass this knowledge in consulting and project development we are providing to our customers for the elaboration of EU-subsidy application dossiers, technical and commercial feasibility studies and company concepts



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**Austrian
Agricultural
Cluster**

**AGRIBUSINESS TECHNOLOGIES
AND SERVICES**

CONSULTING SERVICES

PROJECT MANAGEMENT

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MIT UNTERSTÜTZUNG VON BUND, LÄNDERN UND EUROPÄISCHER UNION

**BUNDESMINISTERIUM
FÜR NACHHALTIGKEIT
UND TOURISMUS**

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Entwicklung für den Ländlichen Raum

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