



2024年第06期总433期

## 农牧业信息化专题

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## ▶ 前沿资讯

### 1 . John Deere, Corteva Partner to Deliver Customized Agronomic Solutions to Farmers (Corteva与John Deere合作为农民提供定制的农业解决方案)

简介: For years, farmers have had to navigate a complex landscape of digital tools to harness the power of their on-farm data. Corteva Agriscience and John Deere have announced a partnership to make it easier for farmers to access Corteva's industry-leading agronomic recommendations through the John Deere Operations Center.

This partnership combines the digital and onboard capabilities of John Deere, the global leader in intelligent farm equipment, with the agronomic expertise and analysis of Corteva, the global leader in agricultural solutions. The result is the delivery of precise, customized, agronomic insights to:

- equipment, via John Deere Precision Ag technology;
- Pioneer sales representatives, for providing best-in-class agronomic support; and
- farmers, for improved productivity and sustainability.

“We are focused on making it as easy as possible for farmers to unlock even more value through data-driven, scientific recommendations, based on the unique characteristics of their farm. This partnership does exactly that,” said Brian Lutz, vice president of agricultural solutions, Corteva. “As a technology company dedicated to putting the best, most innovative tools in the hands of farmers, this partnership, by setting a new standard for the industry, is an exciting next step both for farmers and our companies. We're pleased to be able to combine Corteva's cutting-edge science with John Deere's technology stack to simplify the last mile of execution in the field.”

“The future of farming will be enabled by the combination of data-driven insights and science-based agronomic recommendations that are precisely executed by connected and increasingly intelligent machines,” said Doug Sauder, director, product management and user experience at John Deere. “Achieving the ambitious goals for providing food, fuel, and shelter for an increasing global population necessitates the entire industry work better together to ensure we are doing everything we can to help farmers optimize how they plan and execute in the field with the best products. We are excited to work with Corteva to provide a seamless experience for our mutual customers and help them garner more value from their farm data.”

Pilot programs will begin in the spring across the United States and expand to Canada in the future. These pilots are the foundation for a strategic, multi-year partnership, leveraging the companies' respective areas of expertise to develop and deploy digital solutions that support farmers and their pursuit of more efficient, productive and sustainable farms.

来源: Deere & Co. ; Global Ag Tech Initiative;

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## 2 . These Are the 5 Finalists for the Ag Robot of the Year 2024 (2024年度农业机械人的5位入围者)

简介: For the second year in a row, Future Farming and World FIRA are awarding the Ag Robot of the Year, the most promising newcomer to the Future Farming robot catalogue. And these are the 5 finalists!

Five field and harvest robots capable of automating one or more operations in outdoor grown crops have made it to the finals of the second global **Ag Robot of the Year award** election. The five finalists were selected by the Future Farming editorial team and a researcher robotics and precision agriculture from Wageningen University & Research (WUR) after a thorough evaluation of the 12 candidates. These 12 candidates, field and harvest robots that were added to Future Farming's buyers' guide between February 2023 and January 2024, automatically qualified for the Ag Robot of the Year 2024 award.

These are the five finalists in alphabetical order:

- **Andela Robot Weeder ARW-912.** The ARW-912 is a fully robotized weeding machine with 12 weeding units and a working width of 9 meters suitable for crops in row culture.
- **Digital workbench Tipard 1800.** Tipard 1800 is an autonomous multi-carrier platform for the automation of entire process chains, partially in arable farming and fully in special crop cultivation such as drilling, fertilizing, weed and pest control and harvesting.
- **Ekobot WEAI.** WEAI works with high precision which is especially important in rows of vegetables.
- **Tensorfield Agriculture Jetty.** Jetty performs herbicide-free precision thermal weeding in high density row crops such as carrots and spring mix.
- **Tortuga AgTech F and G.** Tortuga's platform combines AI, purpose-driven design and on-the-ground operations.

Read more about the five finalists at Future Farming.

来源: Future Farming; Global Ag Tech Initiative;

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## 3 . Purdue Startup Oaken Launches New Digital Tool for Managing Farmland Partnerships (普渡大学创业公司Oaken推出新的数字工具来管理农田合作伙伴关系)

简介: Oaken, an ag tech company setup by Purdue University's DIAL Ventures, announced the launch of a new cloud-based landpartner CRM application for farmers. This first release gives farmers an easy way to manage their landpartner interactions from contact management, contract management and payments. This helps farms stay on top of their landpartner relationships, build a growing data repository that can serve future generations

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and always be well-equipped for every landpartner meeting.

Every farmer knows the importance of landpartner communications to their business. With rising competition for farmland and with conversations around succession planning top of mind for farmers and landowners alike, landowner communications have never been more critical.

“Oaken is a platform that growers have designed for growers; The team has worked for over a year to get feedback on the features so farmers can be assured that their landpartner relationship is in safe hands,” said Shashi Raghunandan, CEO, Oaken.

Until now, farmers have had few options and have typically used make-shift systems like manual folders or spreadsheets. The challenge is that these systems introduce more work and just don’t do an efficient job of keeping track of the various activities that go into managing landpartner relationships. That is why Oaken organizes growers’ data and documents to save time, allowing growers to focus more on maintaining communications and building strong relationships with their land partners.

“I used to spend hours just keeping track of events payments and contracts. The worst part of it was the constant thought of missing out on something critical,” said Kassi Tom Rowland, of Tom Farms in Leesburg, Ind. “Oaken has taken that worry from my life. I get notified by Oaken of all upcoming events, people I have not yet reached out to, contract renewals and payments. Not only do I not miss out on anything, but it frees my mind to focus on getting more work done.”

Oaken is working on providing seamless integration to existing accounting and farm management solutions and also a mobile app which will be available later in 2024. Additional information and a free 30-day trial can be found at [www.oaken.ag](http://www.oaken.ag).

You can also visit the Oaken booth #7215 at Commodity Classic in Houston between February 28 and March 2.

来源: Oaken; Global Ag Tech Initiative;

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<http://agri.nais.net.cn/file1/M00/10/3C/Csgk0EF1jr6AYucMAAI8-4JBuWk578.pdf>

#### **4 . farm-ng Closes \$10M Series A to Scale Affordable Robotic, AI Solutions (farm-ng公司完成1000万美元的A轮融资，以扩大可负担得起的机器人和人工智能解决方案)**

简介: Robotics and AI startup farm-ng announced it has closed on a \$10 million Series A led by Acre Venture Partners and including Xplorer Capital, Hawk Tower, and 10 other institutional and individual investors, to advance and scale affordable and adaptable robotic and AI solutions for small to medium-sized farms, according to Global AgInvesting.

Founded by company CEO Ethan Rublee, farm-ng has developed a modular electric robot called the Amiga that together with its onboard AI computer, has been built to suit multiple environments, tasks, and crops. The company explained that its open and extensible software allows for integration into farming applications and endless customization through developers and partners to help farms reduce operational costs,

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increase yields, and generate a rapid return on investment.

“We are eager to continue our journey in revitalizing agriculture with our robotics and AI platform thanks to the support of our lead investors, Acre Venture Partners and Xplorer Capital, as well as HawkTower and our other investment partners,” said Rublee.

“This Series A funding will enable us to accelerate manufacturing to meet market demand, fund the development of more autonomous farm capabilities, scale our go to market, and develop an ecosystem of applications that help farms thrive for generations to come. At farm-ng, we are committed to cultivating a future where everyone has access to healthy food grown in an ecologically and economically sustainable way.”

In less than a period of 18 months, more than 100 Amigas have been deployed, and are executing a range of farming tasks including precision spraying, seeding, compost spreading, pest management, phenotyping and geo-tagged data collection, visualization, and analysis.

“farm-ng has sold more robots in a short amount of time than nearly any other agtech startup, a testament to the quality of their robotics and AI solutions,” said Lucas Mann, co-founder and managing partner, Acre Venture Partners.

来源: Global AgInvesting: Global Ag Tech Initiative;

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<http://agri.nais.net.cn/file1/M00/10/3C/CsgkOEF10mWAYh0qAAI-jyHVoyI836.pdf>

## **5 . Farmwave Begins Partnership with AgCulture in Adelaide, Australia (Farmwave与AgCulture在澳大利亚阿德莱德开始合作)**

简介: AgCulture will be the exclusive provider of Farmwave’s Harvest Vision yield loss monitor in Australia.

Initial trial systems have commenced use during the 2023-2024 Australian harvest season with positive initial results and feedback.

“The initial testing we undertook on our farms on Yorke Peninsula and on another SA farm at Malalla, showed some really positive results and we are keen to undertake more trials and testing into the next harvest. With around \$800mil of grains lost during harvest in Australia, this technology can help reduce waste and increase profits to our industry,” said Mark Schilling of AG Schilling & Co.

Throughout 2024 and into the 2024-2025 harvest season, AgCulture, with the help of A.G. Schilling and Co. and traceability and sustainability software commercialization company, Trust Provenance, will continue to adapt and demonstrate the Farmwave Harvest Vision system throughout all of Australia.

“Farmwave brings 10+ years, many millions of dollars of investment, and a US grain industry-proven harvest loss minimization solution, which we are adapting to Australian conditions to solve a very real issue. The Farmwave team are world-class at image capture hardware through their proprietary camera units and have an image analysis software platform which we are Australianifying with Australian grains images and conditions, to then commercialize into the Australian grains industry for all growers,” said Andrew Grant of Trust Provenance.

Australia marks the 5th country and 3rd continent for Farmwave’s solution to be

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utilized, which gives a solid base for the technology to continue to improve and continue to add more value to the world's grain producers.

“We're very excited to be working with AgCulture and their partners in Australia to help farmers reduce loss during harvest season. Digital solutions that solve real issues is what we are focussed on, and working with Andrew and Mark has been great to help Farmwave better understand the needs of Australian grain farmers and adapt our solution accordingly,” stated Craig Ganssle, Farmwave Founder and CEO.

来源: PR Newswire; Global Ag Tech Initiative;

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<http://agri.nais.net.cn/file1/M00/03/6A/Csgk0WW8QJOARaVZAAI0b-bH2Ic985.pdf>

## **6 . Bluewhite Raises \$39M to Bring Sustainable Autonomous Innovation to Farms Worldwide (Bluewhite筹集3900万美元为全球农场带来可持续自主创新)**

简介: Bluewhite, the agricultural Robot-as-a-Service (RaaS) company enabling data-driven autonomous farming, announced today that it secured \$39M in Series C financing led by Insight Partners, with participation from new investors Alumni Ventures and LIP Ventures, among others. Existing investors Entrée Capital, Jesselson, and Peregrine Ventures also participated in the financing round. The company, which already works with more than 20 of the leading permanent crop growers in the US, will use the funds to further scale its agricultural autonomous tractor and farming solutions, and expand into new markets worldwide based on its successful track record.

The global market for autonomous tractors is due to reach \$11.5B by 2030, as growers face increased pressure to produce more with fewer resources amid challenges including labor shortages, rising operational costs, global population growth, and environmental changes. While autonomous farming solutions can alleviate these issues, successful implementation and scale have largely remained problematic and elusive. Bluewhite's autonomous farming solution is breaking down these barriers by equipping growers' existing fleets with unique proprietary autonomous technology and a user-friendly experience to provide growers with data-driven insights to help better manage their farms, thus increasing yields and profitability.

“Having already proven the commercial success of our solution with growers, this new round of funding will enable us to continue providing sustainable autonomous innovation to more markets and work with different types of partners across the ecosystem to impact every level of the food supply chain,” said Ben Alfi, co-founder and CEO of Bluewhite. “This next phase of our growth will help provide unprecedented transparency throughout the food supply chain and ensure healthier, safer, and more sustainable food production and consumption. We are thrilled to have forward-thinking investors and amazing customers who share our vision to make sustainable, autonomous farming a reality worldwide.”

Bluewhite combines hardware and software into a single solution, allowing for

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completely remote fleet and data management. The company's Pathfinder product is retrofitted onto any tractor and leverages computer vision, AI, and smart implements integration to navigate and execute multiple tasks autonomously, from crop seeding and spraying to mowing and harvesting, even in challenging conditions. Compass, the software-as-a-service (SaaS) component of Bluewhite's solution, collects data from the field, analyzes it using advanced AI algorithms, and provides real-time dashboards, reports and insights, ensuring maximum efficiency across farm operations on any device.

“Particularly in these challenging times, we've been excited to see Bluewhite defy the odds and successfully deploy its solution while also raising this next round of funding so it can continue to scale,” said Daniel Aronovitz, Principal at Insight Partners and Bluewhite Board Member. “The combination of Bluewhite's unique autonomous technology and incredible team have led the company to rise above the pack, and we're thrilled to be working with them as they move into this next critical phase.”

Bluewhite's autonomous solution can be applied across all permanent crop types, including nuts, berries, apples, grapes, hops, stone fruit, and more. The company's solution has already helped execute more than 50,000 hours of autonomous farming activity across 150,000 acres of crops in California and Washington, USA.

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