

PROGRAMME
agxis

POSITION YOURSELF AT THE HEART
OF QUEBEC'S HORTICULTURAL
TRANSFORMATION

CONTACT US

ORGANIZED BY



IN COLLABORATION WITH





ZONE AGTECH IN BRIEF

THE ZONE AGTECH IS AN INNOVATION CENTER FOR TECHNOLOGY, INNOVATION AND IMPACT BUSINESSES.

Located in the heart of Quebec's L'Assomption MRC, the Zone Agtech offers startups, entrepreneurs and businesses an incomparable environment for creating, developing and commercializing technologies dedicated to solving the agricultural and agri-food challenges of today and tomorrow.

With its complete ecosystem, events, strategic location, specialized spaces and customized programs for companies and entrepreneurs, the Zone Agtech opens invaluable doors to local and international financing, innovation and commercialization.

250

MEMBERS AND
PARTNERS

150

COMPANIES POWERED
SINCE 2020

10

TECHNOLOGIES
TRANSFERRED PER YEAR

4M

SQUARE FEET DEDICATED
TO INNOVATION

400M

DOLLARS OF
INVESTMENT


**RESEARCH AND
EDUCATION
ORGANIZATIONS**

TARGET AUDIENCE (USERS/MARKET)

PROGRAMME
agxis

A PROGRAM TO SUSTAIN HORTICULTURAL PRODUCTION IN QUEBEC

THE AGXIS PROGRAM AIMS TO **ESTABLISH A. INNOVATIVE AND EFFECTION CONNECTION** BETWEEN THE AGRICULTURAL SECTOR AND THAT OF TECHNOLOGICAL INNOVATION.



QUEBEC GROWERS FACE MAJOR CHALLENGES IN TERMS OF MANPOWER AND OPERATIONAL EFFICIENCY...



SOLUTIONS EXIST OR CAN BE DEVELOPED TO MEET THESE CHALLENGES...



FARMERS FIND IT DIFFICULT TO OBJECTIVELY ASSESS THE EFFECTIVENESS OF TECHNOLOGIES...



The AgXis Program is a technology adaptation and maturation program dedicated to transforming the future of agriculture in Quebec. This innovative program aims to identify, attract and adapt the most promising agricultural technologies to meet the labor and operational efficiency challenges facing Quebec producers.

As part of this innovative program, Zone Agtech, in collaboration with partner associations and players, will identify 25 companies committed to developing Quebec's horticultural industry by accelerating the maturation and/or adaptation of their technology to the needs of local producers.

7 REASONS TO PARTICIPATE

01.

STRATEGIC LANDING IN CANADA / NORTH AMERICA

Evolve at the heart of one of Quebec's largest agtech ecosystems, surrounded by financial, commercial and scientific partners specialized in your sector.

02.

BUILT BY AGTECH ENTREPRENEURS

Join a program designed by those who understand your challenges and aspirations, and share your experiences with companies in the same sector.

03.

IN PARTNERSHIP WITH TARGET USERS

Work hand-in-hand with local producers to develop technologies that will find a ready market in Canada.

04.

TECHNOLOGICAL AND STRATEGIC SUPPORT

Get expert support to speed up the adaptation of your solutions to local conditions and requirements.

05.

FINANCING AND DEMONSTRATION

Access financing services and demonstration facilities to test and perfect your innovations.

06.

INCREASED ADOPTION RATE

Optimize your technology adoption rate with a program that matches users' needs.

07.

NORTH AMERICAN DEPLOYMENT

At the end of the program, benefit from dedicated support for industrial scale-up and commercial expansion of your innovations throughout North America.

ONE PROGRAM, 5 SECTORS, 25 SOUGHT-AFTER TECHNOLOGIES

To ensure the attraction and adaptation of these technologies, the horticultural associations and the Agtech Zone carried out a series of consultations with growers to identify the tasks to be automated, robotized or mechanized in order to overcome labor and operational efficiency issues.

These consultations then led to the creation of 5 steering committees made up of growers, horticultural associations, the Agtech Zone and the Réseau d'expertise horticole du Québec, and identified 5 types of technology that could meet growers' needs.

The Zone Agtech invites all companies wishing to accelerate the adaptation of their technology to these needs to submit their application to the Program.





"The AgXis Strawberry and Raspberry Program is an exceptional opportunity to integrate innovations that will strengthen the competitiveness of our strawberry and raspberry growers in Quebec. Although Quebec is already a world leader in strawberry production, challenges such as labor shortages and operational efficiency are becoming increasingly present. Taste of the North is proud to support this initiative and to be a key partner in the industry. »

- Éric Fréchette, CEO, Taste of the North

STRAWBERRIES AND RASPBERRIES

FOR THIS SECTOR, 5 TECHNOLOGIES ADDRESSING THE FOLLOWING CHALLENGES ARE BEING SOUGHT



HARVESTING

- AUTOMATIC HARVESTER OR HARVESTER HELPER FOR RIDGE ROWS IN TABLES AND UNDER COVER
- TECHNIQUE, TECHNOLOGY OR TOOL FOR TABLE-TOP CULTIVATION



DATA

- MODULAR ADMINISTRATIVE AND OPERATIONAL MANAGEMENT PLATFORM TAILORED TO THE NEEDS OF SMALL AND MID SIZE FARMS



FERTIRRIGATION

- AFFORDABLE PRECISION FERTIGATION TECHNOLOGY FOR SMALL & LARGE GROWERS

YOU HAVE A READY-TO-USE OR ADAPTABLE SOLUTION TO MEET THESE NEEDS AT THE END OF THE PROGRAM?

[SUBMIT MY APPLICATION](#)









"At Epsilia, innovation is our driving force, and our expertise in the agri-food sector, including potatoes, has made our reputation in Quebec's agricultural sector for over 20 years. We are delighted to support the AgXis Potato Program, which will propel our customers to new heights of competitiveness. This initiative is an exceptional opportunity for us to integrate new ideas and solutions to our offering. We remain committed to innovating to meet the challenges of the industry".

- Pierre Ricard, Business Development and Customer Experience Director, Epsilia, Noovelio Group

POTATOES

FOR THIS SECTOR, 5 TECHNOLOGIES ADDRESSING THE FOLLOWING CHALLENGES ARE BEING SOUGHT

 SORTING	<ul style="list-style-type: none">• TECHNOLOGY ENABLING AUTOMATED SEPARATION OF POTATOES ACCORDING TO THEIR PHYSICAL ATTRIBUTES FOR GRADING IN STORAGE.	 WEEDING	<ul style="list-style-type: none">• WEED CONTROL TECHNOLOGIES IN THE FIELD
 DISEASES	<ul style="list-style-type: none">• SENSORS INTEGRATED INTO EXISTING OR NEW TOOLS• INPUTS TO REDUCE POTATO DISEASE PRESSURE.	 WASHING	<ul style="list-style-type: none">• SOLUTION FOR REDUCING THE QUANTITY OF WASH WATER OR WASH EFFLUENT.
 PESTS	<ul style="list-style-type: none">• TECHNOLOGIES FOR PEST CONTROL, WITH A PARTICULAR FOCUS ON COLORADO POTATO BEETLE (CBP)	 DATA	<ul style="list-style-type: none">• DIGITAL SOLUTION FOR SORTING AND USING DATA TO ENSURE TRACEABILITY OF FARM OPERATIONS.

YOU HAVE A READY-TO-USE OR ADAPTABLE SOLUTION TO MEET THESE NEEDS AT THE END OF THE PROGRAM?

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"Since 2013, Producetech has established itself as a major player in the North American market. Always looking for the best technologies to support our customers, it was natural for us to introduce the AgXis Apple Program. Quebec's apple-growing sector is characterized by smaller orchards and faces specific climate-related challenges, resulting in a lack of adapted technologies. This collaboration will stimulate the availability of the technologies we are looking for, and therefore their adoption, which will improve the profitability and sustainability of our apple growers in Quebec".

- Frédéric Lavoie, Producetech CEO.

APPLES

FOR THIS SECTOR, 5 TECHNOLOGIES ADDRESSING THE FOLLOWING CHALLENGES ARE BEING SOUGHT

 THINNING	<ul style="list-style-type: none">• TECHNOLOGY TO EXTEND THE THINNING PERIOD BEYOND THE FLOWERING PERIOD	 WEEDING	<ul style="list-style-type: none">• TECHNOLOGY FOR TARGETED WEED CONTROL IN ORCHARDS
 MATURITY	<ul style="list-style-type: none">• TECHNOLOGY FOR SORTING FRUIT BY DEGREE OF RIPENESS (OTHER THAN IODINE BATH)	 TRIMMING	<ul style="list-style-type: none">• TECHNOLOGY THAT REPLACES MANUAL TRIMMING WITHOUT LIMITING YIELDS
 HARVESTING	<ul style="list-style-type: none">• TECHNOLOGY FOR HARVESTING WITHOUT DAMAGING THE FRUIT	 YIELDS	<ul style="list-style-type: none">• SENSOR-BASED YIELD ESTIMATION TECHNOLOGY INTEGRATING DECISION SUPPORT FOR THINNING AND DISEASE DETECTION

YOU HAVE A READY-TO-USE OR ADAPTABLE SOLUTION TO MEET THESE NEEDS AT THE END OF THE PROGRAM?

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"Univerco has been providing vegetable growers with mechanization solutions since 1978, from seeding, to weeding, harvesting and washing vegetables. With labor issues on the rise and the potential of new technologies, we're proud to partner with the AgXis Vegetable Production Program. This is an essential initiative to support our growers by providing them with adapted technologies that will improve their productivity and sustainability."

- Alain Bisailon, President of Univerco.

MARKET GARDENING

FOR THIS SECTOR, 5 TECHNOLOGIES ADDRESSING THE FOLLOWING CHALLENGES ARE BEING SOUGHT

 HARVESTING	<ul style="list-style-type: none">• VERSATILE HARVESTING TECHNOLOGIES ADAPTED TO SEVERAL TYPES OF CROP• HARVESTING ASSISTANCE PLATFORMS FOR EASY ATTACHMENT OR PACKING IN THE FIELD• SENSORS FOR YIELD TRACKING AND FORECASTING.
 WEEDING	<ul style="list-style-type: none">• TOWED TECHNOLOGIES OR TOOL-CARRYING ROBOTS FOR DIFFERENT TYPES OF MECHANICAL OR LASER WEED CONTROL
 YIELD FORECASTING	<ul style="list-style-type: none">• EQUIPMENT TO PREDICT VEGETABLE MATURITY AND ALLOW SEVERAL PASSES PER PRODUCTION CYCLE.
 DISEASES	<ul style="list-style-type: none">• TECHNOLOGY FOR THE EARLY DETECTION OF DISEASE OR SOLUTIONS FOR THE TREATMENT OF DISEASE
 SORTING AND PACKAGING	<ul style="list-style-type: none">• TECHNOLOGIES TO FACILITATE INVENTORY MANAGEMENT. AFFORDABLE SORTING SOLUTIONS INCLUDING YIELD MEASUREMENT.• TOOLS FOR PACKING AND WRAPPING VEGETABLES BOTH IN THE FIELD AND IN THE WAREHOUSE.

YOU HAVE A READY-TO-USE OR ADAPTABLE SOLUTION TO MEET THESE NEEDS AT THE END OF THE PROGRAM?

[SUBMIT MY APPLICATION](#)



agXis

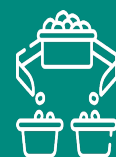
Présenté par
**Dubois
Agrinovation**

"Greenhouses represent a key segment of horticulture in Quebec and for Dubois Agrinovation, which has been supporting the sector for 65 years. We're always looking to maximize our offering of solutions, products and technologies for all types of growers, large and small. That's why we're delighted to support the AgXis Greenhouse Program, which will increase the availability of Quebec solutions in our offering, to enhance the performance and vitality of our home-grown growers."

- Martin Charbonneau, Sales and Marketing Director, Dubois Agrinovation.

GREENHOUSES

FOR THIS SECTOR, 5 TECHNOLOGIES ADDRESSING THE FOLLOWING CHALLENGES ARE BEING SOUGHT



AUTOMATIZATION

- SELECTIVE HARVESTING ROBOTS
- TOOLS TO SUPPORT MANUAL HARVESTING AND BOOST FARM PRODUCTIVITY



PESTS AND DISEASES

- SENSORS FOR EARLY DETECTION AND PREVENTION OF CURRENT AND FUTURE PESTS AND DISEASES.



AI PLATFORMS

- PLATFORM FOR SYNTHESIZING INFORMATION AND OPTIMIZING PARAMETERS USING IA.



CLIMATE CONTROL

- SEMI- OR FULLY-AUTOMATED CLIMATE CONTROL SYSTEM

YOU HAVE A READY-TO-USE OR ADAPTABLE SOLUTION TO MEET THESE NEEDS AT THE END OF THE PROGRAM?

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COMPANIES TARGETED FOR THIS PROGRAM

THE AGXIS PROGRAM IS AIMED AT COMPANIES WISHING TO SET UP IN QUEBEC AND TARGET THE NORTH AMERICAN MARKET (USA, CANADA), INCLUDING A MARKET TEST IN QUEBEC.

TARGET PROFILE

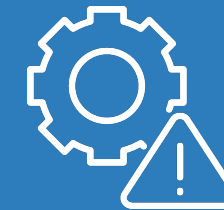
01.

ASSURED FINANCING
CAPACITY



02.

SOLUTION ADAPTED
TO THE CHALLENGES
(OF OUR PRODUCERS)



03.

HAVE A FUNCTIONAL
PROTOTYPE



04.

PROVEN COMMERCIAL
TRACTION



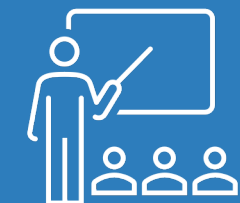
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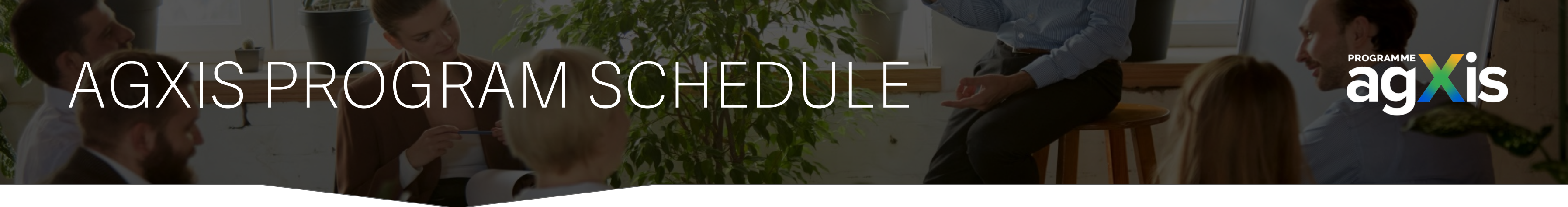
TRL > 5-6
(FIELD TESTS SUMMER 2025)



06.

MIN. AVAILABILITY OF
2H. PER WEEK





Throughout their journey, the selected companies will benefit from co-development sessions with horticultural producers, scientific and technological advice from our partner research and technology transfer centers, strategic coaching for adapting their business model, if required, and sites for experimenting and demonstrating their technology. At the end of the tour, companies will be invited to a trade showcase co-organized with partner horticultural associations, and 4 companies will have the opportunity to take part in performance evaluations that will also lead to the design of information tools dedicated to growers.

					Technical and strategic coaching	
APPLICATION PERIOD	APPLICATIONS EVALUATION	SIGNING OF AGREEMENTS	PROGRAM PART 1	HOLIDAY BREAK	PROGRAM PART 2	FIELD DEMONSTRATION
			<ul style="list-style-type: none">Discover the Canadian marketPresentation of the Ecosystem and financing leversPreparing financing for field trialsCommercializing your innovation in Quebec		<ul style="list-style-type: none">Mastering and derisking the transition to scaleEnsure compliance and protect technologyFace operational challenges with anticipationNegotiating business agreements and services	
JUIL 8. 2024 OPENING OF APPLICATIONS	SEPT. 2 2024 BEGINNING OF SELECTION	OCT. 1 2024 ANNOUNCEMENT OF SELECTIONS	NOV. 4 2024 START OF THE PROGRAM	NOV. 27-29 2024 MEETING WITH PARTNERS (FACE-TO-FACE)	JANUARY 6 2025 BACK FROM HOLIDAYS	MARCH 31, 2025 START OF FIELD TESTS
						SUMMER2025 DEMO DAY

GRADING CRITERIAS

EVALUATION CRITERIA

GRADING

MAXIMUM NOTE

01. Meeting the challenges



0 to 7



The solution responds perfectly to the challenges identified, with a high degree of relevance and a clear potential impact on the industry.

02. Technological maturity



0 to 7



The technology is ready for field testing as early as 2025, without major modifications.

03. Financing capacity



0 to 7



The company is financially strong, with a coherent, well-structured financing plan.

04. Business model and commercial traction



0 to 7



The business model is perfectly consistent with the challenges identified and shows significant commercial traction.

05. Team Quality



0 to 7



The team is highly competent, experienced and complementary, with a track record of success in the field.

06. Mission and values







0 to 7



The company's missions and values are perfectly aligned with those of Zone Agtech, and demonstrate a strong commitment to our mission.

READY TO SUBMIT YOUR APPLICATION?

Follow these 7 steps!

01. Visit the AgXis program website:
<https://zoneagtech.ca/programme-agxis/>
02. Click on 
03. Click on  to access the application form
04. Complete the application form (approx. 30-45 minutes) and click on 
05. Accept the terms of use and click on 
06. You will receive a confirmation e-mail.
07. Congratulations, you're registered! Stay tuned, the results will be announced on October 1, 2024.

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IF YOU HAVE ANY QUESTIONS,
PLEASE CONTACT :



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ORGANIZED BY



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IN COLLABORATION WITH

