



# NEW ZEALAND AGTECH: TRANSFORMING FARMING

APRIL 2016  
SILICON VALLEY  
USA



[CALLAGHANINNOVATION.GOV.TZ](http://CALLAGHANINNOVATION.GOV.TZ)

# NEW ZEALAND AGTECH SMART SOLUTIONS

New Zealand is uniquely blessed with a mixture of geographic, human capital, regulatory and economic advantages that makes ours one of the best countries in the world to develop agritechologies. So it's no surprise that our companies are producing cutting edge AgTech products and services that really deliver.

New Zealand has a great line-up of companies and supporting organisations attending the Transforming AgTech Conference and immersion programme, and I hope you have the time to meet them and learn about the value they offer.

New Zealand companies excel at systems thinking and using data and technology to span the value chain. The companies range from brilliant start-ups that have just graduated from Sprout, New Zealand's agritechology accelerator, through to some of New Zealand's biggest and innovative AgTech players. The technologies involved encompass animal health, sensors & precision agricultural systems, robotics, UAVs, decision support systems, and next generation farm hardware.

What all NZ companies have in common is that they are using technology to transform farming and post-harvest practice to deliver greater value and produce more with less, with an eye on sustainability. In doing so they are helping address global challenges such as environmental impacts, labour shortages and costs, water shortages, soil erosion and the need to feed the growing world population.

New Zealand AgTech innovation starts on the farm. Our farmers are business-driven, innovative, and agile, and focussed on consumers and their changing needs. They know the world and its markets and are great adopters of technology, and have been farming for a whole generation without the distortive effects of subsidies.

In turn our researchers and technologists “get farming” and are working closely with the farmers to develop effective solutions to real farming issues. We are a small and cohesive society and our innovation and support systems are highly connected and New Zealand AgTech

innovations benefit from this collaboration. New Zealand AgTech products and services are developed and tested within the farm system and wider value chain, which means the outcomes are grounded in reality and proven “in the field”.

Geographically, New Zealand is a great place to develop AgTech. In a space that is two-thirds the size of California, we have virtually every type of product and farming system. This provides multiple test beds in a small geographical area and means technology developed in New Zealand is scalable and suitable for a wide variety of world markets.

Callaghan Innovation, as New Zealand's national business innovation agency, is very pleased to be co-organising this conference with SVForum. We hope you like what you see and are encouraged to visit New Zealand to investigate further. Fieldays, the Southern Hemisphere's largest agribusiness exhibition, from 15 - 18 June, provides a great opportunity to do so, and I would be very happy to host you there.

Thank you for your interest in our country's AgTech sector. We are very proud to deliver you a glimpse of the innovation potential that exists in our small but potent nation.

Warm regards,

## SIMON BROWN

### General Manager Accelerator Services

Callaghan Innovation | New Zealand's business innovation agency



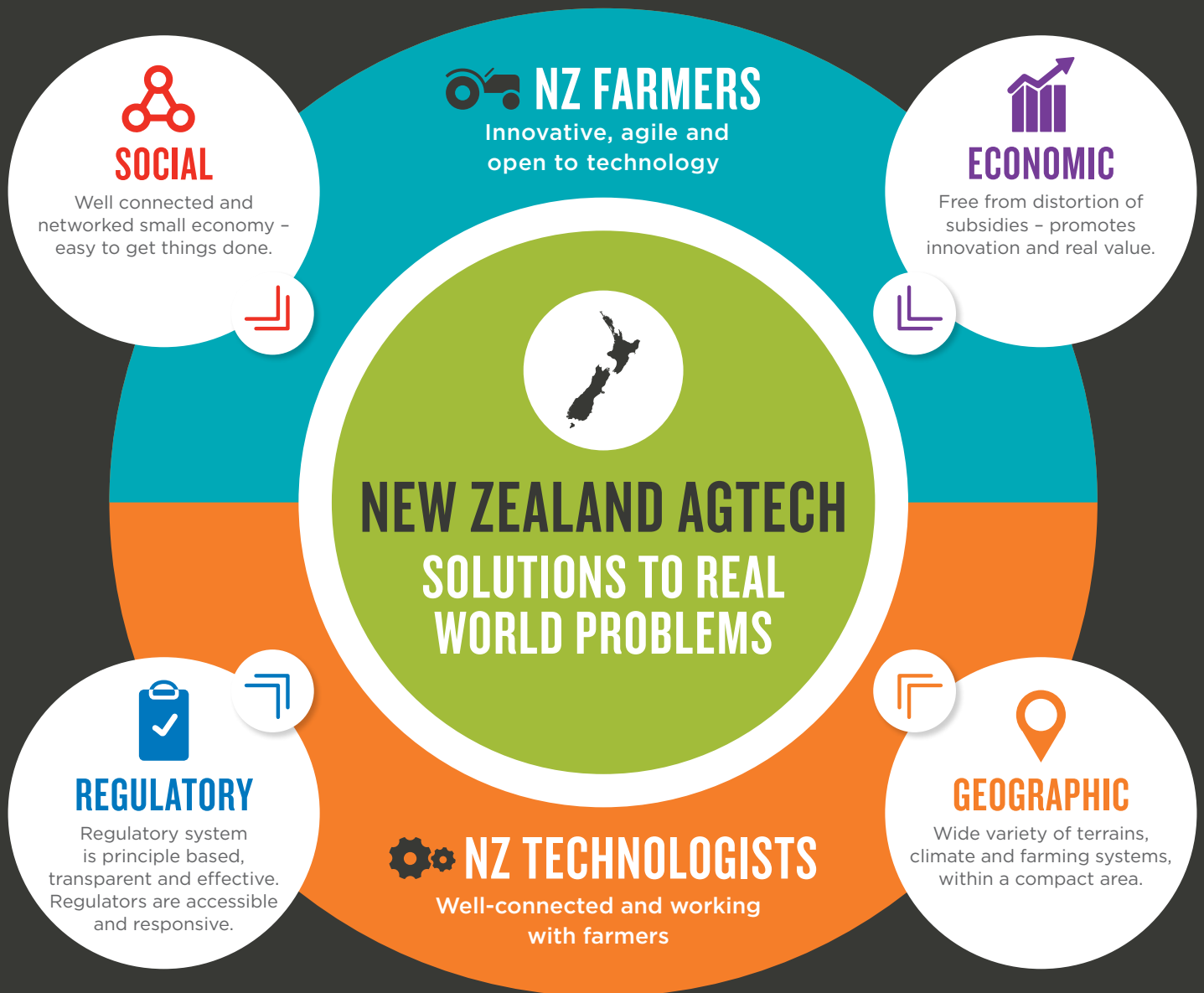
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# AGRITECH IN NZ //

## CONNECTED AND READY TO GROW



**NEW ZEALAND IS THE LARGEST**   
DAIRY AND SHEEP MEAT EXPORTER IN THE WORLD

AND A MAJOR GLOBAL SUPPLIER OF  
BEEF  WOOL  KIWIFRUIT   
SEAFOOD  APPLES 

**NEW ZEALAND-GROWN PRODUCE FEEDS OVER 40 MILLION PEOPLE**

**WITH 7,500 ANIMAL PRODUCTS  
3,800 DAIRY PRODUCTS**

**GOING TO 100 COUNTRIES EVERY MONTH**

# AERONAVICS LTD

Aeronavics Ltd is a world-class designer and manufacturer of aerial robotics solutions. Our mission is to change the way the world works through sustainable, intelligent, aerial robotics solutions, aiming to increase efficiency, lower cost and improve safety in the industrial and professional market segments. From New Zealand, our craft are exported world-wide to service the rapidly growing professional and industrial drone industry. Applications include media and broadcasting, surveying and mapping, farming and precision agriculture, emergency services and industrial inspections.



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# AGRI OPTICS NZ LTD

Environmental and cost constraints are a challenge for land based businesses and a major concern for many communities. Technology is providing land based businesses with a new way of improving results.

The Smart N Fertilizer application system developed by Agri Optics uses innovative sensor technology for nitrogen application to specifically target pasture that needs it.

Agri Optics is New Zealand's leading precision agriculture company, providing technical solutions for land-based business. We work alongside businesses, combining our expertise in agriculture and innovative precision agriculture technology to create value across the market chain.

Agri Optics NZ also collects spatial soil data with EM sensors to enable maps to be built for variable rate irrigation application to reduce water use by 30% on crops and pasture.



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# AUTOGROW SYSTEMS LTD

**Intelligent automation for indoor agriculture** | Using a clever combination of sensors, data, software, hardware and the cloud we enable growers to increase their crop productivity, efficiency and yield. We do this by providing smart technology that creates and controls the optimal climate, nutrient dosing and irrigation for maximizing crop growth and quality.

We've worked closely with our growers and resellers for over 20 years and stayed at the forefront of automation and process control technology - building systems for everything from single compartment environments through to large-scale, fully automated greenhouses. In the last few years, this has included emerging developments from USA, Canada, the UK and Asia in vertical growing, building conversion and shipping container-based systems.

From our research and development center in Auckland and our office in the United States, we support a diverse community of growers and resellers in more than 24 countries around the world.



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# BBC TECH

BBC Technologies are award-winning developers and manufacturers of advanced fruit and vegetable processing equipment. We specialise in small (<40mm), delicate commodities and offer handling, sorting, packing and traceability solutions throughout various industries. BBC Technologies strives to deliver state-of-the-art, fast and accurate automation solutions, backed up by our industry leading commitment to technical service and customer support. We have a unique connection to the industry having been founded by one of New Zealand's biggest berry growers. All of our Research and Development is performed internally with team members travelling globally to gain first-hand experience with the issues and opportunities our customers encounter. Based in the Waikato, we export approximately 98% of our products and services to over 27 countries worldwide. Additionally, we maintain satellite offices in Chile, USA, and Netherlands which support customers regionally.



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# BEEZTHINGZ

Our system for standardised apiary data collection utilises the latest in big data and machine learning tools to directly benefit precious beehive ecosystems.

We provide a beehive management system using a sensor device that goes in the hive and a beekeeper friendly user interface for mobile and web.

The sensor collects multiple temperature readings, humidity and audio from the core of the colony to monitor key indicators of hive health so beekeepers can be alerted to a hive that needs remedial action before it is too late.



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# BIOLUMIC LTD

Biolumic's focus is on unlocking the unrivaled potential of UV light exposure for large growing concerns across the globe. Our technology makes light a controllable input for large scale outdoor growing. BioLumic develops short environmentally friendly treatments that provide long-term protection for plants from environmental stress, pests and disease. The technology exploits UV photo morphogenesis - a process that activates molecular pathways that improve plant responses to environmental stress, resulting in increased crop survival, superior size at harvest and greatly improved crop consistency. BioLumic's first product, a UV seedling treatment system, is being used by a large vegetable grower in California. BioLumic's second product, a UV seed treatment system, is currently involved in field trials in corn.



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# BLUELAB

Bluelab is a market leader in developing and manufacturing high quality, easy to use monitoring and control instruments widely used in hydroponic, aquaponic, aquaculture, horticulture and general agriculture applications.

Based in Tauranga, Bluelab have established a strong brand globally. From their digital pens and hand-held meters, to more advanced connected monitoring and control instruments, Bluelab products enable all growers to monitor and control key growing parameters; pH, electrical conductivity and temperature.

The Connect Software integrated into Bluelab's Connect Suite products enables growers to have multiple monitoring points in their growing facility allowing remote checking from any web enabled device. The advanced connect system is the pH Controller Connect which also adjusts pH accordingly in reservoirs, accurately and simply.

As a dynamic, expanding organization, Bluelab flourishes by focusing on continuous innovation. Their "Success by Simplicity" philosophy is upheld throughout the company and their entire product range.

Bluelab products are distributed worldwide through retail outlets.



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# COMPAC

Compac provides integrated post-harvest solutions and services to the global fresh produce industry. The company's mission is to enable its customers to improve returns, gain operational efficiencies and ensure a safe food supply via the application of smart, useable technologies. To achieve this Compac operates a number of centers of excellence, regional offices and manufacturing locations within the United States, Europe, South America, Asia, Africa and Australasia.



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# CROPLAGIC

CropLogic is a unique system that uses advanced scientific plant growth models to forecast the future effects of today's input decisions on crop yield and quality. This "dynamic optimization" process is familiar to industrial processes, such as automotive, aerospace and industrial control but is new to crop growers.

Most farm technology relies on data collected today or in the past, which will always limit its usefulness. CropLogic's difference is in the ability to look into the future - further and with more accuracy - than any other product. Because it's harder to make a bad decision when you can see into the future.

CropLogic collects field sensor data, climate data and aerial images. We process this data in our cloud and deliver optimized, daily input prescriptions to growers in the format of their choice.



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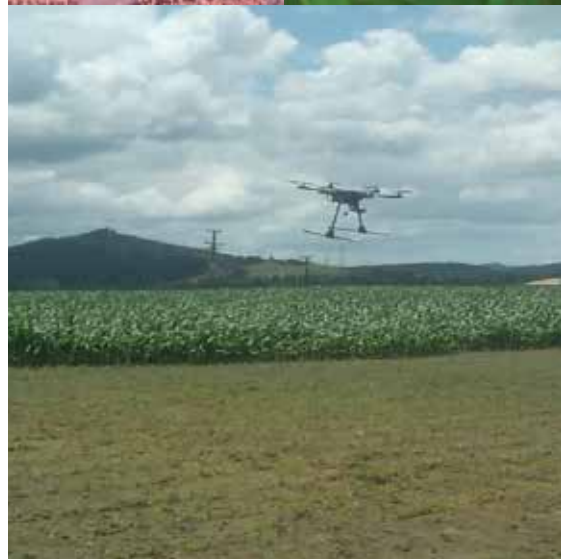
# DOTTEREL TECHNOLOGIES

Dotterel develops unmanned aerial vehicle (UAV) solutions for agriculture that enhance user experience and enable new and novel applications.

We develop, test and deploy technologies for field trial monitoring, integrating aerial imagery, on-board sensors and data acquisition for tailored customer solutions. Our inaugural 2015/2016 season saw our team provide regulatory assistance, multispectral imagery and data analysis of corn field trials within New Zealand's North Island.

Dotterel were recent finalists and in the inaugural C-Prize cinematography competition ([www.cprize.nz](http://www.cprize.nz)) run by Callaghan Innovation. Our proprietary solutions encompass active filtering and passive UAV noise reduction technologies in our flagship Noise Reduction Suite.

In addition to attending AgTech week, Dotterel are also exhibiting at the National Association of Broadcasters Show ([www.nabshow.com](http://www.nabshow.com)) in Las Vegas April 16th to 21st. Visit us at Booth C1455 our guest code is LV5836.



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# FONTERRA CO-OPERATIVE GROUP LTD

Fonterra is a global dairy nutrition company, owned by 10,500 New Zealand farmers and their families. We are a world leading dairy exporter – shaping the industry in quality and innovation. We share the goodness of dairy nutrition with the world through our brands, farming and processing operations across four continents to millions of consumers in 140 countries every day.

Fonterra produces more than two million tonnes of dairy ingredients, specialty ingredients and consumer products each year, under the brands of NZMP, Anchor, Anlene and Anmum and other local brands.

Fonterra's Zealand farmer shareholders produce some 16 billion litres of the 22 billion litres we process annually. To complement this production we have quality local supplies of fresh milk in key markets including Australia, Chile, Brazil, Sri Lanka and North America, and our own farms in China.



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# GALLAGHER

When Joe the horse began using the family car as a scratching post, Bill Gallagher Snr. was inspired to solve the problem by electrifying the car. Joe quickly got the message and the concept for the world's first electric fence system was born.

Over 75 years on, that pioneering spirit remains at the heart of Gallagher today. Led by CEO, Sir William Gallagher, we design boundary-pushing solutions that redefine the potential for our customers in each of our business units.

Our animal management business unit creates smarter, simpler solutions that make farm life easier and more profitable.

As a result we have grown to over 1,000 staff worldwide and our culture has grown with it. Guided by our 'Orange DNA' - the orange 'blood' that makes us unique - our strong code for why and how we do what we do will ensure our success and customer relevancy for the long term.



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# GATEWAY DATA SERVICES LTD

Do you have data that is valuable to you, important to your investment and essential to your operation?

The security, integrity and reliability of your data should be very important to you, especially in times where Environment Plans have become a key factor to a business' operation. If your data can be intercepted, manipulated or even lost in transmission then you have a serious problem!

Gateway Data Services (GDS) addresses this problem by providing a data logging gateway that protects the data gathered on your farm.

Using the GDS mobile phone app. your important operational data is delivered by our cloud servers and made available to your team in real-time so they can make informed decisions for your business. Operational reports can be generated from the app and delivered to business managers and or consultants for review.



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# GPS-IT LTD

At GPS-it we are passionate about the industries we work with. We push the limits of what is possible to add value to our service. We provide customised land mapping solutions across New Zealand and internationally, specialising in the horticultural and agricultural industries.

As pioneers in the mapping industry we integrate the latest drone technology to provide best data solutions to our clients. Accurate data is only as good as the way it is displayed. Our in-depth knowledge of the industries we work with, combined with ESRI's powerful GIS systems, allows us to customise data and make it accessible, mobile and simple to understand.

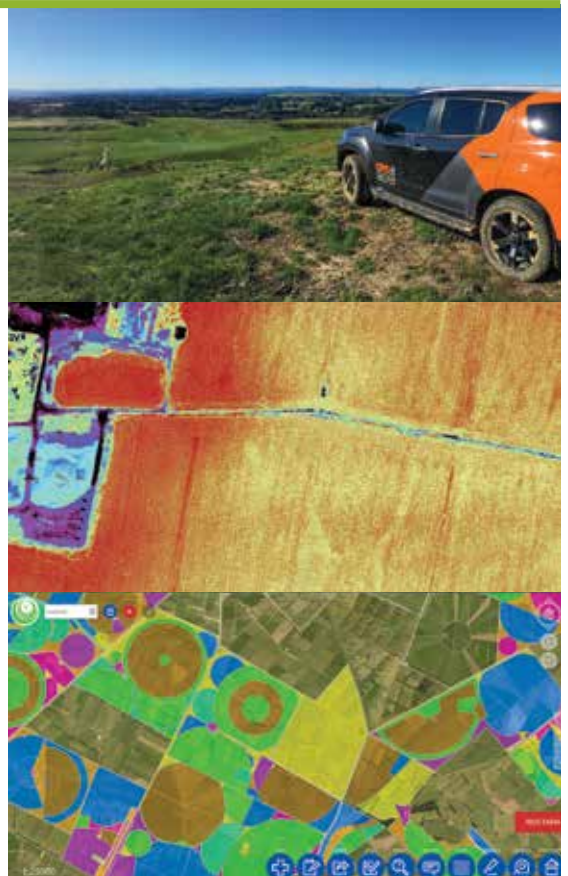
Collect. Correct. Connect.

Our solutions help organisations collect and correct their spatial information then turn it into reports and maps to provide a complete picture. We measure and collect your geospatial data, make it as accurate and usable as possible, then present it in an easy to use format. Greater precision = better decisions



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# LIC AUTOMATION

LIC Automation is a subsidiary of the NZ farmer-owned co-operative Livestock Improvement Corporation. LIC Automation specialises in manufacturing integrated and innovative in-shed farm automation and sensor technology systems. This enables:

- real-time on-farm milk analysis
- improved herd management
- simplification of complex jobs
- And decision making leading to increased profit.

LIC Automation is committed to research and development of new automation and sensing technology solutions, either directly, or in collaboration with other technology partners to accelerate the progression and delivery of advanced solutions for all dairy markets.



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# PAGE BLOOMER ASSOCIATES

We support the primary sector with science and technology to create economically and environmentally sensible solutions. Our deep understanding of farming and technology adds value through consultancy, research, development, innovation brokerage and extension.

Working with individuals, organisations and community groups that seek positive change, our key focus is sustainable land and water management and enhanced community capacity - seeking solutions that promote sustainable triple bottom lines.

To further our mission we created the Centre for Land and Water agtech hub ([www.claw.net.nz](http://www.claw.net.nz)) and LandWISE, a charitable society focused on sustainable cropping through technology ([www.landwise.org.nz](http://www.landwise.org.nz)).



**PAGEBLOOMER**

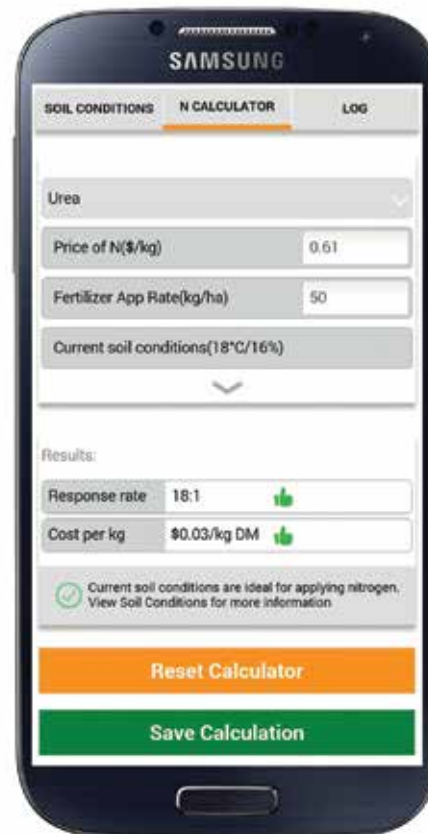
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# REGEN LTD

At Regen we enable farmers to make better decisions. Regen has developed powerful software tools that provide decision support for farmers to enable efficient use of water for irrigation, nitrogen fertiliser and effluent. We combine farm specific information with real-time data from a range of sensors, weather forecasts, scientific principles, best practice, compliance with regulations and a great user experience - its precision farming in their pocket. Sophisticated, yet simple. Farmers benefit from improved sustainability - their business' bottom line and the environment.



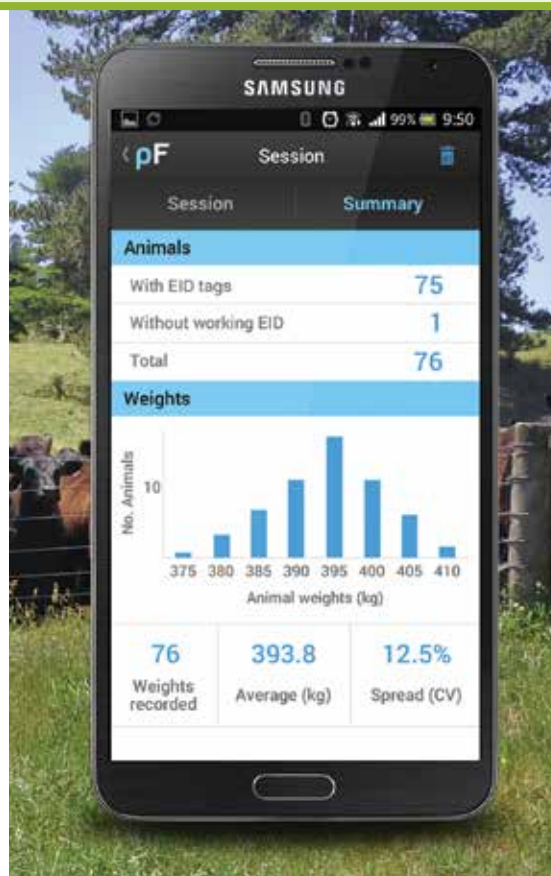
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# REZARE SYSTEMS

Rezare Systems creates software that helps agricultural business leverage mobile technologies, large databases and predictive mathematical models. We specifically help businesses address challenges of increasing productivity and profitability while improving sustainability, food safety and traceability.

Rezare's pure farming livestock management software is being marketed internationally (including in the US) through a joint venture with Gallagher Group, and is also used to capture data for New Zealand's sheep genetics programmes.

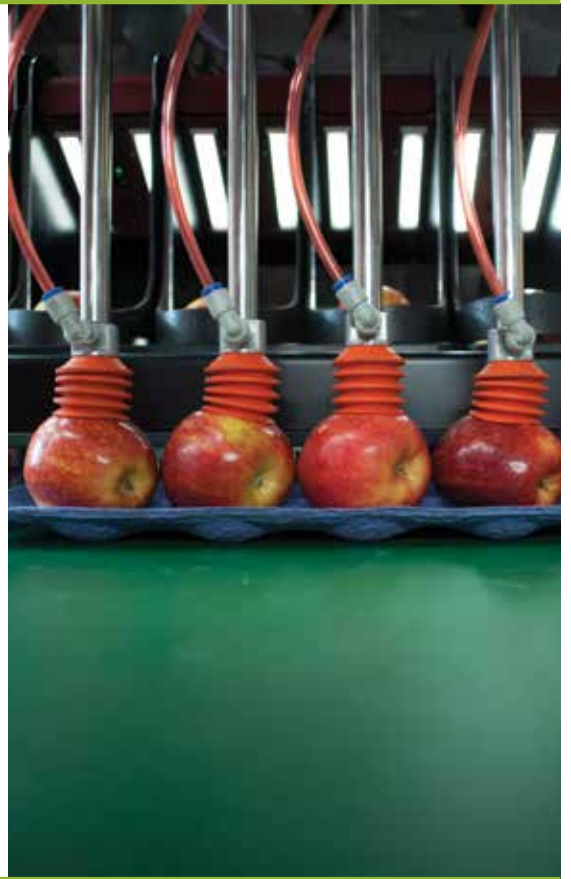


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# ROBOTICS PLUS LTD

Robotics Plus Ltd (RPL) was established to develop mechanisation, automation, robotics and sensor technologies that solve real problems in the primary sector. We employ a modern technological approach to automation that has enabled us to develop several world first technologies and deliver efficient solutions across a range of engineering disciplines. Our team's multidisciplinary background enables us to address complete systems rather than just individual sections. Although off-the-shelf components are used where possible, many components or systems are either too costly or not quite right for optimising performance and require a customised approach. We often develop our own robotic arms and control systems to ensure we can meet all specifications, so speed, size, cost or other metrics satisfy end-user requirements. By incorporating technology with strong end-user engagement and input, RPL strives to create solutions tailored for the end-user, not what an engineer thinks an end-user might want.



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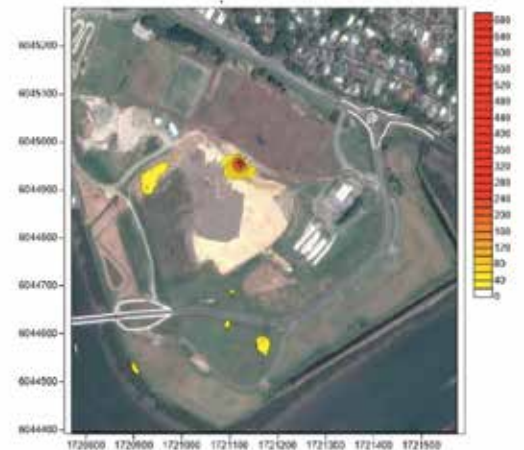
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# SOUTHERN PHOTONICS

Southern Photonics was formed in 2001 to commercialise testing and measurement equipment for the optical communications industry. Southern Photonics concentrates on the development of laser systems and their applications in micromachining and environmental sensing. We manufacture fibre optic based systems for strain sensing with applications in structural health monitoring and related systems for temperature monitoring in extreme environments.

We also manufacture laser based gas sensing systems for use in monitoring environmental and industrial gases. These gas sensing systems have been deployed in animal farms to measure ammonia concentrations, while vehicle mounted systems have monitored methane emissions from landfills. These gas sensors also have applications in detecting signature gases for the ripeness of fruit, and the monitoring of industrial and agricultural pollutants.

Most key greenhouse gases can be readily monitored using our low cost, robust systems.



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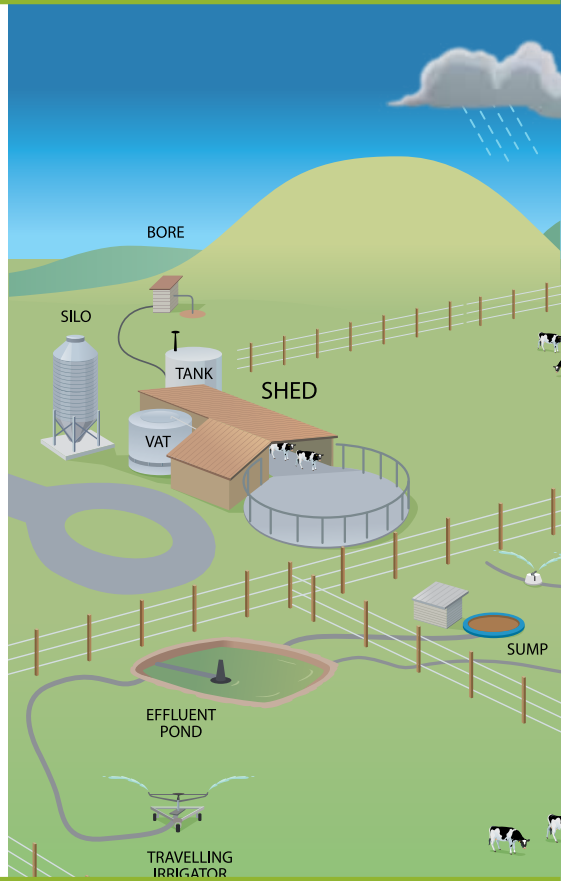
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# TAG IT TECHNOLOGIES

Tag IT Technologies was established in Hamilton, New Zealand in 2002, serving the farming sector with electronic telematics and software management systems which help farmers better manage resources and environmental impact.

Tag is focused on expanding its reach beyond on-farm hardware and essential data to deliver a widespread predictive analytics functionality that provides farmers with real-time monitoring and predictive functionality across a wide range of on-farm parameters. The company plans to migrate from a hardware sales focus to providing service solutions, packaging the on-farm hardware, support and data analysis functions in one seamless product offering.



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# TRACMAP

TracMap have solved the vehicle logistics problem for large agriculture operations. A large issue for many agriculture and horticulture businesses is getting:

- > the right vehicles
- > in the right place
- > at the right time
- > With the results

Customers say TracMap has one of the easiest to use systems in the world. One that is capable of being used by all of staff, across all of vehicles. Typical productivity gains range from 10% to 20%.



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# SPROUT AGTECH ACCELERATOR

Sprout is a start-up accelerator programme designed to fund the next generation of AgTech start-ups.

Every year Sprout selects eight AgTech start-ups. Over 20 weeks the start-ups and entrepreneurs receive funding, alongside world class mentorship and training from leaders in technology, research and business growth. Companies receive unparalleled access to the New Zealand and global farming network to validate and grow their businesses. At the end of the programme start-ups will have an opportunity to pitch to a hand-picked group of investors, corporate partners and potential customers to support the continuation of the rapid progress achieved through the Sprout programme.



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# WNT VENTURES MANAGEMENT LTD

WNT Ventures is a technology focused incubator for high growth, early stage firms.

We have a preference for investing into primary sector technologies including but not limited to agriculture, horticulture and food technologies; high-value manufacturing, engineering and materials and ICT focussed technologies.

We leverage our commercial backgrounds, capital, networks and our links within the NZ government entity, Callaghan Innovation, to provide early stage, high risk capital investment and incubation of technology, accelerating their growth in a targeted manner. This growth is achieved through the utilisation of and co-operation with strong national and global networks of individuals, companies and research institutes and through the internal capabilities within WNT Ventures.



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# THE DODD-WALLS CENTRE FOR PHOTONIC AND QUANTUM TECHNOLOGIES

The Dodd-Walls Centre is a National Centre of Research Excellence hosted by the University of Otago and spanning five of New Zealand's universities. With 40 academic staff plus research staff and over 100 graduate students, our research excellence is in light and light-based technologies, with a strong commitment in the Centre to translate this research into impact. This has been most significantly seen in a number of applications of photonics and precision measurement for sensing, with application especially within the AgriTech sector.



**DODD-WALLS CENTRE**  
for Photonic and Quantum Technologies

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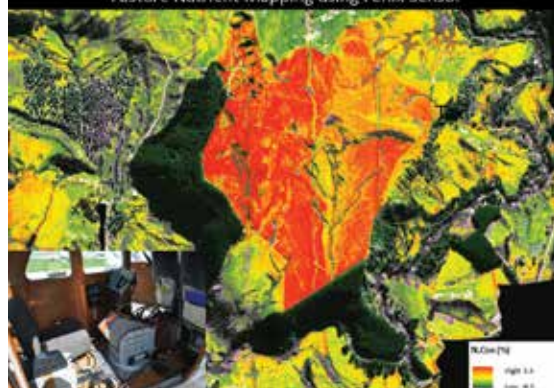
# NEW ZEALAND CENTRE FOR PRECISION AGRICULTURE (NZCPA)

NZCPA is a research centre within the Institute of Agriculture and Environment at Massey University. Our focus is creating practical land management solutions through the use of leading-edge precision technology tools. The Centre specialises in research with a commercial potential, handling around \$US1.5M of contracts annually.

NZCPA's research has led to the development of the C-Dax Pasturemeter and EM soil mapping, which assisted in the development of variable rate irrigation. The Centre has built a strong reputation in precision agriculture over the last 15 years; particularly pasture measurement, resource management, GIS and remote sensing and animal tracking.

Current research projects include hyperspectral sensing and imaging to determine pasture quality in hill country, developing a variable rate fertilizer application system for aerial topdressing and the utilisation of full spectrum hyperspectral imaging to other industry sectors such as horticulture and forestry. The centre uses fixed and multirotor UAV's where appropriate.

Pasture Nutrient Mapping using Fenix Sensor



## CONTACT DETAILS

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### Fast Facts from Fieldays 2015

44% of visitors from Waikato



81% OF VISITORS LIVE IN THE UPPER NORTH ISLAND

\$1M CASH

WITHDRAWN ON SITE OVER THE FOUR DAYS



ECONOMIC IMPACT TO THE REGION REMAINS STRONG



1008 EXHIBITORS SHOWCASED THEIR GOODS AND SERVICES



456 REGISTERED INTERNATIONAL VISITORS



126,063 PEOPLE THROUGH THE GATE  
THAT'S MORE THAN THE POPULATION OF TAURANGA



MEDIA REACH OF 40 MILLION PEOPLE

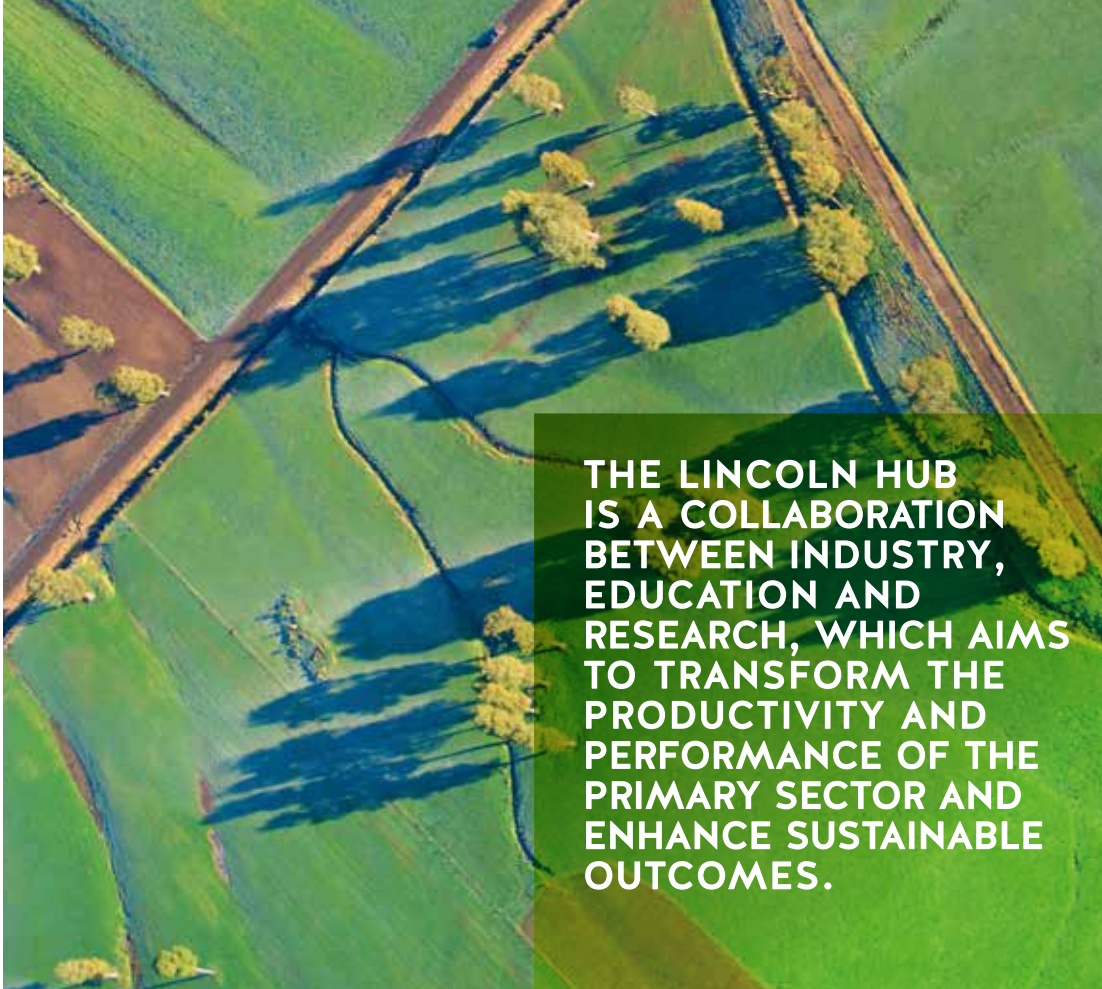
92% OF EXHIBITORS SAID THEY WOULD BE BACK FOR 2016



NZ National Agricultural Fieldays 2016 will be held 15 to 18 June 2016  
Mystery Creek Events Centre | Hamilton, New Zealand | [fieldays.co.nz](http://fieldays.co.nz)

# THE LINCOLN HUB

Growing wealth through land-based excellence



**THE LINCOLN HUB IS A COLLABORATION BETWEEN INDUSTRY, EDUCATION AND RESEARCH, WHICH AIMS TO TRANSFORM THE PRODUCTIVITY AND PERFORMANCE OF THE PRIMARY SECTOR AND ENHANCE SUSTAINABLE OUTCOMES.**

agresearch

DairyNZ

Landcare Research  
Manaaki Whenua

Lincoln University  
Te Whare Wānanga o Raukawa  
ARTICHAARD • NEW ZEALAND  
New Zealand's specialist land-based university

Plant & Food RESEARCH  
HAKAHEHE AHIHARAKA

The Lincoln Hub provides a gateway to land-based science and research expertise aimed at delivering innovative industry-led solutions that can be commercialised to benefit the land-based sector.

The Lincoln Hub has experience in engaging with research partners for the commercialisation of science. We engage with business through partnerships and direct research contracts, sourcing the best fit cross functional teams to support development of a product or service. If a project is not within our areas of specialisation, we can assist in sourcing the right partners from the agritech sector.

The Lincoln Hub is an international network with its physical base at Lincoln, New Zealand. We can provide access to more than 900 environmental and land-based researchers, a specialist land-based research university and primary sector businesses.

The Lincoln Hub specialises in three main areas of science:

#### **Sustainable production**

Accelerating productivity gains, within defined environmental limits, thereby ensuring long-term sustainability.

#### **Land, water and atmosphere**

Enabling land and water use management in harmony with community expectations for environmental quality and customer expectations for product integrity and quality.

#### **Bio-Heritage**

Characterisation and monitoring biota, ecology and ecosystem services, pest and weed management.

Our founding science and education partners are AgResearch, DairyNZ, Landcare Research, Lincoln University and Plant & Food Research.

For more information regarding the Lincoln Hub capability please contact [info@lincolnhub.co.nz](mailto:info@lincolnhub.co.nz) or:  
Dougal Ferguson  
E: [dougal.ferguson@lincolnhub.co.nz](mailto:dougal.ferguson@lincolnhub.co.nz)  
P: +64 27 200 4794



# WHARF42

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Wharf42 was established in 2012 to assist early stage New Zealand tech companies connect with Silicon Valley. With offices in Tauranga (NZ) and Sunnyvale (US), we work with select partners to identify potential investment opportunities that enable Kiwi AgTech startups scale their global footprint.

A SVForum Global Outreach Partner and Plug and Play International Partner, Wharf42 is pleased to co-organise the SVForum AgTech Conference to help promote New Zealand's AgTech ecosystem of businesses. If you are

looking for investment opportunities in New Zealand's AgTech space, please contact us directly.

In New Zealand, Wharf42 is a co-founder and limited partner of WNT Ventures, a tech focused incubator which commercialises complex IP generated by New Zealand Universities and Crown Research Institutes. AgTech investment, part of our core DNA, is a key focus of WNT.



## CONTACT DETAILS

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# NZTE

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NZTE is New Zealand's international business development agency. Our role is to help New Zealand businesses to build strategic alliances and develop commercial relationships internationally.

Through our global network of people in 48 locations, we connect New Zealand businesses with the world, sharing opportunities, knowledge, experience and networks.

New Zealand creates world leading innovations and solutions for key markets, backed by science and

technology, which NZTE works to promote around the world. We help investors identify New Zealand-based opportunities and gain access to government and private sector contacts.

NZTE focuses on international opportunities that match New Zealand's business capability and provide significant, sustained economic benefit to New Zealand.



## FOR FURTHER INFORMATION PLEASE CONTACT

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# CALLAGHAN INNOVATION

Callaghan Innovation is the New Zealand government's business innovation agency. We grow New Zealand's innovation economy by helping New Zealand businesses to succeed through technology. Callaghan Innovation provides a range of services and R&D grants to businesses and we have our own R&D facilities. With our support businesses based in New Zealand can accelerate their product and service development, increase their return on investment in R&D, and gain market advantage through leading edge ideas and products.

We also play a critical role in building and strengthening New Zealand's innovation capability by:

- driving better integration across the component parts of the innovation system

- improving coordination and networking amongst participants in the system, in both the public and private sectors; and
- identifying and the gaps and opportunities in the system.

Callaghan Innovation also acts as a gateway to innovation in New Zealand by connecting the rest of the world to New Zealand innovative companies, research institutes, incubators, universities and commercialisation offices.

[www.callaghaninnovation.govt.nz](http://www.callaghaninnovation.govt.nz)

## CallaghanInnovation

BUSINESSTECHNOLOGYSUCCESS



### Dr. Andrew Dawson

*Agritech Sector Manager and National Network Manager for Sensing Technologies*

Andrew is responsible for Callaghan Innovation's strategy and work plans for the AgTech sector to grow both the size and number of NZ AgTech companies, and increase their export revenue. He also works with AgTech businesses to access R&D expertise and technology outside of their organisation, sourcing from universities, agri focussed government research organisations or other companies. He also helps form meaningful partnerships both in the research community and industry to generate real outcomes for New Zealand agribusiness and unlock NZ's exporting potential.

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### Victoria Hallum

*Manager of International Policy and Partnerships*

Victoria is Manager of International Policy and Partnerships at Callaghan Innovation. Her team fosters international connections for Callaghan Innovation and the businesses it works with. They work with New Zealand businesses to connect them internationally to expertise, technologies, partnerships and facilities and help them develop cutting-edge products and services and grow their businesses faster. The international team at Callaghan Innovation is also interested in strategic partnerships with international innovation organisations and networks.

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April 2016