



This project has received funding from the European Union's Horizon 2020 research and innovation programme under the Marie Skłodowska-Curie grant agreement No. **101007702**

# SustAInable

FROM CROPS TO TABLE

CLOSING MEETING

PALERMO

22-23 May, 2025

ITALY



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## Partner presentation





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## EKROME

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- EKROME, which was founded in Rome (Italy) in 2018 stands for «Environment Framework for Circular Economy in Rome»
- Our ambitious mission is to digitalize all the processes connected to the re-use and recycling chains all over the World.
- We started developing software for third parties to solve issues related to waste collection, transportation, storage and recycling, based on a proprietary B2B platform.
- We allow each link in the waste management chain to track the waste pathway towards a new product.





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## EKROME SustAInable TEAM

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**Giuseppe Falvo D'Urso Labate (ER)**  
*Research leader*



Nuclear Engineer, PhD, Certified Environment Manager – circular economy, process engineering, product placement

**Katarzyna Kolacz (ER)**



MSc in Foreign Languages – international networking, economic models, supply chains

**Evelina Micono (ER)**



MSc in Architecture – circular economy, energy efficiency, sustainable buildings, process management



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Katarzyna Kolacz - Project Activity Contribution - RP2 – at **UGR**

## Research topics:

- Adoption barriers for Agriculture 4.0 practices in Spanish smallholder contexts, with comparative analysis of business models. (WP4 – T4.1; WP6 – T6.3)
- Economic assessment of biofertilizer-enhanced production chains (together with Vassilev N. and Vassileva M.) to test bioinput integration from market perspectives. (WP4 – T4.3; WP6 – T6.1)



On the basis of the research done, I developed:

- A revised business model canvas tailored to DSS-driven agriculture using bio-based inputs in Spanish pilot environments.

## Business Model Sketch

<b>Customer Segments</b> <ul style="list-style-type: none"> <li>• Small and agriculture cooperatives</li> <li>• Organic farms</li> <li>• Rural communities in low-digital areas</li> <li>• Fruit and vegetable producer organization</li> </ul>	<b>Value Proposition</b> <ul style="list-style-type: none"> <li>• <b>Decision Support System</b> optimizes Irrigation and fertilization using biofertilizer, agro-climate observation, and edge AI</li> <li>• Incorporated of <i>yardlyal</i> quality increases; yield increases, Improved soil health, socio-economic</li> </ul>	<b>Customer Relationships</b> <ul style="list-style-type: none"> <li>• Technical support &amp; field-based training</li> <li>• Community-based support infrastructure</li> </ul>	<b>Revenue Streams</b> <ul style="list-style-type: none"> <li>• Low-cost DSS sales</li> <li>• Bundled packages (biofertilizer, powered pumps, &amp; trunctional funds)</li> </ul>
<b>Key Partners</b> <ul style="list-style-type: none"> <li>• UGR (biofertilizer &amp; agbio observation)</li> <li>• Ekrome (DSS integrator)</li> <li>• EU programs for agricultural innovation</li> </ul>	<b>Key Activities</b> <ul style="list-style-type: none"> <li>• DSS &amp; AI R&amp;D</li> <li>• Biofertilizer integration with DSS</li> </ul>	<b>Key Resources</b> <ul style="list-style-type: none"> <li>• DSS software &amp; developers</li> <li>• Biofertilizer agents</li> </ul>	<b>Cost Structure</b> <ul style="list-style-type: none"> <li>• R&amp;D for DSS &amp; AI updates</li> <li>• Biofertilizer integration</li> <li>• Maintenance &amp; field demonstration</li> </ul>
			<b>Cost Structure</b> <ul style="list-style-type: none"> <li>• R&amp;D for DSS &amp; AI updates</li> <li>• Biofertilizer integration</li> <li>• Technical support</li> </ul>



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Katarzyna Kolacz - Project Activity Contribution - RP2 – at **ISI**

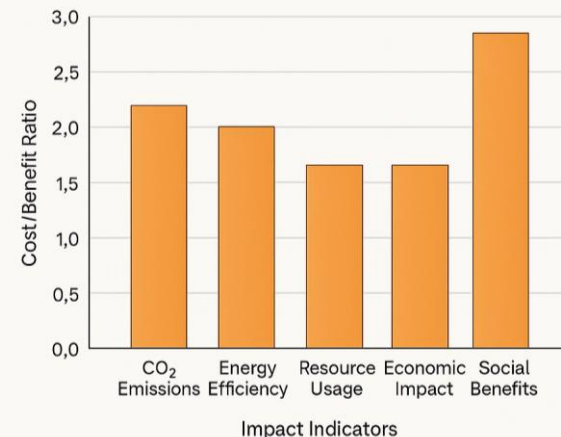


### Research topics:

- Comparative cost-efficiency analysis of traditional versus sensor-augmented precision farming methods in pilots. (WP5 – T5.3; WP6 – T6.1)

### On the basis of the research done, I developed:

- A dashboard of economic impact indicators linked to DSS usage in fruit and vegetable production.





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## Evelina Micono - Project Activity Contribution RP2 – at *ISI*

### Research topics:

- Sensory and chemical analysis of products (olive oil, fruits, vegetables). (WP5 – T5.2; WP5 – T5.4)
- Definition optimal irrigation and fertilization patterns based on soil and plant parameters. (WP4 – T4.2; WP5 – T5.1)
- Specification of plant and product quality indicators (e.g. °Brix, acidity, color index, texture) measured during field campaigns (WP5 – T5.1; WP6 – T6.2)
- Quality control of fresh horticultural output and correlation analysis between real-time sensor data and end-product evaluation. (WP5 – T5.2; WP6 – T6.1; T6.2) (Ahmad et al. 2024)



### On the basis of the research done, I developed:

- Sensor selection and standard operating procedures for field-sensor calibration and food product quality scoring.
- Methodological input to the AI-model's capacity for predicting marketable quality in horticulture products.



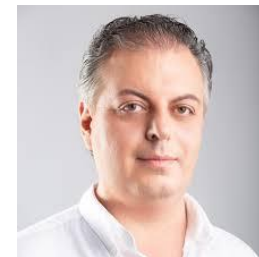


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Giuseppe Falvo D'Urso Labate - Project Activity Contribution – RP2 – at **UGR**

## Research activities:

- Design of fungal-based biofertilizers using *Aspergillus niger* strains for sustainable agriculture. Formulation of fermentation protocols and supporting pilot-scale validation of the resulting bioproducts.– WP4 – T4.3; WP5 – T5.1
- Definition of plant-soil sensor calibration protocols related to microbial bioformulation trials in fruit and vegetable plots, to feed the AI-based DSS irrigation module. (WP5 – T5.2; WP6 – T6.1)
- Integration of biochemical soil indicators (e.g. pH, nutrient solubilization, EC) linked to microbial inoculant activity, for input into DSS models optimized for horticulture. (WP4 – T4.3; WP6 – T6.2)



**Table 1.** Biomass accumulation and citric acid production by *A. niger* on potato-dextrose broth enriched with glycerol.

Medium Composition (PDB/MP)	Time-course fermentation (h)	Biomass (g.L <sup>-1</sup> )	Titrate acidity (mmol.L <sup>-1</sup> )
+ Gly (%)			
0 (PDB)	40	1.80±0.06	11.0±0.5
	80	2.55±0.04	14.9±0.4
	120	5.32±0.03	<b>21.0±0.6</b>
3	40	1.87±0.05	18.0±0.1
	80	3.91±0.05	22.0±0.3
	120	4.39±0.02	<b>26.0±0.7</b>
5	40	1.71±0.06	13.1±0.2
	80	3.60±0.01	20.8±0.1
	120	<b>4.34±0.04</b>	<b>28.9±0.4</b>
8	40	1.22±0.02	9.2±0.3
	80	1.70±0.07	10.5±0.4
	120	2.20±0.07	<b>12.0±0.2</b>

(Vassileva M., del Moral Garrido L.F., Martos V., et al. (2024). The Parameters of a Fungal Fermentation Facilitate Its Formulation for Further Application in Plant-soil Conditions. Preprints.org. <https://doi.org/10.20944/preprints202410.1724.v1>)



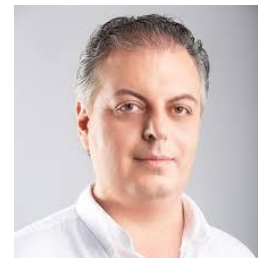


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Giuseppe Falvo D'Urso Labate - Project Activity Contribution – RP2 – at *ISI*

## Research activities:

- Data collection and analysis from pilot sites, focusing on low-resource farm scenarios where DSS tools were deployed to support irrigation scheduling. (WP5 – T5.2; WP6 – T6.1)
- Definition and technical monitoring of agro-environmental monitoring parameters, including leaf turgor, soil conductivity, NDVI thresholds, and microclimatic indicators, used as reference inputs in AI models described in Deliverable D5.1. (WP5 – T5.2; WP6 – T6.1)
- Strategic insights and data, offering perspective on how AI-based DSS can address food security and productivity in fragile socio-economic systems, for Pilot 4 of the project. (WP6 – T6.3; WP5 – T5.4)



Average NDVI





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## Project Activity Contribution: researchers **seconded**

[illegible]



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## Project Activity Contribution: researchers **seconded**

[illegible]



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Project Activity Contribution: researchers **hosted**[illegible]



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Project Activity Contribution: researchers **hosted**[illegible]



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# GRAZIE

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