



Tecnologías e Infraestructuras Agroalimentarias



Advanced services Agri-food sector





we are

Pioneers in Spain
in combining applied research
with technology transfer

- We work throughout the value chain
- Working rigorously, and applying independent technical criteria
- Delivering solutions since 1980



more than a company

Instrumental entity within the Regional Government of Navarre

Leading Centre for the INIA - National Institute for Agrarian and Food Research and Technology

Active partners to associations and organisations that work to promote knowledge and scientific-technological innovation

ISHS International Society for Horticultural Science, ITEA Asociación Interprofesional para el Desarrollo Agrario, SECH Sociedad Española de Ciencias Hortícolas, AETC Asociación Española de Técnicos cerealistas, AEAC Asociación Española de Agricultura de Conservación, SEAE Sociedad Española de Agro Ecología, SEEP Sociedad Española para el Estudio de los Pastos, Sociedad Española de Malherbología, Sociedad Española de Ovinotecnia y Caprinotecnia, AERYD Asociación Española de Riegos y Drenajes, COI International Olive Council, CNTA Centro Nacional de Tecnología y Seguridad Alimentaria, AREPO Asociación de las Regiones Europeas de los Productos de Origen, ...

Accredited by ENAC as a certification body in several fields

We **developed the Navarre Canal and its Irrigation Zone**

We work for **regulatory bodies and quality marks/seals**

We manage the **Reyno Gourmet** quality seal

We work for
businesses,
companies and entities
**nationally and
internationally**



we provide

Direct technical assistance to companies, businesses and professionals in the agri-food sector

Bespoke services tailored to the client's needs

Experience and in-depth knowledge of the sector

Advanced, realistic and economically profitable solutions

Advice and guidance, backed and guaranteed by our own powerful experimentation and innovation network

Specialist professional services in all branches of the agri-food sector

Multi-disciplinary teams capable of tackling complete and integral projects

Access to a powerful network of national and international partnerships and alliances



what we offer

main areas of knowledge

Crop protection Animal health Genetic material New techniques
Technologies Livestock feed and handling
Fertilisation Mechanisation and machinery Irrigation and infrastructures
Agri-environmental studies Waste management
Sustainability Energy efficiency Precision agriculture
Technical and economic management Control and certification of quality
Promotion Agri-food marketing



we connect





our services

Areas of action

INNOVATION

APPLIED RESEARCH
EXPERIMENTATION



PERSONALISED ADVICE & GUIDANCE

TECHNICAL ASSISTANCE
FOR FARMING BUSINESSES



TECHNOLOGY TRANSFER

CPD
COURSES AND SEMINARS
TRIPS AND DEMONSTRATIONS
DISSEMINATION



Client Profile

AGRICULTURAL FARMING BUSINESSES

Agricultural farmers
Cooperatives
CUMAS group
buying schemes

LIVESTOCK FARMING BUSINESSES

Livestock farmers
Associations
CUMAS group
buying schemes

ASSOCIATIONS OF IRRIGATORS

Irrigators
Associations of irrigators
Agri-weather stations

Areas of action

DEVELOPMENT INFRASTRUCTURES

IRRIGATION PROJECTS
INSTALLATIONS
LIVESTOCK BARNs
GREENHOUSES

BUSINESS CONSULTANCY

ADVISORY
ACCOUNTING
COST ANALYSIS
TECHNICAL-ECONOMIC
MANAGEMENT

PRODUCT EVALUATION

QUALITY
CONTROL AND
CERTIFICATION

COMMERCIALISATION

PROMOTION
ON AND OFF-LINE
MARKETING



Client Profile

REGULATORS & MANAGEMENT BODIES FOR QUALITY SEALS

AGRO-INDUSTRY

Artisans
SMEs
Agri-Food Industries
Service providers and
suppliers

ADMINISTRATIONS & INSTITUTIONS

Town Councils
Local Councils
Regional Governments
Other public bodies

OTHER AGENTS AGRI-FOOD CLUSTER

Professional associations
CPD Centres
Local action groups, etc...



INTIA

our services



Challenges

Agricultural businesses must manage **innovation** in agrarian production to create **efficient agricultural systems** and ensure traceability, food safety, respect for the environment, and social sustainability.

Types of contract

Standard service

ongoing support, collective or individual (annual fee)

Specialist service

issue specific (fee)

A la carte service

personalised, as needed (quote given)



Services offered

- ▼ Guidance for Agricultural Businesses
- ▼ Guidance for Greenhouse Cultivation
- ▼ Technical-Economic Management
- ▼ Agro-industrial Offer: connection between irrigators and the agro-industry
- ▼ Action programmes
- ▼ Guidance for irrigators
- ▼ Guidance for Technicians
- ▼ Agrarian and Agri-Food Training
- ▼ Mentoring of young people
- ▼ Training on demand
- ▼ Accounting and taxation
- ▼ Experimentation Contract
- ▼ Research Projects
- ▼ Studies and Assessments
- ▼ Irrigation Projects and Hydraulic Works
- ▼ Irrigation Installations on Plots of Land
- ▼ Studies and Reports of irrigable areas
- ▼ Guidance for Associations of Irrigators
- ▼ Public and private land concentrations
- ▼ Studies and environmental monitoring
- ▼ Control and certification of agrarian products

More information is available in our specific catalogues

Benefits

Global approach to problems and their solutions with a team of specialist technicians

Guidance based on our broad network of **experimentation** field testing

Objective guidance, independent, with guaranteed confidentiality

We participate in national thematic working groups and have partnerships in place with other research centres



Information and contact:

José Joaquín Garnica
+ 34 948 013040
jgarnica@intiasa.es



Challenges

The **management** of livestock farming businesses must deal with the **reduction of costs** to improve competitiveness, ensuring traceability, food safety, animal welfare, respect for the environment, and social sustainability.

Types of contract

Standard service

ongoing support, collective or individual (annual fee)

Specialist service

issue specific (fee)

A la carte service

personalised, as needed (quote given)



Services offered

- ▼ Specialist guidance according to the activity of livestock businesses and companies
 - Dairy cattle
 - Meat cattle
 - Dairy and meat sheep and goats
 - Rabbits
 - Pigs
 - Horses
- ▼ Design and project management: livestock installations, permits, legalisations, etc.
- ▼ Technical and economic management
- ▼ Accounting and taxation
- ▼ Integrated Environmental Authorisation
- ▼ Waste Management Plans
- ▼ Guidance for Hygiene Quality in cow's milk
- ▼ Guidance for Hygiene Quality in sheep's milk
- ▼ Mentoring for young people
- ▼ Agrarian and Agri-food Training
- ▼ Validation of Best Available Techniques
- ▼ Guidance for the manufacture of animal feed
- ▼ Experimentation on demand, under contract
- ▼ Economic studies and evaluations
- ▼ Control and certification of livestock products
- ▼ Guidance and Management of livestock groupings
- ▼ Energy audits of livestock farming businesses
- ▼ Semen dosage for pigs, rabbits, and sheep

Benefits

Solutions to strategic and day-to-day problems

Constant updating of the state of **technology** and the application of new production techniques

Support in the development of future projects

Experience of a specialist team



Information and contact:

Javier Labairu
+ 34 948 013040
jlabairu@intiasa.es

More information available in our specific catalogues



Challenges

The efficient management of an association of irrigators encompasses the **optimisation of resources**: water, energy, and hydraulic infrastructures, coherent with the Framework Directive and Water Act, finding its field of action in modernised structures following processes of land concentration, transformation or changes in the irrigation system.

Types of contract

Specialist service
issue specific (fee)

A la carte service
personalised, according to needs
(quote given)



Services offered

- ▼ Technical, Legal, and Administrative Guidance
- ▼ Guidance for irrigators: installations, irrigation, and water consumption
- ▼ Agro-industrial offer: communication between irrigators and agro-industry
- ▼ Studies and reports of irrigable areas
- ▼ Irrigation installations on plots of land
- ▼ Agrarian Training and Dissemination
- ▼ Irrigation Projects and Hydraulic Works
- ▼ Studies and Projects for mini power plants
- ▼ Energy audits
- ▼ Land concentration
- ▼ Public-Private Collaboration
- ▼ Environmental studies and monitoring
- ▼ Technical and economic management
- ▼ Accounting and taxation
- ▼ Research projects
- ▼ Experimentation contracts
- ▼ Management of agri-weather stations

More specific information is available in our catalogues

Benefits

Development of solutions to manage Associations of Irrigators

Broad technical coverage from prior studies, execution and irrigation management

Constant updating of new irrigation techniques

Experience of a specialist team with over 50,000 hectares built



Information and contact:

Jesús M^a Istúriz
+ 34 948 013040
jisturiz@intiasa.es



Challenges

The defence of **inherent and differentiated quality** of products, the use of **raw materials** that correspond with a specific origin and/or **manufacturing** process of a territory and the know-how of years of work and tradition: **these are the pillars used to enhance the value and appreciation of our production.**

Types of contract

Standard service

ongoing support, collective or individual (annual fee)

Specialist service

issue specific (fee)

A la carte service

personalised, as needed (quote given)



REGULATORY BODIES & QUALITY MARKS/SEALS



Services offered

- ▼ Inspection as a control body
- ▼ Control and certification of products in accordance with the UNE-EN-45011 standard
- ▼ Management of quality marks and seals
- ▼ Reyno Gourmet quality mark
- ▼ Development and adaptation of bids to quality regulations
- ▼ Taste tests with official taste panels and consumer panels
- ▼ Attendance at trade shows with business and institutional representation
- ▼ Development of bespoke events
- ▼ Bespoke communication services
- ▼ Point of sale promotion
- ▼ Commercial and marketing advice
- ▼ Other promotion media: monitoring of linears, social media,
- ▼ Agrarian and agri-food training
- ▼ On demand training
- ▼ Experimentation contracts
- ▼ Participation in international research projects

More information is available in our specific catalogues

Benefits

Optimisation of Regulatory Body resources

Improve knowledge and positioning in the product market represented by the Regulatory Bodies

Synergies and detection of new market **opportunities**

Experience of a team specialising in managing and promoting differentiated quality marks/seals



Information and contact:

Cristina Lecumberri
+ 34 948 013040
clecumberri@intiasa.es



Challenges

Agrarian supply companies and agri-food industries are two fundamental links in the food production chain.

Innovation, differentiation, integration into the value chain, social commitment and the use of **new technologies** to share and communicate: these are a few of the challenges faced by agro-industrial businesses.

Types of contract

Specialist service
issue specific (fee)

A la carte service
personalised, as needed (quote given)



Services offered

- ▼ Agro-industrial offer: we connect farmers and industry
- ▼ Experimentation contracts
- ▼ Participation in international research projects
- ▼ Agrarian and agri-food training
- ▼ On-demand training
- ▼ Control and certification of products with ENAC accreditation
- ▼ Official taste panels and consumer panels.
- ▼ Development and adaptation to meet quality regulations
- ▼ Management of quality marks/seals
- ▼ Reyno Gourmet quality mark
- ▼ Attendance at tradeshows with business representation
- ▼ Development of bespoke promotional events
- ▼ On-line communication services for companies
- ▼ Point of sale promotion, development, and execution
- ▼ Guidance and management of agricultural and livestock production
- ▼ Commercial and marketing advice
- ▼ Waste management and re-use
- ▼ Irrigation Projects and Hydraulic Works
- ▼ Irrigation installations on plots of land
- ▼ Environmental studies and monitoring

More information is available in our specific catalogues

Benefits

Specialist services and extensive experience

Important **networking** that facilitates relations between different agents and enables the execution of collaborative projects

We act **throughout the value chain** of the agri-food chain: infrastructures, supplies, primary production, transformation and commercialisation

We offer an **extensive experimentation network**



Information and contact:

Iñaki Goñi
+ 34 948 013040
igoni@intiasa.es



Challenges

As an instrumental public entity, INTIA **collaborates in the development of industry policies within administrations.** Although our main client is the Regional Government of Navarre, we also work with State Government, with other Regional Communities and with Local Administrations.

Types of contract

Specialist service
issue specific (fee)

A la carte service
personalised, as needed (quote given)



ADMINISTRATIONS & INSTITUTIONS



Services offered

- ▼ Social and economic sector studies
- ▼ Agrarian dissemination
- ▼ Agrarian and agri-food training
- ▼ Direct Technical Assistance
- ▼ Experimentation farms
- ▼ Technology transfer
- ▼ Maintenance of native livestock breeds
- ▼ Artificial Insemination Centre
- ▼ Maintenance of native cultivars
- ▼ Guidance for irrigators
- ▼ Technical Assistance for irrigation plans
- ▼ Land concentrations
- ▼ Studies and Environmental Monitoring
- ▼ Control and product certification
- ▼ Management of quality marks/seals
- ▼ Promotion Services
- ▼ Attendance at institutional trade fairs
- ▼ Animal and plant health actions
- ▼ ...

More information is available in our specific catalogues

Benefits

Flexible companies capable of acting swiftly in any area of the agri-food sector.

Excellent industry knowledge, resulting from networking and working with farmers and agrarian businesses.

Pioneers in **technological transfer**.

Important **network of national and international professional contacts**.



Information and contact:

Jesús M^a Echeverría
+ 34 948 013040
jecheverria@intiasa.es



Challenges

INTIA acts **throughout the agri-food chain** and maintains relations with numerous agents who are also interested in the same process: professional organisations, foundations, local action or rural development groups, universities, technology and research centres, professional colleges, etc.

And it does so from a perspective that never, under any circumstances, loses sight of the necessary market focus.

Types of contract

Standard service

ongoing support, collective or individual (annual fee)

Specialist service

issue specific (fee)

A la carte service

personalised, as needed (quote given)

Collaboration agreements

with entities and administrations

Leadership and co-partnerships

in national or international projects and bids



OTHER AGENTS AGRI-FOOD CLUSTER

Over 50 services

- ▼ Legal, Accounting, and Administrative Assistance to all kinds of bodies and entities in the agri-food sector
- ▼ Specialist agrarian technical assistance and guidance
- ▼ Impact and Environmental Issues Studies
- ▼ Design and Management of Irrigation plans and projects, and other infrastructures
- ▼ Public and private land concentrations
- ▼ Agrarian and agri-food training
- ▼ Agrarian dissemination
- ▼ Experimentation and applied research services under contract
- ▼ Agro-industrial services: communication between farmers and agri-food
- ▼ Agrarian studies and agrarian assessments
- ▼ Commissioning and maintenance of agri-weather installations
- ▼ Inspection, control, and agri-food certification
- ▼ Development, management, and administration of quality marks/seals
- ▼ Taste tests and tasting panels
- ▼ Promotion and marketing services
- ▼ Attendance at agri-food trade shows
- ▼ Multi-species artificial insemination centres
- ▼ Maintenance and improvement of livestock breeds

More information is available in our specific catalogues

Benefits

We connect with different agents in the value chain, tackling comprehensive projects from the field to the desk

Solutions to specific problems, organising **bespoke** services and projects

Multidisciplinary approach thanks to the broad specialisation of our team

Broad network of contacts and partnerships



Information and contact:

Jesús M^a Echeverría
+ 34 948 013040
jecheverria@intiasa.es



our pillars



- ▶ Over 30 years of experience and prestige acquired by the societies integrated into INTIA: ITG Agrícola, ITG Ganadero, ICAN, Riegos de Navarra y Riegos del Canal de Navarra
- ▶ Over 12.000 clients and partners trust in INTIA
- ▶ Over 150 highly qualified specialist technicians
- ▶ A powerful network of offices and experimental sites
- ▶ Over 260 R&D and experimentation projects carried out annually
- ▶ Over 50 projects carried out a year under contract with companies, both SMEs and multinationals
- ▶ The execution of large-scale plans and projects of renowned national prestige, such as the Irrigation Zone of the Navarre Canal, the implementation of the Reyno Gourmet mark, and annual experimentation and advisory programmes
- ▶ Work with over 400 agri-food and agro-industrial businesses
- ▶ Over 150 training actions organised annually: courses, workshops, seminars, practical demonstrations, with over 3,500 participants

What do they say about us?



our partners and clients

They guide and share our business objectives

They participate in the strategic decisions of INTIA through consultation bodies

They collaborate actively in experimentation and research, providing their professional experience and their own farming businesses as test centres

The immense loyalty of those who work with us is our greatest endorsement



“Practically all of our top-level cooperatives work with INTIA and, of course, so does the AN Group. What we value most about INTIA is its large team of technicians, with extensive experience and a great guarantee of impartiality and professionalism. Our cooperatives are satisfied knowing that they have access to a team that works all year round to resolve their technical problems and keeps them up to date with the latest knowledge and innovations that appear in the market. The application of INTIA advice and recommendations about varieties, treatment of pests and diseases, new techniques and technologies..., for farmers and cooperatives, they deliver an important increase in their revenues and margins.”



Francisco Arrarás
*AN Group
President*



“Throughout the development of the Navarre Canal irrigation zone, INTIA’s participation has been very important, absolutely essential: from the prior studies for the selection of irrigable land to the coordination of land concentration processes, and finally the engineering and management of projects, giving rise to a modern irrigable area of around 22,370 hectares, managed by means of publicly awarded contracts, in which the exploitation of the irrigable area is carried out by an entity (AGUACANAL) selected for the construction and exploitation of the irrigable area by INTIA. The collaboration of INTIA with my Association is also manifested through its guidance and monitoring of the contract, to the benefit of the irrigators, authentic protagonists of this important project and in the preparation of future projects capable of completing the planned irrigation service from Itoiz through the Navarre Canal.”



Félix Chueca
*President
General Association of
Irrigators in the
Navarre Canal*



“At Martiko, we value very positively being able to work with a company such as INTIA, which supports us throughout our production process, from our duck farms to the market delivery of our production. We work with INTIA, for example, to improve the management and re-use of our livestock waste. We also want to benefit from their advice for the supply and production of top quality raw materials to feed our birds, with crops such as corn to be planted in new irrigation areas also developed by INTIA. But if one service is fundamental for us it is the promotion of our products through the Gourmet Reyno quality mark. INTIA supports us and organises our presence at Trade Shows and Events, integrates us into point of sale promotion actions and on-line and social media promotions, advises us about numerous aspects related with quality and promotion, and ultimately it helps us to improve the positioning of our products in the market.”



Joseba Martikorena
*Managing Director of
MARTIKO*



OUR PARTNERS



"Florette and its subsidiaries have, from the outset, received the support of the services offered by INTIA.

Florette Agrícola has its own technicians and field teams, and for us it is fundamental to guarantee that our production reaches the consumer with exceptional flavour and with the highest guarantees of food quality and safety. For that reason, we spare no efforts in securing additional technical advice from INTIA, to train our own field workers and to advise our technical teams. At this time, for example, we are working with INTIA to launch a novel biological system to fight pests using hedges and floral borders in our greenhouses for the production of tender shoots for salads."



Jorge Moreno
Managing Director of Florette Agrícola



ORVALAIZ

"The Orvalaiz cooperative was the founding partner of ITG del Cereal and, since then, we have been working and collaborating with INTIA. We particularly value its R&D work regarding the application of new products and new production techniques, which INTIA experiments with for their application to the soil and climate conditions of our areas. At Orvalaiz, we fully trust in the technical qualifications of its staff and its impartial advice. We believe that being in partnership with INTIA provides us with knowledge and ways to improve our cooperative. For example, we are now developing the Agro-Advisory Programme for the implementation of web gis tools with a view to improving the control of cultivation techniques."



Andrés Barnó
ORVALAIZ
Cooperative Manager



"I jumped right into the world of agricultural production without any experience, without too much land, and in a small village. INTIA supported me from the start; it was by my side right from the project stage, and advised me in terms of setting up the greenhouses. Since then I have continued to be a partner of INTIA, asking for the services I have needed. I have always kept the door open to consult about problems, and I have always received a response to help me find the solution."



Carolina Irigoyen
Young agricultural farmer from Artavia (Navarre)



"I thought that with the experience of my father and the help of my family it would be enough to continue the business. But I realised that I needed INTIA to learn to manage the farm, do the accounts, carry out the administrative paperwork, etc..."

I'm confident of what I'm doing because INTIA's technicians have advised me about investments, feed, handling, management, documentation, etc."



Aritz Irurtia - SAT Kitxulabe -
Young livestock farmer from Etxarren-Arakil (Navarre)



our partners and clients
What do they say about us?



if you are:

- > a farm,
- > agrarian business or
- > entity

looking to become more competitive



you are our
PARTNER



Tecnologías e Infraestructuras Agroalimentarias

www.intiasa.es



Central offices

Avda. Serapio Huici, 22
31610 Villava (Navarra) - Spain

T: +34 948 013 040

F: +34 948 013 041

intiasa@intiasa.es

www.reynogourmet.com



ITG DIVISION

R&D and Experimentation
Training,
Guidance and
Technical Assistance

Irrigation and Infrastructure DIVISION

Projects and works
Public/Private collaboration
Planning

Food DIVISION

Agri-food promotion
Control and certification