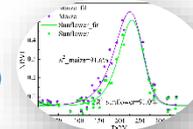




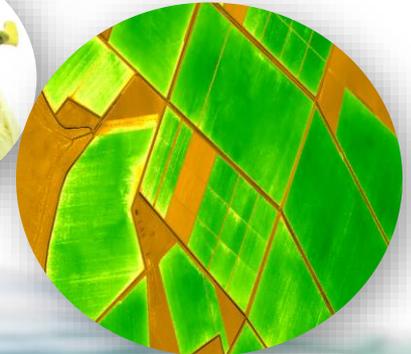
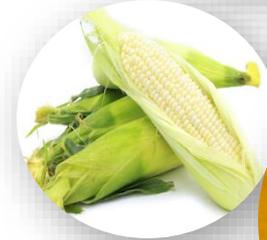
1

# USE OF DRONES IN CROP INSURANCE



2

*CASE → MAIZE  
(Small Scale Farmers)*



3

**Accadius Ben Sabwa**  
M.D

# Objectives

- Crop Acreage Estimation
- Crop Monitoring/Mitigations
- Yield Forecasting
- **Crop Insurance**



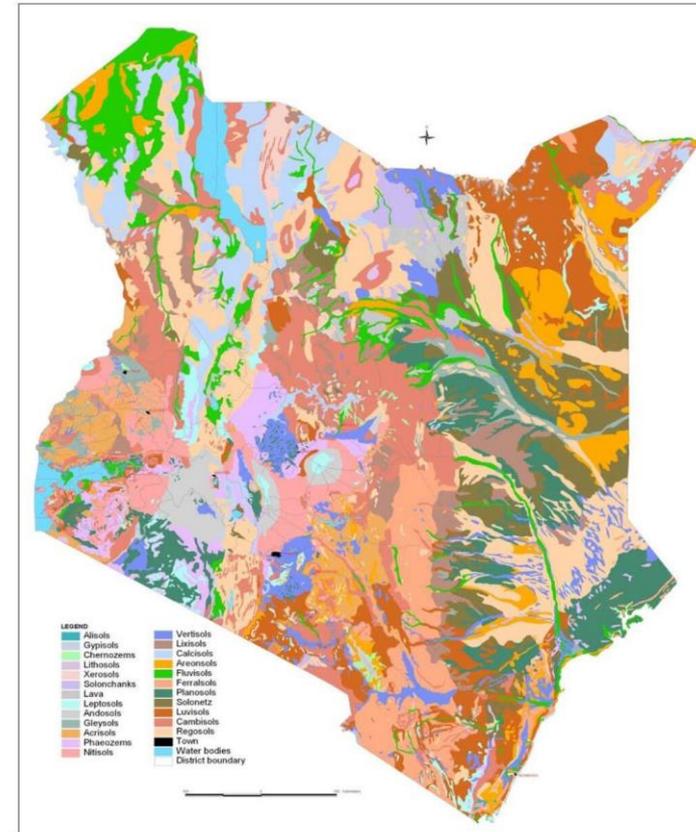
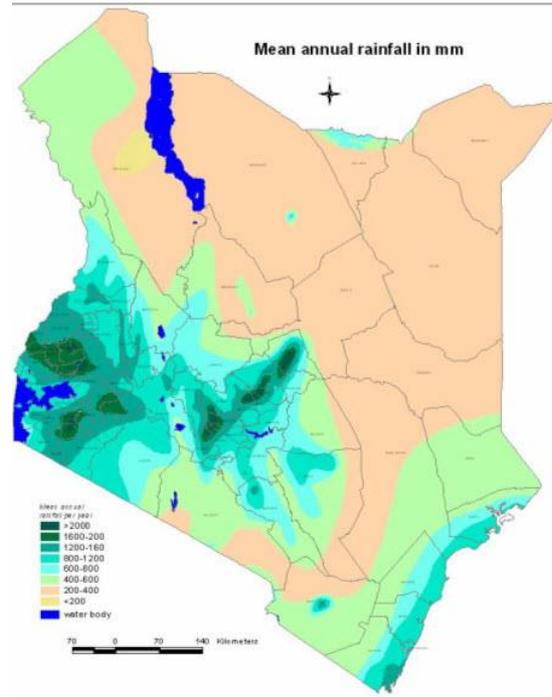
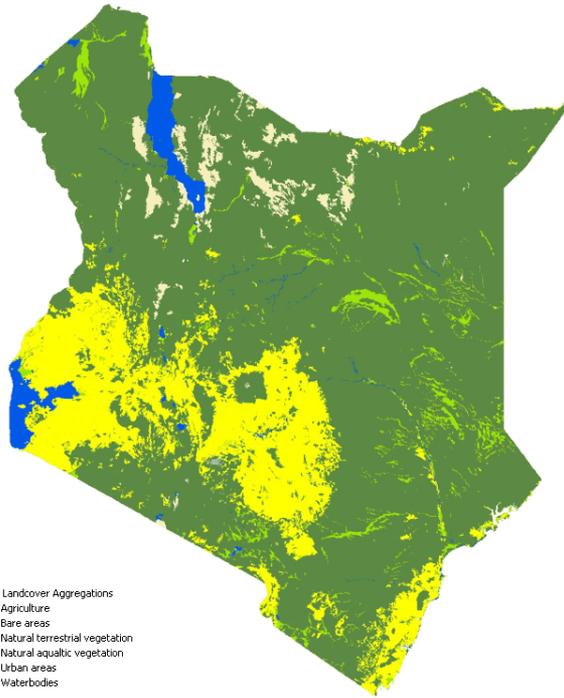
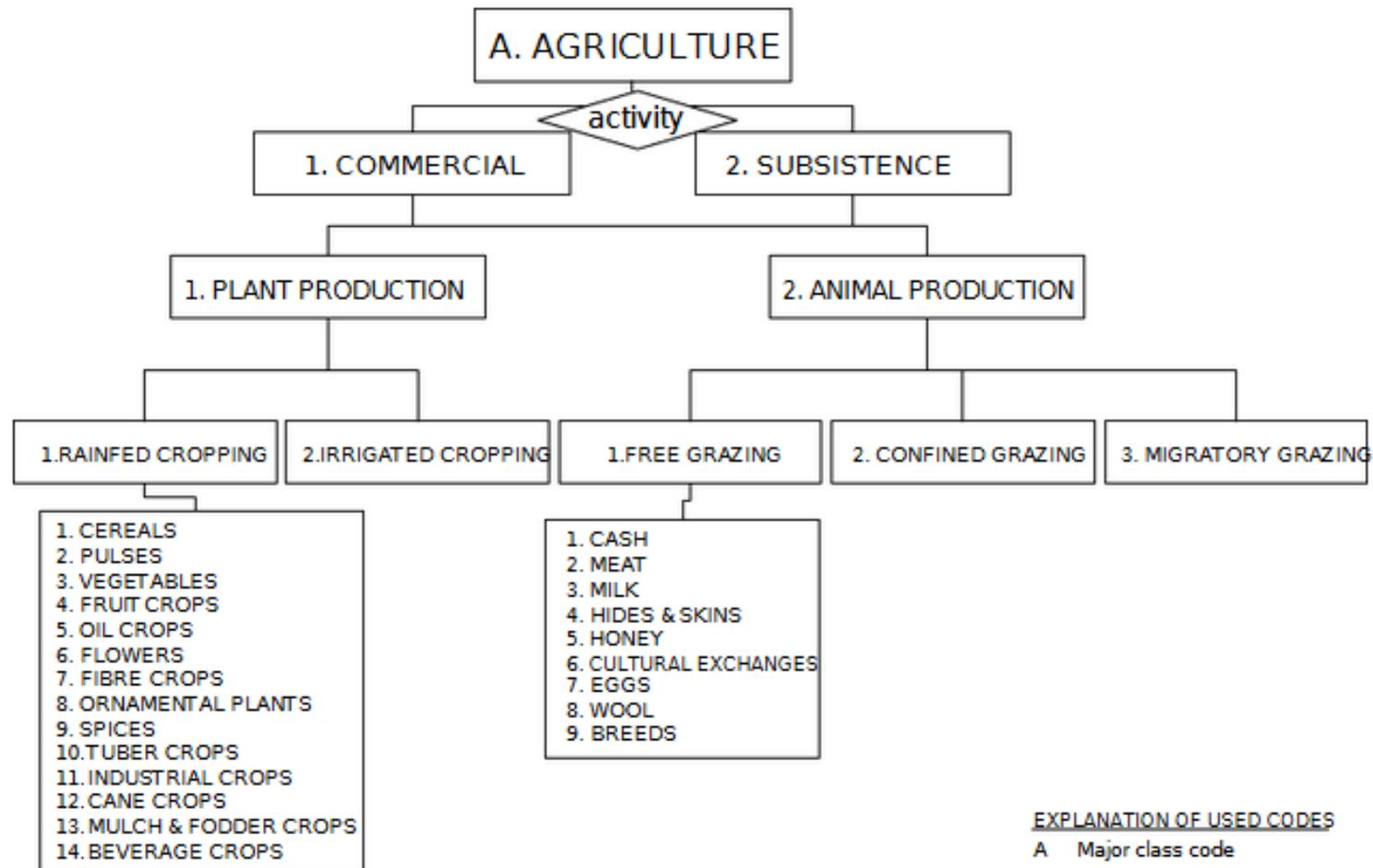


Figure 2: Major soils in Kenya

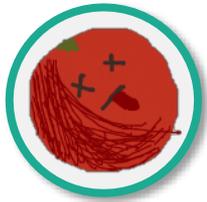


# Challenges

Small scale farmers pain points



40% Low Crop Productivity



2 X Crop Failures

## Why?



Lack of Modern Farming Techniques



Lack of Access to Technology

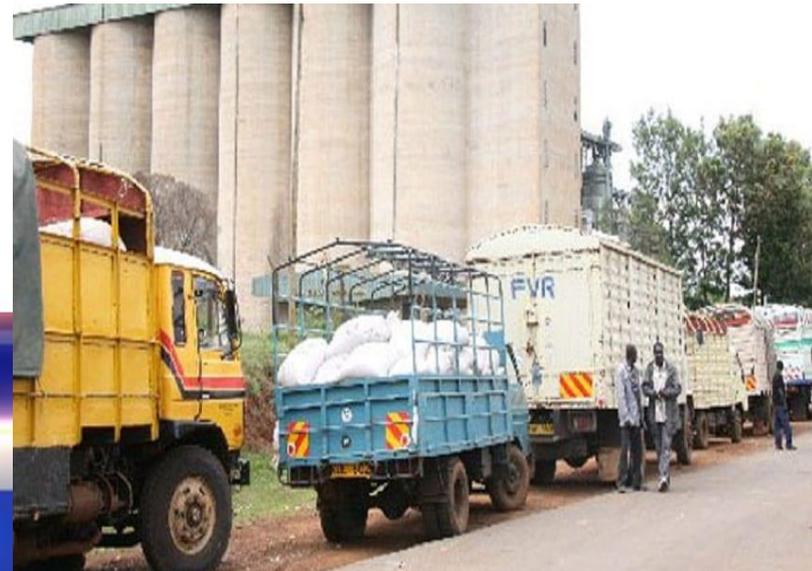


No Access To Information

# Revealed: How Ksh.17B maize fund was looted at NCPB

By **Enock Sikolia** For Citizen Digital

🕒 Published on: October 25, 2018 09:32 (EAT)



## MAIZE SCAM

### TRADERS ON THE SPOT

Eldoret: 8 Traders - **Ksh873.1m**

Kisumu: 5 Traders- **Ksh416.5m**

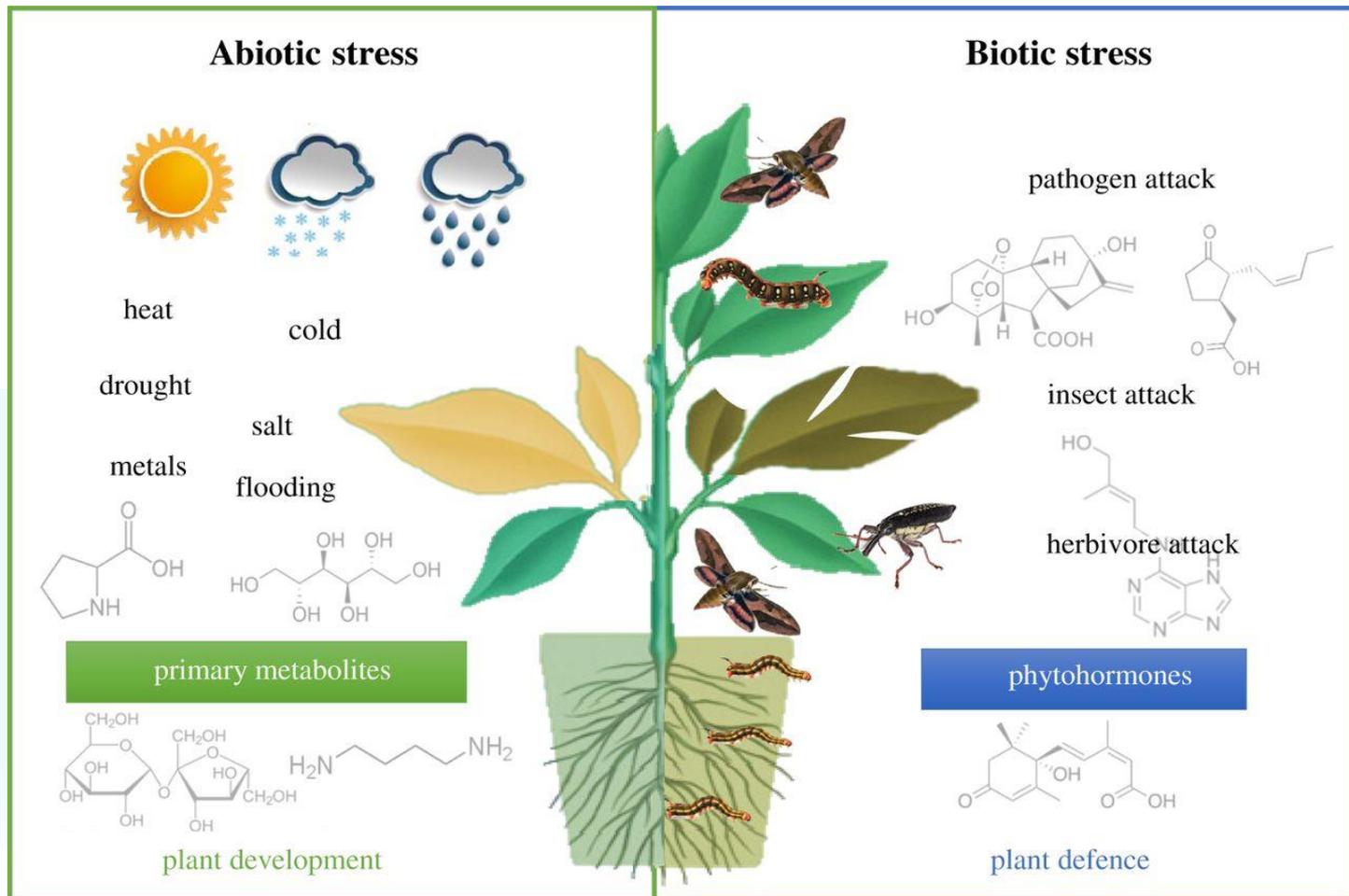
Nakuru: 8 Traders- **Ksh156.4m**

Total: 21 Traders - **Ksh1.4b**



## Sh7bn Galana Kulalu project collapses after Israeli firm leaves

# Insurance Vs Mitigation

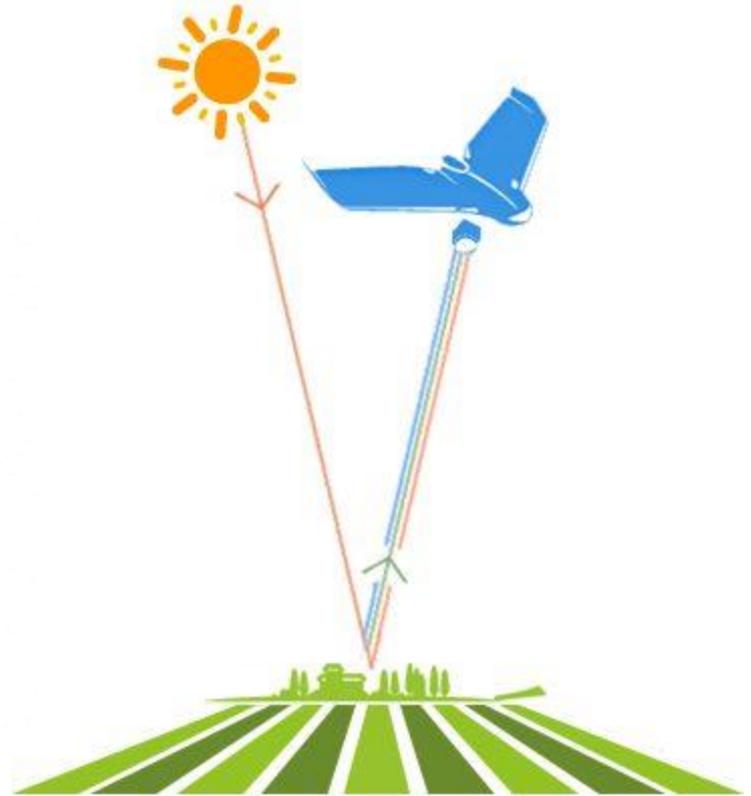




# Insurance factors

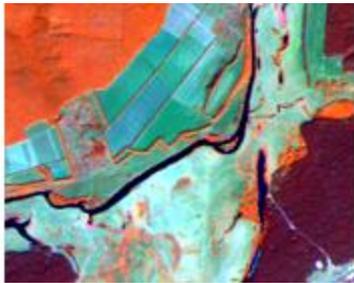
- Planting Methods
  - Fertilizer Vs Organic Vs nothing
  - Irrigation Vs Rain
  - Pesticide/Herbicide Application
- 

# Technology : Segments



# Role of Drones : Classification

- Supervised/Knowledge based
- Calibration/Ground Truthing
- Acreage estimation and Area(s) of operation

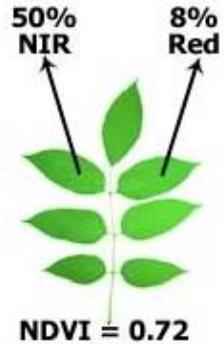


<b>Landsat 8 Operational Land Imager (OLI) and Thermal Infrared Sensor (TIRS)</b>  <b>Launched February 11, 2013</b>	<b>Bands</b>	<b>Wavelength (micrometers)</b>	<b>Resolution (meters)</b>
	Band 1 - Coastal aerosol	0.43 - 0.45	30
	Band 2 - Blue	0.45 - 0.51	30
	Band 3 - Green	0.53 - 0.59	30
	Band 4 - Red	0.64 - 0.67	30
	Band 5 - Near Infrared (NIR)	0.85 - 0.88	30
	Band 6 - SWIR 1	1.57 - 1.65	30
	Band 7 - SWIR 2	2.11 - 2.29	30
	Band 8 - Panchromatic	0.50 - 0.68	15
	Band 9 - Cirrus	1.36 - 1.38	30
	Band 10 - Thermal Infrared (TIRS) 1	10.60 - 11.19	100
Band 11 - Thermal Infrared (TIRS) 2	11.50 - 12.51	100	

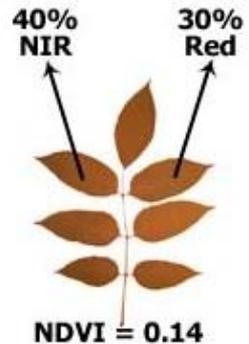
<b>Sentinel-2 Bands</b>	<b>Central Wavelength (µm)</b>	<b>Resolution (m)</b>
Band 1 - Coastal aerosol	0.443	60
Band 2 - Blue	0.490	10
Band 3 - Green	0.560	10
Band 4 - Red	0.665	10
Band 5 - Vegetation Red Edge	0.705	20
Band 6 - Vegetation Red Edge	0.740	20
Band 7 - Vegetation Red Edge	0.783	20
Band 8 - NIR	0.842	10
Band 8A - Vegetation Red Edge	0.865	20
Band 9 - Water vapour	0.945	60
Band 10 - SWIR - Cirrus	1.375	60
Band 11 - SWIR	1.610	20
Band 12 - SWIR	2.190	20

# NDVI/NDMI Score

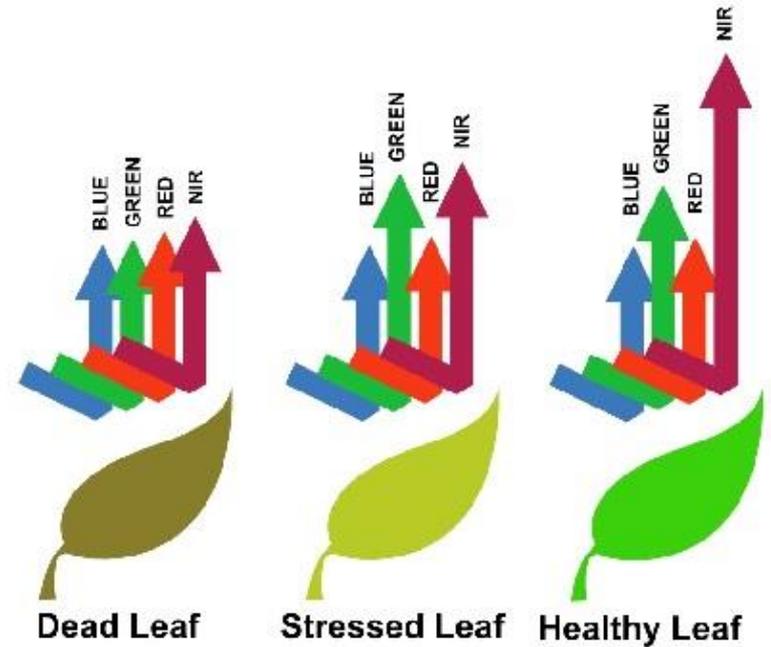
## Heathy Vegetation Reflectance



## Stressed Vegetation Reflectance



$$\text{NDVI} = \frac{\text{NIR} - \text{Red}}{\text{NIR} + \text{Red}}$$

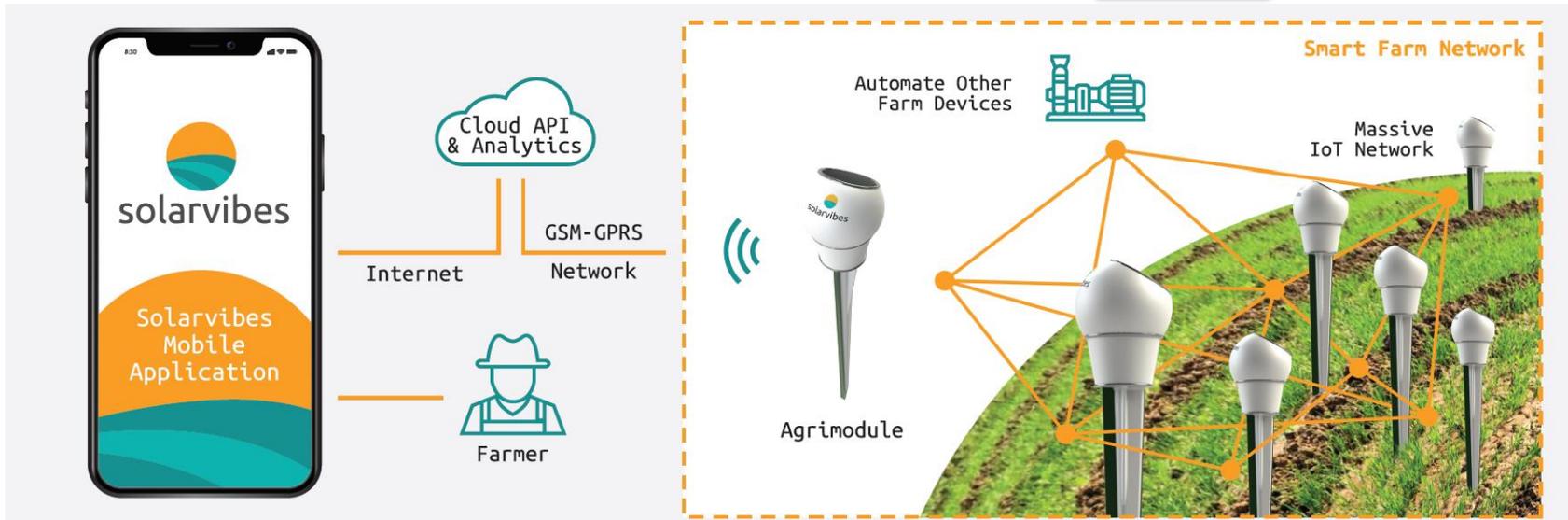


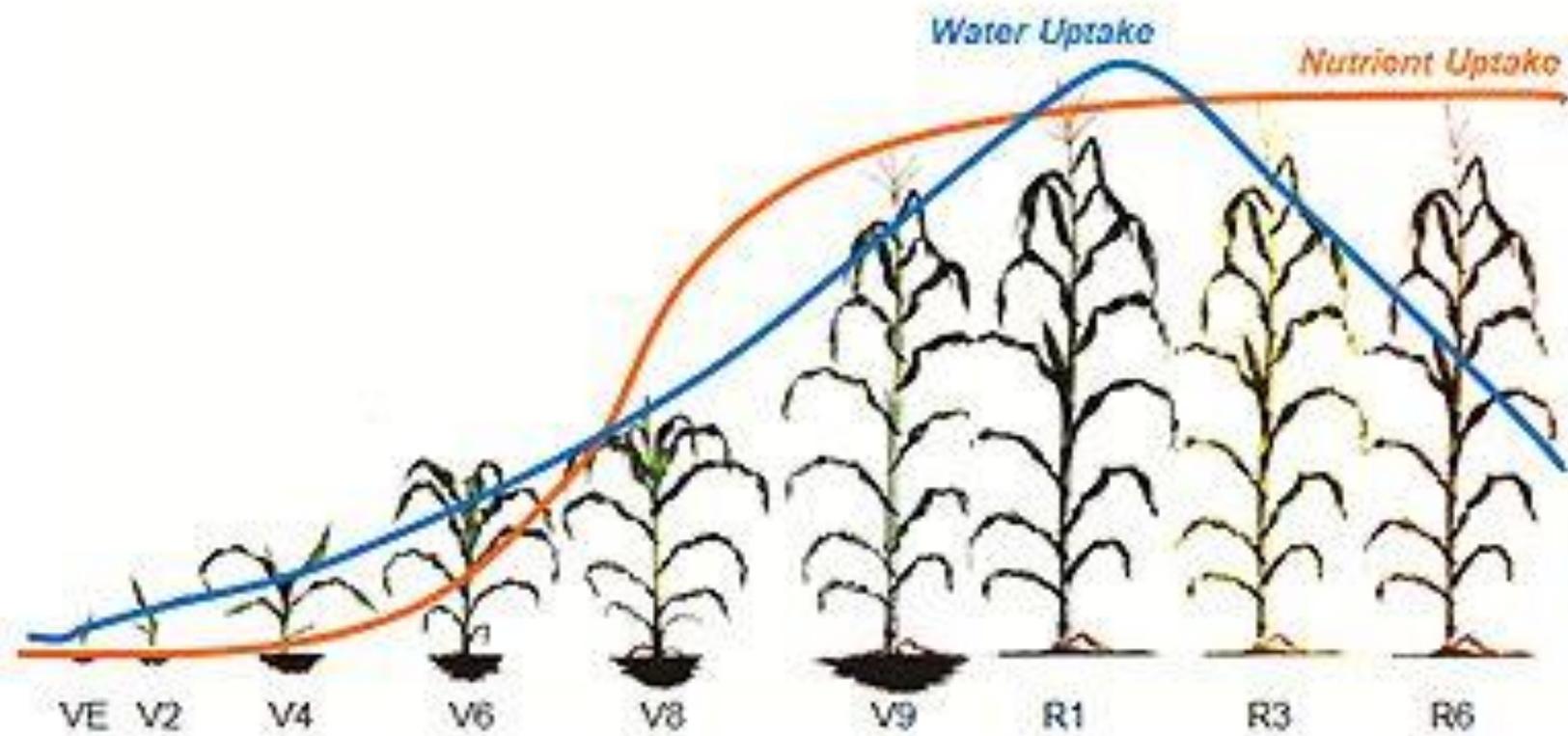


# Role of Ground Segment

## Agri Module Smart System

Solar-powered & energy-efficient smart wireless sensor that monitors weather, soil and crop parameters 24/7.







# Yield Forecasting



Several methods can be used to determine yield potential, each with its own limitations. One of the most reliable methods is long-term yield data collected by each individual producer, as this reflects inherent yield of the specific environment, as well as the effect of agronomic practices such as fertilisation, soil cultivation and plant population and managerial abilities of the producer.



# Water

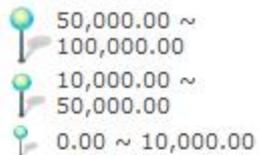
Approximately 10 to 16 kg of grain are produced for every millimetre of water used. A yield of 3 152 kg/ha requires between 350 and 450 mm of rain per annum. At maturity, each plant will have used 250 ℓ of water in the absence of moisture stress.



## GRAIN STORAGE FACILITIES EASTERN AFRICA INCLUDING MALAWI

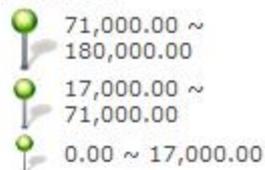
### Private

CAPACITY:



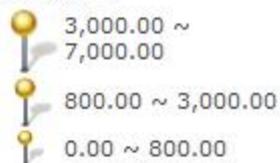
### Government

CAPACITY:



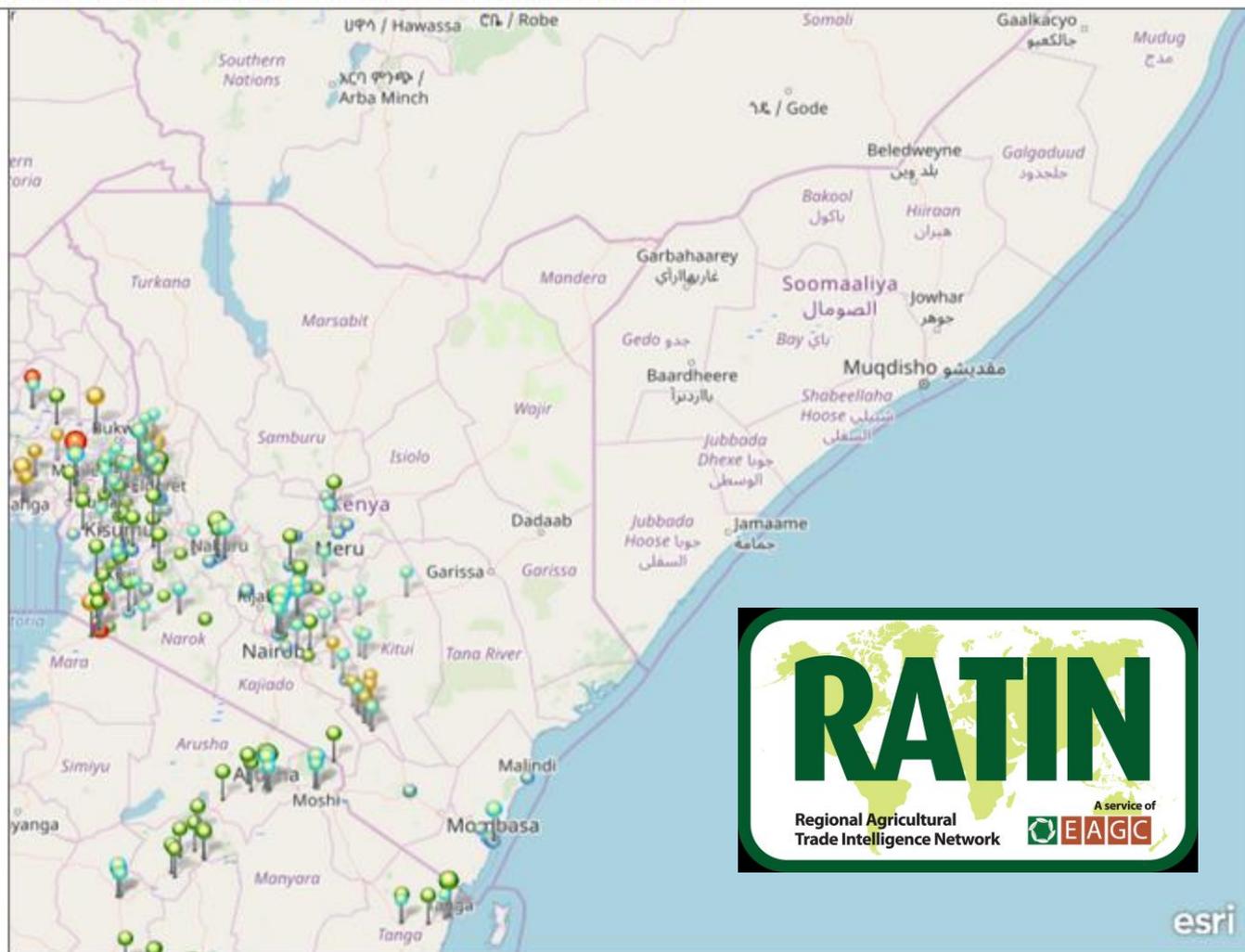
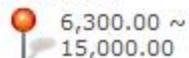
### Cooperatives Societies

CAPACITY:



### NGO

CAPACITY:



esri

This map is made of 710 storage facilities in the following countries :Kenya(185), Uganda(73), Tanzania(81), Malawi(310), Rwanda(51) , Burundi (7)and Democratic Republic of Congo-DRC (1).

Thank  
You



**+254 724 008039**

sabwa@davacc.com

# solarvibes

Voice Of Your Soil



Presented By,  
**Swathish Bellam Ravi**  
USAMV Cluj Napoca, Romania  
08/05/2019

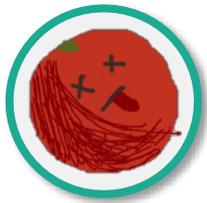
# The Problem



## Small farmers pain points



40% Low Crop Productivity



2 X Crop Failures

## Why?



Lack of Modern Farming Techniques



Lack of Access to Technology

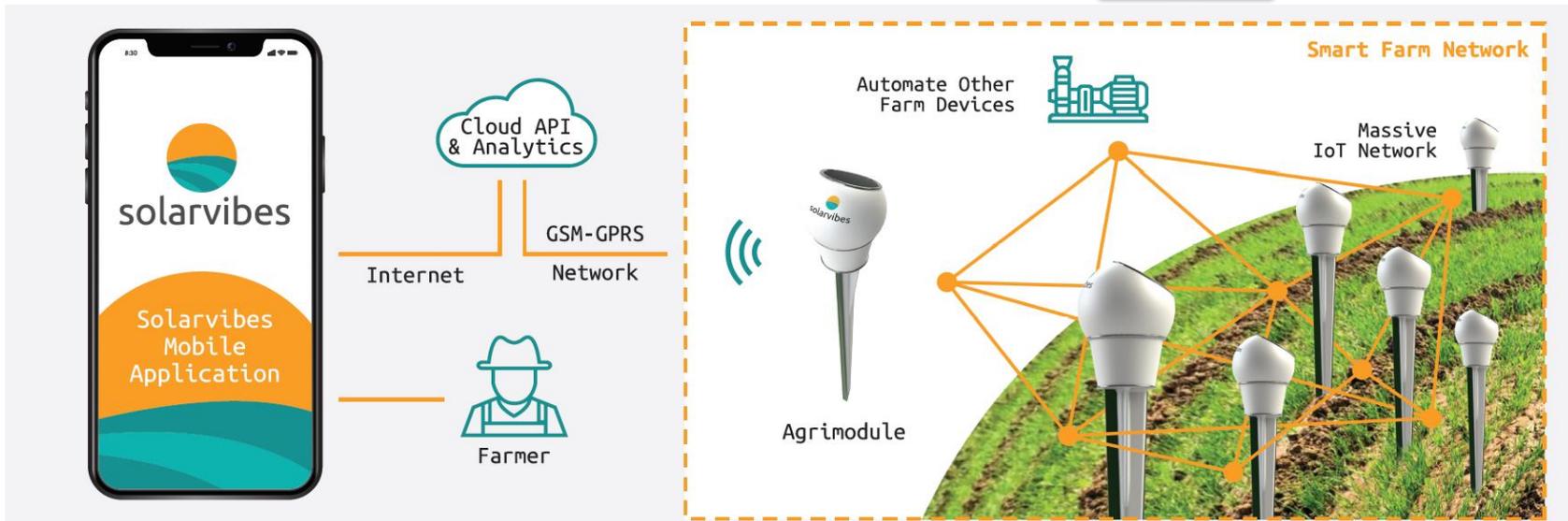


No Access To Information

# The Product

## Agri Module Smart System

Solar-powered & energy-efficient smart wireless sensor that monitors weather, soil and crop parameters 24/7.



# Improved Version

## Measures:

Air Temperature, Humidity and Pressure  
Solar Irradiance  
Location  
Soil Nutrient- NPKM  
pH  
Organic Carbon and Type of Soil  
Electrical Conductivity  
Soil Temperature and Soil Moisture

## Variables in Pipeline:

Boron  
Arsenic  
Wind-Speed

## Version 2.0



# So, What we do?

We enable farmers with Instant and Real-Time access to crop and soil health Diagnostics.

Our solution aims to be the foundation of all future farming services.

# Our Innovation



## Vibes Protocol

Next-Gen Artificial Intelligence (AI)  
based crop intelligence software.

## Our Competitive Advantage

- ▶ First of its kind FMIS
- ▶ Scalability protocols
- ▶ Advanced AI and CV
- ▶ Robust and Novel Sensors





Survey - 400 Farmers in India, Africa and Eastern Europe  
Paid testbed providers - 2000 Hectares farm land across  
Romania, Hungary and Germany

## Partnerships

Agriculture Universities

Electric, Solar and  
Diesel Manufacturers

Renowned Research  
Institutions

## Crowdfunding campaign & Initial customers

Pre Orders & Pilot Projects  
– Over 5000 devices across  
EU

>500K Euro raised through  
crowdfunding and EU Grant

# Market Potential



Small- Medium  
Farmers



0,1 to 50 ha

Initial  
target

330,000 farms  
150 million €

(farmer age group-35  
to 45, easy to train,  
bigger communities,  
etc.)

Attractive  
segment

610,000 farms  
330 million €

(Access to smartphones,  
medium & higher income  
group farmers)

Addressable  
Market Segment

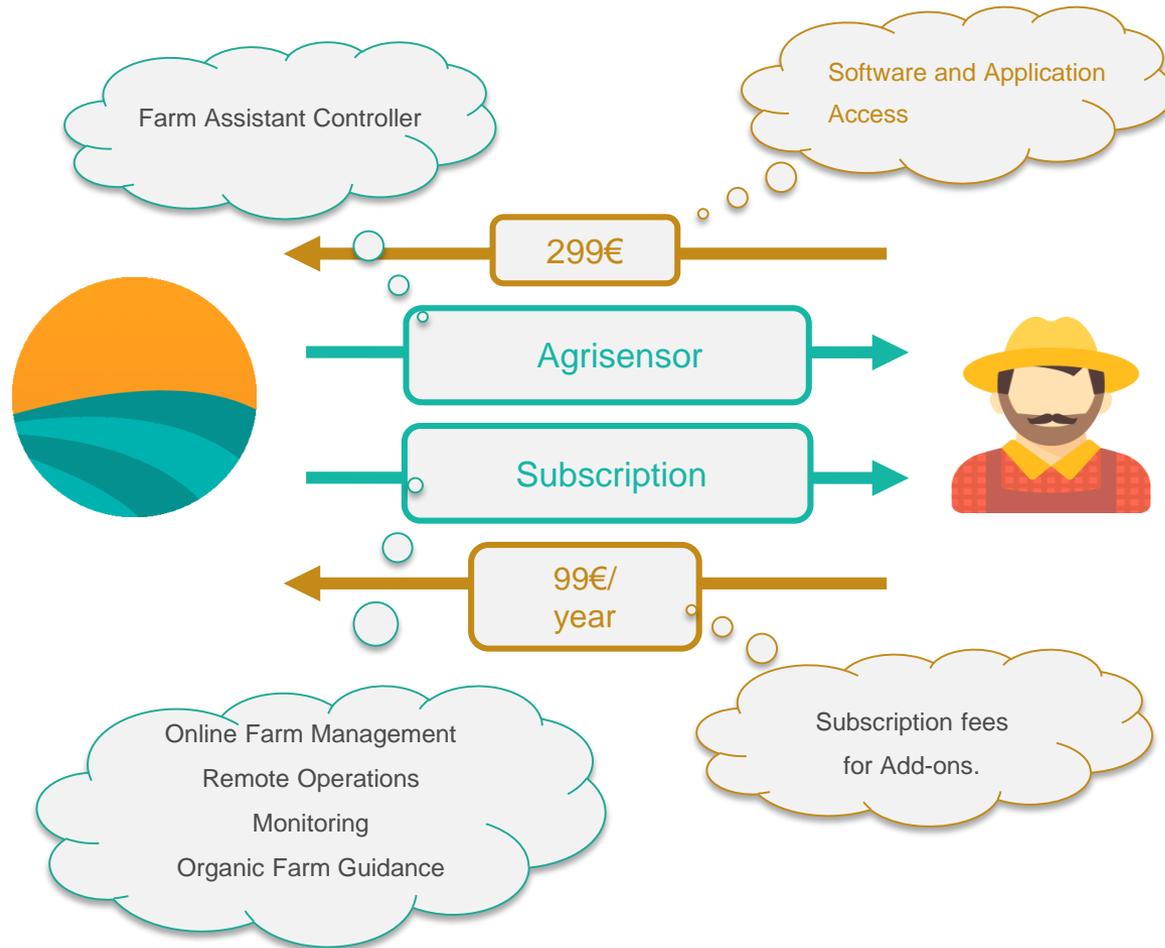
1,205,000 farms  
605 million €

(Severe problems of crop  
failures, lack of easy  
access to soil testing  
facilities)

# Business Model



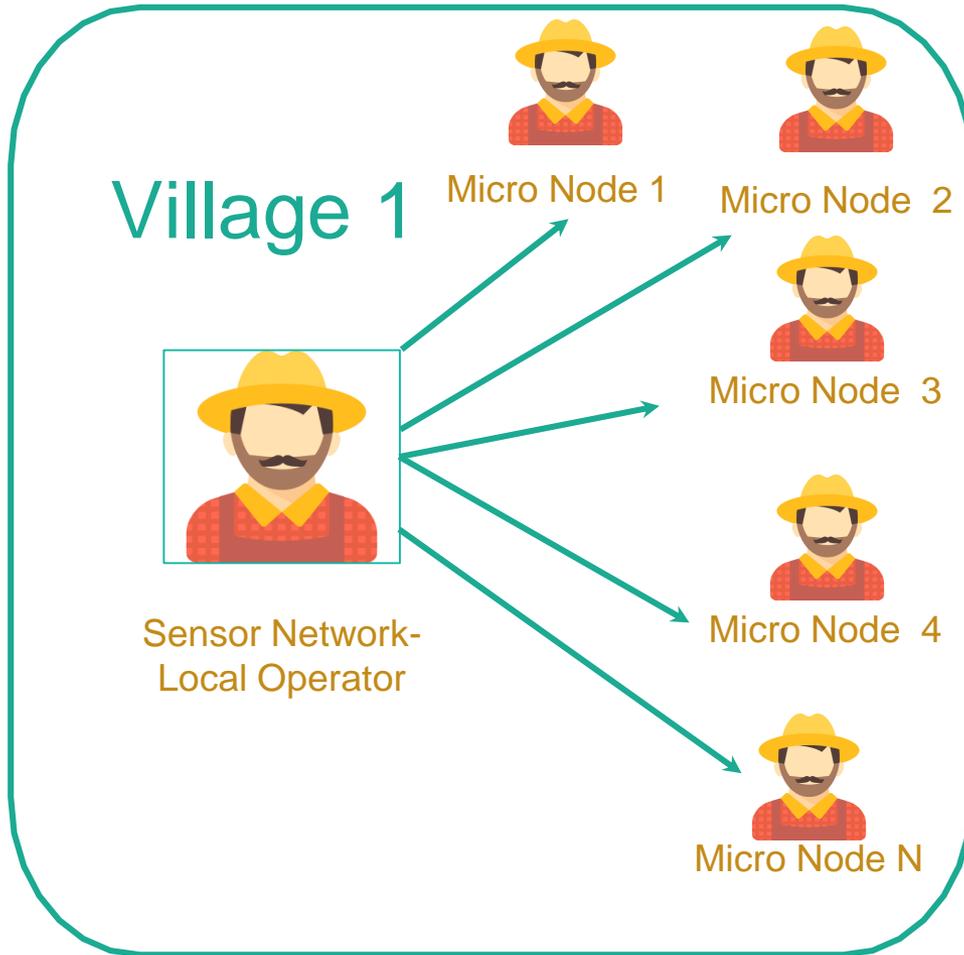
## Direct Sale Product Price



# Community Model



## Solarvibes unveils the scalability potential of IOT in Agriculture



- Connects all the farm devices to one dashboard.
- Every Network will have 1 master operator
- Master Farmer get a small fee for operating the Network
- Farmers can monetize data by sharing their results on their network
- All farmers can monitor and control their farms independently
- We can connect upto 10,000 devices and 20,000 farmers in one network

# Adopt A Farmer



## How to Adopt a Farmer? 499€/Farmer



Backers from  
over 12 countries  
adopted over  
80 farmers  
in our First Campaign!



Choose the farmers  
of your choice



Solarvibes Gives  
Agrimodule, Seeds  
and Fertilizers



A Transparent  
Dashboard to Connect  
Backers and Farmers



Installation and  
Demonstration  
to Farmers

**Our Vision** is to empower farmers and lead the transition towards tackling the biggest problem of the century, “The Energy-Water-Food” nexus.



# Thank You

[www.solar-vibes.com](http://www.solar-vibes.com)  
+4917686787837  
[swathish@solar-vibes.com](mailto:swathish@solar-vibes.com)

