TELAGRI

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www.telagri.com
Facebook https://www.facebook.com/@telagri/
LinkedIn https://www.linkedin.com/company/telagri/posts/?feedView=all
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OWNERSHIP: EIrakli Chikava; Valerian Amiranashvili; Davit Gurieli

PRODUCTS/SERVICES:
We have two products for farmers. One-time consultation and seasonal subscription. A one-time consultation allows farmers to address a specific problem or get answers to a particular question. They describe the issue, share relevant photo or video content, analysis and other data. After this agronomists from around the world submit their quotes for resolving the problem. The consultation fee ranges from 20 to 150 Euros, depending on the issue's complexity. Communication takes place on our platform, offering both written and video call consultations for convenience.
Another way farmers and agronomists collaborate is through a subscription model, where the farmer and their chosen agronomist work together throughout the entire agricultural season. This approach addresses existing problems and, more importantly, helps prevent and mitigate potential issues before they arise.
The chat system on our platform is designed to look and function like WhatsApp, ensuring ease of use and familiarity for both farmers and agronomists.
So far, we have successfully helped farmers from 5 ountries (Georgia, Armenia, Azerbaijan, Ukraine, and Moldova) by connecting them with consultants from 7 countries (Spain, Italy, Netherlands, Portugal, France, Israel and the United States).
As we scale we will gather increasing amounts of user-generated data, which will enable us to train the most advanced AI in the industry. We expect to automate 90% of the consultations to reduce costs to the farmer while maintaining our margin. Later we are considering monetising this data through input supplier companies, traders, international organisations, and even governments.
The value we deliver is interesting not only for farmers but also with donor organisations and private banks. This has already led to partnerships with the FAO, USAID and one of Georgia's largest banks, positioning us to scale our solution beyond Georgia. We are also exploring collaborations with other major donors and the Bill & Melinda Gates Foundation.

COMPETITIVE ADVANTAGES AND INNOVATION:
We are proud to be pioneers in this field, much like how telemedicine was virtually non-existent before the pandemic. A similar transformation is now unfolding in agriculture, where we are introducing innovative solutions to connect farmers with expert agronomists remotely. We bridge the gap between farmers and top-tier agronomists worldwide, offering both one-time consultations and subscription models. Our platform provides unmatched access to expertise, designed with user experience at its core—featuring an intuitive chat system, similar to WhatsApp, that simplifies communication between farmers and agronomists.
The subscription model adds further value by enabling early detection and prevention of potential issues, moving beyond reactive solutions. This proactive approach allows farmers to stay ahead of problems before they escalate.
What sets us apart is our focus on human-to-human interaction. While AI-driven solutions are useful, farming involves numerous variables that require a nuanced, adaptable approach. By directly connecting farmers with expert agronomists, we provide personalised, context-specific solutions that factor in local conditions, unforeseen challenges, and complex decision-making processes—ensuring the most relevant and effective support for each farm.
Most importantly, Telagri's founders bring deep industry experience, offering a unique advantage in understanding farmers' challenges and delivering practical, effective solutions.

STAGE OF DEVELOPMENT:
Seed.

BUSINESS OFFER/BUSINESS REQUEST FOR THE NETWORKING EVENT:
Business Offer:
SkyAgro LLC seeks partners to expand our SkyAgro. Meeting with potential partners from the Non-governmental/Donor sector, as well as other companies/startups with whom we can successfully partner for market expansion.

TYPE OF PARTNER SEARCHED AND COUNTRIES:
- Agronomists Networks and Farmer Cooperatives; Donor Organizations in agriculture; Research Institutes and Universities; Government Agencies.
- Eastern Europe, Central Asia, North Africa, Middle East, Latin America.