



# ATTRACTISS

Empowering Innovation  
Support Services

Deliverable 1.2  
ISSs inventory  
Report | PU



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## Abbreviations

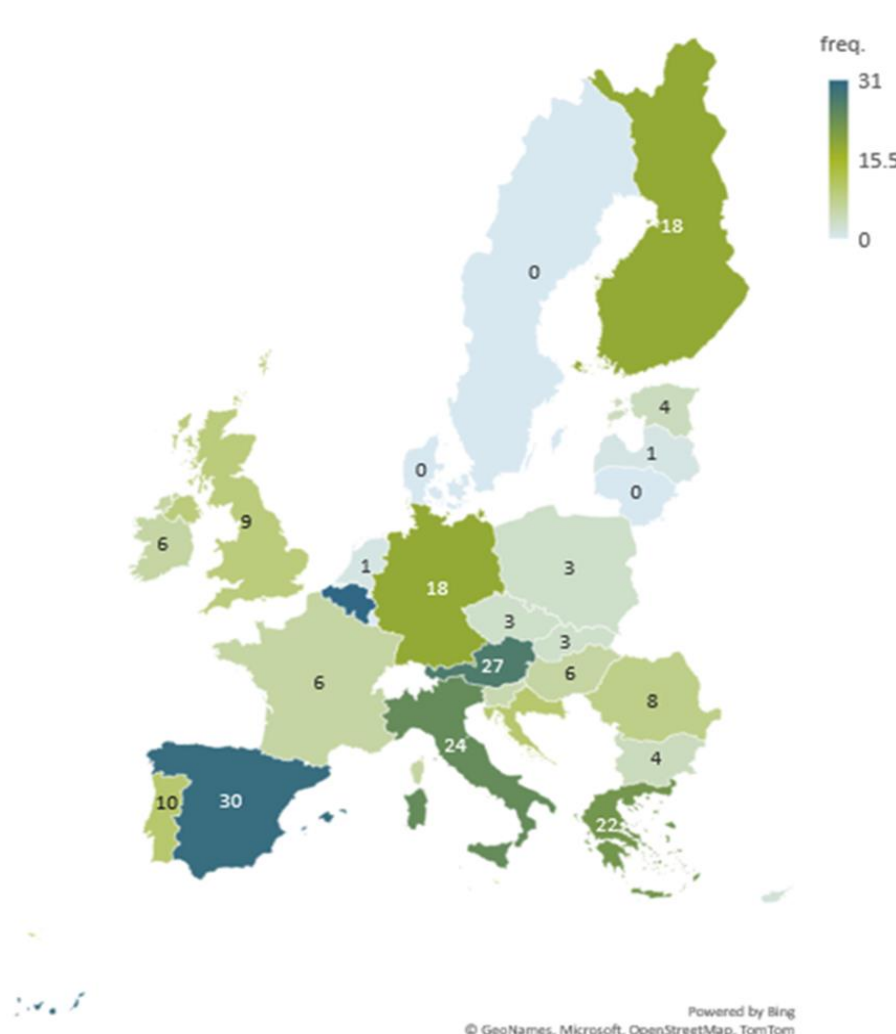
| Abbreviation | Meaning   |
|--------------|---|
| AKIS         | Agricultural Knowledge and Innovation System        |
| CAP          | Common Agricultural Policy                          |
| DIH          | Digital Innovation Hub                              |
| DMP          | Data Management Plan                                |
| EIP          | European Innovation Partnership                     |
| FAIR         | Findable, Accessible, Interoperable, Reusable       |
| ISS          | Innovation Support Services                         |
| LAGs         | Local Action Groups                                 |
| MA           | Managing Authority                                  |
| MAA          | Multi-Actor Approach                                |
| MAE          | Multi-Actor Engagement                              |
| MAEP         | Multi-Actor Engagement Plan                         |
| MS           | Member States (EU Member States)                    |
| NRN          | National Rural Networks                             |
| OGs          | Operational Groups                                  |
| PMT          | Project Management Team                             |
| PSC          | Project Steering Committee                          |
| SMART        | Specific, Measurable, Achievable, Realistic, Timely |
| VC           | Venture Capital                                     |
| WBS          | Work Breakdown Structure                            |
| WP           | Work Package  |
| CAP SP       | Common Agricultural Policy Strategic Plan           |
| CB           | AKIS Coordination Body                              |

## Executive Summary

The focus of T1.2 is to survey ISS providers with the intention of generating new knowledge about the variety of actors who are providing ISSs in the Member States (MSs), both at local and system levels, the functions that they are performing, their organisational models and the AKIS environment (and governance models) in which they operate. Task 1.2 aims at identifying not only the ISS providers but also the services provided by them.

With the contribution of the project partners, information about 265 ISS providers from 24 countries have been collected. This first inventory is based on the criteria defined in D1.1.:

- the provider already delivers some kind of innovation support service according to the 7 ISS functions (§ D1.1).
- the provider has been appointed as an innovation support provider in the Member State or region based on the CAP Strategic Plan.



**Figure 1 ISS entities across European countries**  
Source: own edition based on own calculation



It is therefore not exhaustive and, above all, largely reflects the knowledge of the consortium partners. Also due to this, the western and southern European countries (Atlantic-North Sea region and the Mediterranean) are much more represented than eastern and northern Europe (Danube-Balkan and Nordic-Balkan region).

The service providers in the list are representing several types of entities, most often they are Consultants/advisors and their organisations which represent (19.1%), and Farmer cooperatives/associations/chambers represent (17.6%) of the total. At the same time, Government institutions represent (14.5%), and Agri-research institutions (9.8%) are also very frequent among ISS providers. The mandate for service delivery is dominated by innovation advisors and innovation brokers, but the CAP network support unit and market service are also frequent.

Approximately 60% of the listed providers operate nationally. Whilst a slight majority are specialized in agribusiness and a third of them carry out their activities horizontally without sectoral specialization. Most of the listed providers do not have a dedicated role in the CAP SP. Most of the ISS providers, their activities fit more than one ISS function. Some functions are provided by all types of entities (ISS1, ISS2, ISS4), some are very specific, and only a few entities provide them regularly (ISS3, ISS5).



# 1. Introduction

## 1.1. Purpose of the deliverable (Why are we mapping ISS)

The deliverable aims to provide an overview of the process and methodology for the mapping of ISS providers and a summary of the first mapping exercise.

According to the common understanding and the criteria identified in D1.1, in this initial phase, the ISS mapping includes all actors in the network who, with different titles and degrees, conduct (support) activities to advance the innovation process forward.

This will allow the project to study a wide range of cases in order to gain an in-depth understanding of the type of operation of the entities, the scope of ISS providers' activities, their relevance to the CAP and the types of services they provide to support innovation processes.

Based on the current knowledge (§ 2.1), the first mapping of innovation support services providers is based on two main criteria:

- the provider already delivers some kind of innovation support service according to the 7 ISS functions (§ D1.1).
- the provider has been appointed as an innovation support provider in the Member State or region based on the CAP Strategic Plan.

The mapping targets the 27 member countries, bringing together all the entities providing innovation support services in the agri-food sector.

The deliverable also summarises the key findings of the first survey, providing an overview of the ISS providers' entities, their thematic coverage, territorial focus, relationship with the CAP and type of innovation support service.

At the same time, it is important to emphasise that the first mapping has a broad understanding of ISSs providers, which includes a wide range of actors. Furthermore, in many cases, the information that can be obtained about the actors is limited.

However, the mapping will be updated regularly (M34, M60) during the implementation of the project, allowing actors to be progressively engaged by ATTRACTISS, to monitor the (hopefully) growth of ISS providers and to identify new practical cases to learn from.

This first mapping includes actors carrying out other core activities and doing innovation support as a supplementary activity e.g., research institutes, banks etc. The ATTRACTISS mappings will allow, in the future, to fine-tune the selection criteria and define the innovation support services, leading to possible adjustments in the mapping.

The deliverable is accompanied by an excel Database listing the ISS providers identified by consortium partners and other cooperating organizations from non-partner countries according to the criteria presented in section 2.4.



## **1.2. Relation to other activities in the project**

The deliverable provides a list of ISS providers, which is the basis for a number of other project activities. In principle, it contributes to all WPs, but it is mainly needed for the following Tasks:

- T1.3. providing stakeholders potentially involved in the assessment of the skills and competencies needed by ISS providers.
- T1.4. providing stakeholders potentially involved in designing impactful pathways to empower and embed ISSs.
- T2.1. providing for the Multi-Actor Engagement Plan with an overview of the nature of the ISS providers.
- T4.1. providing background for the Capacity building programme, with an overview of the nature of the ISS providers.
- T4.2. providing background with the aim of allowing actors engaged in the ATTRACTISS to analyse innovation support practices.

## **1.3. Objectives and expected Impacts**

The deliverable is intended to contribute to a broader overview of ISS providers in the 27 EU countries, their main characteristics, and the range of services they provide to support innovation.

The deliverable does not contribute directly, but indirectly by defining the first mapping of the ISS providers, to the launch of the further activities of ATTRACTISS and thus to the expected impact defined below:

Develop sound, coherent, and well-prepared innovation generation and support methods, which enable individual grassroots innovative ideas to come to fruition. Member States' authorities and actors of the agricultural knowledge and innovation system (AKIS) need insights and tools to improve the interaction, connections and drafting skills for the preparation of innovation project proposals.

## **1.4. Overall approach and methodology**

The methodology and the whole mapping process were based on the common knowledge and the joint effort of the partners, 1) both in the design of the ISS database that formed the basis of the mapping; 2) and in the identification of the ISS providers.

At the monthly meeting on the *17<sup>th</sup> of November 2022*, we discussed how to structure the first initial mapping. It was agreed then that in a simple database created in MS excel, partner countries will collect the ISS providers they know.

The development of the database template for the mapping was a collaborative process, involving partners from the beginning. From the time when the meeting for all consortium partners was held on the *24<sup>th</sup> of November 2022* to discuss the first draft of the database template prepared in advance by the AKI.



The pre-defined and approved database template was filled in by the partners according to the 'Snowballing' method: starting with the initial list of partners, to which some key actors were added for countries that are not included in the ATTRACTISS consortium. The monthly consortium meeting on the *1<sup>st</sup> of December 2022* provided an opportunity to answer dilemmas and further questions about filling in the inventory.

At the monthly meeting held on the *13<sup>th</sup> of January 2023*, it was decided to postpone the deadline for submission of deliverables by one month to allow time for non-partner countries to be involved. It was also decided at this time to organize an informational webinar for non-partner countries in order to create synergies with them and activate ISS providers. The webinar took place on *2<sup>nd</sup> February 2023* between 14:00-15:30.

## 2. ISS inventory

### 2.1. The Scientific background (research and awareness)

The D1.1 provides the conceptual basis for the identification of ISS providers in the first phase, it also describes the current state of the art of ISS, based on several scientific articles. The framework for defining the first mapping structure was mainly defined by the following conceptual dimensions according to D1.1.:

*Innovation support services (ISSs) represent a novelty from a policy perspective; therefore, many effective implementations and embeddings are required to foster the respective **national/regional AKIS such as governance models, approaches, competencies, and tools.***

*The term 'innovation support services' came into the **mainstream a few years ago** and it is new in the CAP framework.*

*The implementation of the European Innovation Partnership (EIP) for agricultural productivity and sustainability has fostered the introduction of a systemic perspective of innovation, based on the involvement of a diversity of actors (multi-actor) and user-centred, to address complex socio-ecological challenges that often require transformative forms of innovation, capable of promoting more sustainable and resilient development paths (Beers, Sol & Wals, 2010; Moschitz et al. 2015; Ingram et al. 2020; Fieldsend et al, 2021). Within this perspective, which configures **innovation as an interactive (or social) learning process** (§ the next chapter 2.3, figure 2), **agricultural extension and advisory services take on new roles and functions**, which include facilitation of exchange, learning, vision building among diverse communities, mediation of conflict situations, network, and knowledge brokerage, matching of demand and supply of innovation support services (Koutsouris 2018; Leeuwis & Aarts 2011).*

*A **wide corpus of literature has been developed** concerning roles, goals and functions of services aimed at facilitating innovation processes and/or fostering system innovations (Elzen et al. 2004; Geels, 2005; Barbier and Elzen, 2012; Faure et al., 2016; Knierim et al., 2017; Kivimaa et al., 2018; Leeuwis and van*



den Ban, 2004; Smits and Kuhlmann, 2004; Heemskerk et al., 2011; Kilelu et al., 2013; Labarthe et al., 2013; Allebone-Webb et al., 2016; Steyaert et al., 2017). Actors providing services have been labelled as innovation brokers (Howell, 2006; Klerkx and Leeuwis, 2009; Perèz et al., 2010; Herman et al., 2012; EU SCAR, 2012), free actors (Wielinga et al., 2008), hybrid actors (Elzen et al., 2012), facilitators (Cristóvão et al., 2012; Koutsouris, 2014), boundary spanners (Tisenkopfs et al., 2015; Vilas-Boas et al., 2022), pointing out to the diversity of strategies and functions played in carrying out their activities.

These studies have been extensively analysed by Mathé et al. (2016), who summarised the **diversity of services and providers** in supporting innovation under the concept of Innovation Support Services, a term that may be understood either as an organizational body (called a service provider) or as an activity (Albert, 2000). Following Gadrey (1994) and Labarthe et al. (2013), Faure et al. (2019) describe **ISS as an activity, that is “an immaterial and intangible service that involves one or several providers and one or several beneficiaries in activities in which they interact to address a more or less explicit demand emerging from a problematic situation and formulated by the beneficiaries and to co-produce the services aimed at solving the problem”.** (Mathé et al., 2016).

## 2.2. The theoretical background of ISS functions

D1.1 provided a comprehensive overview of the description of ISS functions, which formed the basis for the survey of ISS providers in terms of their activity classification. The results section provides a comprehensive picture of the prevalence of ISS functions in the agriculture sector by surveyed ISS providers.

Within the AgriSpin project, **the diversity of services provided to support innovation processes were summed up into 7 functions** (Mathé et al., 2016): access to knowledge; advisory, consultancy and backstopping; marketing and demand articulation; networking facilitation and brokerage; capacity building; access to resources; institutional support for niche innovation and scaling mechanisms stimulation.

However, for the sake of clarity, in ATTRACTISS, it was decided **to rename the first function identified by Faure et al. from ‘Awareness and exchange of knowledge’ to ‘Awareness and knowledge dissemination’**. This is because knowledge exchange implies a two-way flow between two actors, whereas it is clear from the authors' descriptions, that this function concerns essentially a one-way transfer of knowledge.

As stated by Faure et al. (2019), ISSs depend on the phase of the innovation and each phase entails a wide range of support activities, in the following table (table 1) describes the activity matrix of the ISS functions and their phases and the definition of each function according to Faure et al. (2019) and the previous ATTRACTISS deliverable D1.1.





**Table 1 ISS functions phases matrix**

| ISS function         |  | Definition                       | innovation phases  |  |   |  |  |   |   |   |
|----------------------|--|----------------------------------|--|--|---|--|--|---|---|---|
|                      |  |                                  | Initial ideas  | Inspiration  | Planning  | Development  | Realisation  | Dissemination   | Embedding   |   |
| innovation functions | ISS1. Awareness-raising and knowledge dissemination <small>(new definition by ATTRACTISS consortium)</small> |                                  | Emergence of new ideas based on research findings, projects, or initiatives  | External visits and exchanges where innovative ideas are being practised   | Searching relevant information from outside to learn  |  | Knowledge transfer based on experiences from previous development phase  | Information dissemination of technical or management practices regarding farming, processing, or market opportunities |   |   |
|                      | ISS2. Advisory, consultancy & backstopping   | farm level<br>organisation level | Targeted, supportive activities aimed at solving complex problems (e.g., a new farming system), based on the demands of actors and the co-construction of solutions  | Key consultancies to generate new ideas at the farm level  |   |  | Advisory services for new agricultural practices and new management practices, a consultancy based on stabilized knowledge                     |   |   |   |
|                      |  |                                  |  | Key consultancy to generate innovations for organisations  |   |  | Consultancy based on stabilised knowledge  |   |   |   |
|                      |  |                                  |  | Key consultancy to fine-tune ideas   |   |  |  |   |   |   |
|                      |  |                                  |  | Key technical or financial consultancy from outside the network (including research, and consultants) to fine-tune ideas |   |  |  |   |   |   |
|                      | ISS3. Demand articulation  |                                  | Services targeted to help actors to express clear demands to other actors (research, service providers, etc.). This is targeted support to enhance the innovator's ability to express his/her needs to other relevant actors.  | Award to identify and valorise innovators.   | Workshop to share experiences.  | Workshops for diagnosis and organising ideas.                    | Support the creation of private firms to articulate demand and supply (provide inputs or market products)                                      |   | Key consultation to more strength and improve demand, e.g., acquisition of a certification scheme to further improve demand by organic farmer |   |
|                      |  |                                  |  | Call for innovative proposals in the organisation  | Trips and cross-visits  | Workshop for coordinating actions (production, access to market) | Support to new farmers' organisations (cooperatives, associations, etc.) to articulate demand and supply (collect, process or market products) |   |   |   |
|                      | ISS4. Networking facilitation and brokerage  |                                  | Provision of services to help organize or strengthen networks; improve the relationships between actors and align services in order to be able to complement each other (the right service at the right time and place). It also includes all activities aimed at strengthening collaborative and collective action. | Facilitation for emergent informal networks aiming at generating new ideas as well as inspiration                        | Facilitation of informal network connecting people who matter (pioneers, entrepreneurs, etc.) or influential people able to move the idea forward. Support to a temporary association of actors | Strengthening of informal networks                               | Strengthening networks to become more formalized   | Facilitation for documenting and enabling collective learning based on previous experiences.                          |   | Connecting actors with outside to share their experiences and get new ideas (keep being innovative) |
|                      |  |                                  |  |  |   | Building innovation platforms                                    |  | Improving the multilevel governance at the territorial or value chain level   |   |   |
|                      |  |                                  |  |  |   | Organising permanent workshops                                   | Steering committee to M&E  |   |   |   |
|                      |  |                                  |  |  |   | Designing participatory monitoring and evaluation                | Negotiation with actors who are affected by the change.  |   |   |   |





|  |   |   |  |  |  |
|--|---|---|--|--|--|
| <b>ISS5. Capacity building</b>   | Provision of services aimed at increasing innovation actors' capacities at the individual, collective and/or organizational level.  | Boosting individual competencies, thinking outside the box, generating new ideas  | Support to key individuals (pioneer, entrepreneur, change agent)           | A training programme based on learning from the development  | Capacity building at a larger scale through regular training based on a more or less participatory method for newcomers. |
| <b>ISS6. Enhancing/ supporting access to resources</b>                                     | Provision of services for innovators aimed at enhancing the acquisition of resources to support the process. This could be facilitating access to inputs (seeds, fertilizers etc.), facilities and equipment (technological platforms, labs etc.), and funding (credit, subsidies, grants, loans, etc.).  | Provision of seed money.  | Implementing incubators to support start-ups and collective action         | Access to credit subsidies to invest especially for newcomers  |  |
|  |   | Implementing competitive grants   | Access to financial resources for experimenting.                           | Building alliances to be eligible for access to funding and support from national and international projects or programmes |  |
|  |   |   |  | Short-term financial support to boost the sustainability of the innovation   |  |
| <b>ISS7. Institutional support for niche innovation and scaling mechanisms stimulation</b> | Provision of institutional support for niche innovation (incubators, experimental infrastructures etc.) and for scaling out and scaling up the innovation process. This refers to support for the design and enforcement of norms, rules, funding mechanisms, taxes, subsidies, etc. that facilitate the innovation process or the diffusion of innovation. | Endorsement of an initial idea from the start by institutions and key actors to encourage and protect the innovation process at the beginning | Space to innovate within the organisation or with other organisations      | Design of new certifications (for products, processes, or advisors).   | Taxes and subsidies for orienting individual and collective actions.   |
|  |   |   | Legal authorization to experiment out of the legal institutional framework | Identification of certification bodies   | New norms for production and processing  |
|  |   |   |  | Communication and marketing  | New indicators for monitoring and assessing advisory services  |

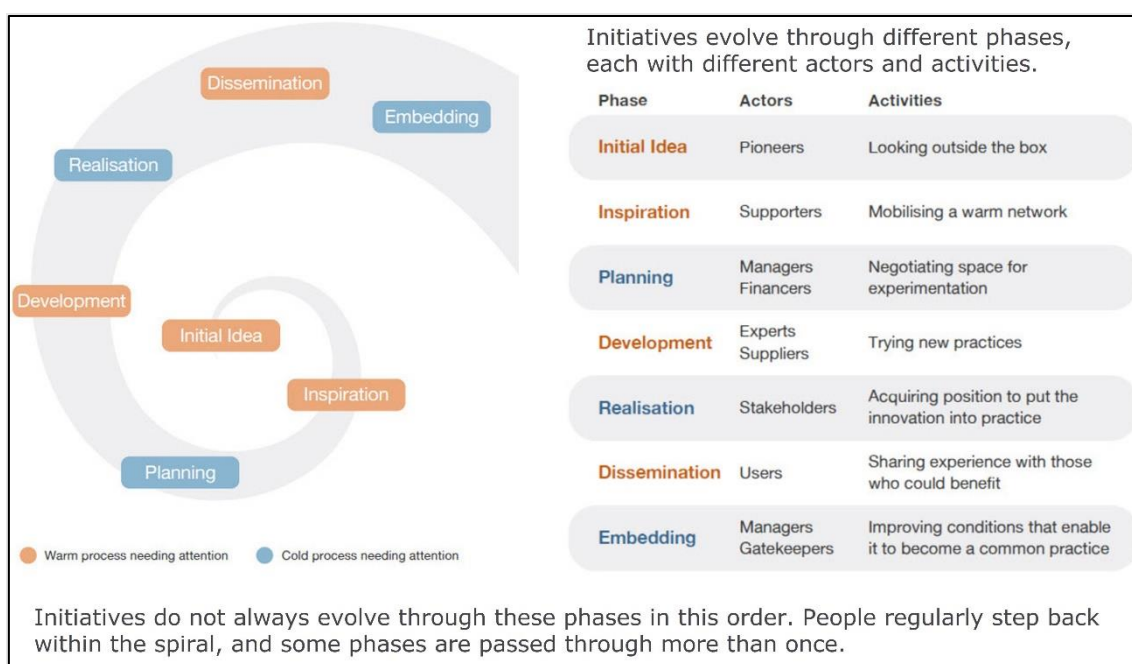
Source: own version based on (Faure et al.,2019)



## 2.3. Innovation process

The first survey of ISS providers did not allow for the interpretation of ISS functions at different phases of the innovation process in terms of the innovation spatial approach. The fact that the basic information on ISS providers was provided by the partners limited the range of details that could be obtained about ISS providers. However, the following surveys, as well as T1.3 and T1.4, will allow a better understanding of the ISS providers and thus a deeper insight into the innovation processes carried out by the ISSs provided.

*ATTRACTISS considers the innovation process as an iterative cycle involving multiple loops (feedback) which are repeated and adjusted over time. The cycle starts with the need to solve a problem or take advantage of an opportunity and ends with its implementation and dissemination. Each problem-solving cycle brings about changes (increases in available knowledge and organisational, social, or economic changes), which in turn generate new definitions of problems and opportunities, and consequently new research processes, according to the cyclical flow (Figure 2).*



**Figure 2 Innovation Spiral phases**

Source: (Wielinga et al., 2008)

## 2.4. Structure of the mapping

The consortium has decided to adopt inclusive criteria that will allow, at least in this first phase, to map and include in the network all actors who, with different titles and degrees, carry out (support) activities to push the innovation process forward. This will allow the project to study a wide range of cases in order to gain an in-depth understanding of the type of operations, scope of their activities, their relevance to the CAP and the types of services they provide to support innovation that is specific to the identified ISS providers. However, the analysis also enables

us to define additional or different criteria for the mapping exercise to be carried out in the coming years. These identified criteria are summarised in the conclusions section.

Based on current knowledge (§2.1), the first mapping of innovation support services providers is based on two main criteria that have been applied, according to D1.1.

The database on which the survey is based has been developed in line with the criteria defined above, with the involvement of the partners. As the collection was essentially based on the knowledge of the partners and non-consortium partner contacts, the range of information that could be asked and collected was limited. With the first mapping, the aim was to collect as many ISS providers as possible with contacts and key characteristics, so that this database could then form the basis for further tasks/contacts and snowballing exercises. This objective was fulfilled by the first mapping, as a high rate of the respondents were able to fill in the given characteristics.

The deadline to complete the excel for both partners and non-partner country contacts was 10 February 2023.

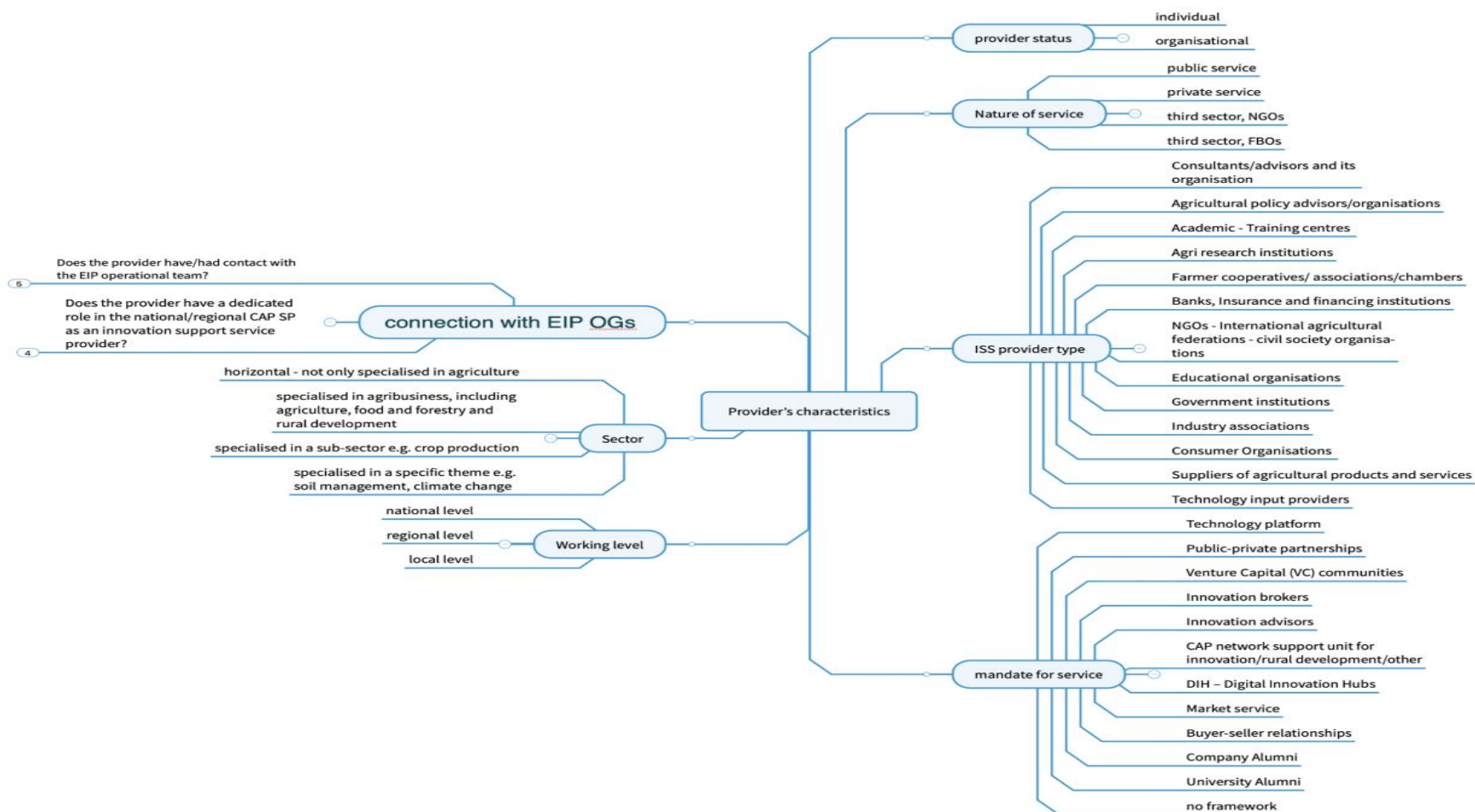
The provider's characteristics cover the following: 1) institution or individual; 2) type of entity; 3) service delivery mandate; 4) working level; 5) sector; 6) connection with EIP OGs. The characteristics of the service are 1) frequency of service delivery; and 2) classification of functions.

Thus, based on the current knowledge (section 2.1), the ATTRACTISS consortium members as well as the non-consortium partner should identify innovation support service providers in the Member States, which are selected based on the following characteristics and the aligned answer options:

- All respondents have to perform at least one of the services (activities) based on their own perception of national innovation support services (ISS) falling under its functions.
- Identify the characteristics of ISS providers and their services.
- Since ISSs are not only institutions but also might be individuals, it is proposed to define the status of the provider.
- Categories each entity that can be considered as ISS providers are,
  - Consultants/advisors and their organisation,
  - Agricultural policy advisors/organisations,
  - Academic/Training centres,
  - Agri research institutions,
  - Farmer cooperatives/ associations/chambers,
  - Banks, Insurance, and financing institutions,



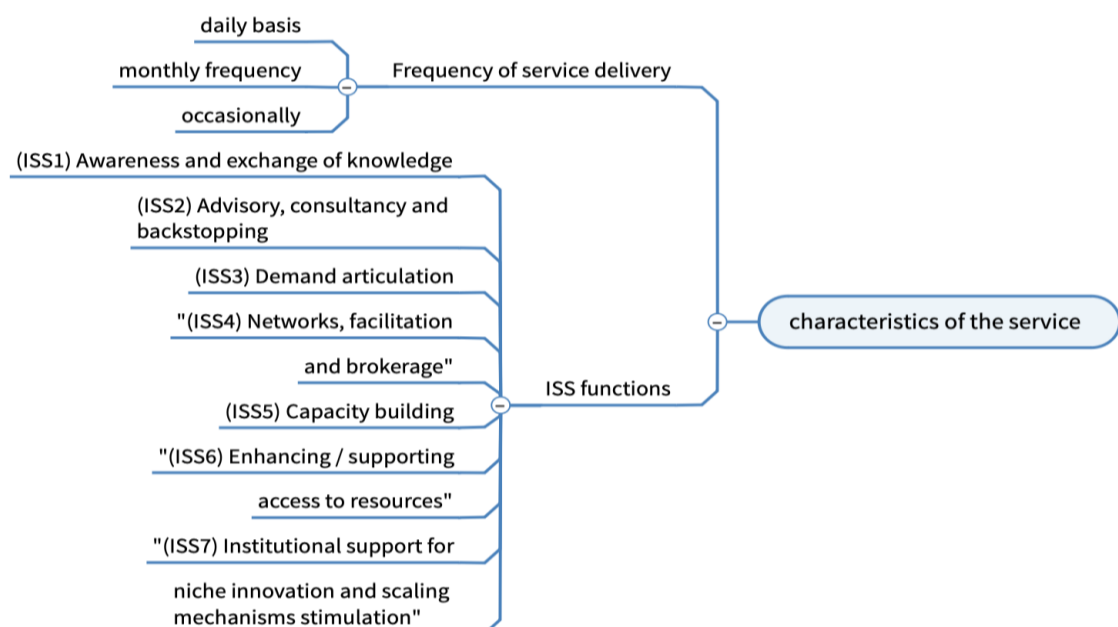
- NGOs/International agricultural federations/civil society organisations,
  - Educational organisations, Government institutions,
  - Industry associations, Consumer Organizations,
  - Suppliers of agricultural products and services,
  - Technology input providers
- Indicate if the entity has a service delivery framework or not, and what is the type of this framework (Technology platform, Public-private partnerships, Venture Capital (VC) communities, Innovation brokers, Innovation advisors, CAP network support unit for innovation/rural development/other, DIH /Digital Innovation Hubs, Market services, Buyer-seller relationships, Company Alumni, University Alumni)



**Figure 3 Flow chart of providers' characteristics**  
Source: Own edition



- The most important factor in defining the providers' characteristics is the innovation support services functions, the seven ISS functions based on D 1.1 which are:
  - Awareness and knowledge dissemination;
  - Advisory, consultancy and backstopping;
  - Demand articulation;
  - Networks, facilitation and brokerage;
  - Capacity Building;
  - Enhancing/supporting access to resources;
  - Institutional support for niche innovation and scaling mechanisms stimulation.
- The next ones not to ignore are the working level (national, regional, local) and the working sector of each entity as if it is horizontal or specialized in a specific sector.
- Designate the provider dedication role in the national/ regional CAP SP as an innovation support service provider.
- Mention if the provider has/had contact with EIP operational group at any stage.
- Indicate the provider's nature whether it's public or private or both.
- Besides defining the frequency of the service delivery.



**Figure 4 Flow chart of characteristics of the services**  
Source: Own edition

## 2.5. Sources and methods of data collection

The first mapping was conducted by the following two approaches: 'Snowballing': starting with the initial list of **partners**, representing their member country, including the CAP network, their relationship with the national AKIS, and CBs, and providing information on potential ISS providers.

Some key actors were added for countries that **are not represented in the ATTRACTISS consortium** (which were identified within the modernAKIS project), and each one was asked to propose the ISS providers that they know, continuing in a rapidly expanding manner. As new actors are added, multiple iterations of snowballing with several different starting points will be repeated thus reducing identification bias.

The non-partner country contacts were asked to validate/complete the database of ISS providers for their countries. This is because the consortium partners have prepared an initial collection for non-partner countries based on the following administrative data sources. Thus, for almost all non-partner countries, some ISS providers were identified. The non-partner countries were allocated for partners (based on the table below), but this was an indicative list, as each partner tried to identify additional non-partner ISS providers based on its own international network.

**Table 2 Countries distribution among the partners**

|    | Partner  | Acronym  | Country of Partner | Country 2 of Partner |
|----|--|----------|--------------------|----------------------|
| 1  | Wirtschaftsagentur Burgenland AT   | WAB      | Austria            | Slovenia             |
| 2  | Consiglio Per La Ricerca In Agricoltura E L'analisi Dell'economia Agraria IT | CREA     | Italy              | Croatia              |
| 3  | Nerosubianco Srl Italy   | NSB      | Italy              | Malta                |
| 4  | Innovatiesteunpunt Voor Landbouw Enplatteland BE                             | ISP      | Belgium            | Ireland              |
| 5  | Präsidentenkonferenz Der Landwirtschaftskammern Österreichs AT               | LKO      | Austria            | Slovakia             |
| 6  | Centrum Doradztwa Rolniczego W Brwinowie PL                                  | CDR      | Poland             | Lithuania            |
| 7  | Zuidelijke Land- En Tuinbouworganisatie Vereniging NL                        | ZLTO     | Netherlands        | Denmark              |
| 8  | Geoponiko Panepistimion Athinon EI   | AUA      | Greece             | Republic of Cyprus   |
| 9  | Landwirtschaftskammer Schleswig-Holstein DE                                  | LKSH     | Germany            | Czech Republic       |
| 10 | Agrathaer Gmbh Germany   | AGR      | Germany            |                      |
| 11 | Campus De Excelencia Internacional En Agroalimentacion Spain                 | ceiA3    | Spain              | Bulgaria             |
| 12 | Consulair, Consultoria Agroindustrial Lda PT                                 | CONSULAI | Portugal           | Latvia               |
| 13 | Aki Agrarkozgazdasagi Intezet Nonprofit Kft HU                               | AKI      | Hungary            | Romania, Bulgaria    |
| 14 | Chambre Regionale D'agriculture Occitanie FR                                 | CRAO     | France             |                      |
| 15 | Chambre D'agriculture France   | CDAF     | France             | Luxembourg           |
| 16 | Proagria Keskusten Liitto RY FI  | ProAgria | Finland            | Estonia              |
| 17 | The Soil Association Limited UK  | SA       | UK                 | Sweden               |



### **Gathering existing information from the EIP-Agri database**

The EIP-Agri database already includes 1073 registered innovation supporters whose names, email addresses and project(s) are available. This is a map that, in agreement with the EIP Agri Support Facility, could be implemented with additional information to be collected through a survey for a better overview and deeper interpretation. The EIP AGRI database contains a list of EIP Operational Groups approved and funded by member countries, based on the completed practice abstract. In addition, the database also includes the practice abstracts of several Horizon 2020, Thematic network projects. The filtering criteria allow searching by country and EIP operational group. The EIP AGRI database allowed the manual search of the coordinators of the EIP operational groups in a given member country. Once the coordinators/organisations had been selected, it was possible to carry out a concrete assessment on the coordinators'/organisations' websites to verify whether the EIP OG coordinator is actually carrying out ISS activities. This type of work could be done by partners for their own country, knowing the context of the entity, and interpreting its website. However, this method proved to be uncertain when filling in the form for non-partner countries, due to a lack of knowledge of the national context.

Source: [Projects | EIP-AGRI \(europa.eu\)](#)

### **Gathering existing information from the i2connect database**

The i2connect database includes registered advisors. Those performing innovation support functions should be extrapolated and surveyed to gain additional information and provide a comprehensive overview of the national AKIS as well as the national AKIS stakeholders including the innovation support providers.

Source: [AKIS country reports - i2connect \(i2connect-h2020.eu\)](#)

### **Gathering existing information from the National CAP SPs**

The National CAP SPs provide an overview of the dedicated national innovation support services providers as indicated in chapter 8.4. of the CAP SP. Source: [CAP Strategic Plans by country \(europa.eu\)](#)

### **Gathering inspiring good projects examples and best practices from the AgriSpin project**

Source: [AGRISPIN - STORIES FROM ALL CORNERS: TO CONTINUE WITH](#)

## **3. Engagement process**

### **3.1. Consortium Partners**

As all partners have PM allocations for Task 1.2, all consortium partners were actively involved in the identification of ISS providers in their member countries and even identified ISS providers in non-partner countries based on the administrative databases and their knowledge as presented in the previous chapter.



### 3.2. Non-partner Countries

In addition to the member country contacts collected at the modernAKIS kick-off meeting, partners provided additional member country contacts where it was necessary. In particular, to build synergies with non-partner countries and to involve them in the mapping, a webinar was organised for them. The webinar was held on 2<sup>nd</sup> February 2023 between 14:00-15:30.

For the webinar, we had 34 participants registered and participated from 18 countries, although some countries that were missing such as Denmark. The majority of the participant's profile was tight between the researcher and/or educational sector and the advisory services with (35.3%) and (32.4%) respectively. Besides a third of public authority or part of the National/ European network.

The webinar was opened by Tina Pawlakowitsch, followed by three presentations. Marleen Gysen introduced the project and the potential synergies for non-partner countries. She drew attention to the capacity-building programme of ATTRACTISS, which was opened to representatives from non-partner countries. Patrizia Proietti provided information on ISS functions and their possible activities. Finally, Livia Kránitz presented the objectives, structure and first results of the ISS provider's mapping.

During the webinar, AKI colleagues asked non-partner contacts to check the ISS providers identified by us for their country by the 10<sup>th</sup> of February and possibly add additional ISS providers based on their best knowledge. As a result of the webinar, further, more than 40 ISS providers were uploaded into the database, enhancing the mapping of non-partner countries. With a bit of an absence of ISS providers in 3 countries (Denmark, Ireland, and Luxembourg).

The webinar was prepared jointly by AKI and ISP, while the communication material, the flyer, was produced by Consulai.

## 4. Case studies

Due to time constraints, the deliverable can only describe in more detail the innovation support services of a few ISS providers. Two of the examples below are consortium partners of ATTRACTISS, while the Discovery Center was discussed with AKI colleagues on 21<sup>st</sup> February 2023 to learn more about their innovation support activities.

### 4.1. Case 1: a case in the Netherlands

Innovation Support in a competing environment.

**Table 3 descriptive card of innovation support services ZLTO**

| Name   |
|--|
| The Southern Agriculture and Horticulture Organization (ZLTO) represents the interests of entrepreneurs working in green areas. Around 16,000 farmers and growers in the South Netherlands are members of our association. |



| Contact  |
|--|
| www.zlto.nl  |
| Type of entity   |
| Farmer cooperatives/association/chamber  |
| Working level  |
| Regional in South Netherlands  |
| Innovation support activities  |
| ZLTO is an association that supports green entrepreneurs/members in their daily operational business and is also their connection to other sectors and organizations for creating new opportunities for sustainable economic growth and social welfare.<br>ZLTO is involved in all 7 ISS functions. ZLTO runs awareness-raising projects (1); provides advice (2) about challenges that farmers face, on soil health; provides demand articulation (3); on precision technology; is networking between farmers and many stakeholders (4); builds capacity (5), in its own "LTO academy"; coordinates the access to resources, as project leader (6); and in addition, ZLTO participates and invests in developing niche or scaling activities (7) with innovations in the food and agriculture sector that are of added value for the (future) market position of its members. |
| Connection with CAP  |
| Involvement of ZLTO with CAP starts in the design of the new European CAP regulation: as a member of Copa-Cogeca, they report on farmers' needs, so that bottlenecks can be solved. In the stage where national and regional plans are designed and decisions are taken on calls for CAP projects, ZLTO is asked to assess the value of regulations for farmers. When calls are open, ZLTO supports farmers/members to run Operational Groups (OGs) in CAP, or innovation projects with other subsidies, like Interreg or Regional Economic Support. The CAP support unit often contacts ZLTO, to make connections between OGs, between OGs and science and between OGs and international projects. This innovation support in projects is in a competing environment  |

ZLTO plays all ISS roles for farmers/members. Those roles are played in the Dutch environment, where all support for farmers is organised by private organisations, that cooperate and compete. Here we describe these dynamics in the 7 functions.

**Awareness-raising and knowledge dissemination:** Activities that support 1st step to an innovative action are organised in project calls. For this funding, farmers' organisations compete with institutes. The direct link with farmers in these kinds of projects is a positive feature of associations.

**Advisory, consultancy & backstopping: farm level /organisation level:** In general, individual advice should be paid for by the farmers. Food/feed chain input actors can include this payment in the product price, therefore they are by far the biggest advice providers, though not independent. For specific services, farmers rely on specialists, like land brokers, notaries and accountants.

A new development: vouchers provided by the ministry, gives independent advisors a bit better position so that they can play a role in transition and innovation.

**Demand articulation:** The main role of farmers' organisations in demand articulation, is articulate societal needs to the farmers. This is not always a rewarding role: members want that their organisation fights for their position.



This tension works in 2 directions: governments often prefer (=pay) other organisations to organise this demand articulation.

**Networking facilitation and brokerage:** The quality of farmers' organisations in networking is easy to reach out to members and other farmers, but this cannot be done without external payment. In innovations for societal reasons, governments prefer to involve the regional development offices, which often have a direct link to regional governments.

**Capacity building:** Capacity building, also outside the setting of schools, is the domain of educational institutes, which is not affected by the privatization wave in other sectors. For specific trainings, farmers' organisations see a need and they started a national collaboration: LTO academy.

**Enhancing/ supporting access to resources:** Application and management of projects under Rural Development Programme innovation calls and other subsidies are too complex for most farmers. ZLTO supports farmers to make use of these calls, but this should be paid from the subsidy. Many organisations compete for this project support, quality of the work differs.

**Institutional support for niche innovation and scaling mechanisms stimulation:** ZLTO can invest in innovations that have a chance to survive in the market. This is an activity that differs much from the other work, hard to integrate. Most support for innovation projects comes from government, in the projects.

**Table 4 Activities dynamic within ISS functions in ZLTO**

| Type   | ISS1 | ISS2 | ISS3 | ISS4 | ISS5 | ISS6 | ISS7 |
|--|------|------|------|------|------|------|------|
| <b>National</b>                                  |      |      |      |      |      |      |      |
| Ministry of Agriculture, Nature and Food Quality |      |      |      |      |      | e    |      |
| Min. Economic Affairs; Agency Entrepreneurship   |      |      |      |      |      | e    |      |
| NGOs   |      |      | 1    | 1    |      |      |      |
| Research Councils                                |      |      |      |      |      | 1    |      |
| Topsector Horticulture/Agro&Food                 |      |      |      |      |      | e    |      |
| TNO  | 1    |      | 1    | 1    |      |      |      |
| NIZO, Louis Bolk Institute                       | 1    | 1    |      | 1    |      |      |      |
| Research for applied agriculture science         | 1    |      | 1    | 1    |      |      |      |
| Universities; 14 Universities, 3x tech, WUR      |      |      |      |      | 1    |      |      |
| <b>Regional</b>                                  |      |      |      |      |      |      |      |
| Universities of Applied Sciences                 | 1    | 1    | 1    | 1    | 1    | 1    | 1    |
| Agricultural Vocational Education                |      |      |      | 1    | 1    |      |      |
| Regional governments                             |      |      |      |      |      | e    | e    |
| Regional development offices                     |      | 1    | 1    | 1    |      | 1    | 1    |
| Farmer Unions; LLTB / LTO-Noord, ZLTO; LTO-NL    | 1    | 1    | 1    | 1    | 1    | 1    | 1    |
| Branche and Sector organisations                 | 1    |      | 1    | 1    |      | e    |      |
| Independent accountants                          |      | 1    |      |      |      |      |      |
| independent consultants                          |      | 1    |      |      |      |      |      |
| land brokers and notaries                        |      | 1    |      |      |      |      |      |
| Banks  |      | 1    |      |      |      | e    |      |
| Food Chain Input industry Actors                 |      | 1    |      |      |      |      |      |
| Food Processing / Coops                          |      |      |      | 1    |      | e    | 1    |

## 4.2. Case 2: a case of Belgium

Innovation Support Centre, a case of Boerenbond, BE

*Table 5 descriptive card of innovation support services Boerenbond*

| Name   |
|--|
| Innovatiesteunpunt (Innovation Support Centre for Agricultural and Rural Development) is an innovation support service, embedded in the farmer's organisation "Boerenbond" ["Farmers organisation"]  |
| Contact  |
| <a href="https://www.boerenbond.be/homepagina">https://www.boerenbond.be/homepagina</a>  |
| Type of entity   |
| Consultants/advisors and their organisation  |
| Working level  |
| Flanders and East Belgium (German-speaking part)   |
| Innovation support activities  |
| The Innovation Support Centre informs and inspires farmers about new challenges and opportunities and supports them with the development and implementation of concrete projects. They are specialised in starting up multi-actor approaches & participatory processes and is therefore well known by farmers as a one-stop shop for innovation. Launching an Innovation Prize, using creative approaches from other organisations/sectors, and organising study visits to learn about innovations in other sectors, are just some of the tools used to trigger farmers to think out of the box. |
| Connection with CAP  |
| Designated innovation broker/facilitator, they coordinated EIP Operational Groups  |

## 4.3. Case 3: a case of Hungary

Innovation Support Centre, a case of Discovery Center, HU

*Table 6 descriptive card of innovation support services Discovery Center*

| Name  |
|---|
| Discovery Center is a group of agri-head scientists and advisors with useful research and applications to solve real-world problems.  |
| Contact   |
| <a href="https://discoverycenter.eu/">https://discoverycenter.eu/</a>   |
| Type of entity  |
| Consultancy   |
| Working level   |
| national level (Hungary), specified for the precision agricultural  |
| Innovation support activities   |
| Precision agriculture is a management technology based on the observation, measurement, and response of crop variability between and within crops. The goal of precision agricultural research is to develop a Decision Support System (DSS) to manage the entire economy with the goal of effectively conserving resources by optimizing the return on inputs. Discovery provides advisory services to support innovation in the field of precision agriculture. Through its extensive network of farmers, Discovery is able to identify practical problems in crop production and active ingredient management and generate solutions for practitioners. Thanks to this consultancy service, it provides its partners with the identification of innovation ideas, the formulation of projects and the management of innovation projects. |
| Connection with CAP   |
| In total, 13 EIP national operational groups have been set up in the last budget period with the assistance of the DC.  |

## 5. Results of ISS database analysis

### 5.1. ISS entities across countries

With the contribution of the project partners, altogether 265 ISS providers from 24 countries have been collected, while information from Sweden, Lithuania, Denmark, and Luxembourg were not gathered in this first mapping. The majority of ISS providers were gathered from Belgium, Spain, Austria, Italy, Greece, Finland, and Germany. On the other hand, only a few ISS providers from the Netherlands, Latvia, Cyprus, Czech Republic, Slovakia, and Poland have been identified. Each EU macro-region has at least one country from which we have collected a significant number of ISS providers, but we have a particularly large number of entities from the Mediterranean region, and the North-Baltic region has the lowest representation.

*Table 7 ISS entities across countries*

| Country                    | freq.     | percent       | Country              | freq.      | percent        |
|----------------------------|-----------|---------------|----------------------|------------|----------------|
| <b>NORDIC-BALTIC</b>       |           |               | <b>DANUBE</b>        |            |                |
| Sweden                     | 0         | 0.00%         | Czech Republic       | 3          | 1.13%          |
| Finland                    | 18        | 6.79%         | Slovakia             | 3          | 1.13%          |
| Estonia                    | 4         | 1.51%         | Hungary              | 6          | 2.26%          |
| Latvia                     | 1         | 0.38%         | Austria              | 27         | 10.19%         |
| Lithuania                  | 0         | 0.00%         | Slovenia             | 5          | 1.89%          |
| Denmark                    | 0         | 0.00%         | Romania              | 8          | 3.02%          |
| Poland                     | 3         | 1.13%         | Bulgaria             | 4          | 1.51%          |
| <b>total</b>               | <b>26</b> | <b>9.81%</b>  | <b>total</b>         | <b>56</b>  | <b>21.13%</b>  |
| <b>ATLANTIC/ NORTH SEA</b> |           |               | <b>MEDITERRANEAN</b> |            |                |
| Ireland                    | 6         | 2.26%         | Portugal             | 10         | 3.77%          |
| United Kingdom             | 9         | 3.40%         | Spain                | 30         | 11.32%         |
| France                     | 6         | 2.26%         | Italy                | 24         | 9.06%          |
| Belgium                    | 31        | 11.70%        | Greece               | 22         | 8.30%          |
| Luxembourg                 | 0         | 0.00%         | Croatia              | 10         | 3.77%          |
| Netherlands                | 1         | 0.38%         | Malta                | 14         | 5.28%          |
| Germany                    | 18        | 6.79%         | Cyprus               | 2          | 0.75%          |
| <b>total</b>               | <b>71</b> | <b>26.79%</b> | <b>total</b>         | <b>112</b> | <b>42.26%</b>  |
| <b>Total</b>               |           |               |                      | <b>265</b> | <b>100.00%</b> |

*Source: based on own calculations*

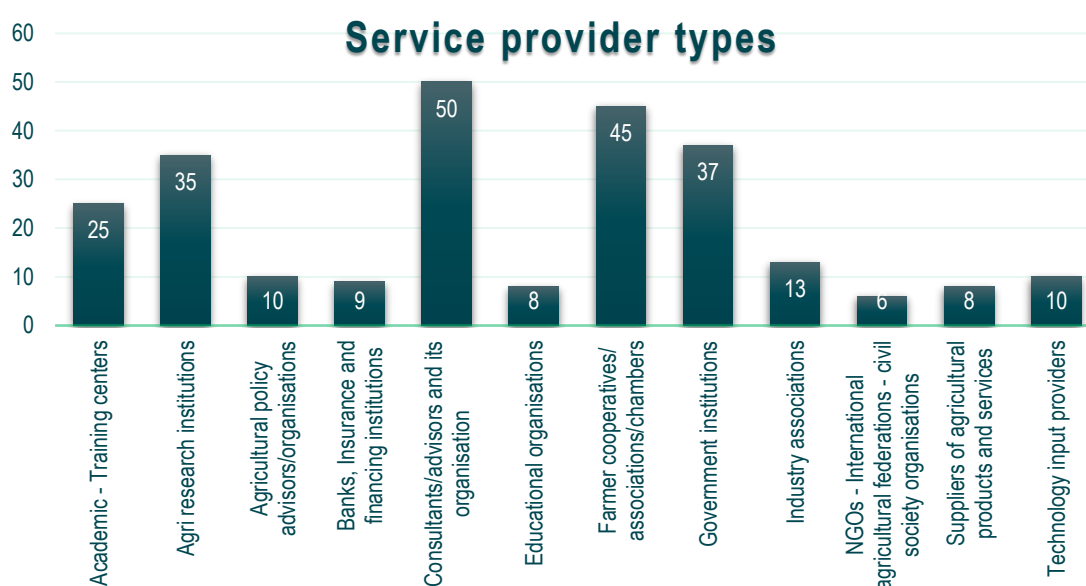
### 5.2. Status of the provider

The question on the status of the provider proved to be irrelevant, as 98% of the listed providers are institutionalised and there are only a few individuals.

### 5.3. Types of ISS provider

The service providers in our list are representing several types of entities, most often they are Consultants/advisors, whose organisations represent 19.1%, and Farmer cooperatives/associations/chambers, representing 17.6% of the total. At

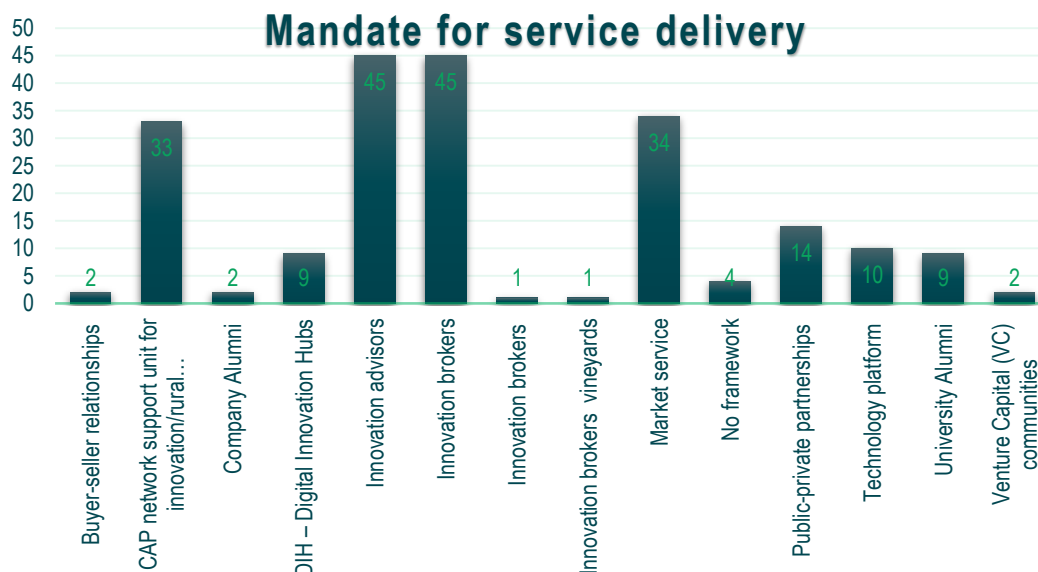
the same time, Government institutions (14.5%) and Agri-research institutions (9.8%) are also very frequent among ISS providers. On the other hand, the ISS providers identified as Banks, Insurance and financing institutions, NGOs, or consumer organisations are very few. There are also fewer educational organisations in the database than expected, but together with Academic and Training centres their share among ISS providers is approximately 13 %. Finally, the input providers and the Suppliers of agricultural products are nearly the 7% of the ISS providers shown in table 9 in Annexe 3.



**Figure 5 Types of ISS provider**  
Source: own edition based on own calculation

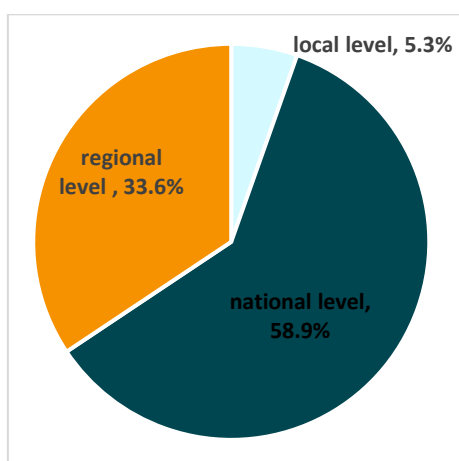
#### 5.4. Mandate of service delivery

It was examined whether providers are delivering the service under what framework or mandate. According to the results, the service delivery mandate is dominated by innovation advisors and innovation brokers, which represent 42.6% of the ISS providers. The CAP network support unit and the market service are also frequent, with one-third of the providers belonging to both categories. Much less represented but still relevant are the Digital Innovation Hub, the Public-private partnership, the Technology platform, and University Alumni. The relatively high rate of missing values here leads us to assume that this question is difficult to answer, or that there is much uncertainty around it, as shown in table 10 in Annexe 3.



**Figure 6 Mandate for service delivery**  
Source: own edition based on own calculation

## 5.5. ISS providers' working level.



**Figure 7 Working level.**

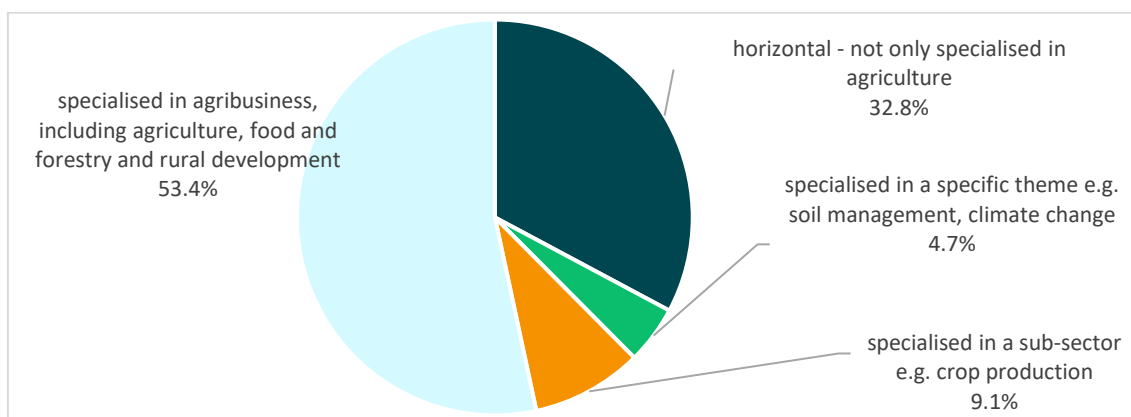
Source: own edition based on own calculation

Approximately 60% of the listed providers operate on a national level, while one-third of them operate regionally, and only a few of them operate locally. Demand articulation (ISS3) is more frequently provided on a regional level. Networks, facilitation, and brokerage (ISS4) are also more common at the regional level. In the case of Capacity building (ISS5), the local level is more significant than at other functions, as shown in table 11 in Annexe 3.

## 5.6. ISS providers' sectoral distribution

In addition to territorial coverage, the mapping also covered sectoral distribution. A slight majority of the listed providers are specialized in agribusiness and one-third of them carry out their activities horizontally without sectoral specialization. In the case of Advisory, consultancy and backstopping (ISS2), we found the highest rate of specialization, whereas, for Capacity building (ISS5), non-specialized providers are more frequent, as shown in table 12 in Annexe 3.

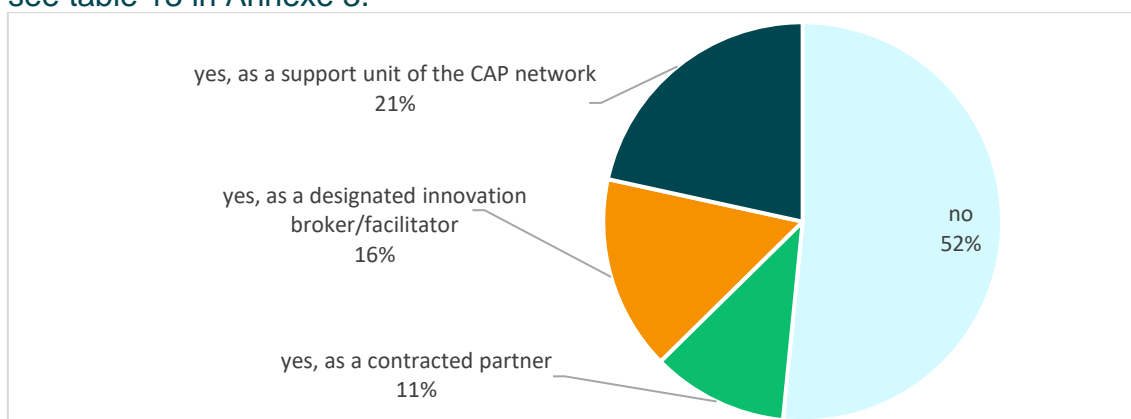




**Figure 8 Sectorial distribution of the ISS providers**  
Source: own edition based on own calculation

### 5.7. Dedicated role in the national regional CAP SP

More than half of the providers listed do not have a dedicated role in the CAP SP, most of them are Academic or educational organisations. A significant proportion of the ISS providers (21.6%) is a support unit of the CAP network, most often Government institutions and Farmer cooperatives/associations/chambers. 15,8% are designated innovation brokers, and 11,1% are contracted partners (e.g., Austrian regional Chambers). In several cases, the information is missing, which means that we need to apply different methods to gather this kind of information, such as direct contact with the listed providers, interviews, and surveys, for more see table 13 in Annexe 3.

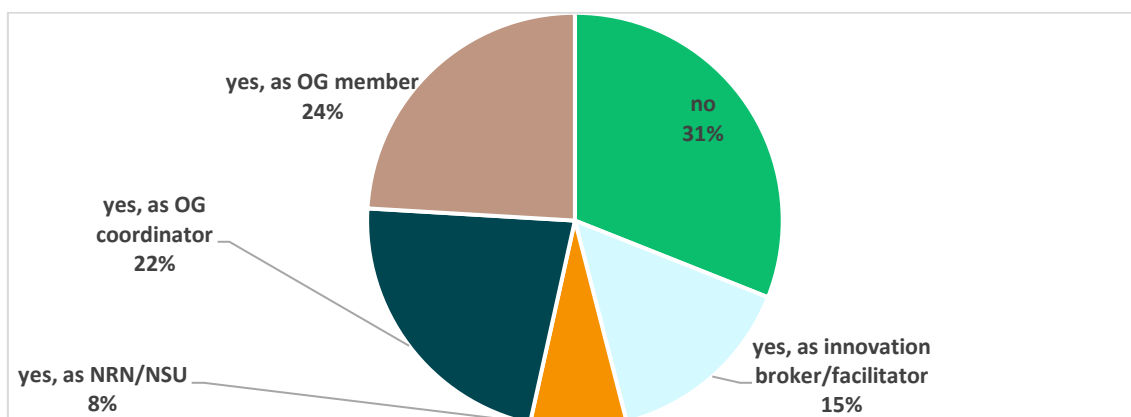


**Figure 9 Dedicated role in the national regional CAP SP**  
Source: own edition based on own calculation

### 5.8. Providers' contact with the EIP operational team.

One-third of the listed ISS providers have no connection with the EIP operational groups. OG coordinators 22,5% of them, and 24,1% are OG members. 15% of the listed entities are EIP innovation brokers (for the statistics frequency see Table 14 in Annexe 3).





**Figure 10 Providers' contact with the EIP operational team.**  
Source: own edition based on own calculation

## 5.9. Service delivery frequency

We have expected that Innovation support services are provided often as a complementary activity and not as the main field of operation, but according to our results 78.9% of the listed ISS providers do related activities on a daily basis, and some of them do this activity occasionally (§ table 15 in Annexe 3).

## 5.10. Functions of the ISS providers

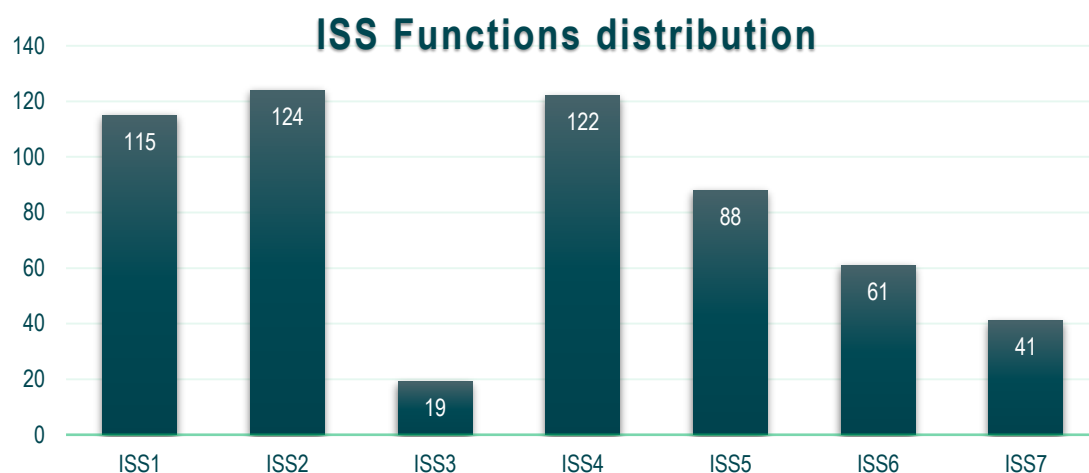
Since it was possible to select only the three most important functions performed by a given entity, each function can be provided more frequently in practice.

**Table 8 Functions of the ISS providers distribution**

|             |       | 1st option | 2nd option | 3rd option | Total | Valid percent | TOTAL/number of providers |
|-------------|-------|------------|------------|------------|-------|---------------|---------------------------|
| Valid       | ISS1  | 44         | 45         | 26         | 115   | 20.18%        | 43.4%                     |
|             | ISS2  | 86         | 27         | 11         | 124   | 21.75%        | 46.8%                     |
|             | ISS3  | 4          | 8          | 7          | 19    | 3.33%         | 7.2%                      |
|             | ISS4  | 45         | 39         | 38         | 122   | 21.40%        | 46.0%                     |
|             | ISS5  | 34         | 38         | 16         | 88    | 15.44%        | 33.2%                     |
|             | ISS6  | 24         | 15         | 22         | 61    | 10.70%        | 23.0%                     |
|             | ISS7  | 7          | 16         | 18         | 41    | 7.19%         | 15.5%                     |
|             | Total | 244        | 188        | 138        | 570   | 100.00%       |                           |
| Missing     |       | 21         | 77         | 127        |       |               |                           |
| Grand total |       | 265        | 265        | 265        |       |               |                           |

Source: based on own calculations

In general, it can be stated that ISS providers most often carry out more than one ISS function. Advisory, consultancy, and backstopping (ISS2), Networks, facilitation, and brokerage (ISS4), and Awareness and knowledge dissemination (ISS1) are similarly frequent and strongly related functions: 43,47% of the providers are active in these. One-third of the listed providers carry out Capacity building activities (ISS5), one-quarter of them enhance/support (ISS6) access to resources (ISS6), and 15,5% of them are engaged in providing Institutional support for niche innovation and scaling mechanisms stimulation (ISS7). Demand articulation has been chosen less frequently (ISS3): its share is only 3,8% among all the activities.



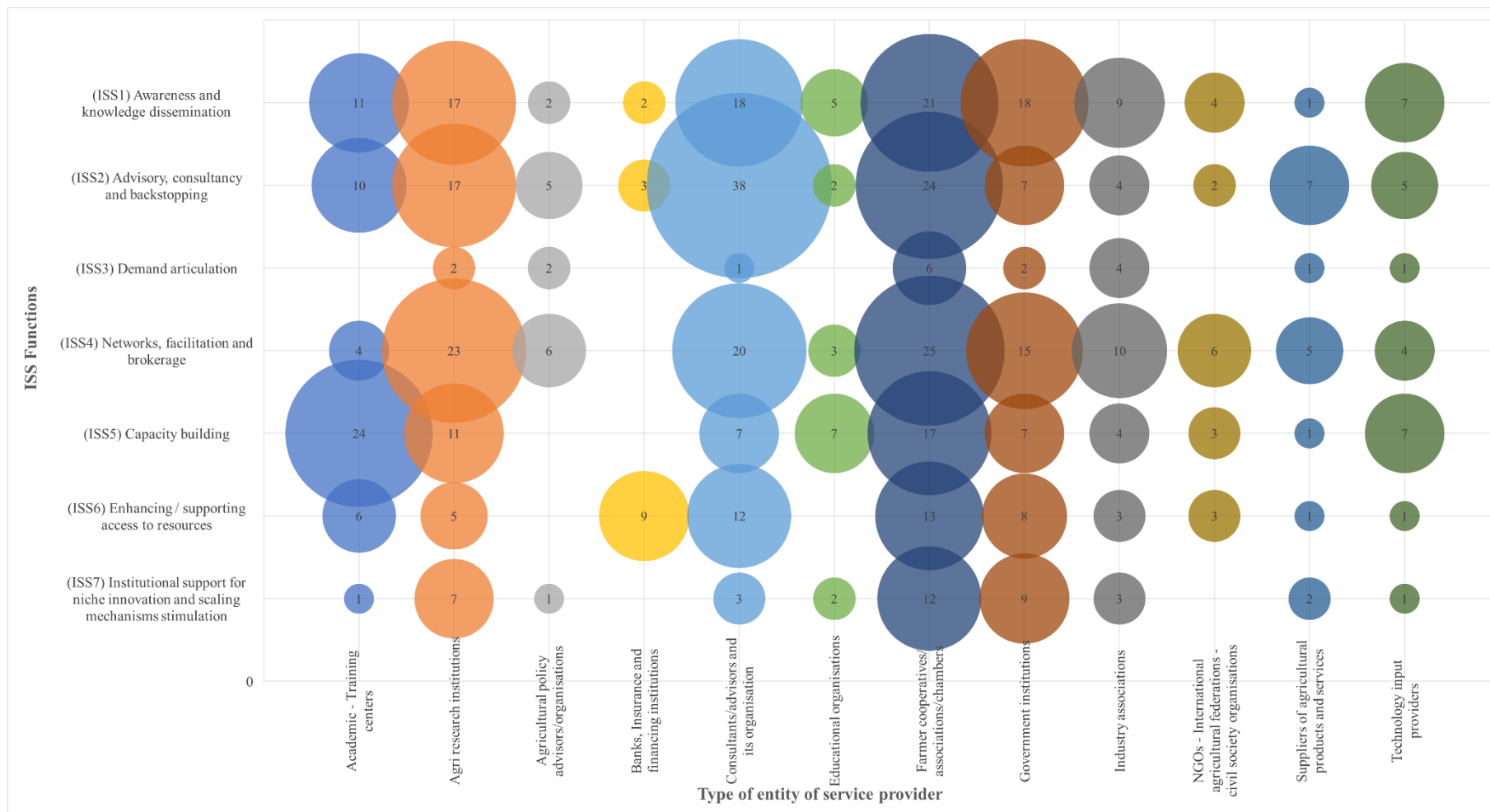
**Figure 11 ISS function distribution**

Source: own edition based on own calculation

In the analysis of what type of entities provide which functions, it can be found that some players are much more specialized for some functions, and some of them provide a wide range of ISS functions. Furthermore, Academic, and educational organisations most often carry out (ISS5) Capacity building and (ISS1) Awareness and knowledge dissemination activities. Agri Research institutions provide all kinds of functions, but they are more active in (ISS2) Advisory, consultancy, and backstopping, (ISS4) Networks, facilitation, and brokerage, and (ISS1) Awareness and knowledge dissemination. Banks, insurance, and financing institutions take part only in a few functions, mainly in (ISS6) Enhancing/supporting access to resources. Consultants/advisors, Farmer cooperatives/associations/chambers and also Governmental institutions and Industry associations provide all ISS functions.



## Deliverable 1.2 ISSs inventory



**Figure 12 Type of ISS providers and function correlation**

Source: own edition based on own calculation



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## 6. Next steps

The mapping was closed on the 10<sup>th</sup> of February 2023, while the collected information can be quickly out of date, and new players can emerge, therefore the mapping will be updated and completed during the lifetime of the project. So, the database will work after the submission of this deliverable as a “living document”, one of the partners discovers a new ISS provider that can be included in the document.

The work of the T1.2. will continue to deepen the functions through other methods (e.g. surveys and interviews) and project activities even together with other Tasks (such T1.3 and T1.4.), which could potentially lead to the development of inventory.

However, once the deliverable has been submitted, we need to find a way to get more detailed and accurate information about ISS providers. Moreover, it is also needed to contact and start working with them.

## 7. Conclusions

The information explored in the mapping inventory is fundamentally useful for obtaining an overall picture of ISS providers, but it does not give an accurate picture of their organisational model, and to what extent and how they reach their farmers/practitioners. Furthermore, the mapping does not provide information on the exact activities of ISS providers.

A lot of the information in the mapping inventory is not comprehensive because it is based on the knowledge/assumptions of the consortium partners. This shows that even the project partners have limited knowledge of the ISS providers in their country. That is a limit that defines the fields of further research.

Most of the ISS providers, their activities do more than one ISS function. Some functions are provided by all types of entities (ISS1, ISS2, ISS4), some of them are very specific, and only a few types of entities provide them regularly (ISS3, ISS5). This can draw attention to the fact that certain ISS functions are not very widespread in agriculture, while others are highly typical of the sector.

Some functions are strongly related and are not easily separated (e.g., awareness and knowledge dissemination related to capacity building, but also advisory/consultancy and networking/facilitation). Overall, therefore, provider functions can only be properly categorised according to the functions if their precise activities are visible, which support the innovation processes of practitioners in the agricultural sector.

In general, it can be stated, that the western and southern European countries (Atlantic-North Sea region and the Mediterranean) are much more represented than eastern and northern Europe (Danube-Balkan and Nordic-Balkan region).





As this is a relatively new type of service in agriculture, a culture of using it needs to be evolved even in eastern European countries.

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## Annex

### Annexe 1: Type of service provider

**Consultants/advisors and their organisation:** are (i) those individuals who either as independent entrepreneurs or have an advisory position in different types of advisory organisations and are formally responsible for multiple and changing roles and tasks in stimulating and facilitating innovation and (ii) those actors who provide similar services out of a non-formal advisor position but consider themselves as an advisor.

**Agricultural policy advisors/organisations:** a facilitator who Aims at the development of shared meaning, language and objectives between dialogue partners in order to stimulate change and develop innovative solutions, Generates innovations (policy or technological), and Supports problem-solving.

**Academic/Training centres:** academic or educational bodies which target specific groups and provide specific services due to their public good orientation, societal influences and long-term continuity.

**Agri-research institutions:** a research body which facilitates their interaction with partners in research, education, agri-business, and other relevant institutions

**Farmer cooperatives/ associations/chambers:** Farmer-based groups, cooperatives Chambers of agriculture, and professional sector associations, with Users/farmers' interests, and professional representation, can be of a holistic nature (i.e., with a broad range of activities) or of a specific nature (focus on limited specialised activities).

**Banks, Insurance, and financing institutions:** Institutions providing financial sources for agricultural innovations.

NGOs/International agricultural federations/civil society organisations: non-profit entities independent of governmental influence.

**Educational organisations:** organized not for pecuniary profit, whose primary purpose is educational in nature and designed to develop the capabilities of individuals by instruction in any public or private elementary or secondary school, or any private or public college or university that is organized not for pecuniary profit and that is approved by the state board of education.

**Government institutions:** means any ministry, department, division, office or agency of State and includes all state-owned enterprises as defined by the State-owned.

**Industry associations:** an organization that supports companies and employers of a particular type of industry and protects their rights.

**Consumer Organizations** are advocacy groups that seek to protect people from corporate abuse like unsafe products, predatory lending, false advertising,



astroturfing, and pollution. Consumer Organizations may operate via protests, litigation, campaigning, or lobbying.

**Suppliers of agricultural products and services:** Profit-oriented companies offering products and services (e.g., consultancy, bookkeeping, transportation, contractual work, lending equipment, etc.) for agricultural producers.

**Technology input providers:** Profit-oriented companies selling machinery and similar products and related services for agricultural producers.

## **Annexe 2: Framework for service delivery**

**Technology platform:** is the foundation for building and running business applications. The platform allows users to run their applications smoothly without worrying about the technology that supports them. At the same time, it allows technical staff to rapidly extend, enhance, or upgrade application software, increasing the speed of business.

**Public-private partnerships:** Public-private partnerships involve collaboration between a government agency and a private-sector company that can be used to finance, build, and operate projects, such as public transportation networks, parks, and convention centres. Financing a project through a public-private partnership can allow a project to be completed sooner or make it a possibility in the first place.

**Venture Capital (VC)** communities are a form of private equity and a type of financing that investors provide to startup companies and small businesses that are believed to have long-term growth potential.

**Innovation brokers:** an agent or broker in any aspect of the innovation process between two or more parties”,

**Innovation advisors:** an advisor with a diverse role multi-faceted, multi-purpose, multi-scaled and multi-disciplinary field, who is able to a) experience interactive innovation creation methods, b) reflect upon their effects and impacts and c) provide a safe space for practising to get enough self-confidence before applying the methods in collaborative learning and daily work situation

**CAP network support unit for innovation/rural development/other:** The Network is a forum through which National CAP Networks, organisations, administrations, researchers, entrepreneurs, and practitioners can share knowledge and information (e.g., via peer-to-peer learning and good practices) about agriculture and rural policy.

**DIH /Digital Innovation Hubs:** are one-stop shops supporting companies to respond to digital challenges and become more competitive.

Market services are those services produced for sale on the market at a price intended to cover production costs and to provide a profit for the producer.

**Buyer-seller relationships:** The buyer is the person or organization that purchases products from suppliers. A buyer could be a manufacturer purchasing raw materials or a customer buying a finished product from a retailer. The relationship between the buyer and seller can be either short-term (one-off or low-commitment purchases) or long-term, involving regular purchases based on established agreements.

**Company Alumni:** an organization is a former employee of the organization.

**University Alumni:** a former student and most often a graduate of an educational institution (school, college, university).



**No framework:** as a free actor who acts freely because s/he thinks it is important for the network, regardless of if s/he has the mandate to do it.

### Annexe 3: Framework for service delivery

**Table 9 Types of ISS provider**

| ISS provider Types |   | Freq. | Percent | Valid Percent |
|--------------------|---|-------|---------|---------------|
| Valid              | Academic - Training centers   | 25    | 9.4%    | 9.8%          |
|                    | Agri research institutions  | 35    | 13.2%   | 13.7%         |
|                    | Agricultural policy advisors/organisations                                  | 10    | 3.8%    | 3.9%          |
|                    | Banks, Insurance, and financing institutions                                | 9     | 3.4%    | 3.5%          |
|                    | Consultants/advisors and their organisation                                 | 50    | 18.9%   | 19.5%         |
|                    | Educational organisations   | 8     | 3.0%    | 3.1%          |
|                    | Farmer cooperatives/ associations/chambers                                  | 45    | 17.0%   | 17.6%         |
|                    | Government institutions   | 37    | 14.0%   | 14.5%         |
|                    | Industry associations   | 13    | 4.9%    | 5.1%          |
|                    | NGOs - International agricultural federations - civil society organisations | 6     | 2.3%    | 2.3%          |
|                    | Suppliers of agricultural products and services                             | 8     | 3.0%    | 3.1%          |
|                    | Technology input providers  | 10    | 3.8%    | 3.9%          |
|                    | Total   | 256   | 96.6%   | 100.0%        |
|                    | Missing   | 9     | 3.4%    |               |
| Total              |   | 265   | 100.0%  |               |

Source: based on own calculations

**Table 10 Mandate of service delivery**

|         |   | Freq. | Per cent | Valid Percent |
|---------|---|-------|----------|---------------|
| Valid   | Buyer-seller relationships                                      | 2     | 0.8%     | 0.9%          |
|         | CAP network support unit for innovation/rural development/other | 33    | 12.5%    | 15.6%         |
|         | Company Alumni  | 2     | 0.8%     | 0.9%          |
|         | DIH – Digital Innovation Hubs                                   | 9     | 3.4%     | 4.3%          |
|         | Innovation advisors   | 45    | 17.0%    | 21.3%         |
|         | Innovation brokers  | 46    | 17.4%    | 21.8%         |
|         | Innovation brokers vineyards                                    | 1     | 0.4%     | 0.5%          |
|         | Market service  | 34    | 12.8%    | 16.1%         |
|         | No framework  | 4     | 1.5%     | 1.9%          |
|         | Public-private partnerships                                     | 14    | 5.3%     | 6.6%          |
|         | Technology platform   | 10    | 3.8%     | 4.7%          |
|         | University Alumni   | 9     | 3.4%     | 4.3%          |
|         | Venture Capital (VC) communities                                | 2     | 0.8%     | 0.9%          |
|         | Total   | 211   | 79.6%    | 100.0%        |
| Missing |   | 54    | 20.4%    |               |
| Total   |   | 265   | 100.0%   |               |

Source: based on own calculations

**Table 11 ISS providers working level.**

|         |                | Freq. | Percent | Valid Percent |
|---------|----------------|-------|---------|---------------|
| Valid   | Local level    | 14    | 5.3%    | 5.4%          |
|         | National level | 156   | 58.9%   | 60.2%         |
|         | Regional level | 89    | 33.6%   | 34.4%         |
|         | Total          | 259   | 97.7%   | 100.0%        |
| Missing |                | 6     | 2.3%    |               |
| Total   |                | 265   | 100.0%  |               |

Source: based on own calculations

**Table 12 Sectoral distribution of ISS providers**

|  | Freq. | Percent | Valid Percent |
|--|-------|---------|---------------|
|--|-------|---------|---------------|



|         |   |     |        |        |
|---------|---|-----|--------|--------|
| Valid   | horizontal - not only specialised in agriculture  | 83  | 31.3%  | 32.8%  |
|         | specialised in a specific theme e.g., soil management, climate change                       | 12  | 4.5%   | 4.7%   |
|         | specialised in a sub-sector e.g., crop production   | 23  | 8.7%   | 9.1%   |
|         | specialised in agribusiness, including agriculture, food and forestry and rural development | 135 | 50.9%  | 53.4%  |
|         | Total   | 253 | 95.5%  | 100.0% |
| Missing |   | 12  | 4.5%   |        |
| Total   |   | 265 | 100.0% |        |

Source: based on own calculations

**Table 13 Dedicated role in the national regional CAP SP**

| Dedicated role in the national regional CAP SP |  | Freq. | Percent | Valid Percent |
|--|--|-------|---------|---------------|
| Valid  | no   | 98    | 37.0%   | 51.6%         |
|  | yes, as a contracted partner                       | 21    | 7.9%    | 11.1%         |
|  | yes, as a designated innovation broker/facilitator | 30    | 11.3%   | 15.8%         |
|  | yes, as a support unit of the CAP network          | 41    | 15.5%   | 21.6%         |
|  | total  | 190   | 71.7%   | 100.0%        |
| missing  |  | 75    | 28.3%   |               |
| total  |  | 265   | 100.0%  |               |

Source: based on own calculations

**Table 14 Providers' contact with the EIP operational team.**

|         |  | Freq. | Percent | Valid Percent |
|---------|--|-------|---------|---------------|
| Valid   | no                                       | 58    | 21.9%   | 31.0%         |
|         | yes, as an innovation broker/facilitator | 28    | 10.6%   | 15.0%         |
|         | yes, as NRN/NSU                          | 14    | 5.3%    | 7.5%          |
|         | yes, as the OG coordinator               | 42    | 15.8%   | 22.5%         |
|         | Yes, as the OG member                    | 45    | 17.0%   | 24.1%         |
|         | Total                                    | 187   | 70.6%   | 100.0%        |
| Missing |  | 78    | 29.4%   |               |
| Total   |  | 265   | 100.0%  |               |

Source: based on own calculations

**Table 15 Services delivery frequency**

|         |              | Freq. | Percent | Valid Percent |
|---------|--------------|-------|---------|---------------|
| Valid   | Daily basis  | 191   | 72.1%   | 78.9%         |
|         | Occasionally | 51    | 19.2%   | 21.1%         |
|         | Total        | 242   | 91.3%   | 100.0         |
| Missing |              | 23    | 8.7%    |               |
| Total   |              | 265   | 100.0   |               |

Source: based on own calculations