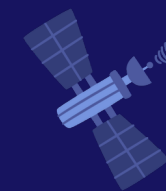
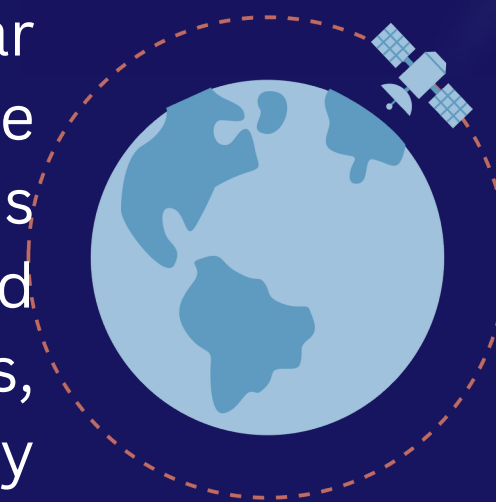


EOFarm is a spin-off of the National Technical University of Athens (NTUA), providing EO-based services and IT solutions in agriculture, water monitoring, and air quality assessment. The company has conducts monitoring studies for national and European agencies such as Municipalities, the Greek Payment Authority of C.A.P. and ESA, delivering data-driven tools for sustainable resource management. EOfarm serves clients including farmers, agri-tech firms, and public bodies, combining satellite analytics with digital innovation.

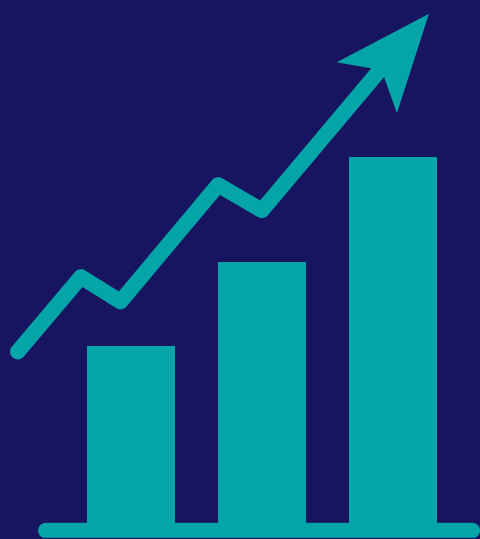




EOFarm utilizes a wide range of remote sensing data, including spectral, thermal, and radar imagery from open sources such as USGS, Copernicus, and JAXA, and commercial providers like IKONOS, WorldView, and Planet. These datasets are integrated into custom geospatial applications and IT platforms, enabling high-resolution monitoring of agriculture, water systems, and environmental conditions. The company applies this data in operational and research-driven tools, including contributions to major projects such as the IT support of ESA's exploitation platforms. By combining EO data with advanced analytics, EOfarm delivers scalable, real-time insights to users across both the public and private sectors.



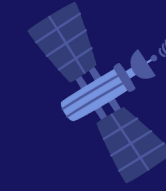
Applications of Space Data



Barriers & Support Requirements

EOFarm identifies technical challenges as the most significant barriers in working with EO data. One key issue is that not all datasets are compatible with OGC (Open Geospatial Consortium) standards, which can hinder data processing, interoperability, and communication across systems. This lack of standardization complicates the development of scalable and open EO applications, especially when integrating data from diverse sources. While funding is not considered a major obstacle for SMEs, the company emphasizes the importance of open standards and system compatibility.





Success Factors

Early in its development, the company participated in the Copernicus Incubation , which provided valuable support in transforming research into market-ready services. Since then, EOFarm has built strong partnerships with universities, ESA, national agencies, and European research projects, reinforcing its role. The company was also recognized for its innovation, earning 2nd place in a regional innovation competition in Epirus. EOFarm considers mentoring, training, and networking essential for new SMEs, especially in a rapidly evolving space-data ecosystem. But it also points out the importance of open data and open source technologies for SMEs to enter the EO sector.

EOFarm openly acknowledges that some of its early projects, particularly with public authorities, did not yield profit, but these experiences were crucial learning opportunities. Supporting clients with limited technical background helped the team refine its communication, technical support, and service delivery. The company advises other SMEs to carefully estimate the time and resources required for a project and strongly encourages the use of open-source software and open-access EO data, which can significantly reduce development costs while ensuring flexibility and adaptability in solution design.



Lessons Learned



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