

**The “Contrat de solutions” for a
trajectory of progress in plant
protection:
a collective approach**



« Contrat de solutions » : What is it ?





Major issues related to crop protection



Productivity and profitability
Increased sanitary pressure,
market demand
on the rise,
Distortions of competitiveness



Agronomic and regulatory
Decrease in available
substances, increase in
resistance to treatment



Health and Society
Residues, cocktail effects,
toxic bio-aggressors, fight
against
harmful species



Environment
Water conservation, air quality,
soil life and
protection of
biodiversity

- The “contrat de solutions” is an initiative born in November 2017, in order to be a force of proposal to meet the expectations of citizens and consumers, while guaranteeing the productivity and profitability of farms.

The 41 members of the association « Contrat de Solutions »

- Private and public solution providers



- Leaders in consulting, distribution, training and dissemination



- Producer representatives



- Inter-professions and representatives of the downstream sector and specific issues





Le Contrat de solutions : a collective progress approach

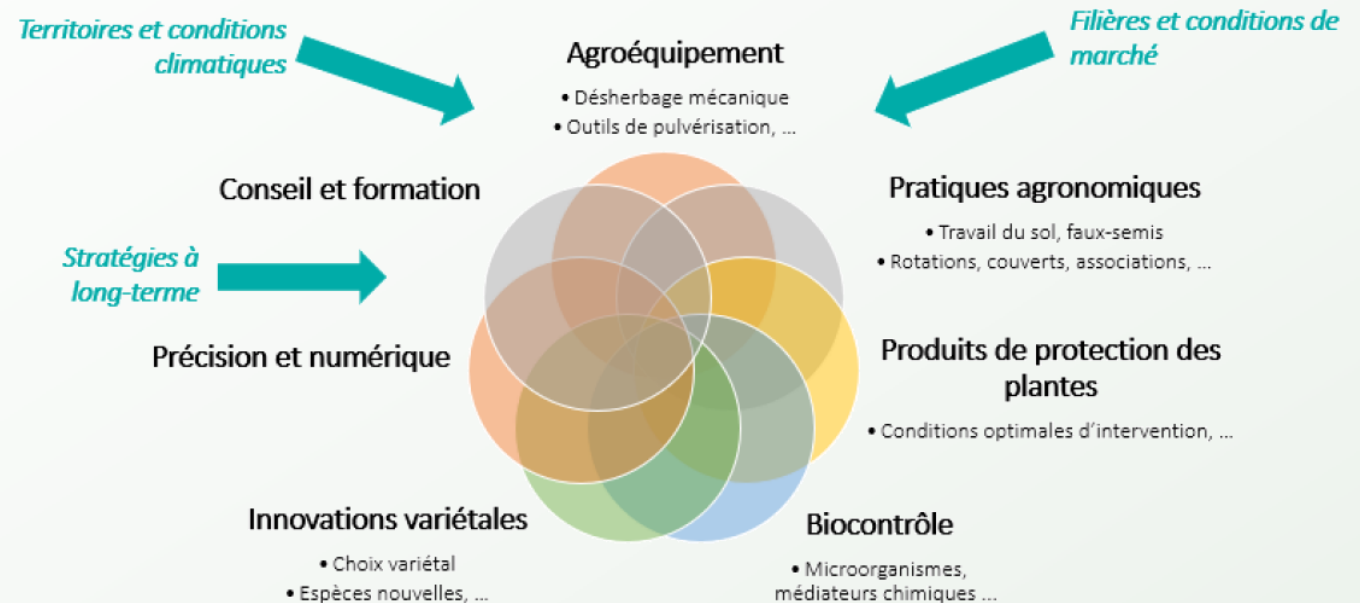
- **43 partners have made a joint long-term commitment to:**
 - Finding concrete, effective, sustainable and accessible solutions
 - Better deploy existing solutions
 - Encouraging combination of solutions and "systems" approaches
 - Accelerating research and innovation on our real needs
- **In-depth collective work on solutions for:**
 - Propose a "toolbox" to producers
 - Make a 360° analysis of the solutions (= taking into account the different impacts)
 - Identify brakes and levers for deployment
 - Make commitments to develop the identified solutions
 - Make specific requests for support to the public authorities, if necessary.



Le Contrat de solutions : a collective progress approach

- The objective of the solutions contract is to develop a combinatorial approach to the solutions:

- ⇒ Agronomic practices
- ⇒ Plant Breeding
- ⇒ Digital Agriculture
- ⇒ Robotics and agricultural equipment
- ⇒ Biocontrol
- ⇒ Innovative plant protection products
- ⇒ Sector and territory approaches
- ⇒ Advice, training and dissemination



Mobilisation of all levers for integrated crop protection



Solutions for all sectors and all territories ... to combine

SOLUTIONS FOR ALL TYPE OF CROPS



ARABLE
CROPS



VEGS



POME FRUITS



GRAPES



ORNEMENTALS,
AROMATIC AND
MEDICAL
PLANTS

41 partners

69 solutions already
formalised

An update twice a year
with new solutions and
evaluations of indicators



2 - Focus on the biocontrol Working Group





Biocontrol Working Group

- The 8 axes of solutions identified are the subject of a specific working group
- The Biocontrol group is led by IBMA France, and brings together representatives of producers' associations, technical institutes, etc.

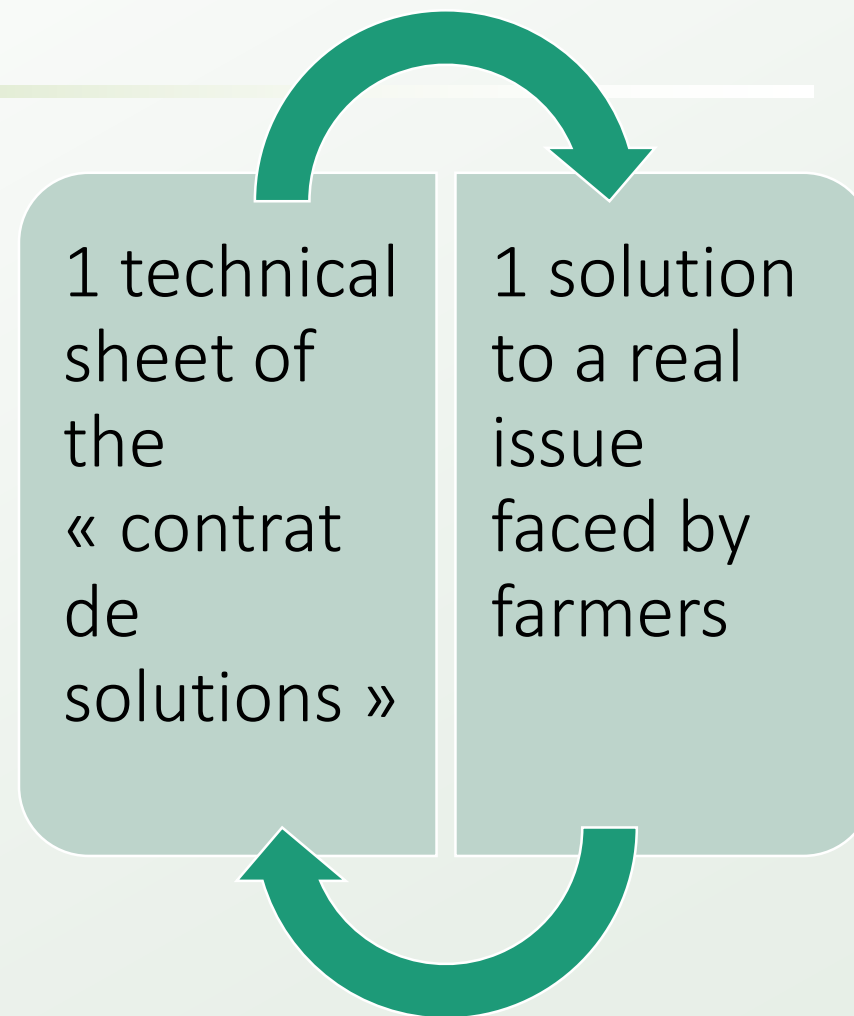
⇒ We have a triple objective :

1. **Propose** new "solutions" sheets available to farmers
2. **Update deployment indicators** in consultation with technical institutes and solution providers.
3. **Participate in the deployment** of the biocontrol component of the solutions contract



Biocontrol Working Group

- 17 solutions formalized
- Most of the French crops covered
- Accent put on solutions with high potential of deployment





Biocontrol Working Group

Each formalized solution is presented with a 360° analysis

- ✓ **Description** of the solution
- ✓ **Evaluation** of the possible reduction of plant protection products or impacts
- ✓ **Costing** of additional costs and gains for the farmer
- ✓ **Identification** of the obstacles to be removed and the conditions of success for deploying the solution
- ✓ **Commitment** of each partner per record
- ✓ **Analysis** of the parameters to ensure the effectiveness of each solution, and requests to public authorities to speed up deployment



Example of a solution: n° 27 – Use of ferric phosphate against slugs

Fiche
27

Lutte contre les limaces
avec l'utilisation du phosphate ferrique



Description of the solution

- Slugs can heavily damage sensitive crops
- Ferric phosphate is a natural mineral substance, with similar efficacy to conventional solutions

Current and targeted deployment

- Currently used on 11% of total cropped area
- Target : go up to 30% in 2021

Level of reduction and success factors

- The mode of action of ferric phosphate is different from the conventional alternative – efficacy is not always immediately evident, as the slugs stop eating but do not die right away. Communication is key!

Costs and benefits of the solution

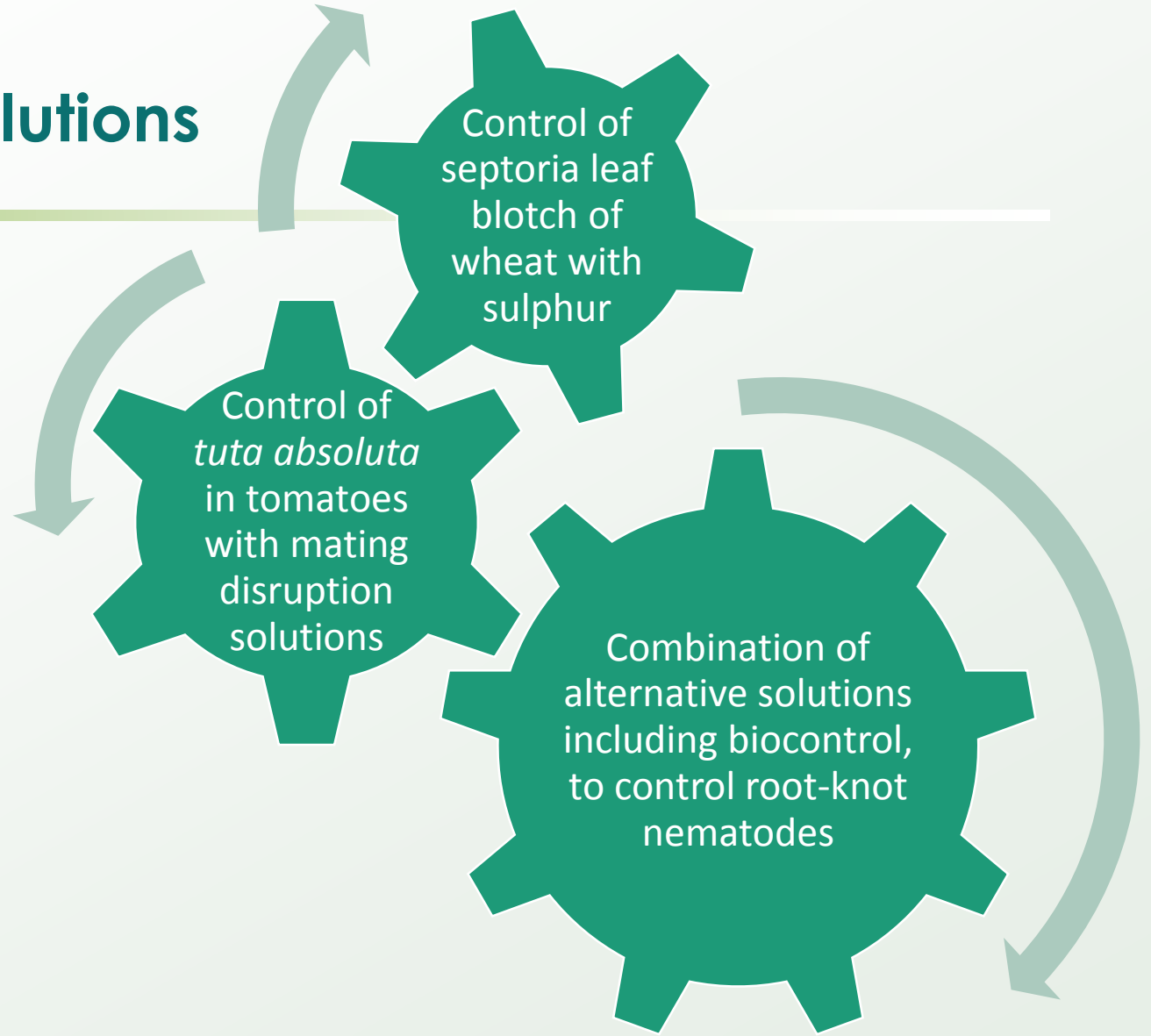
- No additional cost identified
- Same application technique

Commitments

- IBMA, technical institutes, distributor's associations, farmer's associations



Other examples of solutions





Main success factors identified

For the solutions

- The technicalities of the solution : importance to apply the solution within a tight timeframe, the application of the product which require more training, etc.
- Cost of the solution

For the development of biocontrol in France

- Have an EU definition of biocontrol, to encourage companies investments
- Promote the combinaison of solutions and not strict substitution

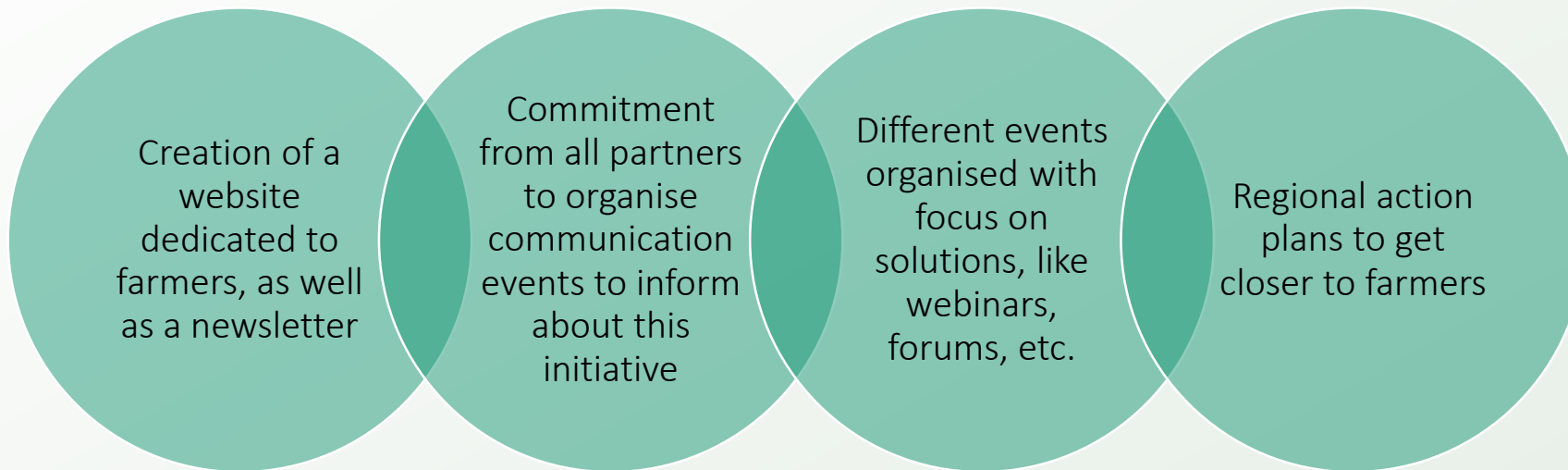


Deployment of the “contrat de solutions” and future actions



Deployment of the « contrat de solutions »

→ The practical implementation of the solutions at the farmer's level is key to the success of this initiative



<https://contratsolutions.fr/>





Sucess and difficulties faced by Contrat de Solutions : what have we learnt ?

- At Biocontrol Working Group's level
- At Contrat de Solutions' level





Ambition for the future

- Deploy the «contrat de solutions », to get closer to farmers
- Develop the combinaison of solutions identified and the synergies between partners
- Put an emphasis on the identification of R&D needs, to anticipate and face orphan uses
- Coordinate this initiative with foodchain and public authorities, to ensure that farmers get added-value and financial support to help them in this transition



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