

# THE ZENVUS SMART FARM

1

PRESENTED BY  
ENGR. SAYYADI SANI

IN PARTIAL FULFILMENT AS A  
REQUIREEMNT FOR AN E-LEARNING  
CERTIFICATE COURSE ON INTERNET OF  
THINGD

ORGANISED BY  
GSMA

FEB, 2018

# OUTLINE

2

- INTRODUCTION TO ZENVUS
- ZENVUS SMART FARMING SOLUTION
- ZENVUS SMART FARMING BENEFITS
- TECHNOLOGIES
- MOST LIKELY BUSINESS MODELS
- OPERATIONAL ISSUES
- POLICY TOPICS
- CONCLUSION

# INTRODUCTION TO ZENVUS

3

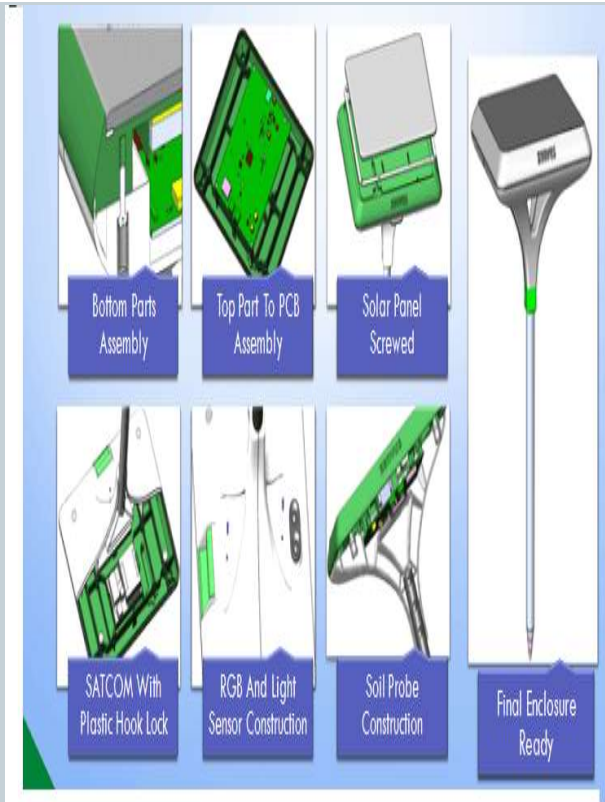
- The Zenvus Smart –Farm Technology is an intelligent solution developed by Prof Ndubuisi Ekekwe that targets farmers for the enhancement and modification of their primitive farming techniques. It uses proprietary electronics sensors to collect soil data like moisture, nutrients, pH etc and send them to a cloud server via GSM, satellite or Wifi. Algorithms in the server analyze the data and advice farmers on farming accordingly



# ZENVUS SMART FARMING SOLUTION

4

- The Zenvus Smart –Farm Technology is an intelligent solution for farms that uses proprietary electronics sensors to collect soil data like moisture, nutrients, pH etc and send them to a cloud server via GSM, satellite or Wifi. Algorithms in the server analyze the data and advice farmers on farming accordingly
- As the crops grow, the system deploys special cameras for detection of drought stress, pests and diseases. The data generated is aggregated, anonymized and made available via subscription for agro-lending, agro-insurance, commodity trading to banks, insurers and investors



# ZENVUS SMART FARMING BENEFITS

5

- The Zenvus Smart-Farming Technology among other things would allow farmers and stakeholders make informed decisions by providing real time data for the farmers and stakeholders thus eliminating guesses on timing, procedure and crops for farming.
- Provides data analytics that relate information on possible outbreak of pests and diseases in farms which usually reduces yield, allowing farmers to initiate preventive measures
- It helps farmers map the boundaries of their farms and then print the documents so that farmers can obtain their land titles from governments

# TECHNOLOGIES

6

Feature	Requirement	Comment
Network Area	Wide	The zenvus device sending data to a cloud server n application uses cellular connectivity, so requires wide network area
Spectrum	Dedicated/Shared	<b>The connectivity has be reliable</b>
Battery life	Long	<b>The battery need to be long since the device stays in the remote farms</b>
Connectivity cost	Medium	Price varies and thus need to be moderate
Module cost	Medium	The module cost also varies and thus need to be moderate
Bandwidth	Medium	<b>This application requires a medium bandwidth for transmitting farm real data and images</b>
<b>Technologies</b>	<b>Satellite</b>	

**Other technologies: 2G, 3G, 4G & WiFi**

# MOST LIKELY BUSINESS MODELS

7

Business models	Revenue of the IoT company	Device ownership
Product-as-a-Service	Recurring	IoT company
Transactional	Upfront	User

Either of the above two business model can serve the deployment of the zenvus smart farm depending on the financial capability of the choice of the customer.

# OPERATIONAL ISSUES

8

- **Operational considerations**

Network Coverage



Interference



These two operational scenarios can lead to service downtime if not properly handled



# POLICY TOPICS

9

Ensuring  
consumers'  
privacy  
protection

Ensuring  
consumers'  
data protection

**It is incumbent open regulators  
and policy makers to ensure the  
privacy and the data protection  
of the consumers**

# CONCLUSION

10

- In this presentation we have highlighted the Zenvus smart farming Technology
- We have also looked at the solutions and the benefit of the technology, the technology for deploying the application, the business models and the operational concerns and the policy issues

# The End

11

- Engr. Sayyadi Sani
- Nigerian Communications Commission
- Plot 423 AI Street, Maitama, Abuja
- Nigeria
- +234 9 4617290
- [sayyadi@ncc.gov.ng](mailto:sayyadi@ncc.gov.ng)

# REFERENCES

12

- <https://www.zenvus.com/products/smartfarm/>
- <http://www.africaag.org/2017/04/29/smart-farming-2017-beyond-zenvus-smartfarm-technology-innovative-farming-africa/>
- <https://www.thesolutionsjournal.com/article/supporting-small-farmers-africa-home-grown-information-technology/>
- GSMA-IoT Course Material Jan-February 2018