

CUSTOMER

Target Customer

- Local and national governments with forestry interests
- Landowners with forested properties
- Other environmental companies.

Customer Relation

- Personalized advice on forest management;
- Support in the environmental certification process;
- Training and workshops on sustainable practices;
- Ongoing monitoring of environmental impact.

Channels

Participation in government tenders and projects; Specialized seminars and conferences in the forestry sector.

CORE

Mission

We work to improve forestry areas, making use of innovation and putting into practice the values of the cooperative model.

Value Proposition

- Sustainable assessment and management of forests
- Development of forestry management plan
- Environmental certification and sustainability services
- Research and development of sustainable forestry practices.

Competitive advantage

- Due to our geographical distribution: Local Knowledge
- Local Network of Contacts
- Quick and Efficient Response.
- Due to our multidisciplinary team: Wide Range of Services;
- Comprehensive Approach; Continuous Improvement;
- Diversity of Tailored Services.

RESOURCES

Knowledge

- Experts in forestry and forest management
- Environmental monitoring technologies
- Database of regulations and certifications
- Network of contacts with forest landowners and government entities.

Technology

- Remote sensing and LiDAR Data;
- Application of GIS and GNSS;
- Development of online map viewers and apps; Satellite data processing;
- TRL Level: from TRL 3 to TRL 9.

Revenue Streams

- Fees for consulting services
- Income from environmental certification projects
- Charges for training courses and workshops
- Participation in research and development projects.

KEYS

Activities

- Evaluation and monitoring of forest conditions;
- Development of customized forest Restoration management plans
- Participation in European Projects;
- Research Projects for improving sustainable practices and processes.

Partnerships

- Forestry technology companies;
- National, regional and local governments related with environmental aspects
- Academic institutions for joint research;
- Network of contacts with forest landowner associations.

Success factors

- High level of commitment as most of the workers are company partners;
- Flexibility to adapt to different situations; Incorporation of INNOVATION into the company's culture;
- Dedicated to a sector such as environmental, which is increasingly important in our society..

Company name:

Agresta S. Coop.

Restoration Typology:

- Forests
- Education and training

Founding year:

2000

Number Employees:

Between 10 and 49 employees

Annual Turnover:

Between €1 million and €5 million

Location:

Different offices all over Spain

Web page:

www.agresta.org



Positive Impact A company funded by 10 students more than 20 years ago, that keep on developing environmental solutions through a company with values, social economy and cooperative principles.

Drawbacks Some customers do not understand that a company can be a social economy enterprise. In times of economic prosperity and with opportunities in the environmental sector, retaining talent is challenging.

Competitors The competition with large companies and public sector companies is high, and at times, they lower prices to compete.