



Avia-GIS is ready to conquer the world!



Avia-GIS NV is a Belgian SME from the Antwerp area with a vision: “We want to support society worldwide with sustainable Integrated Pest Management (IPM) solutions, says Guy Hendrickx, founding CEO”. We mainly focus on pests that transmit diseases like mosquitoes, ticks or rodents. The company obtained a European Grant of 1.6 M€ via a phase2 application of the SME instrument in 2019, to do just that: bring VECMAP®, its award winning software package to the international market and protect the world against the risks of vector-borne diseases, and arguably even more importantly expand VECMAP® to also include an IPM expert system.

The beginning of the 21st century has witnessed **in addition to hugely increased transport of people and goods, important changes in climate, human behavior & ecology that favor the development and spread of urban pests.** These changes are causing pests and the diseases they may transmit to **expand and emerge in countries where they were previously unknown.**

At this moment, most pest controllers **limit their interventions to easily applicable reactive control methods using harsh chemicals** in a 'carpet bombing' setting. However, as imposed by the European Union since 2014, all member states should have **reverted to more complex proactive prevention methods,** applying **Integrated Pest Management (IPM)** principles, **but pest control operators lack the tools to do so!**

Guy Hendrickx is a vet who started his career in 1987 in Africa with the UN. He was one of the first to use satellite imagery as an aid to map the distribution of insects that transmit diseases. Back in Belgium in 2001 he started Avia- GIS, a company that rapidly became **a leader** in integrating space technology, ecology and epidemiology to develop tools that **bridge the gap** between research and operational management. With support from the **ESA Downstream Business Applications Program** and **VLAIO grants** the company developed – **VECMAP®** – a disruptive software suite that supports society to overcome one of its important health threats: the spread of Pests of Public Health importance.

Since its establishment Avia-GIS **grew steadily by 17% each year,** having since 2015 an annual turn-over of 2M€ and employing 15 highly specialized staff members in Europe and 3 in their daughter company in South Africa. With the resources made available by the European SME Instrument program, topped-up by private investors, we will be able to **upscale our commercial activities and transform from a Leading R&D Company to a Commercial IPM Market Leader in Europe and beyond.**

“NCP Flanders and EEN (Enterprise Europe Network) Flanders were instrumental to obtain this grant, they helped us finetune our ‘all-or-nothing’ final competitive pitch for the jury in Brussels. They still are very actively involved, opening their networks to help find value-added resellers in each language region of the Union, says Guy.”

Within 5 years Avia-GIS will enable **2.000 SME pest control companies** to transform and become IPM Champions, and we will reach **2.340 local authorities** involved with the control of pests of public health importance. **With the EC grant and the additional private investment we will multiply our annual revenue by seven and our headcount by four**