

Addressing needs for the diffusion of digital greenhouse farming. Insights from Living Labs in the Mediterranean basin

Oriana Gava^{1*}, Sara Sturiale², Marisa Gallardo³, Dolores Buendía Guerrero⁴, Dursun Buyuktas⁵, Gulcin Ece Aslan⁵, Asma Laarif⁶, Thameur Bouslama⁶, Alejandra Navarro⁷, Luca Incrocci², Fabio Bartolini⁸

1. Research Centre for Agricultural Policies and Bioeconomy, Council for Agricultural Research and Economics, Viale della Toscana 21, 50127 Firenze, Italy (oriana.gava@crea.gov.it)
2. Department of Agriculture, Food and Environment, University of Pisa, Via del Borghetto 80, 56124 Pisa, Italy (sara.sturiale@phd.unipi.it, luca.incrocci@unipi.it)
3. Department of Agronomy, University of Almería, Carretera de Sacramento s/n, La Cañada de San Urbano, 04120 Almería, Spain (mgallard@ual.es)
4. Research Station of the Cajamar, Paraje Las Palmerillas 25, 04710 El Ejido, Spain (doloresbuendia@fundacioncajamar.com)
5. Department of Agricultural Structures and Irrigation, Faculty of Agriculture, Akdeniz University, Antalya, Turkey (dbuyuktas@akdeniz.edu.tr, ecebacalan@akdeniz.edu.tr)
6. University of Sousse, LR21AGR03, Regional Research Centre on Horticulture and Organic Agriculture (CRRHAB), 57, Chott Mariem, TN-4042 Sousse, Tunisia (laarif.asma@iresa.agrinet.tn, thameurbouslama@gmail.com)
7. Research Centre for Vegetable and Ornamental Crops, Council for Agricultural Research and Economics, Via Cavaleggeri 51, 84098 Pontecagnano – Faiano, Italy (alejandra.navarrogarcia@crea.gov.it)
8. Department of Chemical, Pharmaceutical and Agricultural Sciences, University of Ferrara, Via L. Borsari 46, 44121 Ferrara, Italy (fabio.bartolini@unife.it)

* Corresponding author at: oriana.gava@crea.gov.it

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35 **Abstract**

36 Agriculture 4.0 represents a huge opportunity for the transformation of agrifood sectors. However,
37 its adoption (and diffusion) in real-world farming contexts faces multiple challenges. This study
38 focuses on greenhouse farming within the Mediterranean basin. It aims to assess the needs of actors
39 involved in the uptake of Agriculture 4.0 and define enabling conditions to support achieving these
40 needs, focusing on the introduction of an innovative decision support system in real-world
41 greenhouses for tomato production. A qualitative and comparative approach is implemented, using
42 participatory data collection methods with cross-disciplinary experts from four case studies across
43 the Mediterranean Basin. Data are collected through one-to-one open discussions, supported using
44 context and SWOT analyses to stimulate reflection and recall. The findings highlight the need to
45 improve digital literacy among farmers and advisors, build trust through tailored education
46 conditions and mentorship, and support young farmers with financial incentives and training.
47 Market dynamics are relevant as well, pinpointing the need for stronger product images and
48 increasing consumer awareness through certification and labelling. Great interest and technology
49 potential emerges from the possibility to enable (partial) remote work thereby benefiting a work-
50 life balance. Simplifying bureaucratic processes and enhancing policy support for cooperation and
51 farmer unions are also essential for encouraging farmers to adopt digital technology.

52 **Keywords:** Decision Support System (DSS), agricultural digitalisation, qualitative research, multi-
53 actor engagement, actor needs, enabling

54

55 **1. Introduction**

56 *1.1 Background*

57 Agriculture 4.0, also known as digital agriculture, leverages precision and data-driven
58 technologies such as the Internet of Things, data analytics, artificial intelligence, and machine
59 learning and is viewed as a promising approach to sustainably enhance food production. The use of
60 these technologies is particularly relevant in intensive farming systems like greenhouse production
61 (Maffezzoli et al., 2022; Mondejar et al., 2021). However, while technology-driven solutions can be
62 appealing, resources may be wasted if technologies are not developed responsibly by aligning with
63 the actual needs of actors¹ directly involved in technology adoption and diffusion (Rose et al., 2021).
64 Large literature acknowledge this issue and suggest that a variety of needs exist ranging from
65 developing user-friendly digital applications, reducing access costs and enhancing digital literacy, to
66 improving policy and governance (Klerkx et al., 2019; McFadden et al., 2022; UNESCO, 2018; Wolfert
67 et al., 2017; Yuan and Sun, 2024). These needs often cannot be met, and enabling conditions should
68 be created to facilitate the successful implementation and adoption of specific actions, policies, or
69 technologies (Huber-Stearns et al., 2017). Creating enabling conditions for Agriculture 4.0 requires
70 technical and financial measures and coherent governance frameworks that reconcile productivity,
71 environmental sustainability, and social objectives (Coderoni, 2023). It also requires adopting a
72 responsible research and innovation (RRI) approach through the engagement of a variety of actors
73 (e.g., farmers, researchers, policymakers) directly involved in the technology adoption and its
74 diffusion, prioritising their actual needs and considering the diversity of contextual features at the
75 territorial level (Eastwood et al., 2019; Rose et al., 2021). These actors should be part of the
76 innovation process to ensure that Agriculture 4.0 technologies are implemented in a way is socially

¹ The term "actor" is used consistently throughout this study (instead of "stakeholder") to ensure homogeneity of wording and to better reflect the actor-centred nature of the presented research.

77 beneficial, inclusive, and equitable to all the affected actors while minimising negative impacts
78 (Fielke et al., 2022; Klerkx et al., 2019; McGrath et al., 2023; Rose and Chilvers, 2018). This
79 engagement can also lead to improved design of agricultural policies in the frame of Agriculture 4.0
80 that foster fair and equitable working conditions (da Silveira et al., 2021; Maffezzoli et al., 2022).
81 Living labs (LLs) are increasingly recognised as suitable settings for operationalising RRI, by serving
82 as collaborative platforms for inclusive, reflexive, and context-sensitive innovation and enabling
83 research approach centred on the perspectives of those directly involved in agriculture and
84 innovation (Campos and Marín-González, 2023; Owen et al., 2012).

85 Research centred on the actors' needs that respond to priority issues at the territorial level
86 requires significant improvement and expansion, especially developed towards LLs (Mgendi, 2024;
87 Ogunyiola et al., 2024). Understanding these needs would yield grounded recommendations to
88 bridge the research-practice gap while supporting the improvement of existing interventions to
89 foster responsible and sustainable agricultural digitalisation (McFadden et al., 2022; Wanner et al.,
90 2018). Also, bridging the research–practice gap is essential for ensuring that digitalisation
91 contributes to sustainability, a challenge long recognised in agricultural policy research (Matthews,
92 2021). The literature shows that Agriculture 4.0 can help mitigate the strain on limited resources,
93 address climate change, reduce water and agrochemical usage, improve soil health, and boost
94 biodiversity, while maintaining or increasing yields, lowering input costs, and enhancing food safety
95 through better traceability (MacPherson et al., 2022). However, the observed impacts are not
96 without controversy, and there is an ongoing debate regarding the social implications of agricultural
97 digitalisation, with some studies highlighting benefits such as improved working conditions and
98 community well-being, while others point to issues like social inequality, data privacy concerns, and
99 the potential to widen the gap between large and small-scale farmers (Carolan, 2024; Klerkx et al.,
100 2019). To maximize the positive impacts while minimising the negative consequences and fully

101 realize the potential of Agriculture 4.0, it is essential to expand and deepen knowledge about the
102 perspectives and requirements of actors on the ground to understand how to sustain them in
103 addressing the issues they experience (Ingram et al., 2022). The research implications need to be
104 practically useful beyond the case study level by offering a broader perspective on the researched
105 problem (Yin, 2014), although there is a notable lack of research that provides such a varied
106 perspective. Particularly, more studies are needed that incorporate evidence from a wide range of
107 geographical and socio-economic contexts (Fasciolo et al., 2024; Hinson et al., 2019; Klerkx and
108 Rose, 2020; Maffezzoli et al., 2022).

109 *1.2 Aim and contribution of the research*

110 Against this background, the aim of this study is to assess actor needs and propose enabling
111 conditions to foster the diffusion of Agriculture 4.0 in the Mediterranean basin, through qualitative
112 research. The research adopts a qualitative approach framed within a RRI framework,
113 operationalised through LLs established at the project level in each case study. The four RRI
114 dimensions (anticipation, reflexivity, inclusion, and responsiveness) guided research activities and
115 actor engagement from the project's inception through to the generation of findings and policy
116 recommendations. LLs supported innovation implementation and adoption through processes of
117 mutual learning and co-creation across domains of expertise and disciplinary boundaries. Their
118 composition reflects the diversity of actor perspectives in real-world agricultural contexts and
119 constitutes the sample for this study. The research follows a stepwise approach involving: (i) the
120 prioritisation of key socio-economic issues affecting the adoption and diffusion of the DSS (and more
121 broadly, Agriculture 4.0 innovations) in the greenhouse sector; (ii) the identification of priority actor
122 needs, i.e. those directly linked to the identified issues; and (iii) the elaboration of enabling
123 conditions to support the fulfilment of these needs. A real-world situation is examined, i.e. the
124 introduction of an innovative decision support system (DSS) in greenhouses of the Mediterranean

125 basin. Four case studies are considered, i.e. Almería (Spain), Antalya (Turkey), Monastir (Tunisia),
126 and Tuscany (Italy), hosting each of them a real-world pilot farm for testing the DSS in commercial
127 greenhouses (Sturiale et al., 2024a). All case studies are important players in the international
128 greenhouse vegetable market are representatives for the greenhouse sector at the territorial level
129 (Sturiale et al., 2024a). The data were collected from cross-disciplinary experts engaged within LLs.

130 This research advances knowledge in several ways. First, it centres on actors and their needs,
131 which are essential for identifying priority issues and enabling conditions for digital technology
132 adoption (Soriano et al., 2023). Second, it bridges the science-practice gap by offering grounded yet
133 theoretically sound recommendations, consistent with responsible research and innovation
134 principles (Lajoie-O'Malley et al., 2020; MacPherson et al., 2022). Third, it provides a cross-country
135 perspective across the Mediterranean, a region marked by shared greenhouse technologies and
136 climate concerns but diverse socio-economic contexts, allowing for implications beyond the case
137 study level (Bocean, 2024).

138 The findings offer a holistic view of Agriculture 4.0 challenges and opportunities, based on
139 diverse Mediterranean case studies (Xu et al., 2024). They clarify actors' prioritised needs and the
140 enabling conditions for digital agriculture uptake. Although focused on Mediterranean greenhouses
141 and a specific DSS, the insights are relevant to broader agricultural sectors globally. The inclusion of
142 varied case studies enriches the analysis and extends its relevance (Bocean, 2024). The
143 operationalisation of RRI through Living Labs (LLs) shaped knowledge co-production and
144 interpretation, revealing socially relevant dynamics and innovation trajectories beyond standard
145 metrics (Stilgoe et al., 2013). LLs facilitated joint reflection, contextual adaptation, and integration
146 of diverse knowledge systems, including those of smallholders, women, and migrant workers
147 (Campos and Marín-González, 2023; Ehlers et al., 2025). This responsiveness aligned innovation with
148 evolving societal needs and values (Kokotovich et al., 2021), positioning LLs as boundary

149 infrastructures where technical, social, and normative dimensions are negotiated. Finally, the
150 research highlights the social implications of agricultural digitalisation, particularly equity and
151 inclusion, which merit greater attention in academic and policy debates (Hundal et al., 2023;
152 Maffezzoli et al., 2022).

153

154 **2. Theoretical framework**

155 Actor needs are the requirements, expectations, and preferences of those who have an interest
156 or stake in a particular project, process, or system, including a wide range of operational, economic,
157 social, and environmental aspects that are deemed critical for ensuring the successful adoption and
158 implementation of innovations. Identifying and addressing key actor needs is essential for aligning
159 project outcomes with the interests and priorities of all involved parties, thereby enhancing the
160 overall effectiveness and sustainability of the initiative (Feng et al., 2024; Littau et al., 2010). These
161 needs respond to issues experienced not only by farmers but also by other actors, such as e.g.,
162 advisors, which are generally context-specific and can negatively affect the uptake and widespread
163 use of digital agriculture in rural areas (Dibbern et al., 2024). Research indicates that real-world
164 issues are barriers to Agriculture 4.0 and can create lock-in situations that hinder the achievement
165 of sustainability goals through digital transformation. Especially, these issues can prevent the full
166 adoption and integration of digital technologies in agriculture, thereby limiting the potential
167 benefits in terms of productivity, profitability, and sustainability (da Silveira et al., 2023a, 2023b).

168 The literature identifies drivers and barriers of Agriculture 4.0 (da Silveira et al., 2021; Dibbern
169 et al., 2024). Drivers include, e.g., the potential for increased productivity, profitability, and viability
170 of farming through the optimisation of resource use, cost reduction, and enhancement of crop
171 yields (Fragomeli et al., 2024). Other drivers encompass education, age, and farm size; for instance,
172 younger and more educated farmers managing larger, capital-intensive enterprises are more likely

173 to adopt Agriculture 4.0 technologies (Kroupová et al., 2024). Barriers include economic constraints,
174 such as the high initial costs and limited access to capital, which can deter adoption, particularly
175 among small and medium-sized farms (Dibbern et al., 2024). Other examples of barriers are the lack
176 of technical literacy and insufficient information about the benefits and profitability of digital
177 agriculture that hinder farmers' willingness to invest in new technologies (Kroupová et al., 2024).
178 Identifying enabling conditions to support the realisation of actors' needs is of particular relevance
179 to improve the sustainability of farming through digital tools, by removing the barriers and then
180 overcoming lock-in situations (da Silveira et al., 2023b).

181 Enabling conditions include financial support, technological infrastructure, policy frameworks,
182 and capacity-building initiatives that collectively create a conducive environment to harness the
183 potential of digital tools for enhancing farmers' productivity, resource efficiency, and decision-
184 making capabilities. For instance, financial support through subsidies and incentives can reduce the
185 initial cost burden, making these technologies more accessible to smaller farms (Fragomeli et al.,
186 2024). Public or private support to investment in physical assets in rural areas can address
187 inadequate infrastructure, facilitating the effective and widespread use of Agriculture 4.0
188 technologies (Derakhti et al., 2023). Implementing training programs to enhance technical expertise
189 among farmers can bridge the knowledge gap and ease the integration of digital tools on farm
190 (Wang et al., 2020). Additionally, creating knowledge-sharing initiatives and fostering a culture of
191 innovation can help overcome resistance to change and build social trust in Agriculture 4.0
192 (Ganeshkumar et al., 2023).

193

194 **3. Methodology and data**

195 *3.1 The living lab approach in a RRI framework*

This study is grounded in a broader project that adopts a RRI approach to balance economic, socio-cultural, and environmental dimensions in addressing complex societal challenges (Owen et al., 2012). RRI offers a normative framework for guiding innovation toward socially desirable outcomes, structured around four interrelated dimensions: anticipation, reflexivity, inclusion, and responsiveness. RRI principles call for early and continuous involvement of diverse actors to ensure that innovation processes align with societal values and needs (Gremmen et al., 2019). LLs have emerged as a promising methodology for operationalising RRI in agricultural digitalisation. They provide collaborative, real-world environments where diverse stakeholders (e.g., farmers, researchers, policymakers, civil society) can co-create, test, and evaluate technologies (Campos and Marín-González, 2023; Ehlers et al., 2025). LLs are particularly suited to addressing the social dimensions of Agriculture 4.0, enabling dialogue, trust-building, and the negotiation of trade-offs between technological promise and lived experience (Cascone et al., 2024; Compagnucci et al., 2021; Gardezi et al., 2022). The LL approach enables the integration of multiple knowledge systems and interests that both shape and are shaped by digital agricultural transitions (Kamilaris et al., 2017; Wolfert et al., 2017). The engagement of locally embedded experts can provide grounded insights into local needs and priorities as and the potential impacts of Agriculture 4.0, supporting knowledge exchange across diverse socio-economic and cultural settings (da Silveira et al., 2021; Regan, 2019; Zhai et al., 2020).

LLs were established in 2021 using a socio-technical systems approach, which recognises that technological innovation is embedded in broader institutional, economic, and cultural contexts (Rijswijk et al., 2021). They are implemented in four Mediterranean regions, i.e. Almería (Spain), Antalya (Turkey), Monastir (Tunisia), and Tuscany (Italy), each hosting a commercial-scale pilot farm for testing a Decision Support System (DSS) for tomato greenhouse production, i.e. the studied innovation. The DSS was specifically developed to optimise input use (water and nutrients), support

220 integrated pest and disease management, and enhance productivity in tomato greenhouses. It uses
221 climate and cultivation data to run simulation models for fertigation and outbreak prediction.
222 Accessible online via Wi-Fi and managed through a mobile app, the DSS is low-cost and compatible
223 with existing farm infrastructure. It provides farmers with tailored guidance on irrigation and
224 fertilisation schedules, along with alerts for pest and disease development to support timely
225 biological control interventions.

226 The case studies were selected as they meet the criteria of typicality (Mediterranean-type
227 greenhouses, generally low-tech, well-developed greenhouse sector, important market position)
228 and diversity (contextual specificity: socio-economic, cultural, geographical) with respect to a series
229 of relevant sustainability issues related to the low diffusion of Agriculture 4.0 in greenhouse farming
230 (Gong and Tan, 2021; Sovacool, 2011) (Table 1).

231

232 *Table 1. Implementation of living labs in the case studies and key case study features.*

Case studies	Living lab participants			DSS modules	Economic	Social	Environmental	Level of digital technology
	Agribusiness	Knowledge creation/transfer	Policy					
Almería (Spain)	13	8	7	Water, Fertiliser, Pest Management	High labour costs, decreasing margins, competition from other countries	Predominantly immigrant workforce, labour conditions, specialization, contract stability	Limited adoption of advanced techniques (e.g. closed-loop systems), use of biological control and drip irrigation	Moderate
Antalya (Turkey)	16	4	1	Water, Fertiliser	High production costs, insufficient government support	Predominantly immigrant workforce, labour conditions, specialization, contract stability	Limited adoption of advanced techniques, lack of data on sustainable systems	Low to moderate
Monastir (Tunisia)	4	7	3	Water, Fertiliser, Pest Management	Low financing capacity, misuse of inputs, lack of control over costs and prices	National, predominantly unqualified workforce, reluctance of older farmers, fragmented ownership	High chemical use, limited adoption of sustainable practices and advanced techniques	Low
Tuscany (Italy)	5	28	3	Water, Fertiliser, Pest Management	High labour costs, low market power, poor generational turnover	Predominantly immigrant workforce, low confidence in new technologies	Public concerns about food naturalness, taste, and environmental impact	Low to moderate

233

234 The selection rationale informed the LL design and actor engagement strategies, ensuring
235 that the innovation process was locally relevant and socially responsive. For instance, Almería faces
236 high labour costs and market competition; Antalya struggles with limited government support and
237 high input costs; Monastir is affected by low financing capacity and fragmented farm structures; and
238 Tuscany deals with poor generational turnover and low confidence in digital tools. These contextual
239 differences also shaped the implementation decisions made by farmers regarding DSS modules.

240 Participants were selected through purposive sampling based on their capacity to offer
241 informed insights into the specific challenges and dynamics surrounding digital technology adoption
242 (Patton, 2023; Potters et al., 2022). The sampling strategy aimed to engage individuals
243 knowledgeable about the innovation and committed to sustainability improvements in their local
244 greenhouse sectors. Actor selection was guided by local knowledge and aimed to ensure
245 representation across the agricultural value chain, including producers, advisors, policymakers,
246 technology providers, and civil society. Willingness and capacity to engage across all LL phases, i.e.
247 from problem framing to evaluation, were also considered. Actors participating in each LL constitute
248 the sample for this research (Figure 1).

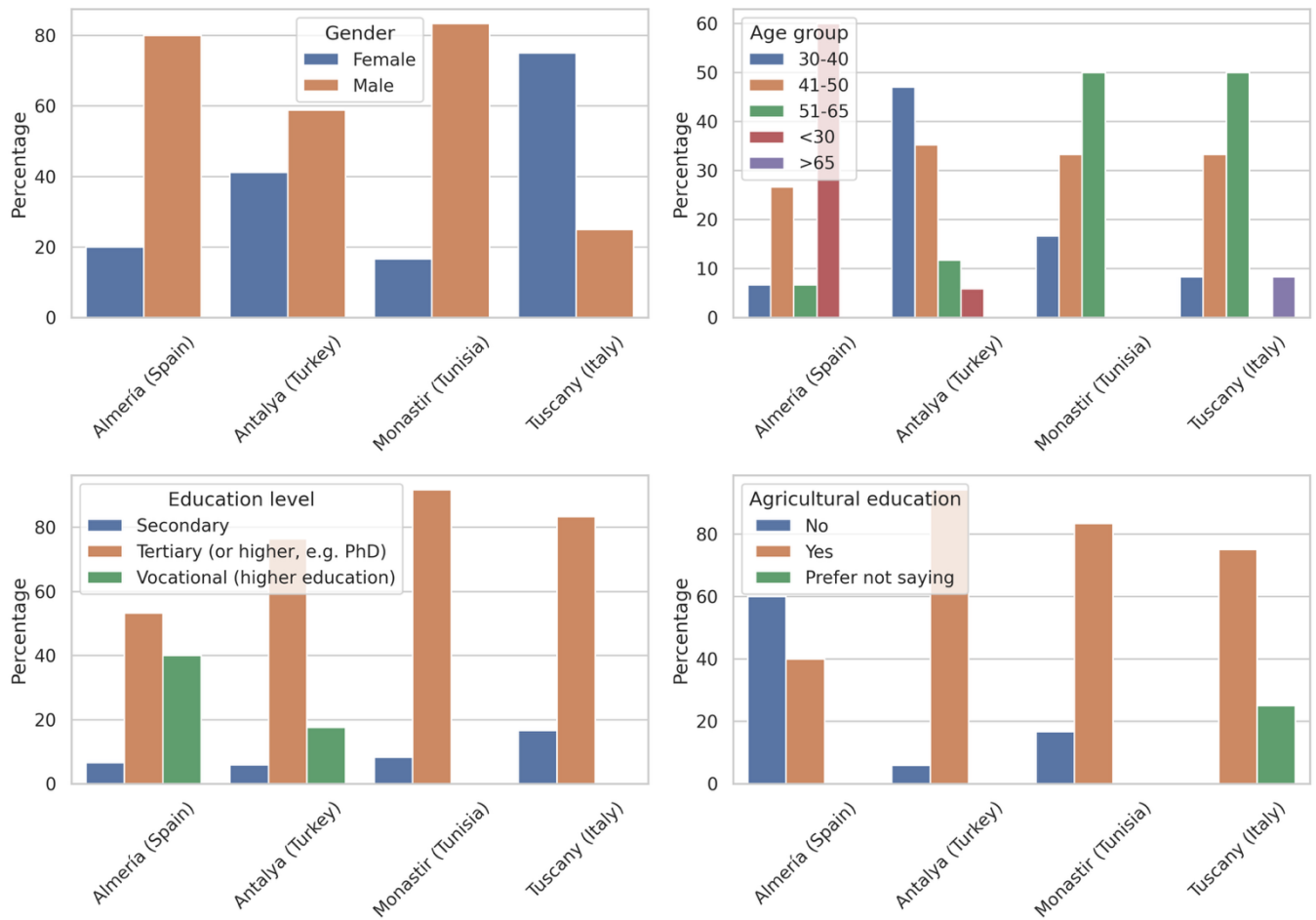


Figure 1. Living lab actor demographics. Software: Python libraries matplotlib (Hunter, 2007), seaborn (Waskom, 2021).

LL actor composition across the case studies shows diversity in terms of gender, age, education level, and agricultural background. However, some cases reveal uneven representation in specific categories, such as a predominance of male participants or limited variation in education levels, reflecting local stakeholder networks, actor availability, and broader socio-institutional dynamics.

LLs were established at the project level as vehicles for embedding RRI principles throughout the innovation process. The established LLs brought together a diverse range of actors operating at both farm and territorial levels. While actor representation differed across case studies, reflecting local technical, social, and cultural contexts, the categorisation of participants aimed to balance inclusivity with operational feasibility, ensuring comparability across cases.

LL structure and activities were explicitly aligned with the four RRI dimensions (anticipation, reflexivity, inclusion, responsiveness), ensuring that the development and diffusion of the DSS were technically sound, ethically grounded, and socially responsive (Ehlers et al., 2025; Stilgoe et al., 2013) (Table 2).

Table 2. Implementation of living labs (LL) under the dimensions of responsible research and innovation. *Commitment letters are confidential. **Project deliverables report across RRI dimensions.

Engagement	Anticipation	Reflexivity	Inclusion	Responsiveness
Actors	Practice partners (farmers)	Research team and LL actors	LL actors	Research team and LL actors
Type of involvement	Early engagement	Iterative learning and feedback	Actor mapping and continuous engagement	Adaptation of methods and approaches; identification of impact indicators
Timing	Since project proposal	Throughout project	Throughout project	Throughout project
Activities	Commitment letters*; co-definition of focal questions	Harmonised guidelines; joint interpretation of impact results	Activity protocols; ethical/legal compliance; diverse representation	Context analysis, SWOT, needs assessment (and other sustainability assessment exercises); co-creation and sharing sessions (workshops, training), policy recommendations
Process documentation**	(Bartolini et al., 2021; Incrocci et al., 2024; Laarif et al., 2024a, 2024b; Navarro Garcia and Lupu, 2021; Sturiale et al., 2024c, 2024b)			

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269 Anticipation was embedded from the proposal stage, with early engagement of practice
270 partners to co-define focal questions and explore potential impacts and trade-offs of DSS adoption
271 days (see (Bartolini et al., 2021; Fernández et al., 2024)). Reflexivity was fostered through iterative
272 learning cycles, joint interpretation of impact results, and continuous reflection on the assumptions
273 and values shaping the innovation process experiences (see (Laarif et al., 2024b; Sturiale et al.,
274 2024b)). Inclusion was ensured by mapping and engaging a diverse set of actors across agribusiness,
275 policy, and knowledge domains, with attention to ethical and legal compliance and the
276 representation of marginalised voices (see (Navarro Garcia and Lupu, 2021)). Responsiveness was
277 demonstrated through the adaptation of methods, indicators, and engagement strategies based on
278 contextual feedback, informing both DSS implementation and policy recommendations see
279 (Bartolini et al., 2021; Incrocci et al., 2024; Laarif et al., 2024b, 2024a; Sturiale et al., 2024c)).

280

281 3.2 Data collection process and analysis

282 All data collection and reporting activities were designed and conducted by the research
283 team, with local members operating within their respective LLs. Activities were supported by
284 centrally harmonised guidelines, jointly agreed upon and prepared. These included methodological
285 instructions and templates for data collection and reporting, reflecting best practices in LLs that
286 emphasize structured actor engagement, harmonized protocols, and context-sensitive
287 implementation. Case study-specific findings were initially analysed by the lead author and
288 subsequently reviewed by all co-authors, with the final output discussed and validated collectively.
289 This collaborative and iterative approach aligns with established LL methodologies that promote
290 inclusive and responsible innovation through interdisciplinary co-creation and collective validation
291 (Forbat et al., 2025; Gardezi et al., 2022; Hossain et al., 2019)

292 Actor engagement was facilitated through one-to-one open discussions aimed at prioritising
293 context-specific issues and identifying corresponding needs and enabling conditions. These
294 interviews were conducted via video call, allowing participants to interact with visual materials and
295 texts as they were developed during the conversation.

296 The discussions were informed by in-depth context analyses conducted at the case study
297 level as part of related research activities (see (Sturiale et al., 2024c)). These analyses framed the
298 unique circumstances of each agricultural setting and helped identify the factors influencing the
299 adoption and effectiveness of digital technologies (Rijswijk et al., 2021). They included a broad range
300 of information: physical and technological attributes of greenhouse farming (Klerkx et al., 2019);
301 economic aspects such as financial performance, cost structures, and incentives (Metta et al., 2022);
302 social dimensions including workforce demographics, labour conditions, and public perceptions
303 (Eastwood et al., 2019); and environmental considerations related to sustainability practices and
304 impacts (Rose et al., 2021). Before the interviews, respondents received the context analysis along
305 with a clear explanation of the exercise's aims and procedures. The sessions employed SWOT
306 analysis (see Supplementary materials) as a boundary object, leveraging its accessibility and
307 familiarity to facilitate structured dialogue (Spee and Jarzabkowski, 2009). This approach enabled
308 experts with diverse perspectives to collaboratively identify barriers and drivers of digital
309 technology uptake and to prioritise issues relevant to local contexts (Helms and Nixon, 2010; Pagot
310 and Andrighetto, 2024). Respondents were explicitly invited to elaborate through recall and
311 brainstorming with research team members, following a three-step process:

- 312 1) Reflect on priority issues that should be addressed in the greenhouse farming sector at
313 the territorial level to foster agricultural digitalisation, based on their experience in the
314 LL and knowledge of the DSS, but not limited to it;

- 2) Identify barriers and drivers to solving these issues, derived from SWOT items—
specifically, barriers from weaknesses and threats, and drivers from strengths and
opportunities(Pagot and Andrighetto, 2024);
- 3) Highlight priority needs that could help overcome barriers or leverage drivers to address
the identified issues.

Enabling conditions for these priority needs were defined through discussion during the final
project workshop, which included all scientific partners and LL actors. These conditions were
informed by the presentation of project outcomes and refined through collective input.

4. Results and discussion

Findings indicate similarities among case studies, particularly regarding needs related to
knowledge, farmers' behaviour and bargaining power, and remote work. However, contextual
differences highlight specific territorial needs to foster the uptake and diffusion of the DSS and,
more broadly, to enable the wider use of digital tools in agriculture (Table 3).

329 *Table 3. Prioritised needs and enabling conditions related to priority issues and SWOT items in the case studies.*

Case studies	Priority issues	SWOT items	Priority needs	Enabling conditions
Almería	Knowledge and practical skills	Unskilled labour	Improving technical skills of farmers and advisors	Create and/or improve education and foster knowledge transfer about digital tools
Tuscany		Unskilled labour		
Antalya		Low level of knowledge		
Monastir		Low level of specialisation		
Tuscany	Reluctance to change	Propensity to innovate; Aging farmers	Building acceptability and trust	Create and/or improve education and foster knowledge transfer about digital tools
Almería		Aging farmers		Support for young farmers' entrepreneurship
Antalya		Aging agricultural population		
Monastir		Low profitability		
Monastir	Abandonment of farming activities	Farm exit; Low profitability	Reducing farm exits	Create and/or improve education and knowledge, and foster knowledge transfer about digital tools; Support for young farmers' entrepreneurship
Tuscany		Farm exit; Economic viability		
Almería	High market competition and low consumer awareness	Market competition	Creating product identity	Product branding
Antalya		Market conditions		
Monastir	Too low margin of product sale	Market competitiveness	Increasing farmer margins	Certification and labelling schemes; Policy support for sustainable products
Almería	Unfair distribution of value added along the value chain	Weak bargaining power; Many middlemen	Increasing farmer bargaining	Promote collective approaches (e.g., cooperatives, unions); Organising demand-driven production
Antalya		Many middlemen		
Monastir		Lack of collective organisation		
Tuscany		Low bargaining power; Level of cooperation		
Tuscany	Slow and complex bureaucracy for public incentives	Burdensome bureaucracy	Simplifying bureaucracy	Simplified paperwork for public incentives
Antalya		Low profitability		Production-support policy

Case studies	Priority issues	SWOT items	Priority needs	Enabling conditions
Monastir	Insufficient supply of greenhouse-grown food	Water shortages	Developing land and crop production planning	
Antalya	High production costs	Rising energy costs; High input costs	Increasing liquidity for new technology uptake	Support for investment in digital technology
Monastir		High production costs		
Tuscany	Heavy workload and difficult work-life balance	Work-life balance; Climate change	Facilitating remote farming operations	Education and knowledge transfer; Public/private investment in broadband infrastructure
Almería		Workload; Work-life balance		
Antalya		Many working hours		
Monastir		Difficult management of personal life		

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331

332

333 4.1 Improving technical skills of farmers and advisors and knowledge transfer

334 The widespread deficiency in knowledge and practical skills related to digital tools among
335 agricultural workers presents a significant issue, which can become a barrier to the effective
336 implementation of digital solutions. This was consistently observed across the case studies. Advisors
337 often possess skills in digital technologies, but they lack the time to test or explain them to farmers.
338 This disconnect between research and practice hampers the adoption of Agriculture 4.0
339 technologies and the DSS under study, potentially leading to suboptimal farm management and
340 productivity.

341 These findings suggest a pressing need for comprehensive educational reforms and targeted
342 training programs at both national and international levels. Interviewees emphasised the
343 importance of integrating digital skills into agricultural education to ensure that current and future
344 generations of farmers are equipped to use Agriculture 4.0 technologies effectively. They also
345 highlighted the need for robust knowledge transfer mechanisms to bridge the gap between research
346 and practice. This includes fostering partnerships between research institutions and agricultural
347 practitioners to facilitate the dissemination of innovative practices and technologies.

348 These findings are supported by the literature, which similarly identifies the lack of digital
349 literacy as a systemic issue in agriculture. Studies indicate that enhancing technical skills through
350 targeted educational programs is essential for bridging the gap between research and practical
351 application (Dibbern et al., 2024; Fragomeli et al., 2024). The need for improved knowledge transfer
352 mechanisms is also emphasised, as effective communication of research findings can lead to better
353 farm management practices (Rose et al., 2021). Furthermore, peer-to-peer learning initiatives are
354 recognised as valuable tools for fostering a supportive environment for skill development, enabling
355 farmers to leverage digital tools effectively (da Silveira et al., 2023b).

356

357 4.2 Building acceptability and trust

358 All case studies emphasize the general lack of acceptability and trust in digital technology
359 among farmers. Farmers, particularly older ones, may be reluctant to adopt digital tools due to
360 resistance to change, perceived risks, and a lack of digital literacy. Those who have relied on
361 traditional methods for decades may be sceptical about the benefits of Agriculture 4.0 and prefer
362 to stick with familiar practices. They may see the initial investment and learning curve associated
363 with digital tools as risky. Providing tailored education and training, including mentorship programs
364 that demonstrate the tangible benefits and offer hands-on sessions with digital tools, can help build
365 trust and encourage adoption.

366 The literature suggests that tailored education and mentorship programs can alleviate
367 farmers' aversion towards new technologies by demonstrating their tangible benefits (da Silveira et
368 al., 2023b; Ganeshkumar et al., 2023). Building trust through hands-on training and engagement is
369 crucial for overcoming scepticism and encouraging adoption (da Silveira et al., 2023a). Additionally,
370 more support for young farmers' entrepreneurship can drive innovation and the adoption of digital
371 tools, as younger farmers may be more open to integrating the DSS and other Agriculture 4.0
372 technologies into their practices. Younger farmers tend to be more receptive to digital innovations,
373 indicating that fostering entrepreneurship among youth can drive broader acceptance of Agriculture
374 4.0 technologies (Klerkx and Rose, 2020).

375 The reluctance of older generations to adopt digital tools highlights the need for tailored
376 educational initiatives that address specific concerns and barriers. Policymakers should consider
377 implementing mentorship programs that pair experienced farmers with younger, tech-savvy
378 individuals to foster trust and facilitate knowledge exchange. The role of young farmers as change
379 agents in the adoption of digital technologies should be recognised and supported through targeted
380 entrepreneurship programs (Bocean, 2024; Shamshiri et al., 2024). Furthermore, cultivating

381 communities of support through collaborative platforms can empower all farmers, including those
382 beyond the greenhouse sector. These platforms encourage peer-to-peer learning, creating a
383 collaborative environment that is also beneficial for enhancing trust and confidence in technology
384 use (Derakhti et al., 2023; Gumbi et al., 2023; Petraki et al., 2025) (Derakhti et al., 2023; Gumbi et
385 al., 2023; Petraki et al., 2025).

386

387 *4.3 Reducing farm exits*

388 In Monastir and Tuscany, a key issue is the gradual abandonment of farming activities,
389 primarily due to low profitability and very limited generational turnover. This trend poses a
390 significant threat to the agricultural sector, as it may hinder the adoption and diffusion of Agriculture
391 4.0 technologies, which are essential for modernising farming practices and improving productivity.
392 Therefore, there is a need to reduce farm exits. Supporting young farmers' entrepreneurship
393 through tailored policy initiatives, such as access to training programs, financial incentives, and
394 mentorship opportunities, is vital for revitalising the sector (Derakhti et al., 2023). By making
395 farming more attractive to younger generations, the sector can ensure a continuous influx of new
396 entrants and ideas, which is essential for the adoption of innovative practices (Eastwood et al.,
397 2019).

398 To reduce farm exits, especially by attracting and retaining young farmers to ensure a
399 continuous influx of new entrants and ideas, several enabling conditions should be established.
400 Providing financial support through subsidies, grants, and low-interest loans can reduce the initial
401 cost burden for young farmers, making farming more attractive and viable (Derakhti et al., 2023).
402 Implementing training programs that focus on new digital tools and how they can support
403 sustainable practices can enhance the technical skills of young farmers, enabling them to adopt and
404 integrate Agriculture 4.0 technologies effectively (Eastwood et al., 2019). Establishing mentorship

405 programs where experienced farmers guide and support young farmers can facilitate knowledge
406 transfer and build confidence.

407 The trend of farm abandonment due to low profitability and limited generational turnover
408 is a critical issue that requires urgent attention. Attracting and retaining young farmers is essential
409 for the sustainability of the agricultural sector, including its modernisation through digital tools.
410 Incentives, such as access to affordable land, financial support, and training programs focused on
411 digital tools, can create a conducive environment for youth by making farming more appealing to
412 younger generations. In turn, the agricultural sector can benefit from fresh ideas and innovative
413 practices that are needed for the uptake and widespread use of Agriculture 4.0 technologies
414 (MacPherson et al., 2022; Petraki et al., 2025).

415

416 *4.4 Creating product identity*

417 Meeting market requirements is perceived as a major issue in Almería and Antalya,
418 highlighting the importance of a strong product image to stand out against competitors. The
419 emerging need is for product differentiation in the market and greater consumer awareness,
420 especially by creating a unique identity for greenhouse-grown vegetables, distinguishing them from
421 other horticultural products, e.g. grown elsewhere or using different practices. This involves
422 developing elements that resonate with consumers, such as e.g. product denomination and origin
423 and logo, as well as emphasising the environmental and human health benefits of agricultural
424 products, while ensuring transparency in the production system. This can be achieved by
425 highlighting unique attributes of the products, especially focusing on eco-friendly practices achieved
426 through DSS use, to attract consumers who are increasingly concerned about environmental
427 sustainability and health. Greater consumer awareness is essential to inform and educate the public
428 about sustainability attributes, thus driving specific demand.

Related research highlights the importance of transparency and sustainability in agricultural practices, which can be achieved through digital tools like the DSS examined in this study, enhancing consumer trust and demand (Fragomeli et al., 2024; Maffezzoli et al., 2022). Certification and labelling schemes play a critical role in communicating the value of sustainably produced goods, thereby attracting consumers who prioritise environmental and health benefits (da Silva et al., 2023b). Certification provides formal recognition of adherence to specific standards, such as organic farming or sustainable practices, which can enhance the credibility and marketability of the products. Labelling schemes offer a clear and accessible way for consumers to identify and trust these certified products. This aligns with the need for greater consumer awareness regarding the attributes of agricultural products (da Silva et al., 2023a).

The importance of a strong product image in meeting market demands is a key finding that has implications for marketing strategies and consumer education. Farmers should prioritise transparency and sustainability in their practices to enhance consumer trust and demand. This can be achieved through the widespread uptake of effective certification and labelling schemes that communicate the environmental and health benefits of agricultural products. However, initiatives that promote consumer awareness regarding sustainable practices are needed as well to drive or enhance demand for responsibly produced goods (McFadden et al., 2022; Xu et al., 2022).

4.5 Increasing farmer margins

Actors in Monastir highlight the issue of low profit margins in agricultural sales, which discourages investment in new technology. To address this, there is a critical need to allow for a price premium on agricultural products. This can be achieved by differentiating products based on their sustainability and quality attributes, such as environmental and health benefits, appealing to consumers willing to pay more for sustainably produced goods (Derakhti et al., 2023).

Enabling conditions for this need include robust certification processes that ensure transparency and trust in the sustainability claims. Certification and labelling schemes can play a crucial role in communicating the value of sustainable products to consumers, justifying the price premium. Effective marketing campaigns are also essential to educate consumers about the benefits of sustainable food and to increase their willingness to pay for it. Additionally, financial mechanisms like subsidies, grants, or other incentives can support farmers in adopting new technologies by offsetting the costs of DSS uptake and related changes in sustainable agricultural practices and inputs, thereby enhancing their economic viability (Eastwood et al., 2019).

The importance of a strong product image in meeting market demands is a key finding that has implications for marketing strategies and consumer education. Farmers should prioritise transparency and sustainability in their practices to enhance consumer trust and demand. This can be achieved through the widespread uptake of effective certification and labelling schemes that communicate the environmental and health benefits of agricultural products. However, initiatives that promote consumer awareness regarding sustainable practices are needed as well to drive or enhance demand for responsibly produced goods (McFadden et al., 2022; Xu et al., 2022).

4.6 Increasing farmer bargaining

All case studies highlight the issue of unfair value distribution along the food value chain. This imbalance results in farmers receiving a disproportionately small share of the profits compared to other downstream actors, such as distributors and retailers. In some regions, like e.g. Almería and Antalya, this problem is exacerbated by the relatively high number of intermediaries. Inequity in value distribution can lead to financial instability for farmers, discouraging the adoption of innovations such as the DSS and sustainable practices, and may result in low market responsiveness.

476 Strengthening farmers' bargaining power is then crucial for achieving sustainability objectives
477 through digitalisation.

478 Key enabling conditions to address this need involve the promotion of collective approaches,
479 such as cooperation initiatives, including second tier-cooperatives, and fostering stronger farmer
480 unions. Additional benefits can be realised by enhancing efficiency through the organisation of
481 demand-driven production. By organising into cooperatives or unions, farmers can pool their
482 resources, share knowledge, and collectively negotiate better prices and terms with downstream
483 actors (Ganeshkumar et al., 2023; Klerkx and Rose, 2020). Example cooperation initiatives include
484 marketing cooperatives that help farmers sell their products collectively or supply cooperatives that
485 enable farmers to purchase inputs at lower costs. For example, second-tier cooperatives, i.e. union
486 of smaller, first-tier cooperatives, proved successful especially in Almeria, working together to
487 provide services, support, and resources (including training) to their cooperative members
488 (Giagnocavo et al., 2014). Also, farmer unions can advocate for policies that support fairer farmer
489 prices, provide legal assistance, and offer entrepreneurial training. These collective actions among
490 farmers can lead to improved market access and enhanced resilience against market fluctuations
491 (Rose et al., 2021). The organisation of demand-driven production can be achieved through the
492 adoption of dedicated digital tools, such as predictive technology and analytics. These tools link
493 supply with demand, helping growers mitigate unexpected risks and challenges by predicting
494 market demand and maximising productivity (Eastwood et al., 2017; Suksa-ngiam and Bechor,
495 2024). The DSS developed in this research represents a farm-level step towards organising demand-
496 driven production. It equips greenhouses with sensors and IoT devices that provide on-site
497 information useful for predictive models. However, dedicated tools for market predictions are still
498 needed. Cooperation initiatives may help distribute the costs of these additional technologies,
499 enabling their widespread adoption at the territorial level.

500 Strengthening farmers' bargaining power is essential for improving their economic viability
501 and enabling the adoption of Agriculture 4.0 technologies. Promoting collective approaches, such
502 as cooperatives and unions, and organising demand-driven production are key strategies. These
503 approaches empower farmers to negotiate better terms, access markets more effectively, and share
504 the costs and benefits of digital innovation.

505

506 *4.7 Simplifying bureaucracy*

507 In Tuscany, stakeholders emphasise that slow and complex bureaucracy often discourages
508 farmers from applying for public incentives, hindering the sustainable upgrade of farm practices,
509 including the adoption of new digital tools. The complexity and lengthy processes involved in
510 paperwork can be particularly daunting, leading to frustration and disengagement among farmers.
511 Complex bureaucratic processes can deter farmers from applying for public incentives (McFadden
512 et al., 2022). To address these issues, there is a need for simpler bureaucracy.

513 Enabling conditions for this simplification include implementing streamlined application
514 processes that reduce unnecessary bureaucratic steps and increase assistance to farmers and
515 advisors throughout the application process (Eastwood et al., 2019). Simplified application
516 procedures and targeted support can enhance farmer engagement and participation, making it
517 easier for them to access the support they need for adopting digital tools and sustainable practices.

518 The complexity of bureaucratic processes can prevent farmers from accessing public
519 incentives. Simplifying these processes is crucial for enhancing farmer engagement and
520 participation in programs aimed at promoting digital agriculture. Policy improvement should
521 prioritise the streamlining of application procedures and the provision of targeted technical support
522 to farmers throughout the bureaucratic process, thereby facilitating access to the resources needed
523 for adopting new technologies (Martens and Zscheischler, 2022; Monda et al., 2023).

524

525 *4.8 Developing land and crop production planning*

526 Findings from Antalya indicate that the current supply of greenhouse-grown food is
527 insufficient to meet both domestic and foreign market demand. This production gap challenges the
528 region's agricultural sector, potentially leading to missed economic opportunities and reduced
529 competitiveness in both domestic and international markets. Therefore, strategic land and crop
530 production planning is needed to optimise the use of available agricultural land, ensuring that the
531 right crops are grown in the right quantities to meet market demands. This approach can stabilise
532 the market and ensure a steady supply of greenhouse-grown food.

533 Implementing policies that support effective production strategies is crucial for optimising
534 resource use and enhancing market competitiveness (Derakhti et al., 2023). Actors identify
535 production-support policies as crucial enabling conditions as they can provide the necessary
536 framework and resources to assist farmers in implementing effective land and crop production
537 strategies. These policies can encourage farmers to adopt best practices and invest in DSS or other
538 digital tools that enhance productivity and sustainability (Dibbern et al., 2024).

539 Addressing production gaps through strategic planning is essential for ensuring food system
540 resilience and competitiveness. Policy frameworks that support land and crop planning can help
541 align production with market needs, reduce inefficiencies, and promote the adoption of digital tools
542 that support data-driven decision-making in agriculture.

543

544 *4.9 Increasing liquidity for new technology uptake*

545 Farmers in Monastir and Antalya are struggling with rising production costs, making it
546 difficult to sustain their operations. In Tunisia, for instance, this issue arises because equipment like
547 greenhouses and agricultural inputs such as seeds, pesticides, and fertilisers are imported. To

548 overcome this issue, better access to liquidity is needed to invest in new technologies that can
549 enhance efficiency and productivity. Access to liquidity is critical to encourage farmers' uptake of
550 Agriculture 4.0 technologies, such as the DSS, which can help reduce costs and increase yields in
551 greenhouses and other farming systems.

552 Specific support mechanisms for Agriculture 4.0, including grants and subsidies, can
553 encourage the modernisation of farm production and the adoption of Agriculture 4.0 (Eastwood et
554 al., 2019; Ganeshkumar et al., 2023). Support from public and private institutions is an important
555 enabling condition to help farmers adopt new digital technologies alongside more sustainable
556 practices. This financial backing is essential for enabling farmers to transition to more efficient and
557 sustainable practices (Klerkx and Rose, 2020).

558 Addressing liquidity constraints is essential for enabling farmers to invest in digital tools and
559 transition toward sustainable agricultural practices. Public and private financial support
560 mechanisms, such as subsidies, grants, and low-interest loans, can reduce the initial cost burden
561 and make digital technologies more accessible, particularly for small and medium-sized farms.

562

563 *4.10 Facilitating remote farming operations*

564 The heavy workload and difficulty in achieving a work-life balance for the workforce across
565 the case studies underscore the need for technology that facilitates remote farming operations.
566 These issues are particularly sensitive for women and young parents, who often juggle multiple
567 responsibilities. By reducing the need for constant physical presence on the farm, remote farming
568 operations can significantly alleviate the physical and time burdens on farmers, allowing them to
569 manage their greenhouses more efficiently and effectively from a distance (Finger, 2023; Lajoie-
570 O'Malley et al., 2020). The DSS under study is designed to enable remote monitoring of greenhouse
571 conditions, such as climate and soil, and to perform tasks like fertilisation, irrigation, and diseases

onset and development. The need to facilitate remote farming operations closely aligns with the overarching objective of the study and is intrinsically linked to other needs, such as improving the technical skills of farmers and advisors, and knowledge transfer and building acceptability and trust. Addressing the need for remote work likely requires most previously mentioned enabling conditions. However, two more specific enabling conditions can be identified that complement those already discussed. First, targeting public and private investments to establish robust digital infrastructure in rural areas to ensure reliable internet connectivity is crucial. While some specialised greenhouse districts in the investigated case studies may already have this infrastructure, a digital divide still exists that must be bridged to enable agricultural digitalisation. (Gumbi et al., 2023; Rose et al., 2021). Second, collaborative efforts are increasingly recognised as vital for digital transformations in agriculture (Martens and Zscheischler, 2022; Wang et al., 2020). Fostering a culture of knowledge sharing and collaboration among farmers can greatly improve their ability and confidence to operate remote farming tasks. Peer-to-peer learning and mentorship programs can play a significant role in enabling farmers to operate remote farming systems confidently. This can be facilitated by developing collaborative platforms that foster a community of support, where farmers can share resources, knowledge, and best practices (Fasciolo et al., 2024; Fragomeli et al., 2024; Jayasiri et al., 2024).

Bridging the gap between urban and rural areas is closely linked to rural improvement: investments in digital infrastructure are expected to offer manifold benefits, by enhancing individual farms and improving the overall quality of life in rural communities. Improved internet connectivity facilitates access to digital tools, which can enrich education, healthcare, and economic opportunities for rural residents (Finger, 2023; Fragomeli et al., 2024). An additional important aspect is the potential to offer partial remote work opportunities through the diffusion of DSS that enable monitoring and operating tasks without the need to be on-site. This aligns the modality of

596 agricultural work with those seen in other economic sectors, making it more appealing. The
597 flexibility enabled by remote farming tasks reduces the physical toll typically experienced by farmers
598 and prioritises the balance between work and personal life, fostering inclusivity for women and
599 young parents in the agricultural workforce (Gabriel and Gandorfer, 2023; Gumbi et al., 2023;
600 Shamshiri et al., 2024; Yuan and Sun, 2024).

601

602 *4.11 Critical assessment of the research*

603 The limitations of the research should be acknowledged to support informed interpretation
604 and guide future research improvements.

605 The research is geographically limited to four case studies in the Mediterranean basin.
606 Although these regions represent significant players in the global greenhouse vegetable market, the
607 findings may not be fully generalisable to other regions worldwide.

608 LL actor selection aimed to ensure representation across the agricultural value chain,
609 however the number of participants per category varied by case study. For instance, in Antalya, only
610 one policy representative was involved, which may have constrained the diversity of policy
611 perspectives relevant to both the local territorial context and Turkey more broadly.

612 The study relies on qualitative data collected through participatory methods involving a
613 diverse group of actors with interdisciplinary expertise. The sample size and composition of engaged
614 actors may not capture the full diversity of views within each region, and the findings might be
615 influenced by the perspectives and biases of the participants.

616 Data collection and reporting is based on internally developed procedures and protocols,
617 tailored to the LL approach and the relatively small sample size. In contexts where such internal
618 management is not feasible (e.g., studies involving randomised sampling, large sample sizes,
619 saturation-based sampling) widely recognised tools for reporting qualitative research should be

620 considered. For example, the COREQ checklist (Tong et al., 2007)) offers a structured framework
621 for ensuring transparency and rigour in qualitative research.

622 Findings emphasise the importance of technical skills, trust, market dynamics, and policy
623 frameworks in fostering the adoption of digital technologies. However, other potential factors that
624 may also play an important role in technology adoption were not extensively explored, e.g., cultural
625 attitudes, social networks, economic incentives.

626

627 **5. Recommendations for the science-policy-society interface**

628 Findings highlight how technical skills, trust, market dynamics, and policy frameworks
629 interact to shape the adoption of Agriculture 4.0 technologies across Mediterranean regions.
630 Focusing on greenhouse farming, where remote management is relatively more feasible, this study
631 suggests that successful implementations may offer scalable models for broader agricultural
632 applications (Bocean, 2024; Yuan and Sun, 2024). These findings support the generation of
633 recommendations for the science-policy-society interface, emphasising the need for integrated
634 approaches to unlock the full potential of digital tools in agriculture.

635 There is a critical need for wider and enhanced collaboration among scientists, policymakers,
636 and agricultural practitioners to foster the successful adoption of Agriculture 4.0 technologies
637 (Matthews, 2021). Encouraging interdisciplinary research that integrates insights from agricultural
638 science, social sciences, and technology studies can provide a holistic understanding of the
639 challenges and opportunities associated with digital agriculture (Finger, 2023; Rotz et al., 2019).
640 Developing policy frameworks that are informed by empirical research and stakeholder input can
641 ensure that interventions are relevant and effective. Achieving synergies between digitalisation,
642 sustainability, and food security requires policy coherence and governance models that integrate
643 environmental and economic objectives through participatory, goal-based approaches Coderoni

(2023). Policy enhancement should include the engagement of farmers and agricultural advisors to co-create policies that address their specific needs and concerns (Derakhti et al., 2023; Gabriel and Gandorfer, 2023). Raising public awareness about the benefits of digital agriculture and the importance of sustainable practices is essential for garnering societal support for agricultural innovations. Educational campaigns should target not only farmers but also consumers, fostering a culture of sustainability and responsible consumption (Gouroubera et al., 2025; Rose et al., 2021). Establishing mechanisms for monitoring and evaluating the impact of digital agriculture initiatives can provide valuable insights into their effectiveness and inform future policy decisions. Continuous feedback loops between research, policy, and practice can enhance the adaptability and responsiveness of agricultural interventions towards digitalisation (Fragomeli et al., 2024; Yang et al., 2024).

The successful adoption of digital technologies extends beyond individual farms; it empowers communities and enhances their economic resilience. As these technologies become more widespread, rural areas may experience significant transformations that address longstanding rural-urban disparities (Fragomeli et al., 2024; Yang et al., 2024). As the agricultural landscape evolves, significant potential emerges from the adoption of remote farming technologies. These technologies can improve work-life balance, foster community support, and create new job opportunities, although strategic investment in digital infrastructure is still needed. This appeal can enhance workforce diversity, ensuring that agriculture remains competitive and relevant in the rapidly changing job market. Agricultural digitalisation serves not only ecological sustainability but also uplifts rural communities by fostering a more equitable and diverse agricultural community (Rose et al., 2021; Wolfert et al., 2017).

6. Conclusions

668 This study identifies key enabling conditions for the effective implementation of Agriculture 4.0
669 technologies in Mediterranean greenhouse farming. By following a RRI approach, findings from
670 participatory research across LLs case studies suggest that efforts should focus on improving digital
671 literacy, building trust in technology, leveraging market dynamics, and facilitating remote farming
672 operations. These strategies can support the digital transformation of agriculture while promoting
673 social inclusion, equity, and improved workforce conditions, particularly for women and youth.

674 To support evidence-based decision-making, the following policy recommendations are proposed:

- 675 • Invest in digital literacy and training: Tailored educational programs and knowledge transfer
676 mechanisms are essential to bridge the gap between research and farm-level application;
- 677 • Support inclusive technology adoption: Initiatives should consider generational and socio-
678 economic differences to avoid inadvertently excluding older or less digitally literate farmers;
- 679 • Strengthen market incentives: Certification schemes, consumer awareness campaigns, and
680 simplified bureaucratic processes can enhance product value and encourage investment in
681 digital tools;
- 682 • Promote social equity and cooperation: Policies should reinforce farmer unions and
683 collaborative initiatives to improve bargaining power and ensure fair value distribution;
- 684 • Enable remote farming solutions: Digital tools that improve work-life balance and
685 operational efficiency can foster sustainability and attract new entrants to the sector.

686 Key limitations of this study include its context-specific nature and reliance on the socio-
687 institutional dynamics of each territorial LL, which should be carefully considered when interpreting
688 the findings and assessing their broader applicability. Future research should expand the
689 geographical coverage, integrate quantitative methods, and explore additional factors, such as
690 cultural attitudes and social networks, that influence technology adoption. Also, in the context of

LLs, integrating Participatory Action Research principles could offer additional value, particularly in enhancing actor agency and long-term impact, given the strong emphasis placed on collective action and transformation led by participants.

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