Compliance as a Service: The Farm-to-Table Data Corridor from the Americas to Europe

A Horizons White Paper by Infinite Harvest Technologies

By Sandro Jiménez, Ph.D. - CTO IHT - sandro@infiniteharvesttech.com - https://iht.eco

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The short version

Europe has quietly changed the rules of trade. To sell food, feed, or agricultural commodities into the European Union, a company no longer needs only a good price and a clean product. It needs a continuous, machine-readable stream of verified data — proof of where a crop grew, how much carbon it carried, and who touched it along the way. Companies that can produce that data will keep their European buyers. Companies that cannot will lose them.

This shift lands hardest on mid-market producers and exporters across the Americas — the greenhouses, food processors, protein producers, and cooperatives large enough to ship to Europe but too small to run a corporate sustainability department. They face the same reporting burden as a multinational, without the multinational's staff or systems.

That gap is a market. Infinite Harvest Technologies (IHT) already builds the sensing, carbon-accounting, and traceability infrastructure that these regulations demand — we built it to run our on-site bio-digestors and to prove an 80% carbon reduction to auditors. This paper argues that the same infrastructure, offered as **Compliance as a Service (CaaS)**, opens a second business for IHT: selling audit-grade supply-chain data to mid-market companies that must satisfy Europe or exit the market.

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1. What changed, and why it matters now

For a decade, European sustainability rules were mostly voluntary — guidance that firms could adopt at their own pace. That era is over. Between 2025 and 2027, a cluster of binding regulations takes effect, and each one reaches across borders to bind suppliers who never set foot in Europe.

Five rules define the new landscape:

The Deforestation Regulation (EUDR) bars seven commodities — cattle, cocoa, coffee, palm oil, rubber, soy, and wood — and their derivatives from the EU market unless the seller can prove, with satellite-grade geolocation, that the land was not deforested after December 31, 2020. Large operators have been bound since December 30, 2025; small and micro enterprises follow on June 30, 2026.

The Carbon Border Adjustment Mechanism (CBAM) puts a price on the carbon embedded in imported goods. Its definitive regime began on January 1, 2026. A producer who cannot document real, verified emissions gets assigned a punitive default value, calculated from the worst performers in the global industry. That default inflates the buyer's cost and quietly prices the producer out of the supply chain.

The Corporate Sustainability Due Diligence Directive (CSDDD), revised by the 2026 Omnibus package, now binds only the largest companies directly (over 5,000 employees and €1.5B in turnover). But those companies push their obligations downstream, demanding evidence of responsible practice from every supplier they keep.

Corporate sustainability reporting (CSRD / NESRS) requires large non-EU groups to report consolidated sustainability data from fiscal year 2028, with first audited reports due in 2029. To shield smaller suppliers from the resulting flood of questionnaires, the EU adopted a voluntary standard — the **VSME** — in July 2025.

The Digital Product Passport (DPP) will require an interoperable digital record to travel with each product through its life cycle, with the first mandatory categories arriving by February 2027.

The common thread runs through all five: paper certificates, PDFs, and emailed spreadsheets no longer count. Compliance now means transmitting standardized, machine-readable data into specific EU platforms — TRACES NT for deforestation, XML filings for carbon, XBRL-tagged reports for sustainability. The market no longer rewards the best story. It rewards the best data.

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2. Who gets squeezed — and why they are the opportunity

The largest exporters will manage. They have compliance teams, ERP integrations, and the budget to absorb the cost. The smallholders at the very bottom will be carried, however imperfectly, by cooperatives and government programs.

The pressure concentrates in the middle: the mid-market producer or processor that ships real volume to Europe but runs lean. Consider the Ontario greenhouse selling into EU retail, the Latin American coffee or cocoa exporter aggregating hundreds of farms, the food processor whose European customer has just forwarded a VSME questionnaire with a compliance deadline attached. Each of these companies now faces three hard problems at once.

First, **the data does not exist yet.** Emissions, land polygons, and social metrics have never been measured at their operations, and measuring them correctly requires methods — the GHG Protocol, mass-balance carbon accounting, georeferenced mapping — that few mid-market firms have in-house.

Second, **the plumbing is brutal.** The EU's own systems are punishing to connect to. The TRACES deforestation API runs on the aging SOAP protocol, demanding XML wrappers and cryptographic tokens that overwhelm most in-house IT teams. CBAM requires XML files validated against specific schemas, bundled with binary evidence. VSME reporting flows through an EFRAG template that converts to XBRL. None of this is a task a lean company can improvise.

Third, **the audit is real.** These regimes now carry forensic verification. From October 2026, the EU applies standardized limited-assurance auditing to sustainability reports — the same scrutiny a financial statement receives. EUDR shipments from standard-risk countries (which include Colombia, Brazil, Peru, and Mexico) face a 3% inspection rate that cross-checks declared coordinates against satellite telemetry. A producer without an immutable, documented data trail cannot pass.

This is precisely the segment that cannot solve the problem alone and cannot afford to lose Europe. It is a market defined not by appetite but by necessity.

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3. Why IHT is positioned to serve it

IHT did not set out to be a compliance company. We set out to convert agricultural waste into protein, fertilizer, and data using on-site bio-digestors. But to run those digestors and to prove our carbon claims to auditors, we built exactly the infrastructure these regulations now demand from everyone else.

Three of our existing capabilities map directly onto the compliance gap.

We measure carbon at the source, and we can defend the number. Our IoT platform captures real-time energy, mass, and emissions data from live operations, and we have already validated an 80% CO_2e reduction against landfill through third-party assessment (Mohawk College / IRAP). Converting continuous operational telemetry into an audit-grade emissions figure is the core skill CBAM and CSRD require — and it is the skill most mid-market firms lack.

We turn sensor data into machine-readable reports. Our platform already exists to transform raw operational data into the carbon and ESG outputs that downstream brands consume. The step from there to VSME's XBRL taxonomy or a CBAM XML filing is an extension of what we do, not a new discipline.

We understand the science of biological measurement. Our work in black soldier fly modeling, life-cycle assessment, and machine-learning-based prediction gives us fluency in the exact methods — LCA, emissions modeling, sensor-driven estimation — that underpin credible sustainability data. Compliance data that cannot survive an auditor is worthless; ours is built to survive one.

In short, we have already solved, for our own operations, the problem that an entire market segment now faces under legal duress.

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4. The offering: Compliance as a Service

Compliance as a Service packages IHT's sensing, carbon-accounting, and reporting infrastructure into a subscription that mid-market exporters buy instead of building. The service would span three layers.

Capture. On-site sensors and structured data intake record the metrics each regulation demands — energy in megawatt-hours, mass balances, emissions factors, and, where relevant, georeferenced land polygons. For firms without hardware, IHT provides the data model and collection tools; for firms already hosting an IHT digestor, the capture layer comes essentially for free.

Translate. The platform converts captured data into each regulator's required format — DDS declarations for TRACES NT, schema-valid XML for CBAM, XBRL-tagged reports for VSME and downstream CSRD consolidation — shielding the customer from the SOAP APIs and validation schemas that make direct integration so costly.

Assure. The service maintains an immutable, documented data trail designed to pass limited-assurance audits and customs cross-checks, so the customer can face an inspection with evidence rather than explanations.

For IHT, this extends a revenue line we already run. Our ESG Data Platform is listed among our four revenue streams as a subscription and data-licensing business; CaaS scales it from a byproduct of hardware deployment into a standalone offering that does not require a digestor on site. That decoupling matters: it lets IHT earn recurring revenue from customers we could never reach with hardware alone, and it strengthens the data network effect that already anchors our pricing power.

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5. The horizon: a farm-to-table data corridor

The immediate market is Canadian — the greenhouse, brewery, and food-processing clusters where IHT already operates. But the regulations are not Canadian; they are a toll gate on the entire Americas-to-Europe trade.

That toll gate defines the horizon opportunity: a **farm-to-table compliance data corridor** running from producers across the Americas to buyers in the European Union. Latin America is the natural next frontier. It supplies the very commodities EUDR targets — coffee, cocoa, soy, palm — and its exporters face standard-risk inspection tiers with little of the compliance infrastructure they now need. IHT's founding team brings direct Latin American market fluency, and the company's roadmap already contemplates cross-border expansion into the US, Mexico, and selected EU partnerships.

A phased path follows the risk and the readiness:

- **Near term (2026–2027):** prove CaaS with Canadian mid-market exporters already inside IHT's operating footprint, using the ESG platform we run today.
- **Mid term (2027–2028):** extend to US and Mexican partners through the JV and licensing channels already in negotiation, standardizing the capture-translate-assure workflow.
- **Longer term (2028–2030):** open the Latin American corridor — coffee, cocoa, and horticulture cooperatives that must satisfy EUDR and CBAM to hold their European buyers — positioning IHT as the data layer of the Americas-to-EU food trade.

The strategic prize is larger than any single subscription. A company that sits at the data chokepoint of a trade corridor becomes hard to remove: it accumulates the standardized, cross-border dataset that buyers, auditors, and financiers all need, and each new customer makes that dataset more valuable to the next.

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6. What to do next

Three low-cost moves would test this thesis without diverting IHT from its core:

1. **Run one pilot.** Take a single Canadian mid-market exporter facing a real VSME or CBAM deadline and deliver a compliant filing end to end. One documented success is worth more than any projection.
2. **Map the corridor demand.** Quantify how many of IHT's existing and prospective Latin American contacts face EUDR or CBAM exposure, and which regulation bites first. This turns a horizon into a pipeline.
3. **Package the platform for sale without hardware.** Define the CaaS subscription so it can be sold to a customer who will never host a digestor — the change that unlocks the wider market.

Europe has made compliance data a condition of trade. IHT already produces that data to the standard auditors demand. The opportunity is to sell it — to become, for the mid-market companies that feed Europe, the infrastructure that keeps them in the market.

Prepared by Infinite Harvest Technologies. Regulatory analysis draws on the EU compliance research dossier (EUDR, CBAM, CSDDD, CSRD/VSME, DPP) and IHT internal capability documentation. Figures on IHT operations, carbon validation, and market roadmap are drawn from the IHT Business Profile (June 2026).