

LET'S JOIN OUR FORCES AND PROFESSIONS FOR SUSTAINABLE,  
RESPONSIBLE AND COMPETITIVE LIVESTOCK



**ELIANCE**  
Des éleveurs. Une ambition.

Contributing to maintain in France  
a quality livestock, rewarding  
and remunerative for breeders,  
respectful of humans, animals  
and the environment, to give access  
to healthy and sufficient food  
for as many people as possible  
here and elsewhere.

**WE ARE COMMITTED TO OUR PURPOSE  
TODAY AND TOMORROW.**



## A representative **federation**

Eliance represents, stands for and supports the competitive-  
ness **of the entire livestock advisory and service sector** at the  
national, European and international levels. It is a federation at  
the service of **120 member companies** located all over France  
and in Wallonia, and working in all or part of the major areas of  
support such as **advice and service to breeders, selection and  
genetic improvement of the herds.**

Eliance's members are key players in the **dairy cattle** (dairy  
cows), in the **beef cattle** (suckler cows), **goats** (dairy goats)  
or **sheep** (dairy sheep and sheep bred for meat) sectors.

Eliance also leads some research and development  
programmes, promotes innovations for which it ensures that  
a favourable environment is maintained, provides scientific,  
technical, legal, administrative, animal health or communica-  
tion support missions for all its members.

What is  
**advice and service  
for breeding?**

Eliance's members support approximately **80,000 ruminant breeders** on a daily basis with their technical and economic decisions. Every day in France, **one breeder out of two** calls on a company of the Eliance network.

In the long term of the development of a herd, of its management, of its productivity, of its overall efficiency, **the breeders reach to advisors**, so concretely to some men and women experts in their speciality, **responsible for providing them with an essential complement of expertise for the follow-up of the animals and of the farm operation.**

This mission takes various forms depending on the types of breeding, production, breeds, territories. It deals with issues of selection, reproduction, animal health, health safety, building, food, animal welfare, respect of the environment, but also with digital tools, performance monitoring and economic optimisation. Complex and questioned by strong socio-economic and environmental issues, this mission is today engaged in a sustainable transformation both on the content and on the form.

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1 BREEDER OUT OF 2 CALLS  
ON A COMPANY OF THE ELIANCE NETWORK



+100

YEARS OF HISTORY

+6000

EMPLOYEES WORKING IN THE ELIANCE NETWORK'S COMPANIES

## A national federation at the heart of the territories

Although it is part of a joint federal entity with its headquarters in Paris, **our members are present on the whole territory.**

An implantation explained by the history of livestock and the specialisation of the territories: livestock advisory and service companies are located not only where dairy production areas have developed in the groves of the Grand-Ouest (Brittany, Maine or Normandy), or in the eastern Jura, but also where the cradle of the suckler breeding was, as in the areas around the Massif Central, the Charolais, the Limousin, the Aquitaine.

And this does not take into account the small number of mountain breeds also called regional breeds, and their particular sectors. This very ramified geography is not in contradiction with **the mutual network** developed by the breeders over the decades at the local, regional but also national level including Eliance, an entity born from the two historical networks, both the oldest and most present in livestock farming, milk recording and artificial insemination.

### THROUGH ITS SUBSIDIARIES, ELIANCE IS ALSO:

A dynamic professional field and an active social dialogue, with a national collective bargaining agreement "advice and service for breeding" under construction.

A major player in training through its training center (Eliance Formation) located in Indre-et-Loire, offering members and their employees a large certified and continuous training catalogue.

A central procurement (Comatel) for the supply of specific equipment for interventions in breeding farms, and world leader in milk sampling on milking robot.

## Monitoring, innovation and training

Eliance stands for the general interests of the professions and the companies of the livestock advisory and service **by working with the public authorities and national and international authorities.** The federation organises an active monitoring in the legal and social areas and is strongly involved in the **animation of the institutions working on the organisation of the livestock sectors.** For example, in order to ensure the zootechnical and health interests of these members, Eliance acts as an expert with its scientific expertise in the various fields of epidemiology, risk assessment and risk management. Beyond the sole health risk, **a multidisciplinary technical and scientific team**, with some members integrated into international networks, constantly stands at the forefront of the zootechnical, biotechnological or digital innovation, thus promoting the emergence of solutions that companies are then likely to turn into service for the breeders. Thus, **Eliance is at the centre of multiple collective or semi-collective projects** by promoting and organising their implementation and their promotion.

Also equipped with an experimental station located in Indre-et-Loire, Eliance is thus positioned at the center of multiple collective or semi-collective projects by promoting and organizing their implementation and development.

900,000

ADVISING HOURS PER YEAR  
DELIVERED IN THE FARMS



## Many socio-economic and environmental challenges

Today, the ruminant breeding is facing **many socio-economic and environmental challenges**: income of the breeders, optimisation and resilience of the production systems, demography and attractiveness of the professions, environmental footprint, animal welfare, biodiversity, societal acceptance, etc.

This is why livestock advisory and service companies are seeking **to adapt their operational offer** and to remain in a position **to develop new solutions**. An issue that the strong values of team spirit and mutualism in the Eliance federation remain fully able to serve.

Aware of its societal, economic and environmental responsibilities, Eliance is relying on the potential of its companies' actions, while also seeking to multiply their positive impact in the context of the ecological transition and the necessary understanding of their interests by law and policy-makers.



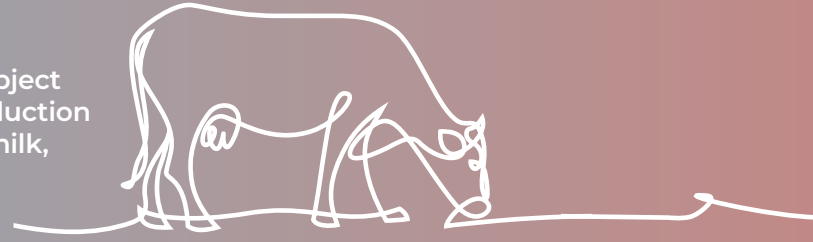
# Our major areas **of expertise**

**COLLECTION AND USE OF ANIMAL BREEDING DATA**  
**GENETIC IMPROVEMENT**  
**BREEDING**  
**TECHNICAL-ECONOMIC ADVICE**

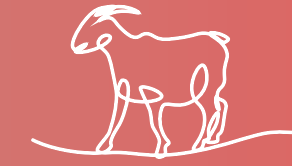
Partnership  
**and international**

## Our major areas of expertise

More than 2 million animals are the subject of regular measurements on their production performance (quantity and quality of milk, growth, morphology, etc.), their feed, their reproduction, their health.



Genetic improvement consists of selecting the best animals to transmit their genes to the next generation in order to maximise farms while meeting societal and environmental expectations.



Breeding is the application of genetic selection and consists of practicing insemination, in accordance with the choices made with the breeder to improve its livestock.



### COLLECTION AND USE OF ANIMAL BREEDING DATA

The animal recording of a herd of dairy cows or goats, raised to produce milk, consists, for each animal, of **carrying out quantitative and qualitative measures of the milk** (protein matter, fat, cell counts, etc.). In suckler livestock, the animal recording consists **in measuring the conformation and the growth capacity of each animal**, as well as the maternal qualities of the cows.

These measures are done according to very precise protocols and allow to certify the animals' productions, and thus to contribute to the calculation of the genetic value of the male and female breeders.

Reliable and independent, this collection of information, going up today to several thousand data collected for an animal, is **the basis of the advice provided by the companies to the breeders**. It contributes to the overall genetic progress of the livestock, to the optimization of herd management, to the quality of production, and therefore to the economic robustness of the livestock.

### GENETIC IMPROVEMENT

Since domestication 10,000 years ago, the breeders have been selecting their animals to best meet their needs in a diverse and changing environment. If the selection was first based on visible features (aptitude for milking, docility, horn shapes, etc.), the development of the genetic since the middle of the 20th century, has revolutionised the practices.

With the freezing of sperm in the 60s and today thanks to accessing high-throughput genomic data, the field of possibilities is expanding to support the breeders even more precisely **in improving their herds**. The breeding companies' purpose is to have elite animals reproducing, to **assess their genetic breeding value**, and then to disseminate the best males by insemination on the farms, with the aim **of transmitting to the next generation some hereditary combinations as well as the best faculties either functional or environmental adaptation** (production, fertility, resistance to disease, ability to transform the eaten fodders into milk, reducing the methane emission as it is involved in global warming).

### BREEDING

All the genetic and genomic information would be nothing if it did not have any application in the relevance of the mating between males and females but also in the artificial insemination (AI) **know-how of the artificial insemination centres**.

Thus, **specialised advisors support the breeders** with the often decisive choice to associate one male with one female. AI technicians, whose competence is certified, perform inseminations in accordance with the choices made but also in accordance with the standards of health safety, traceability and animal welfare. Another breeding channel, often reserved for the best animals, also passes through the embryology techniques, a know-how mastered by both the federal technicians and trainers of Eliance and by the member companies' operators.



## Our major areas of expertise

The advising activity consists of meeting the needs of the breeder on various themes: global approach of the livestock, reproduction, health, nutrition, buildings & equipment, products quality, crop production, etc.



## Partnership and international



Eliance maintains relations of trust with national and international organizations and institutions, and supports its members with the regulatory or technical health developments.



### TECHNICAL-ECONOMIC ADVICE

The advising activity has developed considerably since the early 2000s in order to best support each breeder individually in their **herd and farm management** (technical-economic support, reproduction, health, nutrition, milk quality, buildings & equipment, robots & monitoring, crop production & grazing, etc.), **according to their own objectives and on the basis of the performance, technical and economic data.**

Very attentive to the expectations of the breeders, the advisor knows the farms of their area well. Their skills and methods, combined with their field observation, allow them to support the breeder, on their own or in partnership with experts, in the technical and economic management and the optimisation of their farm. The advisor often leads groups of breeders who meet to share their practices and results, train and improve themselves. Some consultants can also assist farmers in specific projects to change the production system (diversification, new markets, transition to organic farming, work organisation, etc.)

### PARTNERSHIP

Eliance is associated with INRAE (the French National Research Institute for Agriculture, Food and Environment) and Institut de l'Élevage (the French Ruminant Livestock Institute) within the framework of the eBIS Technology Unit, certified by the French Ministry of Agriculture, to produce knowledge in the field **of cattle genome characterisation and genetic determinism of traits**, as well as to develop methods and tools for selection.

In 2022, an associated partnership laboratory, named EPSILON, between INRAE and Eliance is also created. This new form of collaboration allow the pooling of material and human resources around projects aimed at prediction and optimization of performance and offspring through multi-omics approaches. Increasingly, programs of research will focus on the role of epigenetics in the expression of the genome.

Through various consortia, Eliance also participates in many other R&D projects on a national scale or internationally, especially on the use of the mid-infrared spectrum of the milk to better understand the health and well-being of cows, on the reduction of methane emissions, or on the use 3D imagery to better monitor and assess animals.

### INTERNATIONAL

The French genetic products and the technological innovations developed by Eliance and its network are recognised internationally. The financial contribution of the export allows to pay for fixed costs and to reduce the access costs to services for the breeders on the national territory. However, there are many obstacles: health barriers, zootechnical standards, administrative constraints, side effects of the external geopolitical strategy, etc.

The action of the Eliance federation is getting closer to the national and international authorities and bodies **to facilitate the export through the negotiation** of health certificates or by suggesting technical norms more compatible with its members' products and activities. In France, this ambition implies maintaining relations of trust with national authorities and with the professional organisations representing French livestock farming internationally, but also to support the members with the regulatory or technical health developments by regularly informing them of new developments in these areas.





# ELIANCE

Des éleveurs. Une ambition.

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