

Presentation 0103

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Results



Centers for Professional Agriculture

Networking

- 21 Centers for Professional Agriculture
- 173 municipalities
- 1.521 groups with 24.146 producers
- 250 trained young service providers

Innovation

250 young service providers and 40 experts collaborate with 325 farmers' groups to promote the adoption of innovative technologies

Returns on investment into innovations:

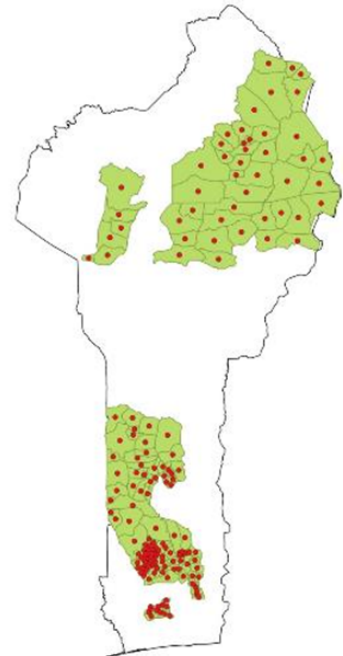
- rice 70%
- soybean 174%
- maize 9%

Business development of youth :

- sales + 63%
- employment + 98%

Business

- 132 agricultural innovation days
- 12.774 visitors
- 176 demonstration fields for soybean
- InfoPrix – Market Information Service
- Question and Answer Service 12302 beneficiaries



Network of local experts

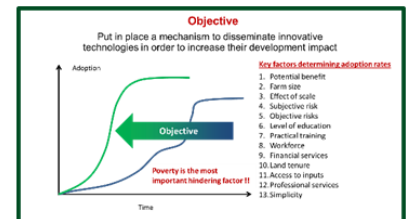
Problem

Low adoption of innovative technologies and poor prospects for young people

Overview

An operational framework for innovation and youth employment at large-scale

Strategy



Phase 1 - Networking

- Link actors and build trust
- Establish the baseline
- Develop innovation guides
- Define the modalities for monitoring and evaluation
- Configure the information system
- Develop training material

Phase 2 - Innovation

- Select and train young service providers
- Support producers in adopting promising technologies
- Document the entire process in real time
- Analyze the performance of technologies
- Formulate recommendation for research, extension, business and policy

Phase 3 - Business

Enterprise

- Promote the adoption of beneficial technologies
- Promote better resource management

Enabling environment

- Promote entrepreneurship to strengthen value chains
- Networking, advice and advocacy
- Management of the commons

Toolkit

Key concepts and instruments

1. **Strategic and technical council** to facilitate institutional integration and promote the sustainability of the developed solutions
2. **The RUN service delivery system** to engage local organizations and enable inter-institutional collaboration
3. **Innovation Fund** for on-farm training, to enable the experience of success and for the development of the factor capital at target group level
4. **Broadening skill sets of local communities** by assisting college graduates and out-of-school youth to develop their economic activities filling VC-gaps
5. **State-of-the-art Information system** for effective networking collaboration, complete documentation and real-time monitoring
6. **In context capacity development** through on the job vocational training
7. **Proximity** to assure access to timely advice and assistance

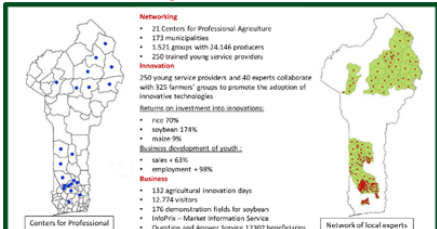
Accompanying measures

Advisory Services

- Analyze the performance of technologies
- Provide advice for improved targeting
- Identify business opportunities
- Assess investment risks
- Make recommendations
- Update the innovation guides
- Disseminate information products
- Question & Answer service and InfoPrix
- Monitor key development indicators

Vocational training

- E-learning
- Face 2 Face
- Field Training
- Supervision
- Business Coaching
- Networking



Centers for Professional Development

Network of local experts

Improve the performance of the agricultural innovation system through:

- Achieve agile collaboration between a large number of independent actors and organizations for the provision of paid development services
- Meeting the needs of beneficiaries in a collaborative, results-oriented and demand-driven approach
- Prioritize the involvement of free lance local service providers to boost the local economy

Achieve impact at affordable costs !



Core principles

- **Demand-oriented** (all services are provided following requests expressed by an individual)
- **Built on the local economy** (prices of services are determined on the basis of local economy prices)
- **Result-oriented** (a service is a set of clearly defined tasks involving multiple service providers (agents))
- **Payment upon delivery** (the relevant task agents are paid upon delivery of the service)
- **Transparency** (the information support system ensures an appropriate and complete documentation of all processes on the Internet)

The « RUN » business model = service delivery

- According to this model, any development **activity** must be considered as a **service**.
- A service is a set of **tasks** with clearly defined **deliverables**.
- **Services** are provided by a **team** of service providers with complementary skills and background.
- The **cost** of a service is equal to the **expenditures** for the goods and services that are required to get the job done plus the **honorarium** of the service providers.
- **Progress** of service delivery is documented in real time in the **information system**. A team of independent controlling agents verifies quality and completeness.
- Service providers are **paid upon delivery**.
- **Service providers** are engaged on **free-lance** basis. It is an additional economic activity that adds to the overall income.
- The **business model** fits the **prevailing economic culture** and provides the **flexibility** for adjusting to changing demand. It allows fast up- and down-scaling of actions and contributes to the **sustainability** of the network.

Key elements of a task of a service

FSAI1 - Suivi des jeunes professionnels

Task

[illegible]

Responsible agent for the task

Source de validation: **WU**

Agent de la tâche: **WU**

Expenses

Categorie	Designation	Unité	Pre-unitaire	Quantité	Coûts	Prêt	Taux
			Rate		Rate	Rate	Rate
Fournitures	Photocopies	Page	0,04	6	0,24	0,24	
Transport	Transport local	h	0,10	10	1	1	
Total					10,28	10,28	

Revenue

Taux	Agent de la tâche	Unité	Pre-unitaire	Quantité	Coûts	Prêt	Taux
			Rate		Rate	Rate	Rate
47		h	10,28	2	20,56	20,56	

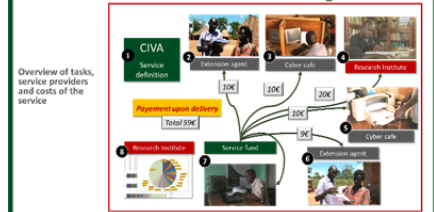
Cost total (Euro)

Total	Prêt	Taux
46,72	46,72	0

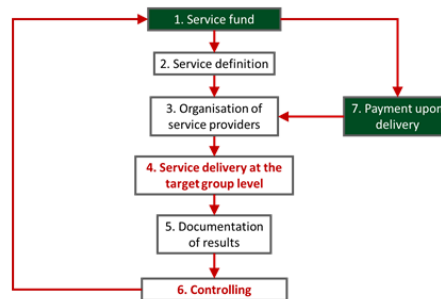
Delivery time

Other: **Le report sur les dépenses à la fin du projet qui accorde les autres produits**

Workflow of the Information Exchange Service



A Service Delivery Model
that assures the
execution of
well-defined tasks



Images of services

Phase 1

- Set up a district network
- Organisation of a district team
- Installation of a Center for Professional Agriculture (CPA)
- Elaboration of a district web site



Organization of a district team



Installation of a Center for Professional Agriculture



Development of a district web site



Phase 2

- Installation of young graduates in the municipalities
- Innovation support service for the target group
- Facilitation of innovation support services



Innovation and support service



Supervision of innovation support services



Phase 3

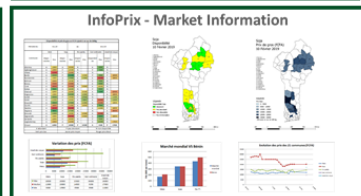
- Agricultural Innovations Days in the municipalities
- Question & Answer Service
- InfoPrix – Market prices



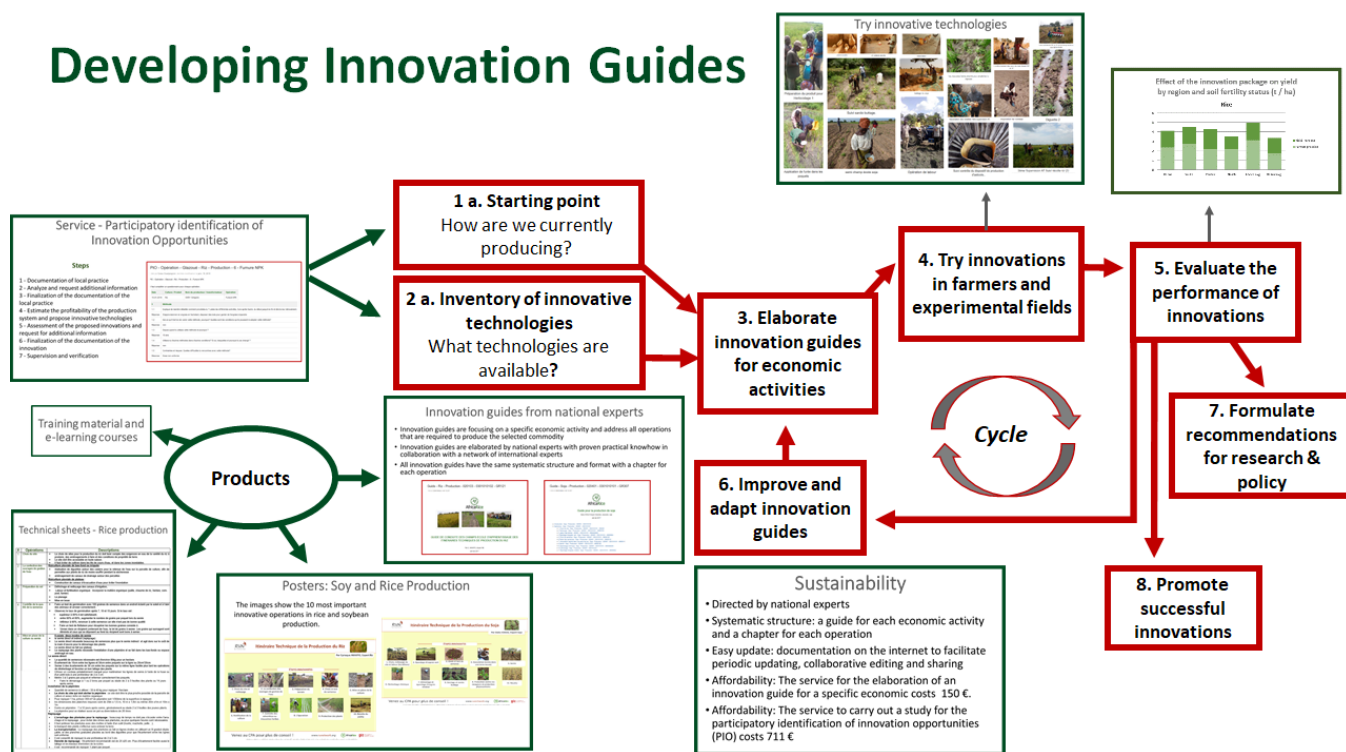
Question and Answer Service



InfoPrix - Market Information

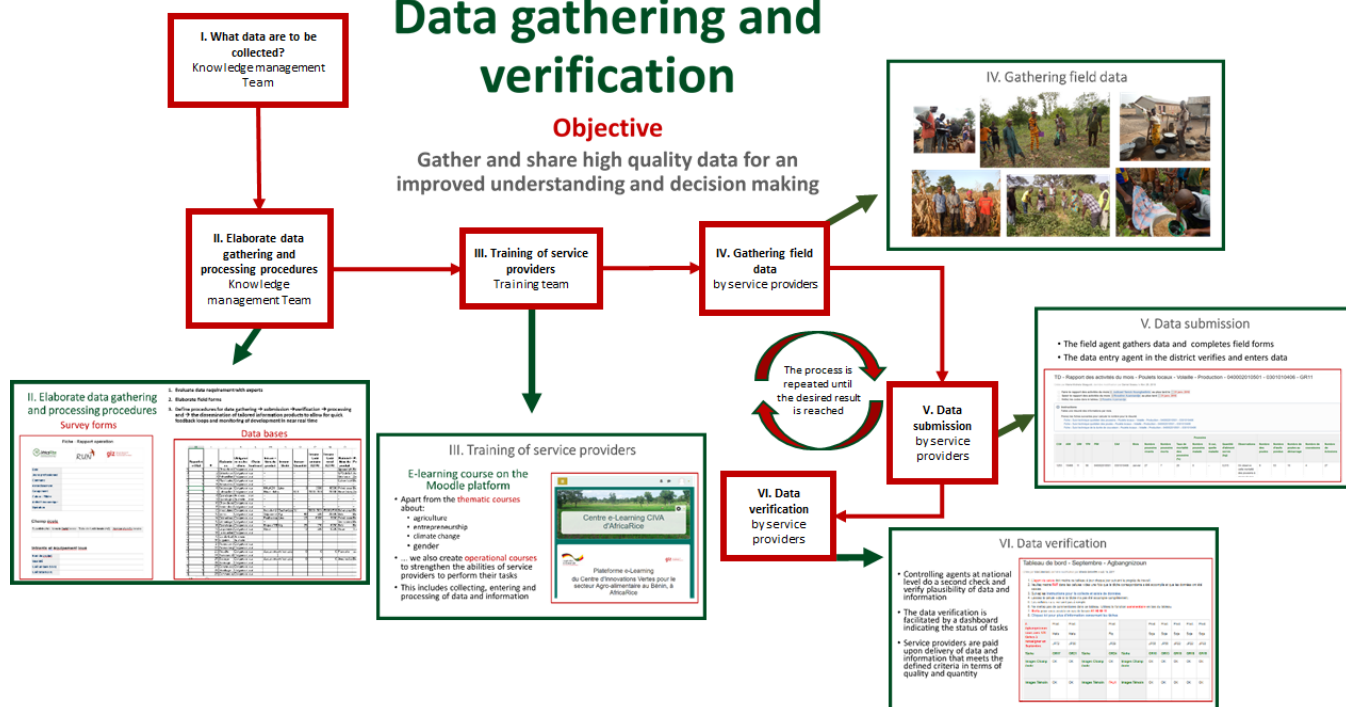


Developing Innovation Guides



Data gathering and verification

Objective
Gather and share high quality data for an improved understanding and decision making



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