0103 - Scaling & Youth Employment

Exhibitor

African Innovation Services - AFRIS

https://www.afris.org

Team

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Location

Cotonou | Benin

Summary

No matter what solution you develop, at some point you need to scale to achieve sustainable impact! We help you achieve this safely, quickly and cost-effectively.

The operational framework strengthens the agricultural innovation system by facilitating interaction between actors. It consists of a three phased process, a toolkit and enabling concepts. Key concepts are:

- **Proximity**: The framework operates on a network of centers for professional agricultural at district level that organize young professionals and rural youth for the provision of innovation services to farmer groups and farmers.
- **Service delivery**: An innovative service delivery business model ensures the effective involvement of local organizations and youth in the action. It guarantees a quality service at affordable costs. The key principle is - PAYMENT UPON DELIVERY
- **Vocational training**: The skills of the various actors are reinforced by complementary tools of professional training including technical guides, distance learning (e-learning) and coaching.
- **Knowledge management**: A state-of-the-art information system facilitates coordination, dialogue, complete process documentation and real-time tracking.

The simplicity of the solutions, the modular structure of the operational framework, the flexibility and the affordable costs contribute to sustainability and facilitate the adoption to cover large areas.

Presentation

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:

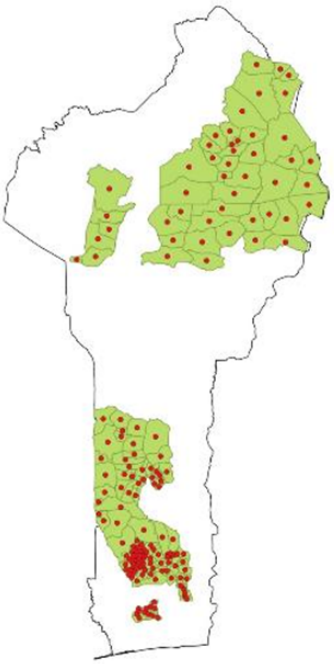
- rice 70%
- soybean 174%
- maize 9%

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

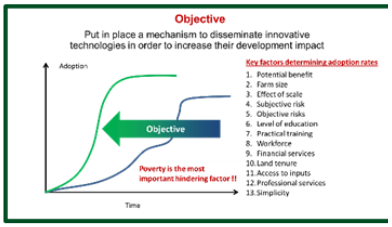
Problem

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

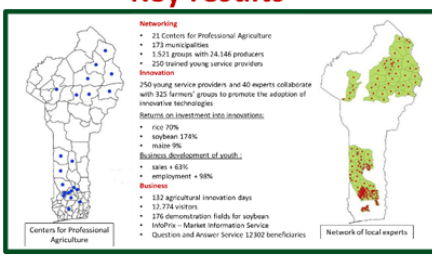
Advisory Services

- 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

Key results



Objectiv

Improve the performance of the agricultural innovation system trough:

- 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

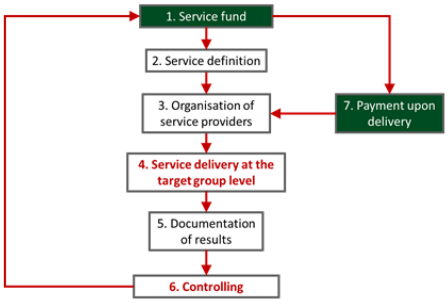
- **Demand-oriented** (all services are provided following requests expressed by an individual)
- **Built on the local economy** (prices of services are determined on the basis of local economy prices)
- **Result-oriented** (a service is a set of clearly defined tasks involving multiple service providers (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 prevalent 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.

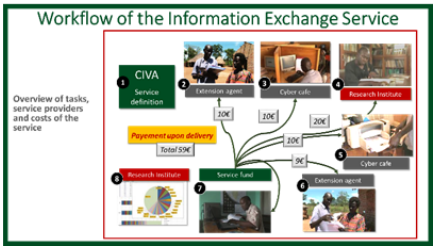
RUN
Rural Universe Network

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

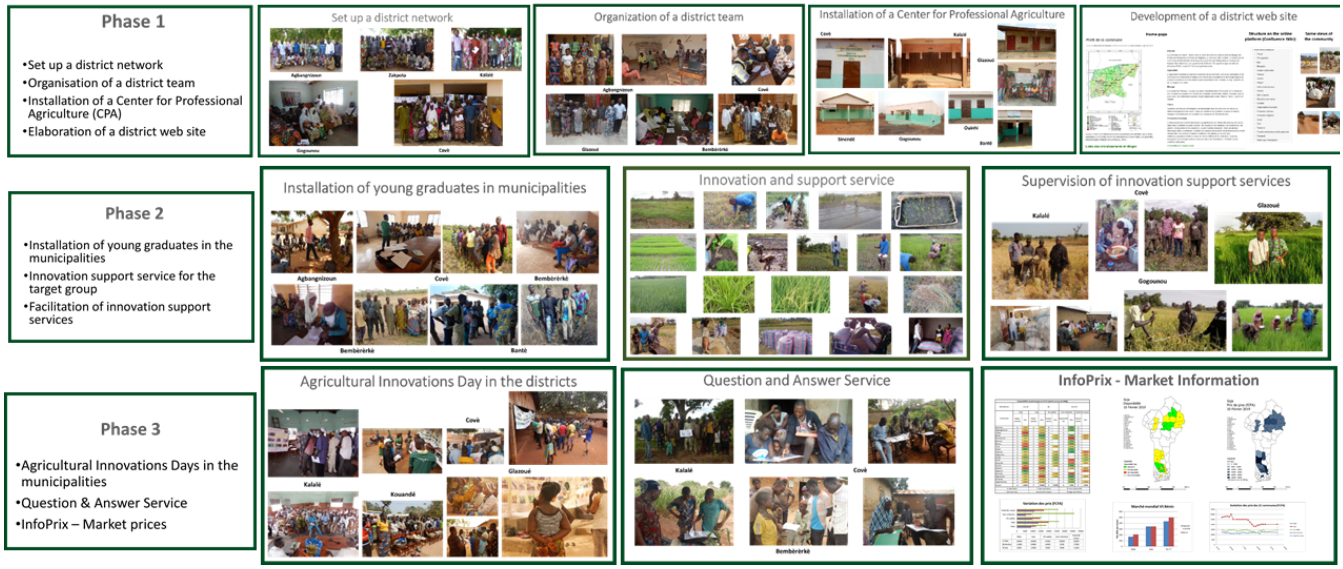


Key elements of a task of a service

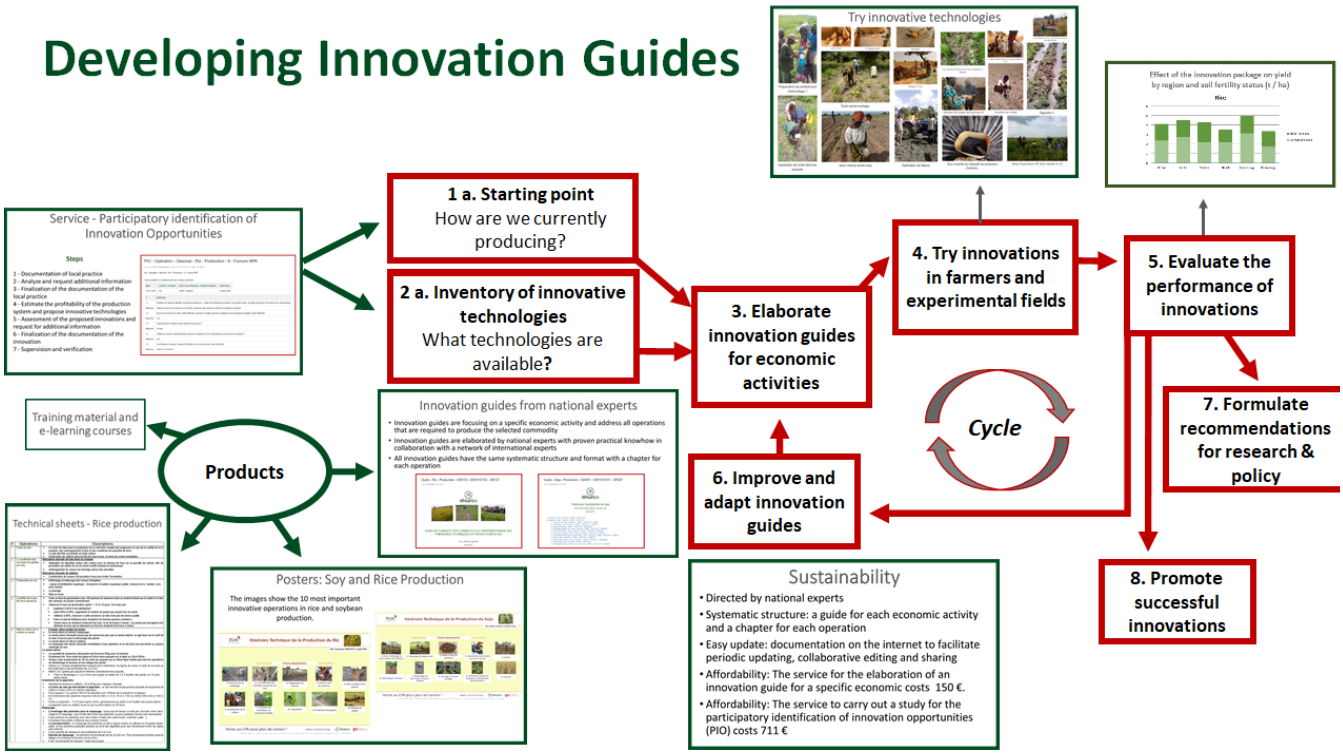
Workflow of the Information Exchange Service

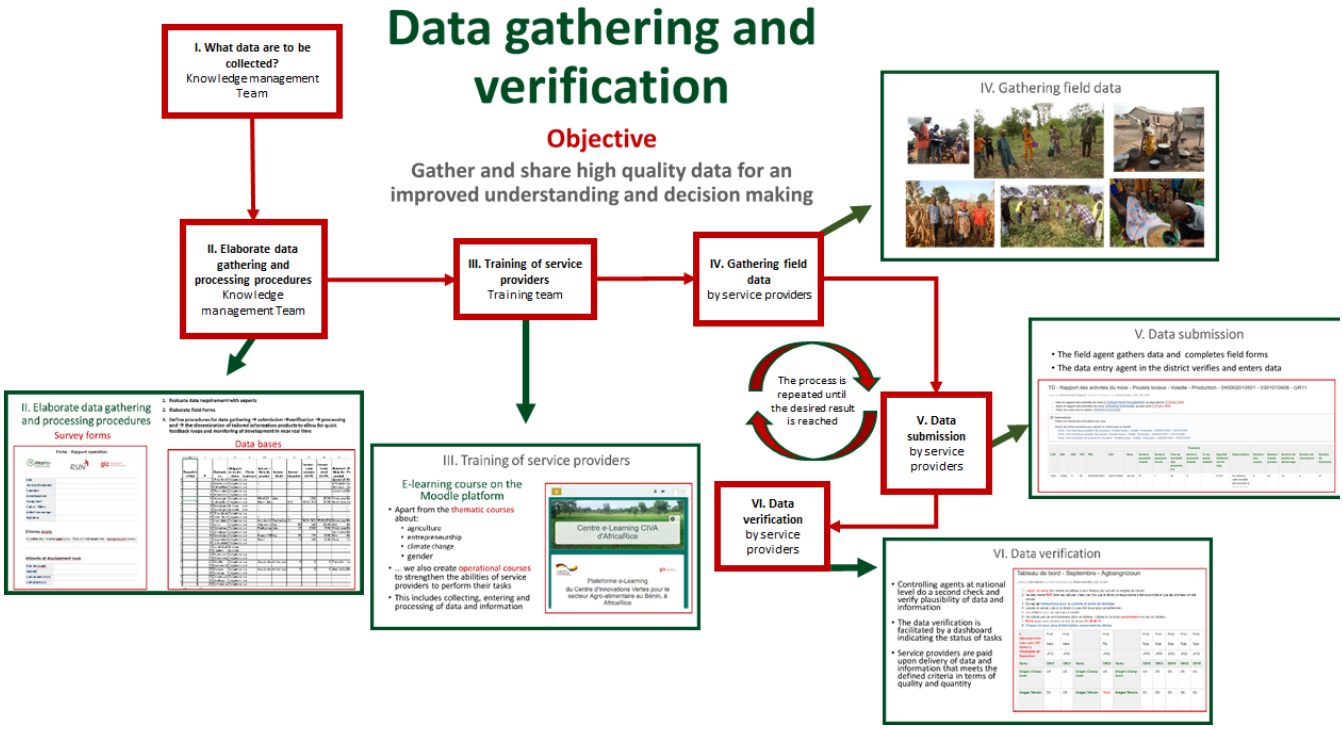


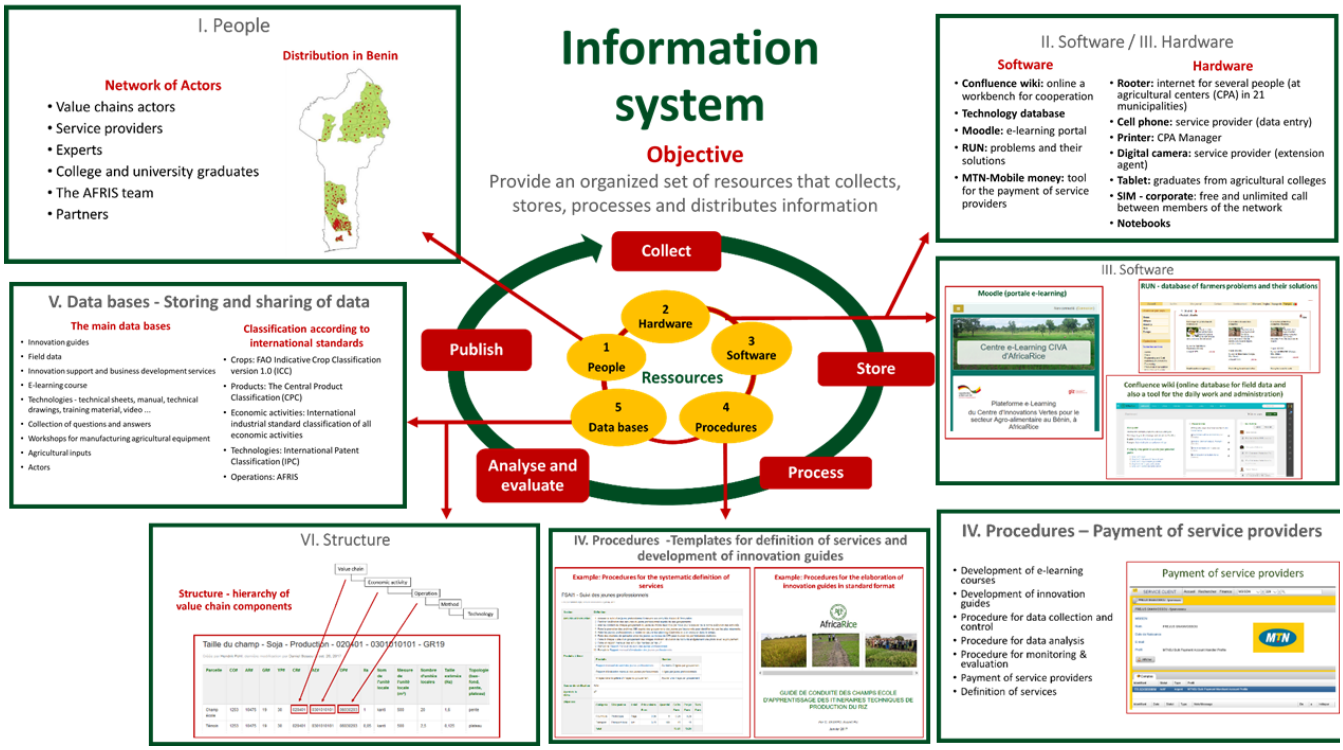
Images of services



Developing Innovation Guides




Data gathering and verification
Objective
Gather and share high quality data for an improved understanding and decision making
I. What data are to be collected? Knowledge management Team
II. Elaborate data gathering and processing procedures Knowledge management Team
III. Training of service providers Training team
IV. Gathering field data by service providers
V. Data submission by service providers
VI. Data verification by service providers
The process is repeated until the desired result is reached
IV. Gathering field data
V. Data submission
The field agent gathers data and completes field forms
The data entry agent in the district verifies and enters data
II. Elaborate data gathering and processing procedures
Survey forms
Data bases
III. Training of service providers
E-learning course on the Moodle platform
Apart from the thematic courses about:
agriculture
entrepreneurship
climate change
gender
... we also create operational courses to strengthen the abilities of service providers to perform their tasks
This includes collecting, entering and processing of data and information
VI. Data verification
Controlling agents at national level do a second check and verify plausibility of data and information
The data verification is facilitated by a dashboard indicating the status of tasks
Service providers are paid upon delivery of data and information that meets the defined criteria in terms of quality and quantity


Information system
Objective
Provide an organized set of resources that collects, stores, processes and distributes information
I. People
Distribution in Benin
Network of Actors
Value chains actors
Service providers
Experts
College and university graduates
The AFRIS team
Partners
II. Software / III. Hardware
Software
Confluence wiki: online a workbench for cooperation
Technology database
Moodle: e-learning portal
RUN: problems and their solutions
MTN-Mobile money: tool for the payment of service providers
Hardware
Rooter: internet for several people (at agricultural centers (CPA) in 21 municipalities)
Cell phone: service provider (data entry)
Printer: CPA Manager
Digital camera: service provider (extension agent)
Tablet: graduates from agricultural colleges
SIM - corporate: free and unlimited call between members of the network
Notebooks
III. Software
Moodle (portale e-learning)
RUN - database of farmers problems and their solutions
Confluence wiki (online database for field data and also a tool for the daily work and administration)
V. Data bases - Storing and sharing of data
The main data bases
Innovation guides
Field data
Innovation support and business development services
E-learning course
Technologies - technical sheets, manual, technical drawings, training material, video ...
Collection of questions and answers
Workshops for manufacturing agricultural equipment
Agricultural inputs
Actors
Classification according to international standards
Crops: FAO Indicative Crop Classification version 1.0 (ICC)
Products: The Central Product Classification (CPC)
Economic activities: International industrial standard classification of all economic activities
Technologies: International Patent Classification (IPC)
Operations: AFRIS
Collect
Store
Process
Analyse and evaluate
Publish
1 People
2 Hardware
3 Software
4 Procedures
5 Data bases
Ressources
VI. Structure
Structure - hierarchy of value chain components
Value chain
Economic activity
Operation
Method
Technology
IV. Procedures -Templates for definition of services and development of innovation guides
Example: Procedures for the systematic definition of services
Example: Procedures for the elaboration of innovation guides in standard format
IV. Procedures – Payment of service providers
Development of e-learning courses
Development of innovation guides
Procedure for data collection and control
Procedure for data analysis
Procedure for monitoring & evaluation
Payment of service providers
Definition of services
Payment of service providers

Images

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Videos

More

Some examples of agricultural production and transformation guides that we have developed

- Soyabean production guide: Master - Guide - Soja - Production.pdf
- Parboiled Rice production guide: Master - Guide - Riz étuvé.pdf

Development of a price information bulletin called "Bulletin Infoprix" that provides wholesale prices for five agricultural products in the main markets of 21 municipalities in Benin

- Bulletin InfoPrix: 2019-09-08 InfoPrix - AFRIS.pdf
- Blog InfoPrix: https://wiki.afris.org/blog/AGN

Development of a service called "Information Exchange Services" that aims to link farmers and researchers in a constructive information exchange to overcome production constraints. The specific objectives are to collect farm data for a better understanding of production systems, to document the expertise of national experts and to make solutions to common production constraints accessible.

- Information Exchange Services site: http://runetwork.org/html/fr/index.html

Meet the team

During the indicated periods, one of the team members is available for a video chat.

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Contact

Events & Calls

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