



Long-term EU-AU Research and Innovation Partnership for **Food and Nutrition Security and Sustainable Agriculture**

Dialogue for Action and Brokerage in West Africa: Fostering Knowledge, Communication & Innovation Hubs

Virtual Workshop | 28 - 29 October 2020

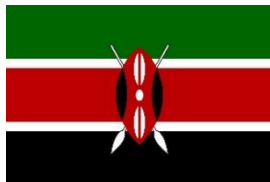




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FOOD SECURITY FOR PEACE AND NUTRITION-AFRICA (FSPN- AFRICA)

**Project:
Sisi Digital Agriculture.**



Kalvince Otieno





1-TOPIC : INNOVATION AND DIGITALISATION IN AGRICULTURE: *PAVING THE WAY FOR ENTREPRENEURS, AGRITECH AND FOODTECH START-UPS.*

- FSPN Africa is an acronym for Food Security for Peace and Nutrition Africa, a not-for-profit Organization founded in 2015 and officially registered on the 30th January 2019 in Kenya.
- The organization was established to lend an extra hand in the efforts to tackle the incessant food insecurity situation in hundreds of thousands of households within Kenya.
- FSPN-Africa have since rolled out programs to an amazing start, currently established in over 6 African countries including, Uganda, Tanzania, Rwanda and South Sudan and Nigeria.
- **SISI DIGITAL AGRICULTURE** on the other hand, Is a 'demand project' as a result of the **need for affordable and accessible farm inputs to over 25,000 registered smallholder farmers** we have been supporting for the past few years.
- FSPN-Africa through our established partnerships offers a “**Farm to fork**” solution , with our process serving and focusing on **two major** categories thereby building sustainable connection between the rural areas and cities for the farmers and consumers respectively.





2 - CRITICAL FACTORS FOR DEVELOPMENT SUCCESS / LIMITING FACTORS. (THE PROBLEM)

- Home to a population of 1.2 billion, African countries are now faced with the challenge of how to swiftly and effectively scale preventive approaches to reduce the immediate and unprecedented risk that COVID-19 poses to people's health and further the short and long term negative implications to existing markets, livelihoods and food systems, as well as the medium and long term negative implications to existing markets, livelihoods and food systems.
- The backbone of any agricultural revolution is **access of farmers to modern agricultural inputs**, ranging from improved seeds, fertilizers and crop protection chemicals to machinery and knowledge. **Seeds** are critical to successful crop production and inevitably, farm productivity and profitability. **Fertilizer** supplies nutrients to the soil that are essential for growth.
- Over 25,000 registered farmers working with FSPN- Africa have **little** or **no access** to farm inputs to facilitate the agricultural production process.
- Our solution seeks to digitalize the process to promote access these agricultural inputs to over 1 million smallholder farmers across, Kenya, Nigeria and the African continent expected to improve production by over 20% by 2030.





3 - MOST PRESSING THEMATIC PRIORITY CONCERNING THIS TOPIC. (OUR SOLUTION)

1. A willing farmer with favorable piece of land, **enrolls** through our digital platform , Integrated Farmer Information System(IFIS) either through our Web App, USSD Code, Mobile app or direct calls.
2. The farmer **requests** the in-need inputs and we conduct a due diligence in line with our policies. E.g. Size of land, GIS Mapping, quantity of inputs etc.
3. The farmer is then **supplied** with the necessary inputs (Seeds , Fertilizers and/or machinery) on credit and **payable** at convenience , within a given period.
4. The farmer is not left to struggle alone, we offer a hands-on step by step guidance and support **throughout** the production process , with each partner/actor assigned specific task along the value chain as per our MOU.
5. Our well defined revenue model ensures **stable** stream to sustain the project and impact individual lives for improved livelihoods.
6. The farmer is then linked to our digital platform that enables them to enlist and sell there produce, through our partner facilitation.





4 - KEY ACTORS, IMPORTANT PLAYERS

- **FSPN-Africa** the lead herein has its base in Kenya and operational in other 5 African countries including (Uganda, Tanzania, Rwanda, South Sudan and Nigeria) who have relatively the same hunger conditions and food production and consumption patterns and therefore easy scalability.
- **Mercy Corps Agrifin** has its solid farmer transition partnerships across the 45 countries globally gives us an upper hand as easy entry to our other target markets to achieve the end to end goal of food and nutrition security and scalability for the solution.
- **Agriconnekt Services**- Our Uber-like digital Agricultural e-commerce solution provider.
- **Copia Services**- Transport, warehousing and Logistics partner (<https://copia.co.ke/>)
- County Government- Agricultural Offices, to facilitate the community organization and mobilization





5 - CONDITIONS FOR ENHANCING ACTORS' COOPERATION (CRITICAL FACTORS, ENABLING ENVIRONMENT AND INTERFACES TO ENSURE COLLABORATION)

FSPN-Africa strongly values Partnerships and therefore is seeking both technical and financial support including:

1. Development and Integration of the Integrated Farmer Information System
2. Farm Inputs(Fertilizers and Seed and Machinery)
3. Marketing.
4. GIS (Geographical Information System)





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THANK YOU

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