

BUSINESS DEVELOPMENT THROUGH PARTNERSHIPS

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BACKGROUND

- The need for a vibrant continental private sector initiative in partnership with FARA is long overdue.
- For along time the sector has been under represented.
- The existing partnerships have been weak hence the need for better impact networking.
- This calls for creation of structures at sub-regional and regional levels to promote and enhance the agribusiness.
- Establishment of strategic partnerships i.e. public sector, donors etc

THE CURRENT ROLE OF THE PRIVATE SECTOR IN AGRICULTURE

- Provision of inputs i.e. planting materials, soil amendments etc.
- Processing and value addition i.e. packaging and branding.
- Marketing.
- Provision of logistical support i.e. transport, storage etc.

GAPS IN THE AGRIBUSINESS ENTERPRISES IN AFRICA

- Business under capitalization.
- Capacity weaknesses in value addition and product development.
- Insufficient farmer support programs.
- Inadequate investment in pin point research.
- Little investment in infrastructure such as storage, irrigation facilities etc
- Unfavorable legal and statutory policies.
- Marketing inefficiency due to multi-layers of players in the value chain.

HOW DO WE ADDRESS THESE?

Creating PAN AFRICAN AGRIBUSINESS CONSORTIUM to;

- Spearhead business Information dissemination.
- Leverage impact networking.
- Assist in business and export development.
- Initiate capacity strengthening for small and medium enterprises.
- Promote user friendly technology in agribusiness.
- Influence government policies affecting the agricultural production and supply chain.
- Strengthen profit value chain development.

CONTINUATION

- Facilitate online knowledge networks and low cost collaborations.
- Establish corporate partnerships aimed at improving agriculture with donors and financiers.

DELIVERABLES

The consortium is an opportunity to;

- Bringing together all private sector and other stakeholders at subregional and regional levels.
- Making agricultural chains more efficient and add value to consumers.
- Eliminating existing marketing inefficiency as a result of the activities of middlemen.
- Branding agriculture as viable investment option.
- Facilitating strategic alliances between researchers, extension workers, producers and marketers.
- Strengthening the profit value chain to expand the market coverage.

PARTNERSHIPS IN PRIVATE SECTOR AGRIBUSINESS

- Public-private sector partnership (PPP).
- Impact networks with research bodies and institutions of higher learning.
- Private sector-donor partnership.
- Private sector- financiers partnership.
- Big enterprises and SME partnership.

ACTION PLAN

- Plenary discussion.
- Nomination of interim regional and sub-regional representatives.
- Electronic dialogue i.e. questionnaires.
- Membership recruitment at national and sub regional levels.
- Creation of membership information and data base.
- Development of a constitution and code of conduct.
- Setting up of regional task forces.

EXPECTED OUTPUTS

Impact networking of Multi-disciplinary, multi- institutional, and multi-national stakeholders will result into;

- Stimulated investment in agri-business.
- reduced risks in the agricultural value chain.
- Development of market awareness and intelligence for African Agricultural products.
- Stream lining of the profit value chain in agribusiness.

EXPECTED OUTPUTS Cont.

- Promote innovative product development, processing and marketing.
- Provision of market development services.
Adoption of emerging technology in the industry.
- Development of cross cutting programs.

PROPOSED TASK FORCES

- Information and technology dissemination.
- Business development.
- Research and development network.
- Inputs and logistics.
- Donor and financiers liaison.

Thank you and welcome