

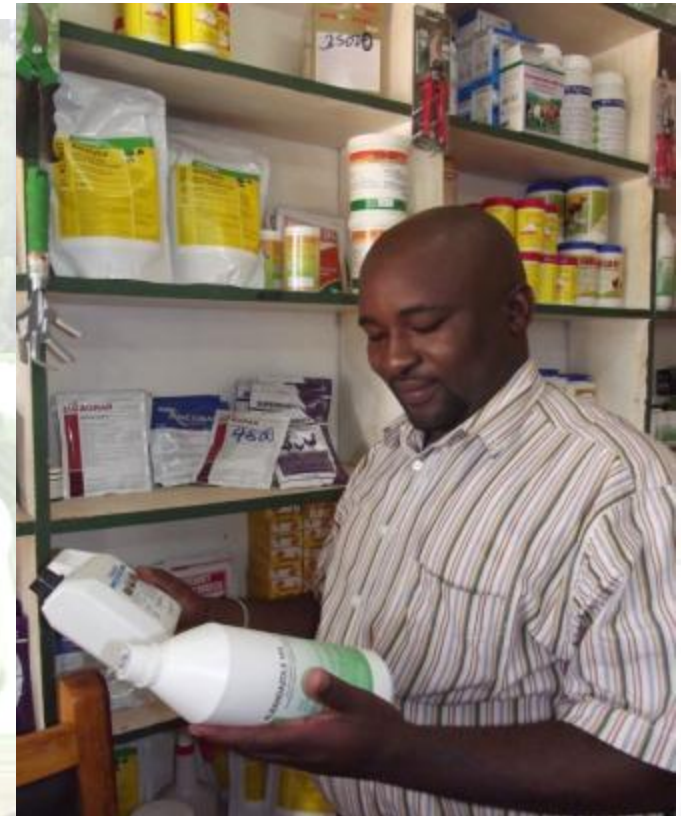


Developing and Strengthening Input Service Providers

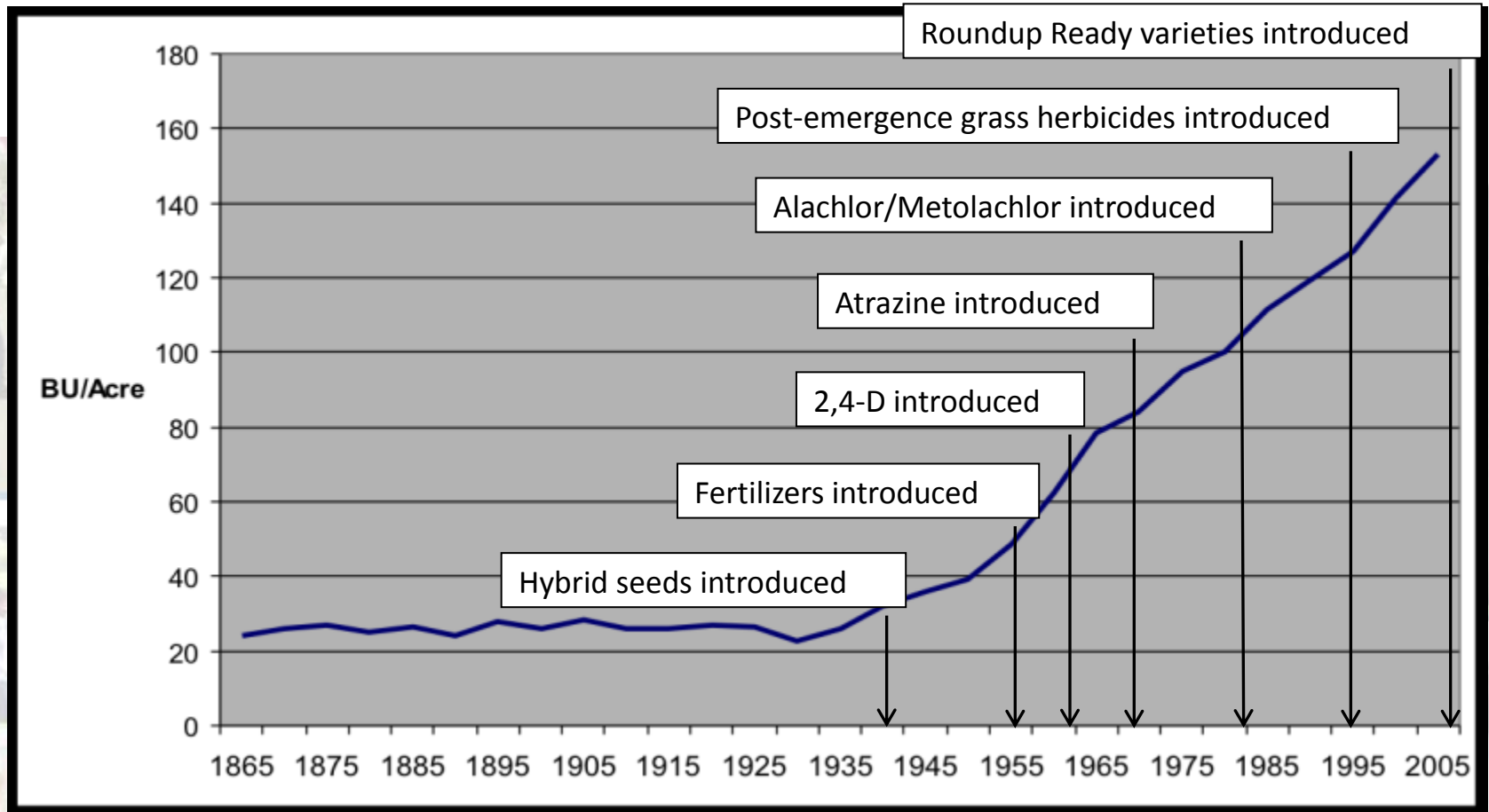
Agro-inputs defined

- Inputs are any product or service that enhances productivity along a value chain.

- Examples of agricultural inputs include...?



Agro-inputs Impact



U.S. Maize Yields Impacted by the Introduction of Various Agricultural Inputs

Adapted from presentation made by Douglas T. Nelson, CropLife America

In any environment, the proper combination and use of inputs can dramatically increase productivity

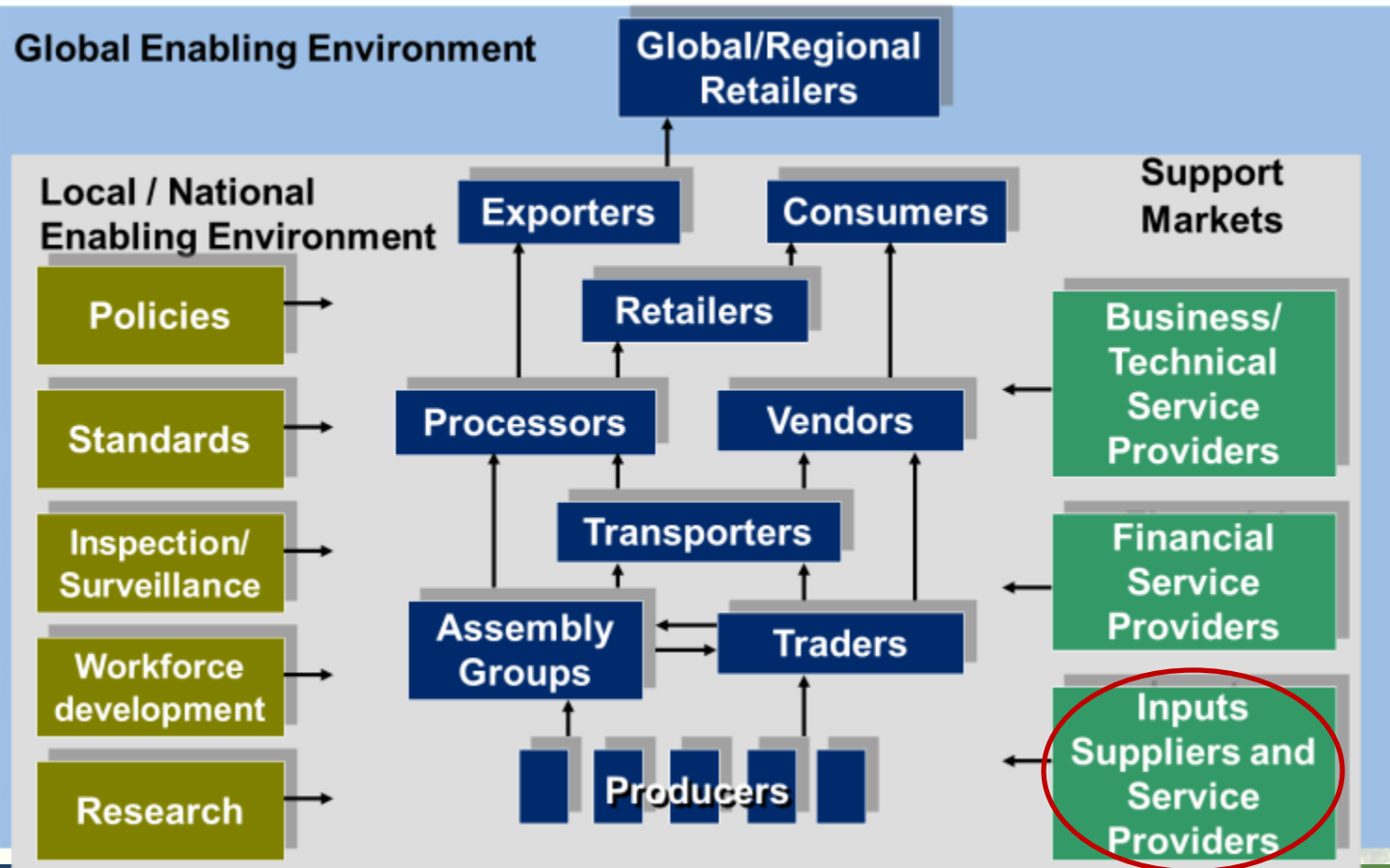
Agro-inputs Impact

	Global – average	Africa – average	Africa – agro-inputs demo plots
Maize	4.5	1.6	8
Rice	3.8	1.9	4
Sorghum	1.3	0.9	
Groundnuts	1.4	0.7	

*Data on demo plots only available for maize and rice.
DeVries and Toenniessen, 2001; Tittonel et al, 2007*

Proper application of agro-inputs is essential for enhancing global food security

Value Chain Development Approach



**Input Supply as
One Part of Larger System**

 **LAND O'LAKES, INC.**
INTERNATIONAL DEVELOPMENT
Innovative Solutions for Global Prosperity

**Input service providers:
what, why, how, who**

- 
- **Kinds of input suppliers**
 - **Consolidating value chain: clustering approach**
 - **Selection criteria**
 - Community-based participatory approach



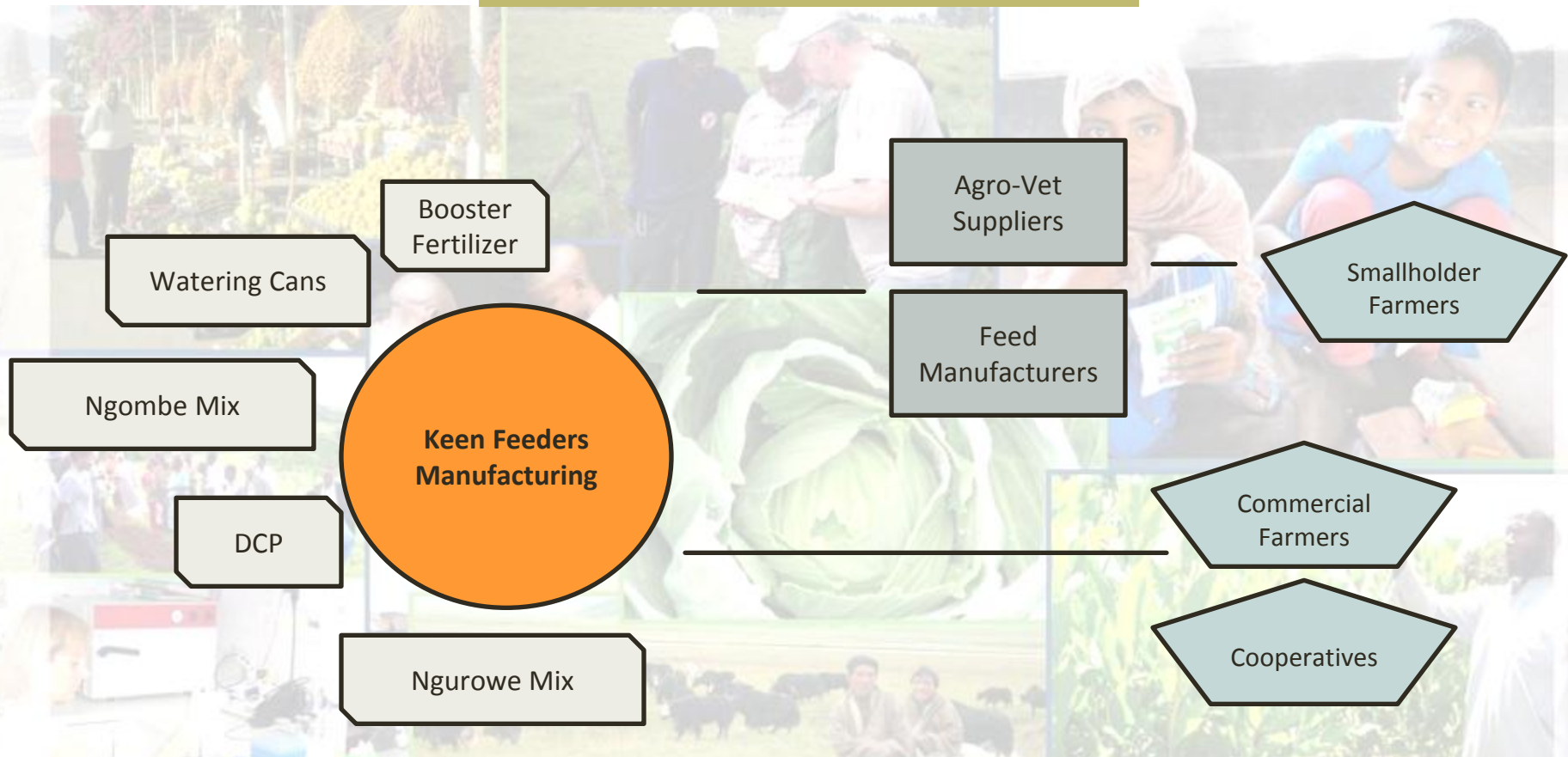
Where, how many

Region	AI	VET	FEED	Total
ARUSHA	2.0	2.0	3.0	7.0
KILIMANJARO	2.0	4.0	5.0	11.0
TANGA	4.0	6.0	4.0	14.0
MARA	12.0	12.0	4.0	28.0
Total	20.0	24.0	16.0	60.0

- 
- **Start-ups vs. already-established businesses**
 - **Profiling**
 - **Analysis and Investment Plan**
 - **Action Plan Implementation**
 - **Monitoring and Evaluation**

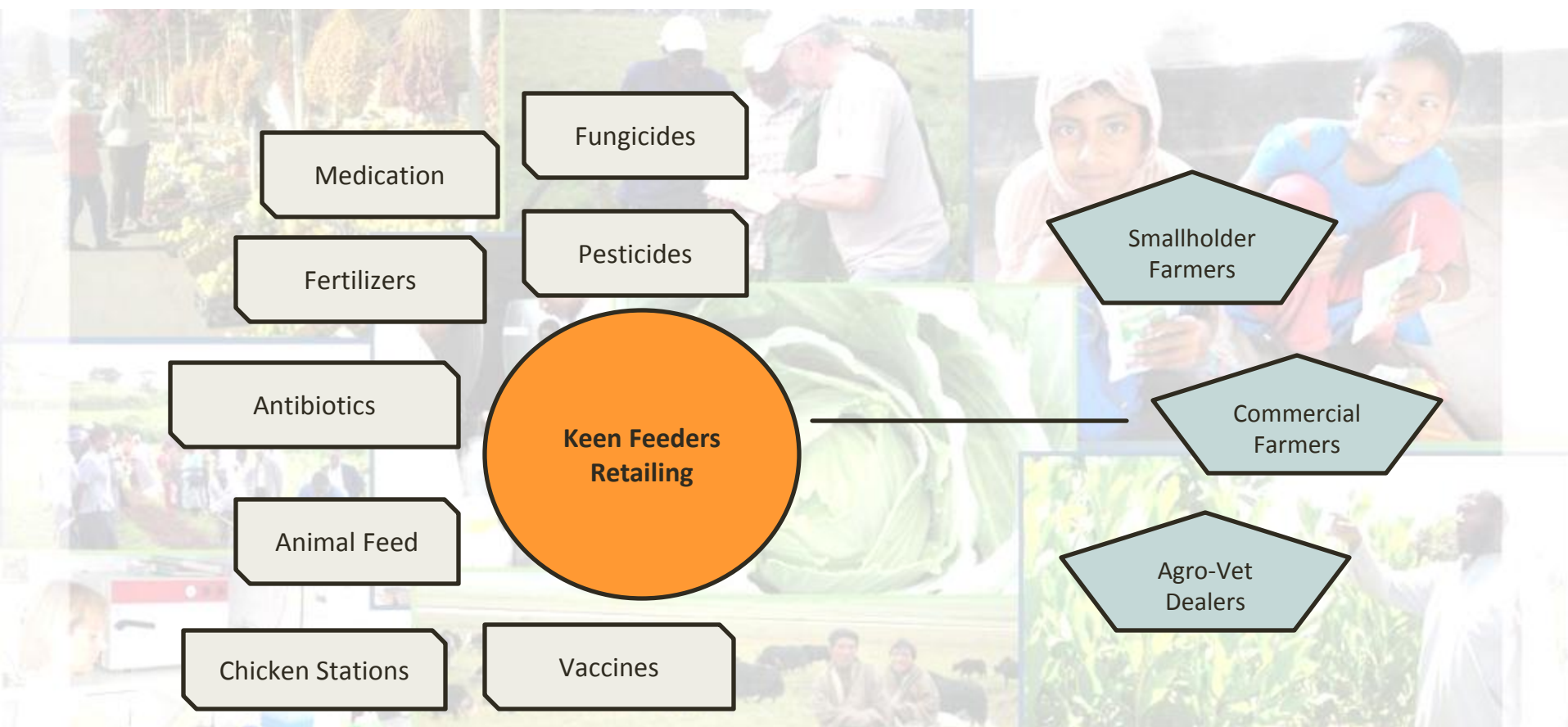
Business profiling

Revenue Stream I



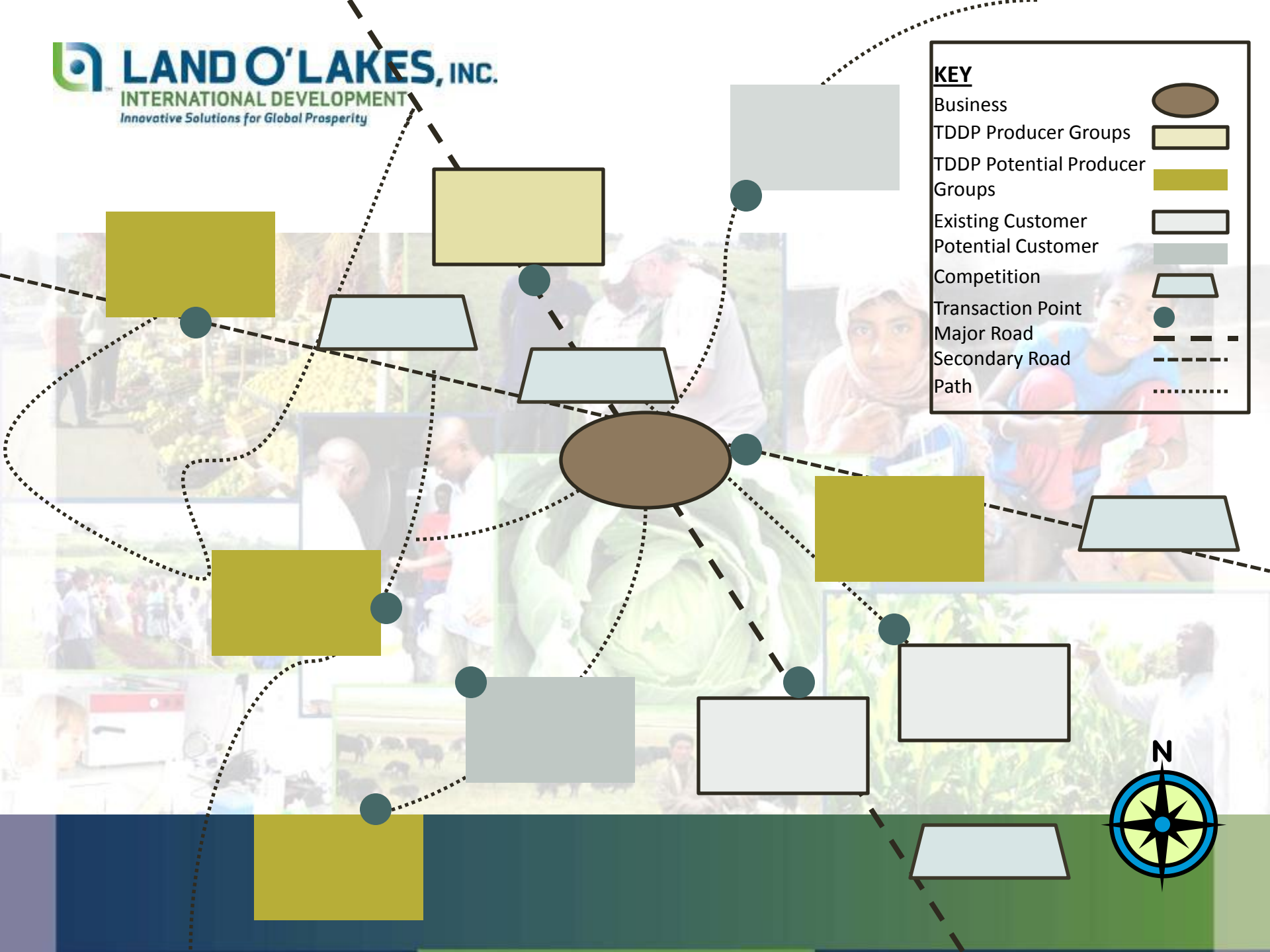
Business profiling

Revenue Stream II



KEY

- Business 
- TDDP Producer Groups 
- TDDP Potential Producer Groups 
- Existing Customer 
- Potential Customer 
- Competition 
- Transaction Point 
- Major Road 
- Secondary Road 
- Path 



- 1 - Dar es Salaam
- 2 - Pemba North
- 3 - Pemba South
- 4 - Zanzibar Central/South
- 5 - Zanzibar North
- 6 - Zanzibar Urban/West



KEY

Business



Supplier





TVET and Agro-inputs Agents

Worth of inputs
purchased by
2014

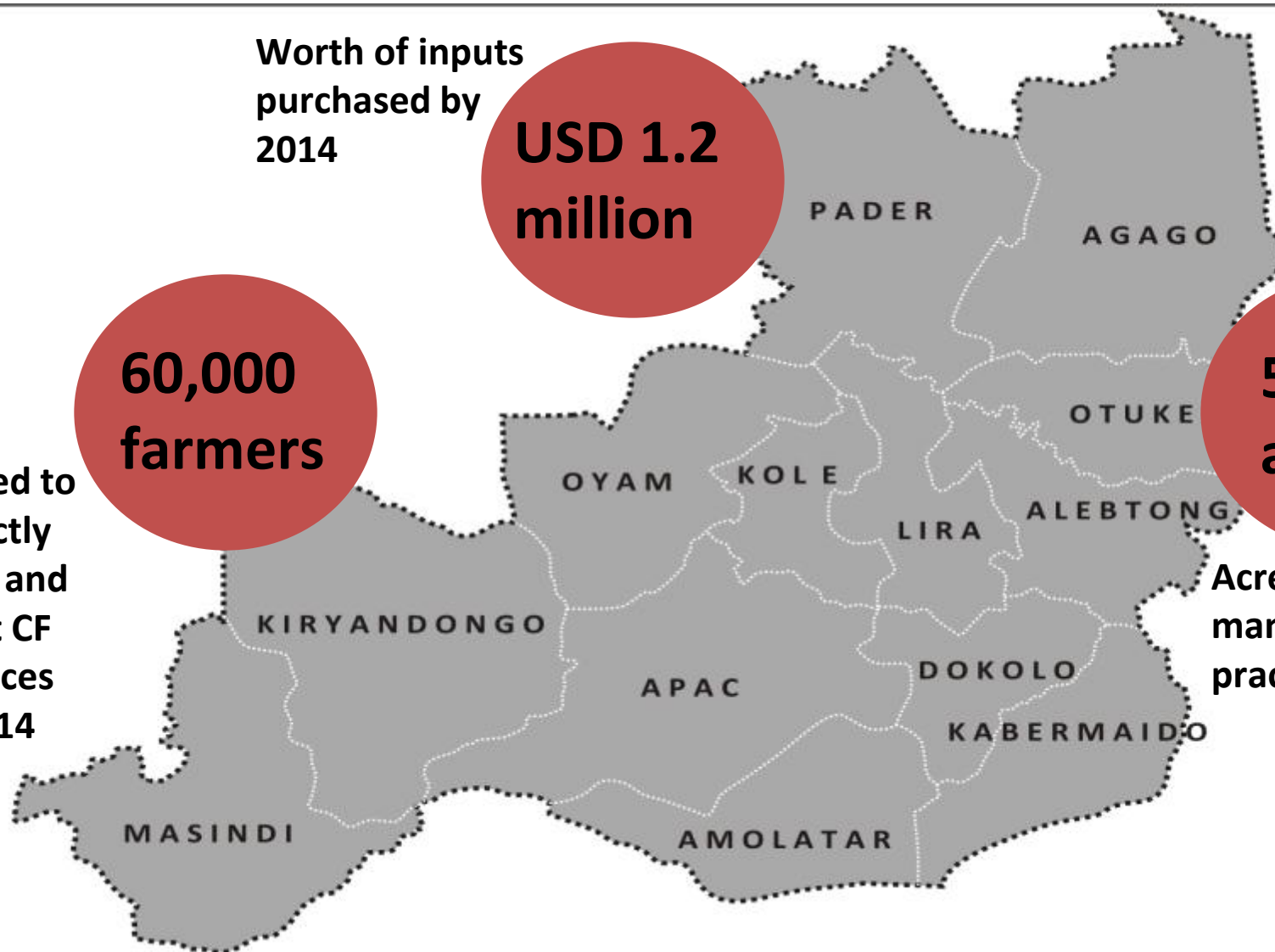
**USD 1.2
million**

**60,000
farmers**

Trained to
correctly
apply and
adopt CF
practices
by 2014

**55,000
acres**

Acres under CF
management
practices by 2014



TVET and Agro-inputs Agents

USE AN AGENT MODEL

Worth of inputs purchased by 2014

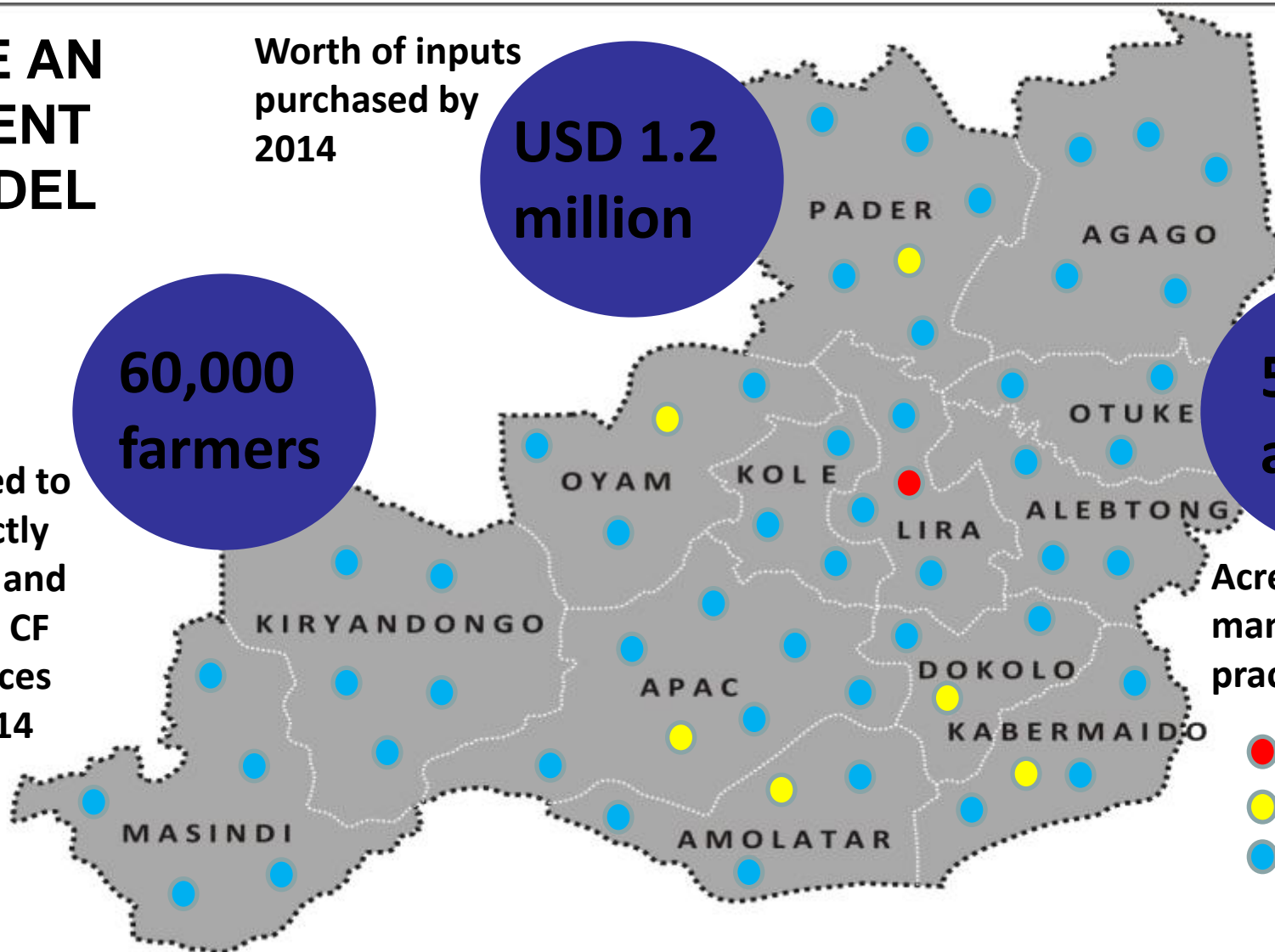
USD 1.2 million

60,000 farmers

55,000 acres

Trained to correctly apply and adopt CF practices by 2014

Acres under CF management practices by 2014



- Main office
- Branch
- Agent

Technical Skills, Business Management Skills



Customer Service Delivery



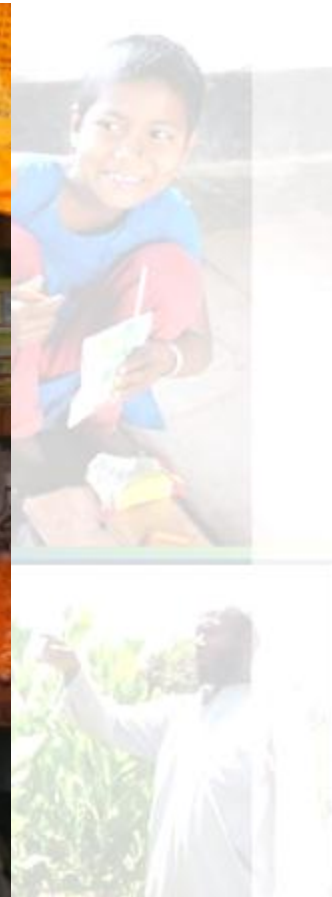
Customer Service Delivery



Customer Service Delivery



Customer Service Delivery



Monitoring Progress Towards Goals



Questions?



Thank you!