



International Center for Tropical Agriculture
Since 1967 / *Science to cultivate change*

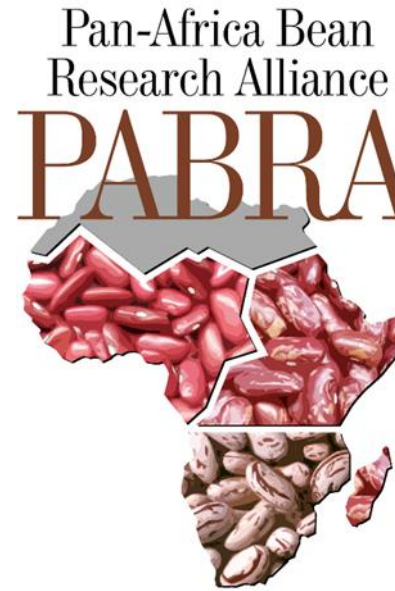
Ensuring linkages across the value chain to enable sustainable business models, using the PABRA network and innovation platforms as an example

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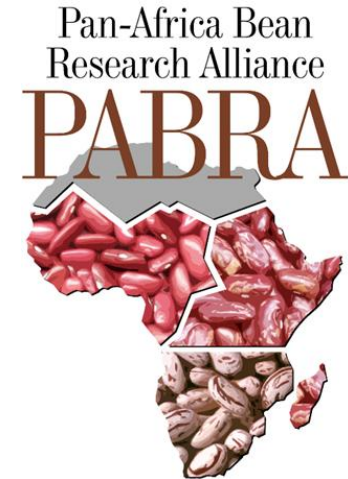


Outline

- The Pan Africa Bean Research Network (PABRA)
- Bean value chain and platform (bean corridor)

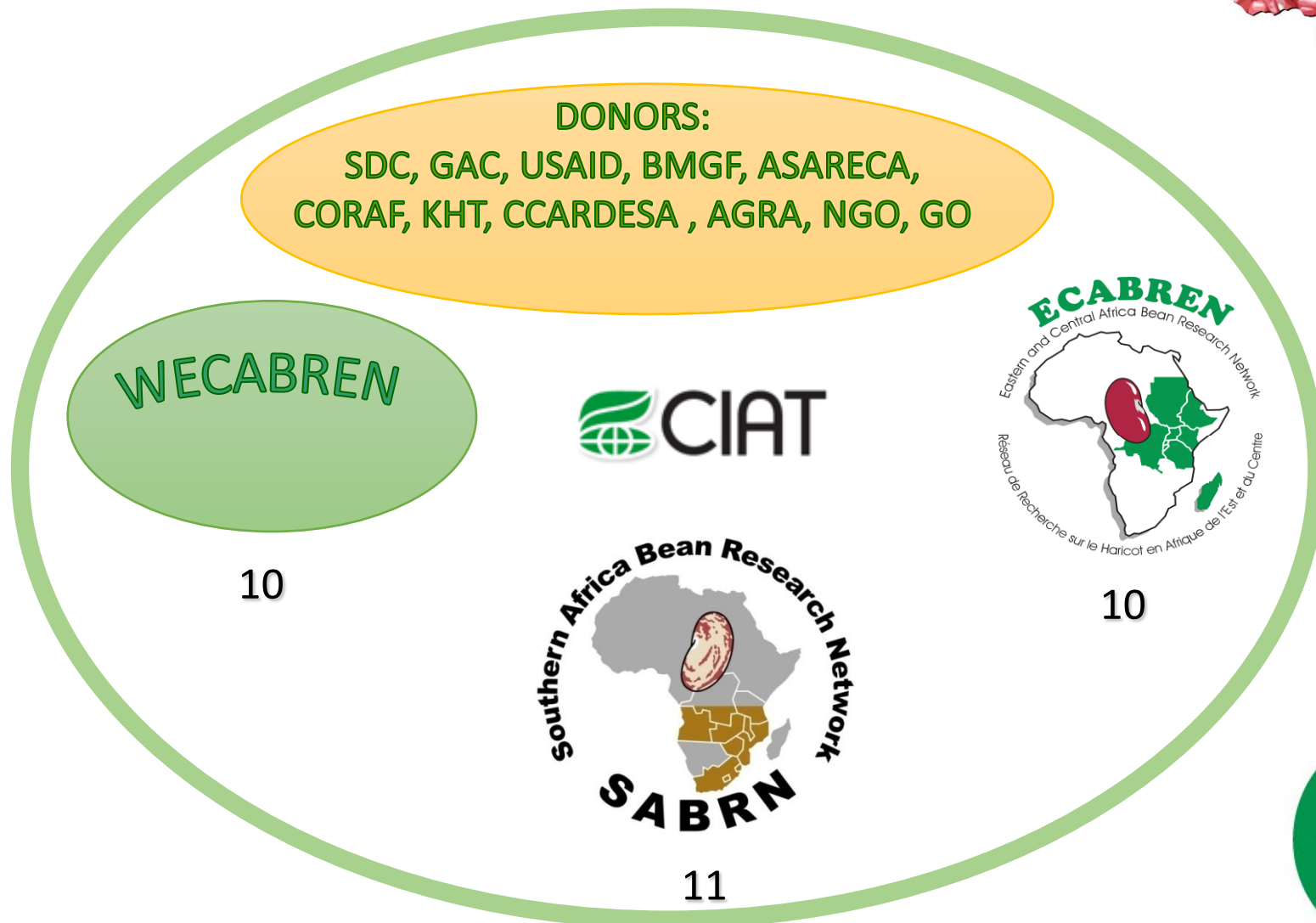


Pan Africa Bean Research Alliance (PABRA)

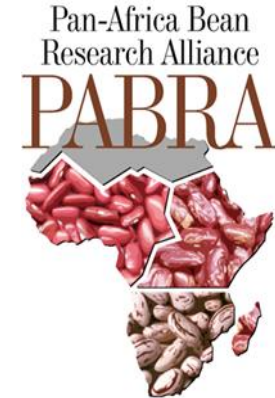


- A consortium of 3 bean R&D networks + CIAT + Donors

Goal: Improved nutrition and health, gender equality, food security, incomes and natural resource base for sustainable livelihoods of resource poor women and men farmers



Country Partners: 30



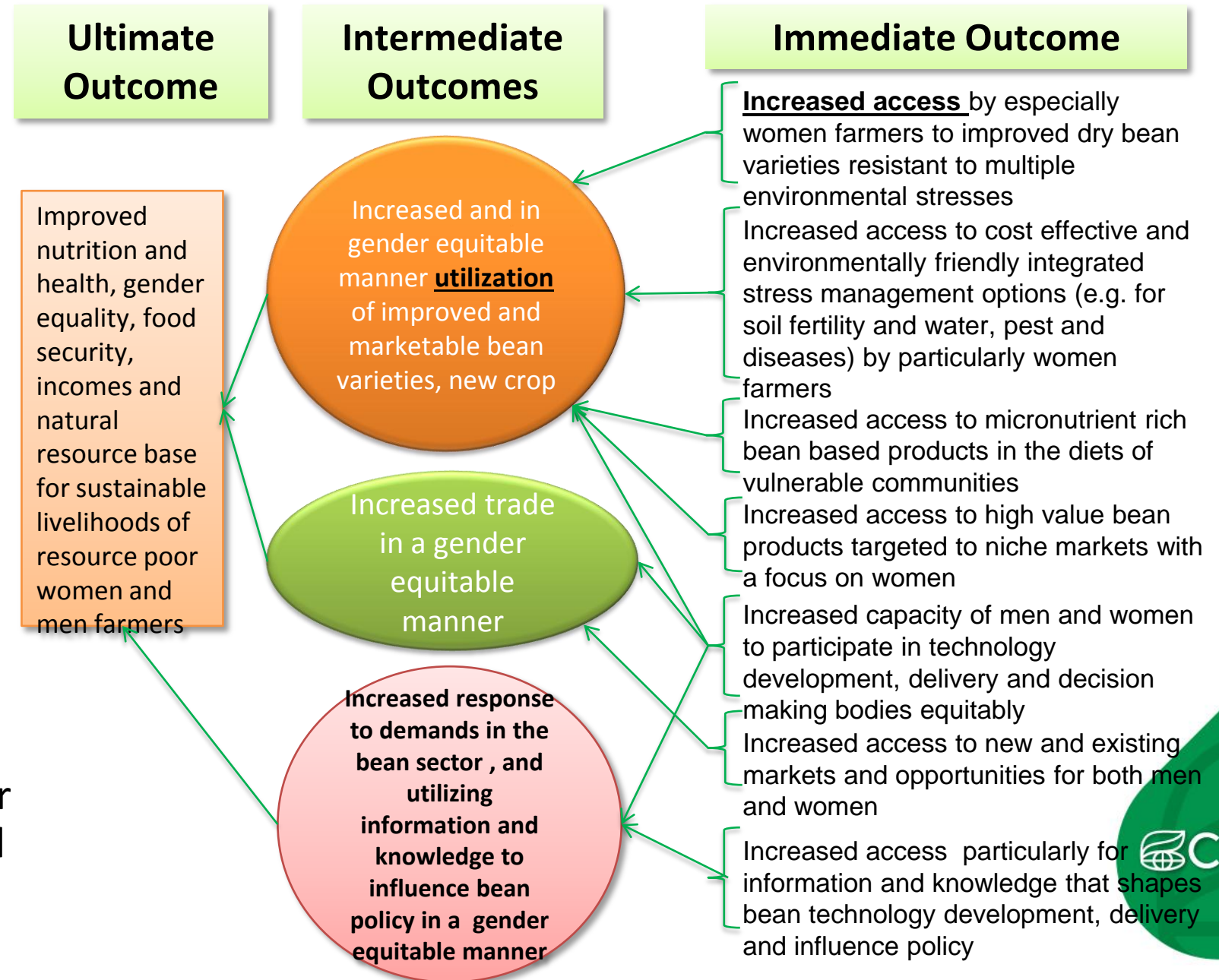


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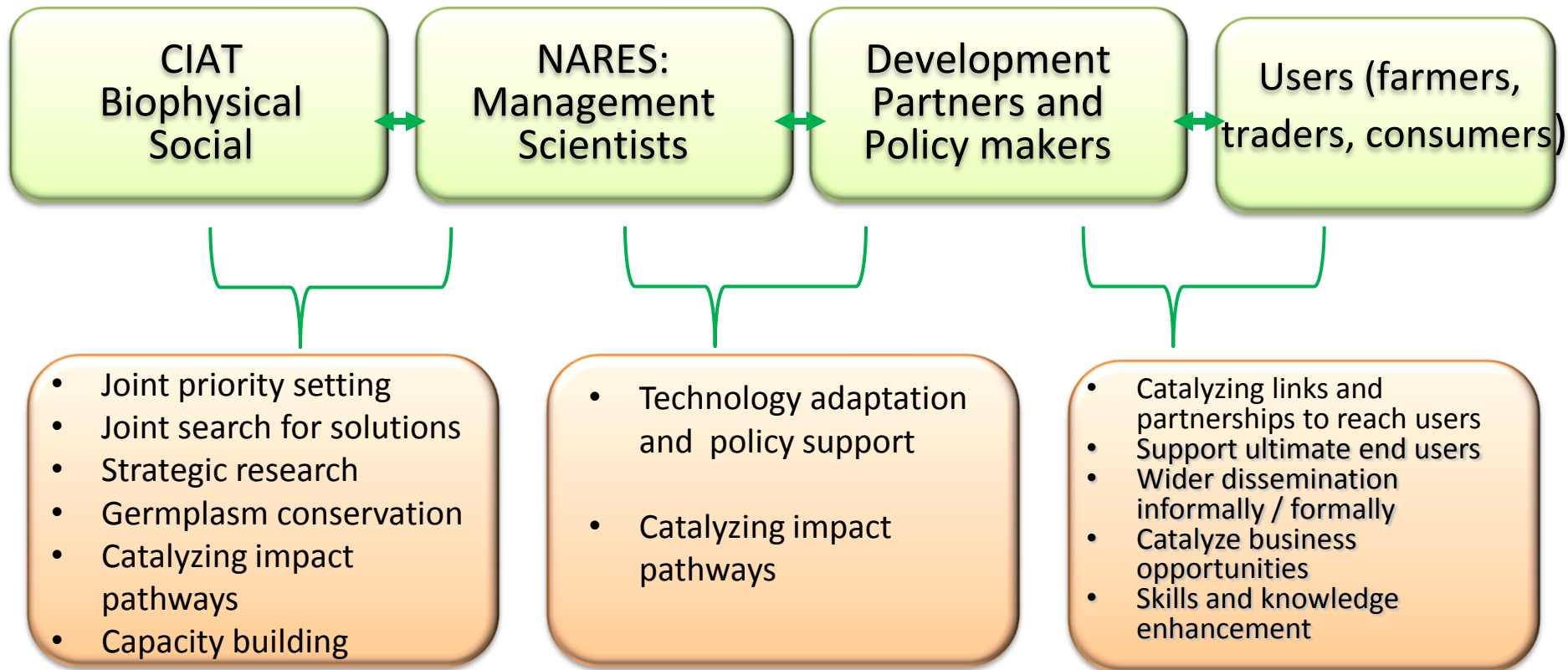


Partnership and Implementation FRAMEWORK

- 5-Yr regional agenda and priorities
- Aligned to national, sub-regional and CAADP priorities
- Comprehensive in scope and open platform
- Jointly developed for joint planning and implementation.
- Provide space and entry point for actors or donors to integrate and contribute components at any point/stage



Complementarities in roles and use of resources



Governance – Network Steering Committees

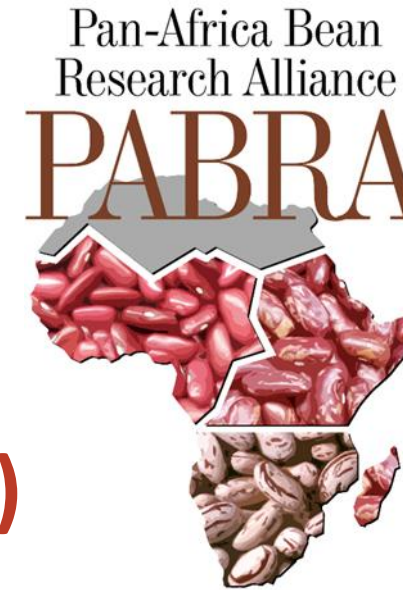


Key Achievements

Faster, efficient and wider uptake of technologies

Increased impact (geographic/social /institutional coverage)

Efficient use of resources (human and materials)



Bean value chains and platforms (bean corridors)



Income opportunities: Beans

- Increase **incomes** for smallholder bean farmers by:
 - Transforming bean production from **subsistence to profitable commercial** oriented production systems
 - **Stimulating investments** (such as seeds, credit, information, processing plants) to enhance bean production
 - Enhancing **capacities of smallholder** farmers to respond to market demands and **effectively participate in markets**



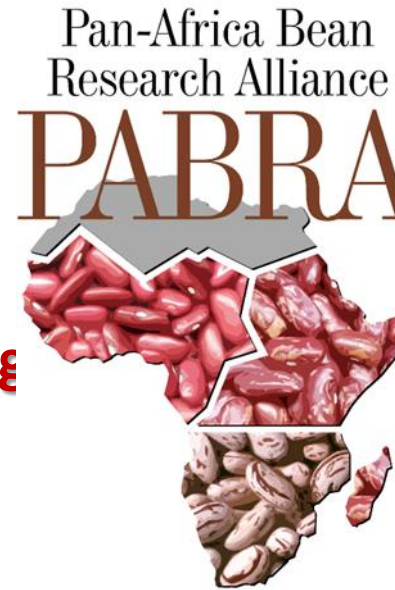
Major traded bean types (tons)

Corridor	Destination	Production country	Red Mottled	Pinto	Yellow	Mixture
East Africa	Kenya	Uganda	99,750	27,357	33,871	21,627
	Kenya	Tanzania	208,022	41,310	41,310	2,284
	Kenya	Rwanda	-	-	400	486
	Kenya	Ethiopia	11,205	2,430	-	-
Total			318,977	71,097	75,581	24,397



Bean value chain and platforms (Bean corridor approach)

- The “corridor approach” is an **economic development** strategy.
- Corridors aims at **overcoming coordination failures in investment** and **taking advantage of agglomeration and spill over effects**, to boost trade and productivity.
- Help to **integrate smallholder farmers in national and regional value chains** which is suboptimal and constrains regional trade and investments in pulses.
- Areas of economic intensification **characterized by flow of products from source to destination, all linked up into a network.**
- Contain HUBS. viz (production, consumption, distribution)

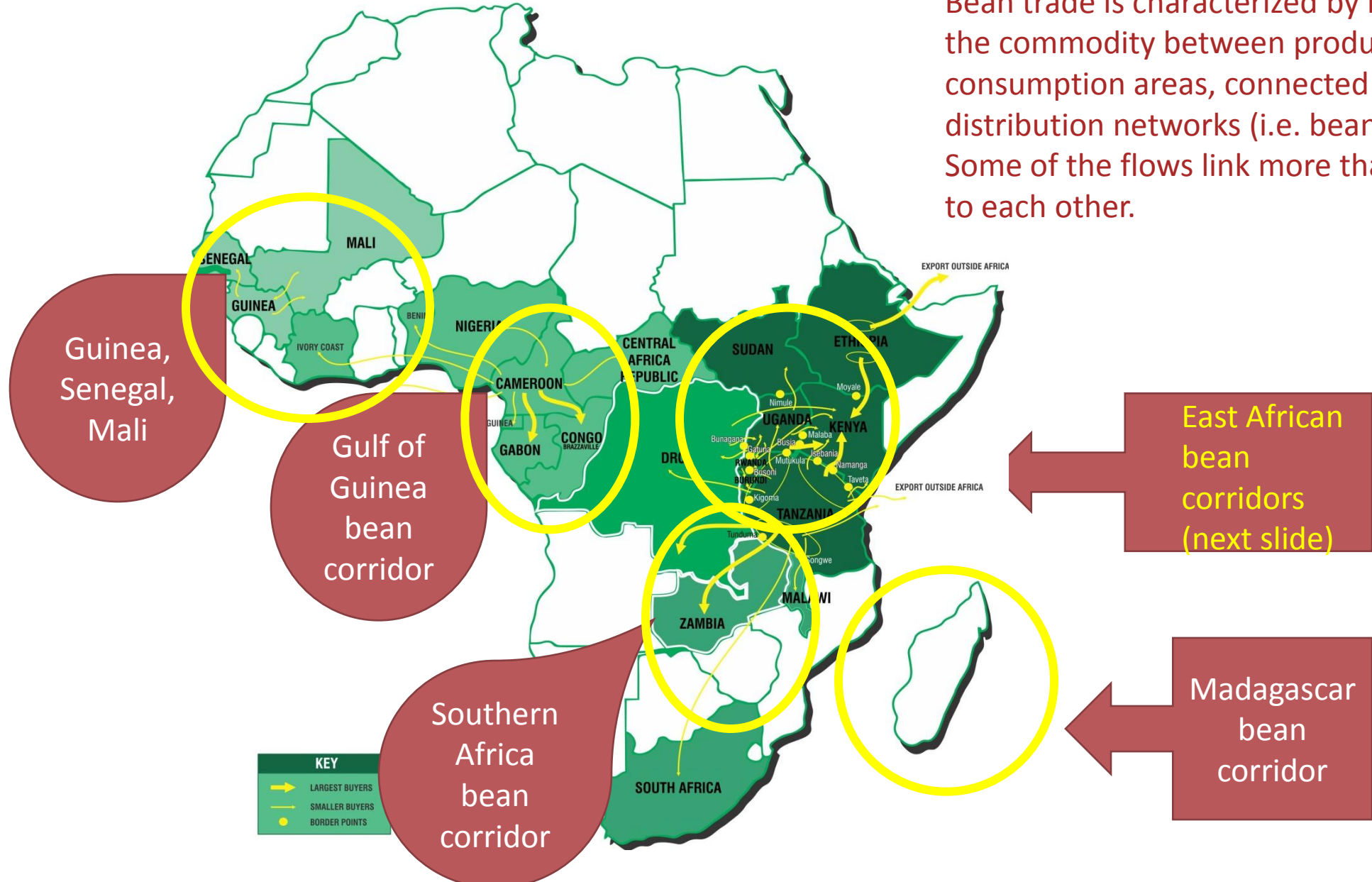


The focus of bean corridor approach is on:

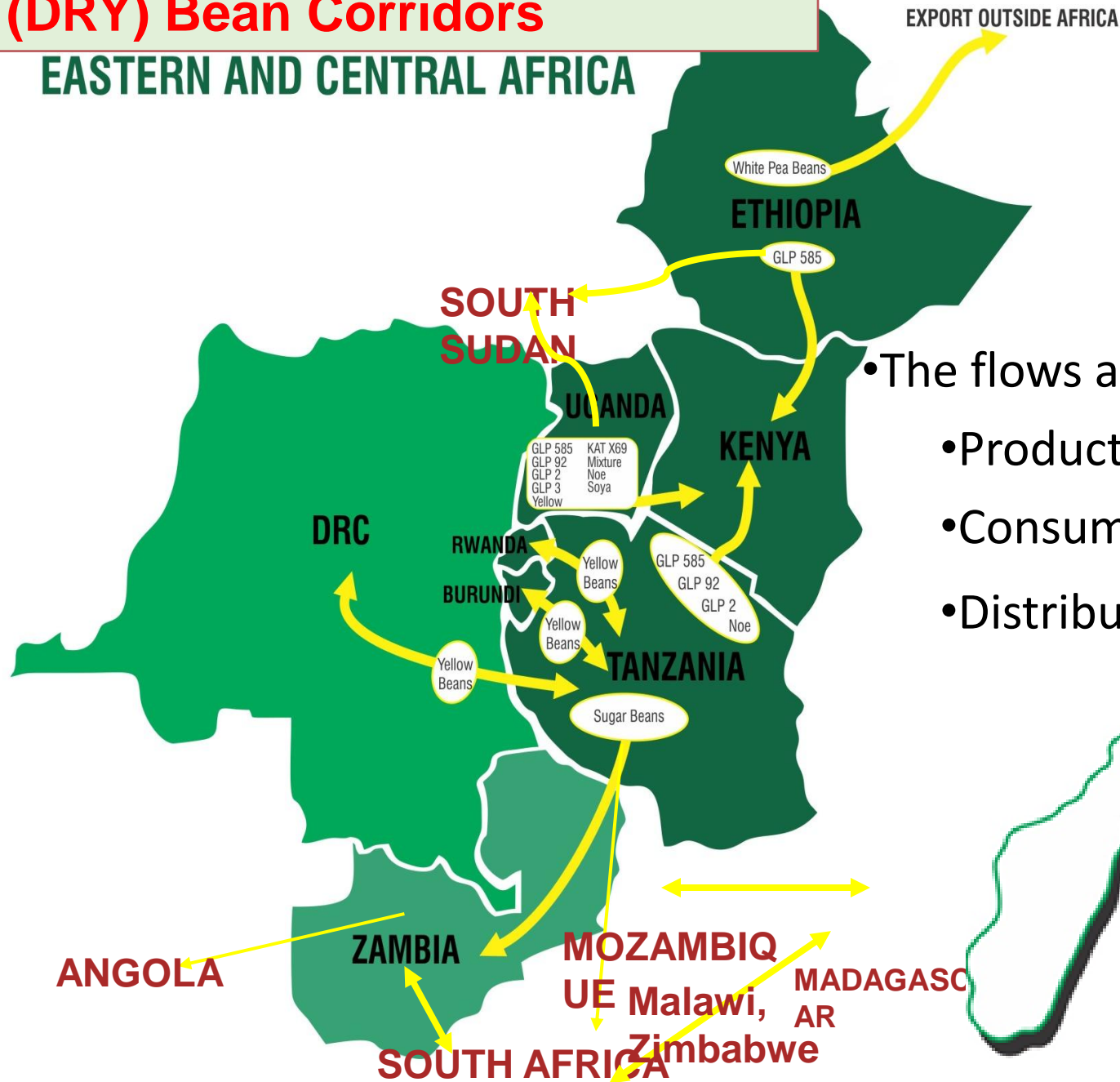
- Key bean areas rather than country wide
- Bean trade and economic growth in the targeted areas
- Commercialization of smallholder bean production systems (volumes of bean produced and traded, increased use of purchased inputs)
- Increasing opportunities for private and public sector partnerships and investments
- Investment centered research

(Dry) Bean Corridors in Africa

Bean trade is characterized by major flows of the commodity between production and consumption areas, connected by distribution networks (i.e. bean corridors). Some of the flows link more than 2 countries to each other.



(DRY) Bean Corridors
EASTERN AND CENTRAL AFRICA



- The flows are a function of:
 - Production
 - Consumption/captive markets
 - Distribution and support services

Establishing partnerships at corridors



- Identification of key bean products –drivers
- Identification and engagement of lead firms from the market end
- Establishment of linkages between the lead firms and the producers
- Exploration and prioritization of lead firms and producers
- Definition of support services and inputs, and identification and inclusion of suppliers on the platforms
- Seeking support (for services) from public sector service providers: extension, breeder/basic seeds, quality and standards
- Establishing a communication system to link and facilitate the primary and support actors

PABRA Business Platforms/Consortia

**Commercial
Suppliers of Inputs
& Services - e.g. for:**

- ✓ Inputs for GAP
- ✓ Plant and Equipment Sale, Hire or Leasing
- ✓ BDS
- ✓ Finance - Debt and/or Equity
- ✓ Commercial Warehousing;
- ✓ Transportation

Producers

- Smallholders
- Medium Scale with Out-growers

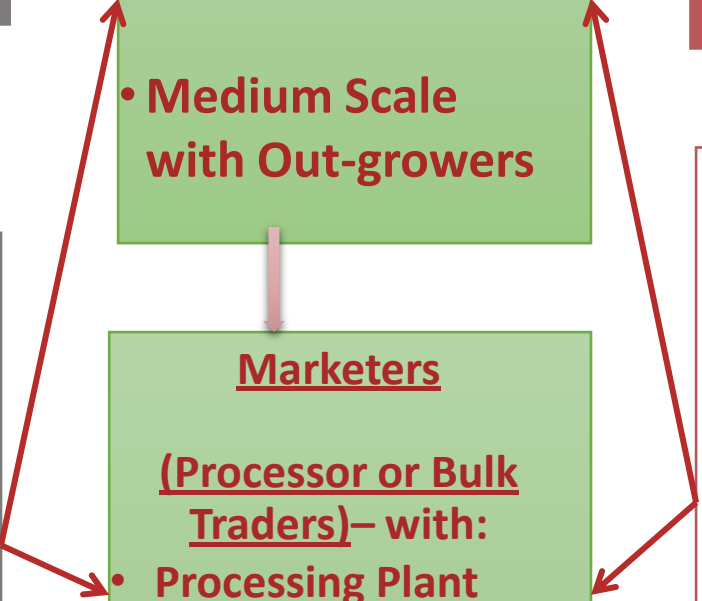
**Public Good
Services - e.g
for:**

- ✓ Foundation Seed
- ✓ Extension Service
- ✓ Quality and Standards
- ✓ Capacity Building
- ✓ Impartial Building of Trust of Consortia Members

Marketers

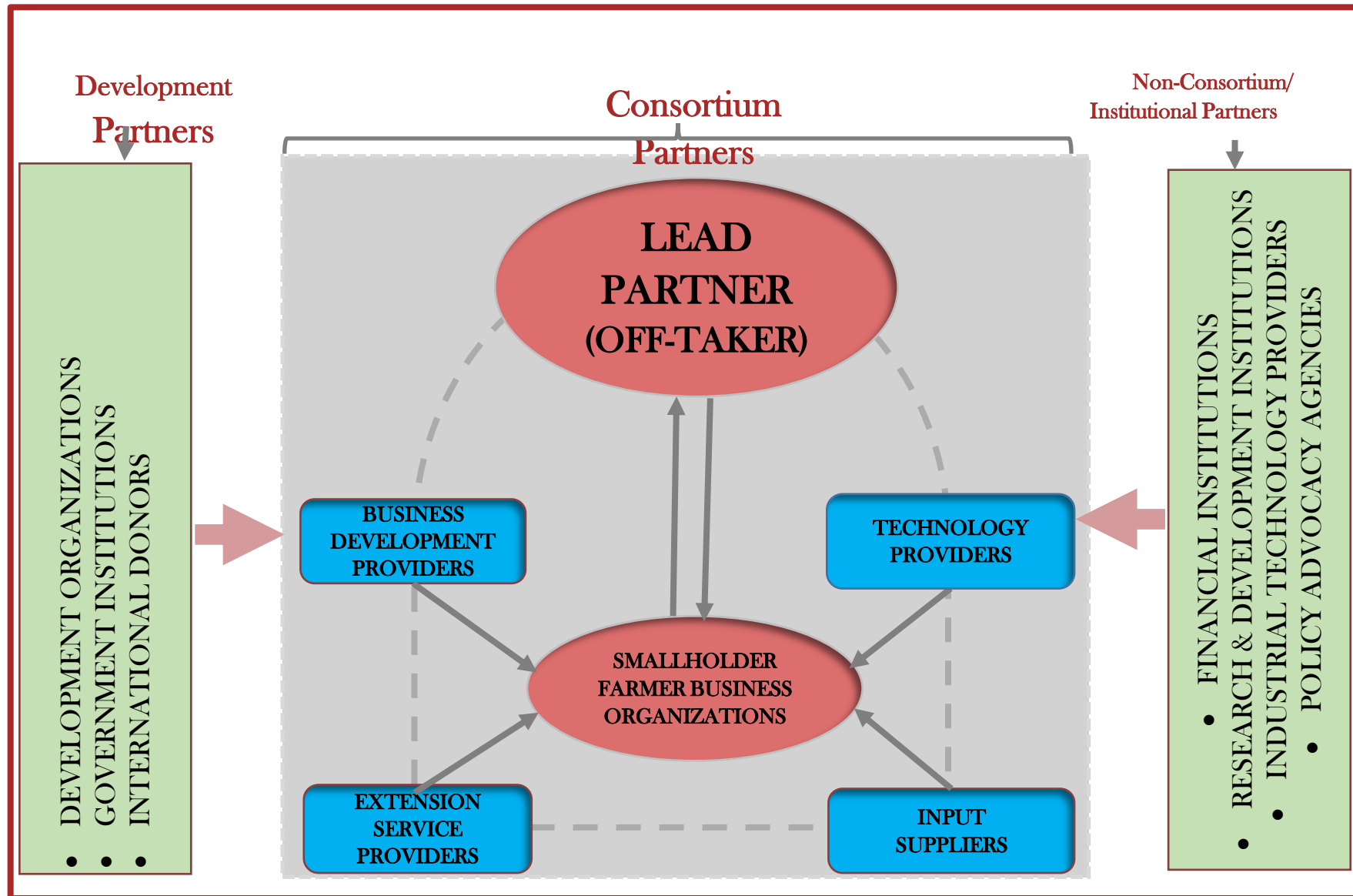
(Processor or Bulk Traders)– with:

- Processing Plant
- Warehouse(s)
- Transportation
- Effective Linkage to Market

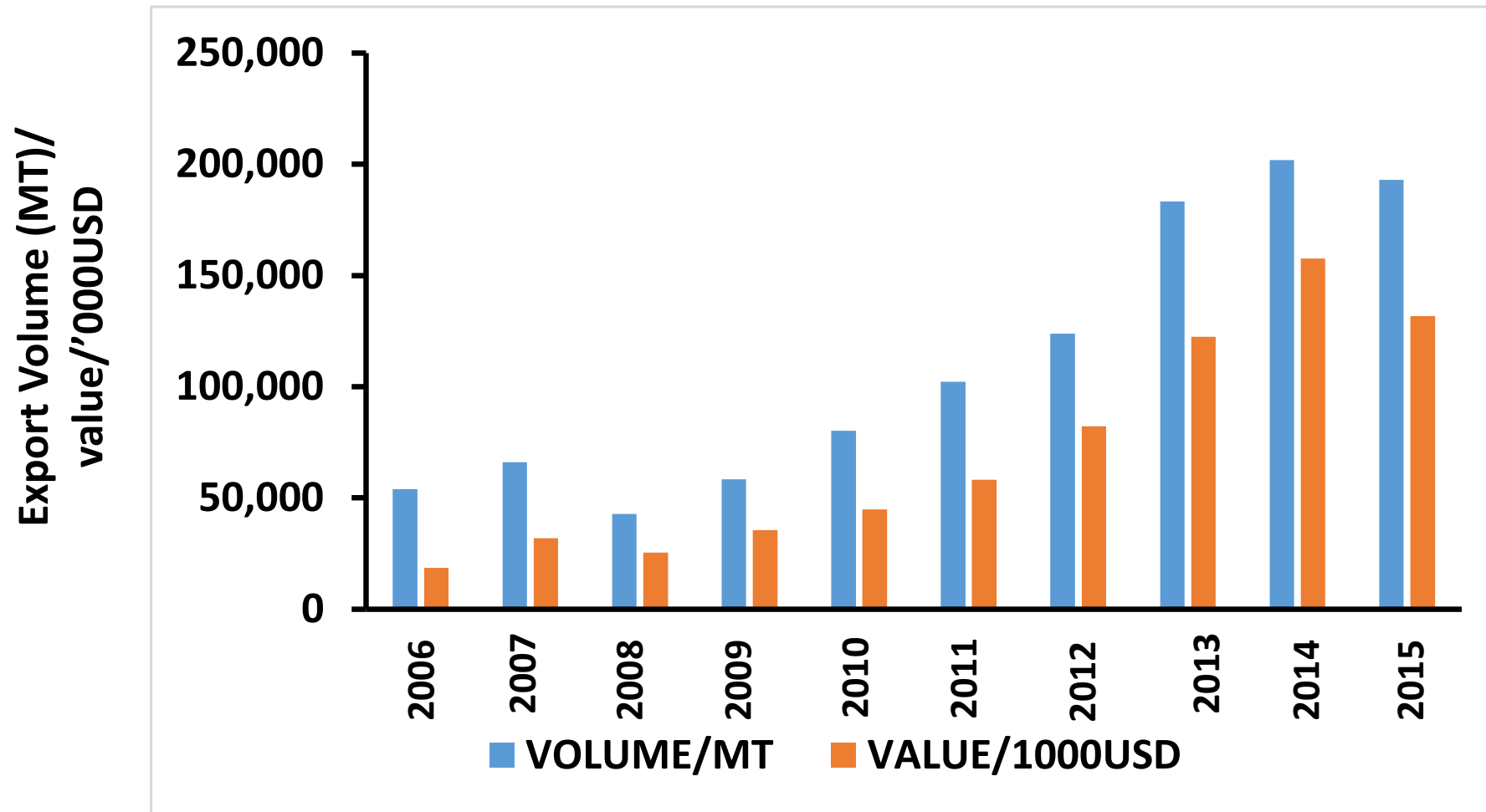


BUSINESS PLATFORM/CONSORTIUM MODEL

How partners in the business platform interact: their roles



White Pea Bean Export Volume and Revenue Earned



Potential Challenges in Implementation the platform



Corridors are about scaling out innovations: Can be costly to facilitate, requiring self-sustaining models

Private sector leadership necessary. Unfamiliar or not supported by public/NGO extension /research systems

Policy support is critical- to improve the business environment for wider impact

Coordination / Facilitation of partnerships /platforms

Thank You

