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
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

**Ultimate Outcome**

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

**Intermediate Outcomes**

Increased and in gender equitable manner utilization of improved and marketable bean varieties, new crop

Increased trade in a gender equitable manner

Increased response to demands in the bean sector, and utilizing information and knowledge to influence bean policy in a gender equitable manner

**Immediate Outcome**

- Increased access by especially women farmers to improved dry bean varieties resistant to multiple environmental stresses
- Increased access to cost effective and environmentally friendly integrated stress management options (e.g. for soil fertility and water, pest and diseases) by particularly women farmers
- Increased access to micronutrient rich bean based products in the diets of vulnerable communities
- Increased access to high value bean products targeted to niche markets with a focus on women
- Increased capacity of men and women to participate in technology development, delivery and decision making bodies equitably
- Increased access to new and existing markets and opportunities for both men and women
- Increased access particularly for information and knowledge that shapes bean technology development, delivery and influence policy

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Complementarities in roles and use of resources

CIAT
Biophysical
Social

• Joint priority setting
• Joint search for solutions
• Strategic research
• Germplasm conservation
• Catalyzing impact pathways
• Capacity building

NARES: Management Scientists

• Technology adaptation and policy support
• Catalyzing impact pathways

Development Partners and Policy makers

• Catalyzing links and partnerships to reach users
• Support ultimate end users
• Wider dissemination informally / formally
• Catalyze business opportunities
• Skills and knowledge enhancement

Users (farmers, traders, consumers)
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)

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

Marketers (Processor or Bulk Traders) – with:
- Processing Plant
- Warehouse(s)
- Transportation
- Effective Linkage to Market

Public Good Services - e.g. for:
- Foundation Seed
- Extension Service
- Quality and Standards
- Capacity Building
- Impartial Building of Trust of Consortia Members
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