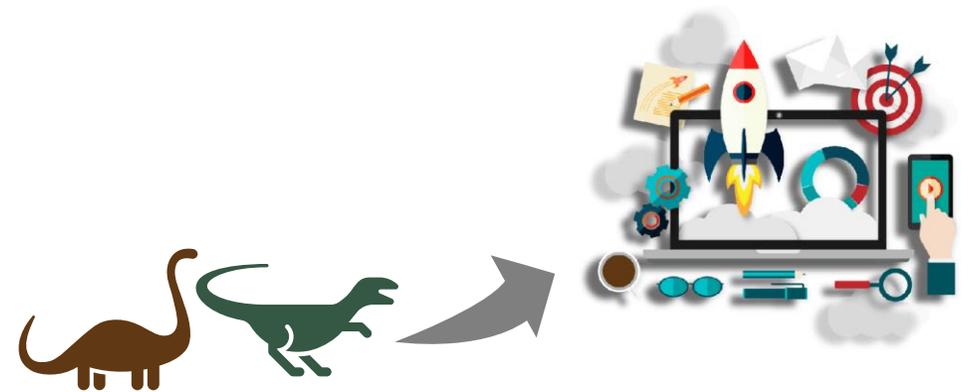


How COVID-19 has helped us in advancing from digital dinosaurs to digital “pioneers” in Agribusiness

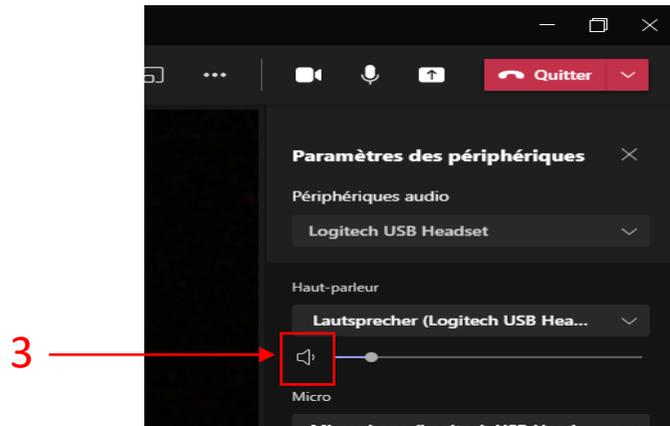
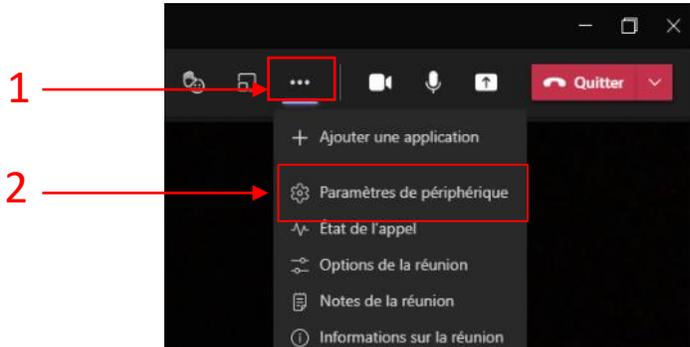
ABF Partner Web-Seminar





Translation

Step 1 : Mute MS Teams



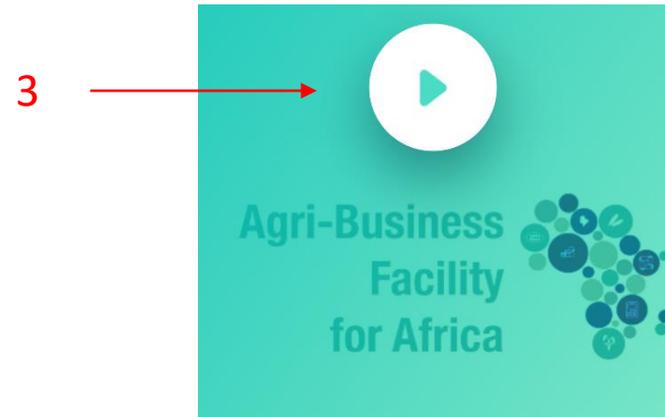
Step 2 : Open interactio

1. Click on the link in the chat

2. Select the language "English"



3. Click on the PLAY button



Agenda

1	Welcome & team introduction	Bienvenue & introduction de l'équipe
2	FBSInnova: The digital FBS	FBSInnova : Le FBS numérique
3	Online trainings: Increasing our bandwidth	Formations en ligne : augmenter notre capacité de transmission
4	Building partnerships online	Établir des partenariats en ligne
5	Learning with 3D animations	Apprendre avec des animations 3D
6	Launch of ABF's Agribusiness e-Academy	Lancement de „Agribusiness e-Academy“ de ABF
7	Discussion	Discussion
8	Outlook & Closing	Perspectives et clôture

Welcome & Objective

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- 2
- 3
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- Updates on our main workstreams during 2021 related to our today's topic (digital pioneers thanks to COVID-19)
- Exchange on our joint work, developments & new innovations
- Hearing your voices, opinions & testimonials
- Jointly shape portfolio for 2022



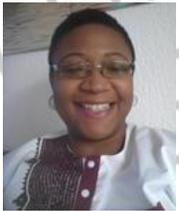
The ABF Team

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Bernard Agbo

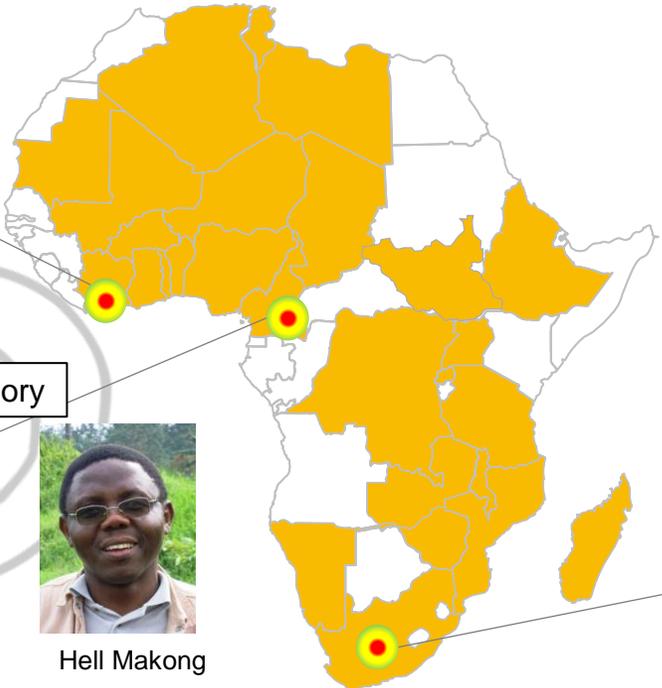
Advisory



Berthe Minnie Balep



Hell Makong



Annemarie
Matthes
- Head of
programme



Veronika Kling



Melanie Hinderer



Anja Metz
Finance

Advisory



Caroline Jehmlich



Julika Stauber



Arshfod an Ngugi



Simon Striegel

Expanding ABF portfolio - upon your requests

- 1
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- Aquaculture Business School
 - CBS and PBS guides for managers and coordinators
 - Contract farming – overhaul of training material
 - Gender makes Business Sense – revision of training material and strategy
 - Creation of a climate tool to identify climate risks and related adaptation strategies
 - Further work on tool for estimation of employment, income & production volume effects
 - Master trainer and expert talks
 - Advisory and provision of M&E tool to monitor training activities

FBSInnova: The digital FBS

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2017 - 2020

Hack-a-thon
& Prototype

- **AgroInnova** was selected by an international jury from three competing teams
- **First version SSAB/ABF** and AgroInnova for cocoa in English
- **Finetuning** for potential scaling



2020 - 2021

Roll-out
2nd
version

- **Development of second version** starting in October 2020 in collaboration with GIAE
- New version of FBSInnova better **adapted for scaling**



Since 2021

Scaling

- **Finalized new version available** in the **Google Playstore** (and soon iOS Appstore) for **8 countries**, **4 languages** and **22 value chains**
- **New packages** (value chains, languages, countries) can be added **on demand**

List of countries & value chains

Country	Package	Lead product	2. product	3. product	Language
Burkina Faso	1	Rice	Onion	Tomato	French
	2	Sesame	Maize	Cowpea	French
Cameroon	1	Irish Potato	Maize	Beans	French
	2	Cocoa	Maize	Cassava	English / French
	3	Poultry	Maize	Beans	French
Côte d'Ivoire	1	Cocoa	Maize	Cassava	French
	2	Plantain	Maize	Cassava	French
Ghana	1	Cocoa	Maize	Cassava	English
	2	Cashew	Maize	Groundnut	English
Mali	1	Rice	Irish Potato	Tomato	French
	2	Mango	Maize	Orange	French
Mozambique	1	Pigeon Pea	Maize	Sesame	Portuguese
Nigeria	1	Maize	Tomato	Cow pea	English
	2	Cassava	Maize	Melon Seed	English
	3	Irish Potato	Maize	Soy Bean	English
	4	Cocoa	Maize	Cassava	English
	5	Rice	Cow pea	Egusi	English (soon: Hausa)
Tunisia	1	Dairy	Wheat	Poultry	French / Arabic

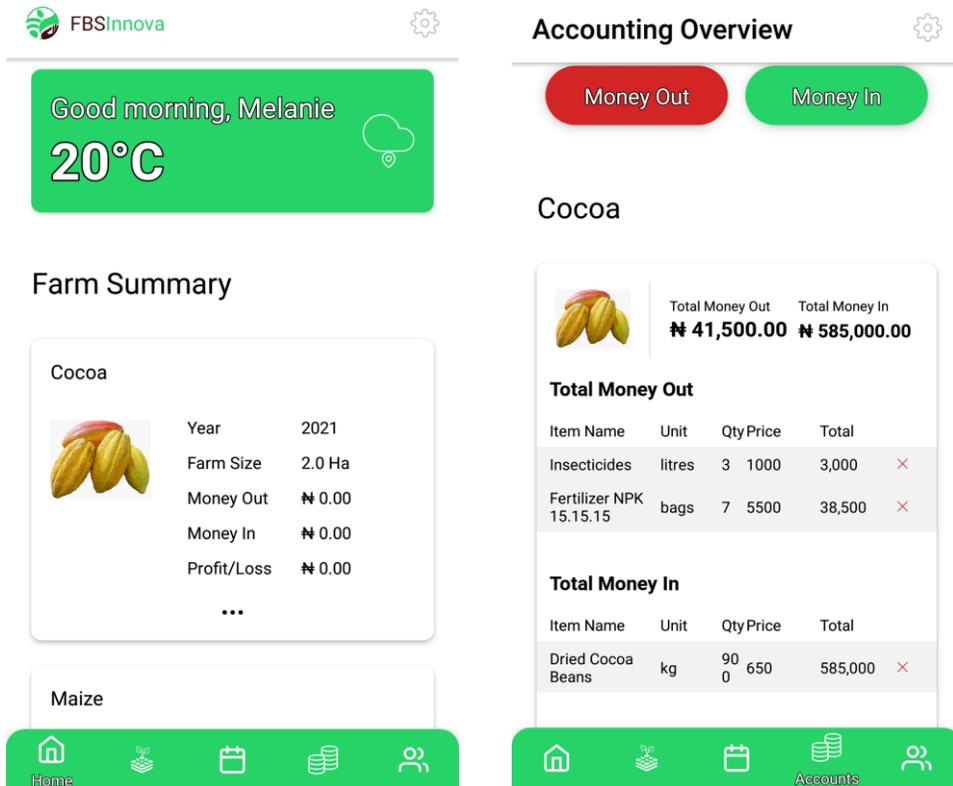
These packages have been developed in cooperation with our partner projects **GIAE**, **ComCashew** and **CARI**.

Download: [FBSInnova](#)
– [Apps bei Google Play](#)

Objectives of Digitizing FBS

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- innovative youth- and user-friendly **access to FBS tools and information** for smallholder agricultural entrepreneurs
 - making **active use** of FBS graduates' newly gained knowledge on business skills
 - encourage smallholders to **use** e.g. gross margin calculation, planning and farm management **tools in their everyday work** context to become entrepreneurs in practice

FBSInnova: The digital FBS



FBSInnova (version 2)

Good morning, Melanie
20°C

Farm Summary

Cocoa

Year	2021
Farm Size	2.0 Ha
Money Out	₺ 0.00
Money In	₺ 0.00
Profit/Loss	₺ 0.00

Maize

Accounting Overview

Money Out Money In

Cocoa

Total Money Out: ₺ 41,500.00
Total Money In: ₺ 585,000.00

Total Money Out

Item Name	Unit	Qty	Price	Total
Insecticides	litres	3	1000	3,000
Fertilizer NPK 15.15.15	bags	7	5500	38,500

Total Money In

Item Name	Unit	Qty	Price	Total
Dried Cocoa Beans	kg	900	650	585,000

- Very high standard of **data security** and protection
- Secure registration process
- App runs **offline** (internet only required for weather forecast and for chat)
- User friendliness
- **8 countries, 4 languages, 22 FBS packages** (soon 5 languages)
- **COVID-19** information
- Weather forecast
- Communication material (user manual, video guide)
- Download: [FBSInnova – Apps bei Google Play](#)

Experience with FBSInnova from Mali

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Abdoulaye KOURIBA

- Global Programme Green innovation Centres for the Agriculture and Food Sector (GIC) in Mali
- Technical Advisor ICT and M&E
- Agricultural VC Mango and Potato

Questions to you / Questions à vous poser

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- If you did not know FBSInnova until today, what would you like to learn about it?
 - Who in the audience has already worked with FBSInnova?
 - What are experiences of your endusers with FBSInnova?

- Si vous ne connaissiez pas FBSInnova jusqu'à aujourd'hui, qu'aimeriez-vous apprendre à son sujet ?
- Qui dans l'auditoire a déjà travaillé avec FBSInnova ?
- Quelles sont les expériences de vos utilisateurs finaux avec FBSInnova ?

5 min



Online trainings: Increasing our bandwidth

1 Training of Trainers in 2018/19



2 Training of trainers & teachers in 2020/21*



*~ 1472 hrs = 184 working days collectively spent in online trainings by ABF team

Online training topics / target group

- 1
- 2
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- Complete online „classroom“ training:
 - **FBS ToT Algeria**
 - Cooperative Business School (**CBS**) **Master training** programme (EN + FR)
 - **ATVET** upgrading loops 1-4 (so far) with **teachers/trainers**
 - Simulation sessions (FBS ToT, ATVET) **trainers/teachers**
- **Hybrid format:**
 - **Supervision of ToT** „à la distance“ – *DeveloPPP Madagascar*
- **E-Learning** : self-paced and self-tutored learning via an e-learning platform → Agribusiness e-Academy, Course 1 Agriculture as a business
- **Blended learning** – combination of the above e.g FBS training of farmers & using FBSInnova to continue and apply learnings, GAP training on site plus WhatsApp → WhatsGAP 3D animation videos



Success factors

Outcomes and impacts

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- ☀ **Internet access (funding!), computers and relevant software are preconditions** (what happens if no internet /smartphone /device available) - Leave-no-one behind principle cannot be applied
 - ☀ **Strong intrinsic learner motivation, attention & concentration**
 - ☀ **Time and room** for online learning
 - ☀ **Digital literacy** of participants & implementing partners
 - ☀ Training materials for interactive online delivery
 - ☀ **NO lecturing by teachers:** language, didactic and tools for interacting with & among learners

- ✓ Start / continue implementation of trainings even when no alternatives (lockdown)
- ✓ **Networking:** Participants from different countries can get together without travelling
- ✓ Overhaul of training materials to be in line with new trends
- ✓ Many experts can be included -> easier to bring them all together
- ✓ Learning and becoming better by doing
- ✓ Cost-efficient trainings

Lessons learnt from strategic perspective

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- Training materials require overhaul before each online training
 - **Experimenting → WORKS** – interactive sessions
 - After online (and face-to-face) training → Creation of group of learners (e.g. WhatsApp group for continued exchange)
 - Blended formats, classroom training in-person + eLearning work
 - Testing of the effectiveness - application of learnings (knowledge, skills/tools and attitudes) - online and in-person training
 - **Online trainings will not fully replace trainings in presence** (e.g. training of entrepreneurs in FBS)

Experience with online ToT in Algeria



pasa
Programme d'Appui au Secteur
de l'Agriculture en Algérie



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PASA / ABF Testimonial
11/11/2021



Khaled AMRANI, GIZ / PASA Technical Advisor,
South Pole DATE and PEPPER sectors, Biskra
office, Algeria

Education: engineer in Saharan agronomy
engineering school of Ouargla (Algeria) and doctor in
territorial planning, University Grenoble – Alpes
(France)

**PROGRAMME D'APPUI AU SECTEUR DE L'AGRICULTURE,
Y COMPRIS DANS LA GESTION DE L'EAU,
L'AGRO-INDUSTRIE ET LA POLLUTION AGRICOLE (PASA)**

**برنامج دعم قطاع الزراعة بما في ذلك إدارة المياه
و الصناعة الزراعية و التلوث الزراعي (PASA)**

<https://pasa-algerie.org/actualites/>

Mis en oeuvre par:

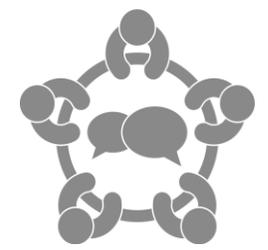


Questions to you / Questions à vous poser

- How do you adapt during COVID-19 restrictions?
- What were the innovations that you made use of?
- Comment vous adaptez-vous pendant les restrictions de COVID-19 ?
- Quelles sont les innovations que vous avez utilisées ?

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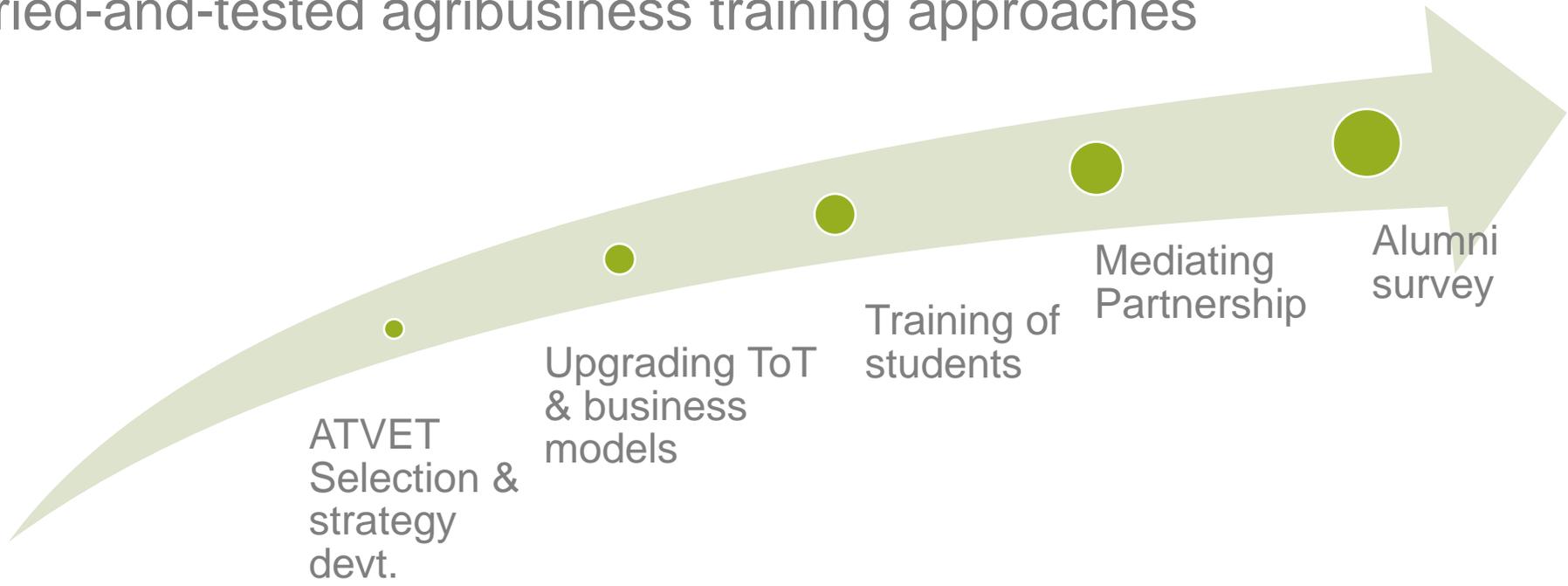
5 min



Building Partnerships online: ATVET for growth and jobs from agribusiness

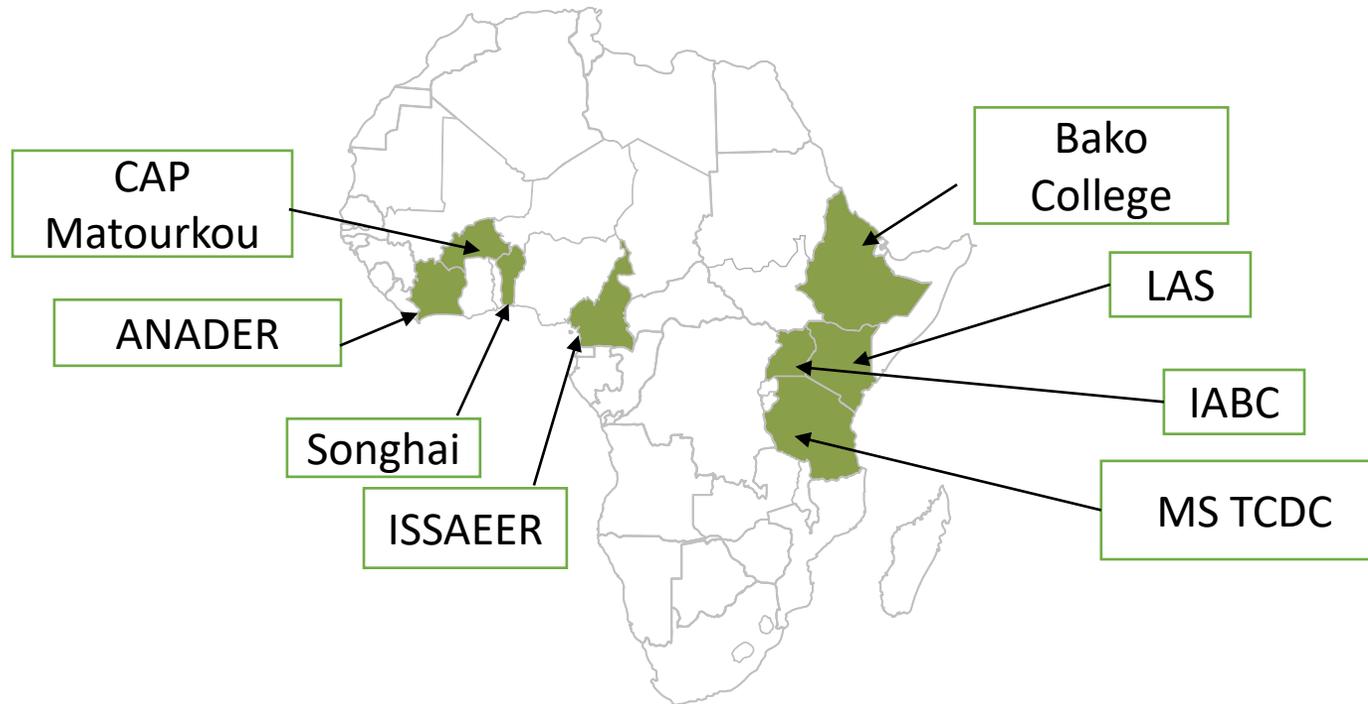
Objective: qualify ATVET institutions to train students and young professionals as multipliers for tried-and-tested agribusiness training approaches

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Who are the partners? – ATVET for growth

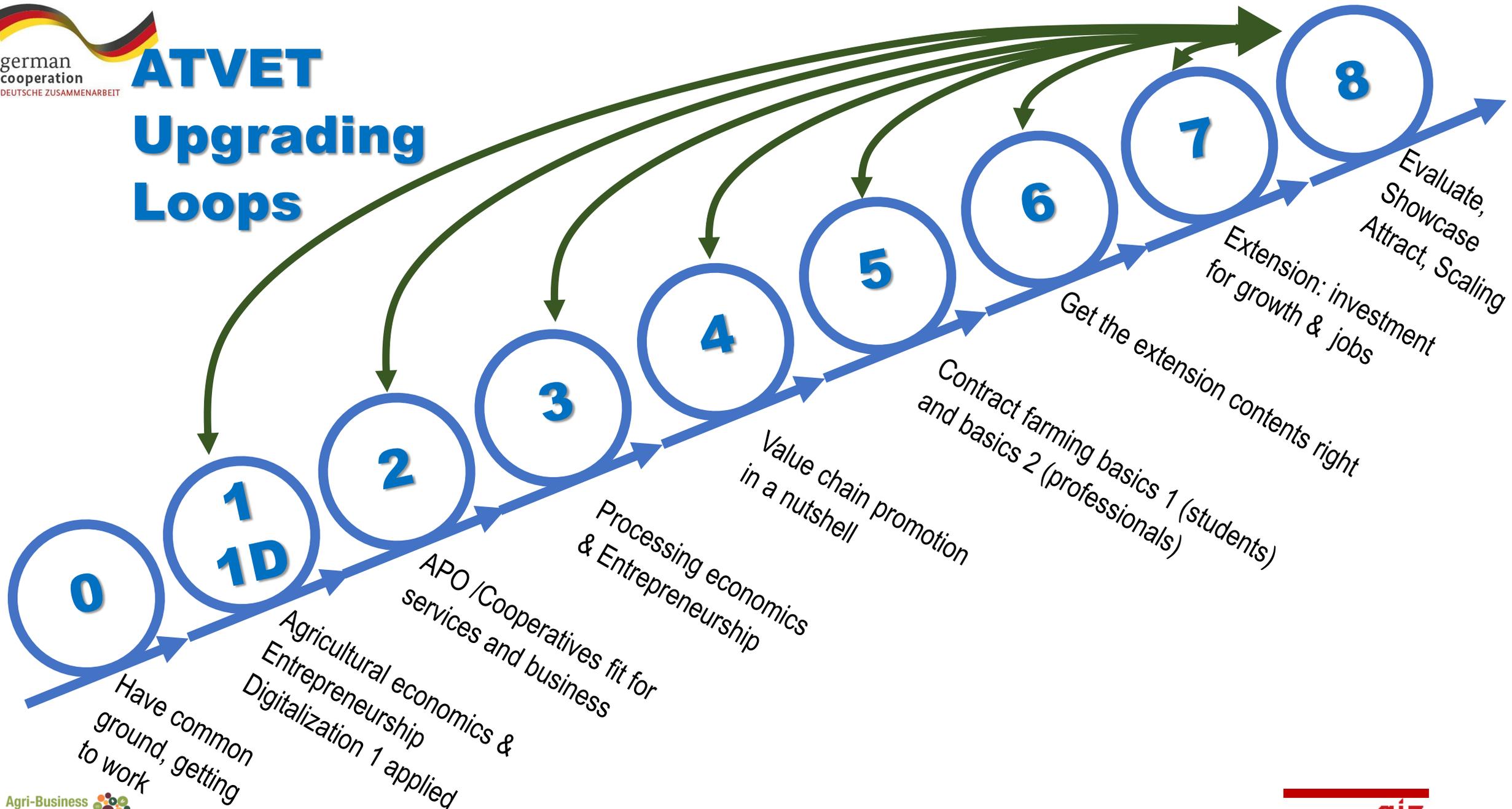
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Building Partnerships online

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- Setting up our work online:
 - Appointment of **focal persons** and constitution of **list of trainers**
 - **Registration in GIZ MS Teams** for easy communication
 - **Bi-weekly online meetings** with ATVET partners
 - Development **M&E tools** and starting **monitoring of outreach**
 - Establishment of strategic platform with **grants** accompanied by **advisory services with ATVET institutions**
 - **Finally: Visit to the partners** and engagement with other ATVETs for **platform/Network**.

ATVET Upgrading Loops

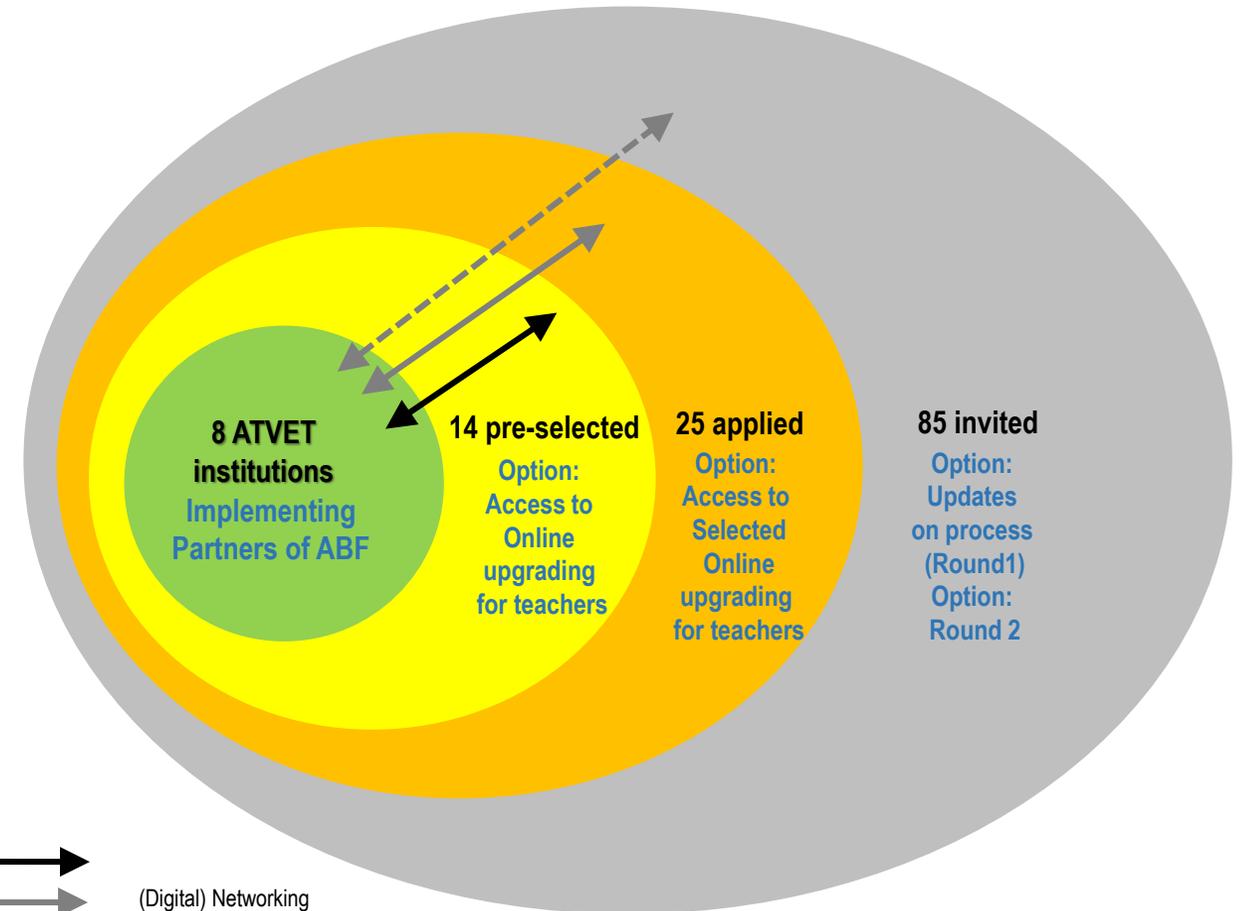


Success factors for online partnership

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- Relevant training content → addressed to the needs
 - Network among all partners (anglophone, francophone)
 - Participatory trainings (online) with including all (trainers, teachers)
 - Openness, commitment and trust from the beginning
 - Testing new and innovative tools and instruments
 - TIME! to be invested to get to know our partners and building partnerships step-by-step
 - ABF advisory work appreciated 😊

Way forward – further building partnerships online

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- 8 partner ATVET institutions play a key role in the upscaling and networking
- Hybrid format trainings and online networking with other institutions and scaling on demand basis
- ABF backstopping and advisory continues

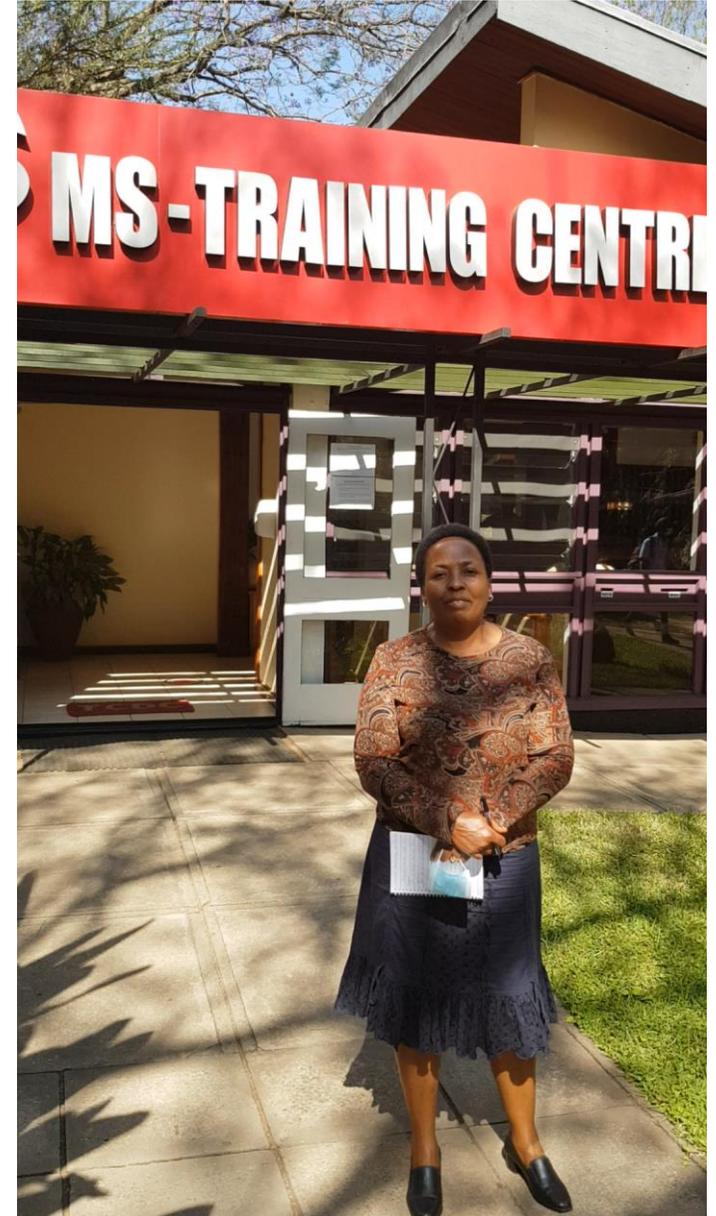


(Digital) Networking

Experience with partnerships from Tanzania

Anna Hans Makundi

- MS TCDC: Pan-African Training Centre for Development Cooperation in Arusha, Tanzania
- Anna worked in MS TCDC since 2020 as Associate trainer and Coordinator for the ABF – ATVET project component
- Worked at MS TCDC already between 2011 and 2012 as a Regional Training and Development Advisor



Learning with 3D-animations

3D animations for:

- GAP Maize, Cassava, Cocoa, Rice
- Safe Use of Pesticides
- Healthy Nutrition ([EN Basic](#), [EN Advanced](#), [FR de base](#), [FR avancé](#))



Doing good business with quality maize

[HOME](#) / [Courses](#) / [atingi](#) / [team categories](#) / [ABF e-Academy](#) / [Doing good business with quality maize](#) / [Choosing and preparing the land](#) / [Preview](#)

Question 1

Not yet answered

Marked out of 1.00

Flag question

Edit question

What do you need to consider when choosing the right plot of land? (Please note that multiple answers may be correct)

- a. Soil should be black, light and drained
- b. Land should be cleared by burning the bush
- c. Cassava should be grown in preceding season



Feedback on healthy nutrition courses

71 responses for the 4 healthy nutrition courses (EN & FR)

The topic and contents were relevant and enriching to me	<ul style="list-style-type: none">• 80% totally agree• 11% mainly agree
Additional comments or recommendations?	<ul style="list-style-type: none">• I loved it• The modules covered were so interesting, hence I start applying them in my family to live healthy lives.• I recommend this platform for everyone that needs upgrade in career.• It was a very exciting and educative lessons. They looked simple at first, but it wasn't as I thought because it contained a lot of detailed information that many do not even know or think is necessary. It has given me another perspective on health, food and nutrition in general.• Nothing much. Just increase the contents.• The program is good, and I wish to encourage for more of it.

Now online!

First course offers available (EN)

Online learning opportunities for

- agribusiness practitioners & agripreneurs
- extension officers
- ATVET students & teachers
- anybody who wishes to expand their knowledge on agribusiness



Developed by **Agri-Business Facility for Africa** 

Hosted at  **atingi**

Launch of ABF's Agribusiness e-Academy

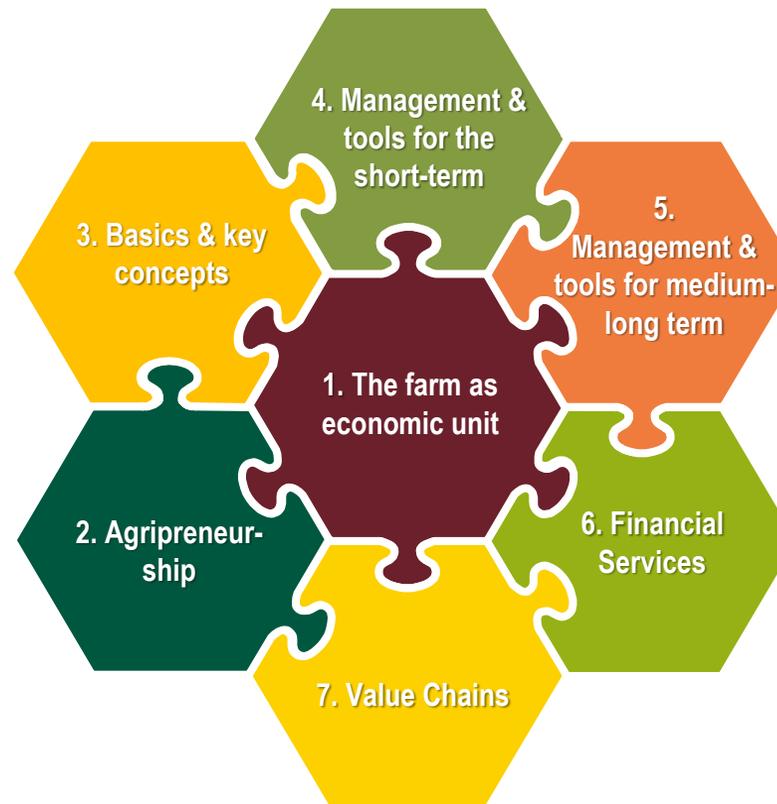
Growing course offer available in English & French



- Easy access: register on  **atingi**
- Interactive, h5p animated, self-tutored e-learning
- knowledge tests
- networking and exchange of practitioners
- knowledge repository
- Personal certification of learners based on pass marks



Course on Agriculture as a Business



3D-animation based learning courses will be integrated in the Agribusiness e-Academy

Ready to learn about my business secrets? Then follow me!





Agriculture as a Business: 7 training sessions on agripreneurship and the use of farm management tools.

Developed by **Agri-Business Facility for Africa**
Hosted at **atingi**

1. The farm as economic unit

- 1.1 Global Market trends for agriculture
- 1.2 Agriculture as a Business: Why it is important
- 1.3 Key success factors for your business

2. Agripreneurship

- 2.1 Agripreneurship, competencies
- 2.2 Production factors and sustainability
- 2.3 Farm management
- 2.4 Risk management

3. Basics & key concepts

- 3.1 Units
- 3.2 Prices, demand & supply
- 3.3 Production and Unit Cost
- 3.4 Value of production

4. Management & tools for short-term upgrading

- 4.1 Gross margin
- 4.2 Labor productivity
- 4.3 Capital productivity and bankability
- 4.4 Choosing farm enterprises
- 4.5 Financial management over the year

5. Management & tools for medium-long-term upgrading

- 5.1 Investing in the future: scaling-up, modernizing
- 5.1. Analyzing multi-annual investments (Cashflow, NPV, IRR before financing)
- 5.2 Sensitivity analysis
- 5.3 Constraint and opportunity analysis

6. Financial Services

- 6.1 Basic on savings, accounts, credit, collaterals, reimbursement
- 6.2 Cost of capital: interest rates, fees
- 6.3 Short-term bankability of investments (complements session 4)
- 6.4 Medium & long-term bankability of investments (complements session 5)

7. Value chains in a nutshell

- 7.1 Value chains and development
- 7.2 Analysing and understanding value chains
- 7.3 Strategies for value chain upgrading



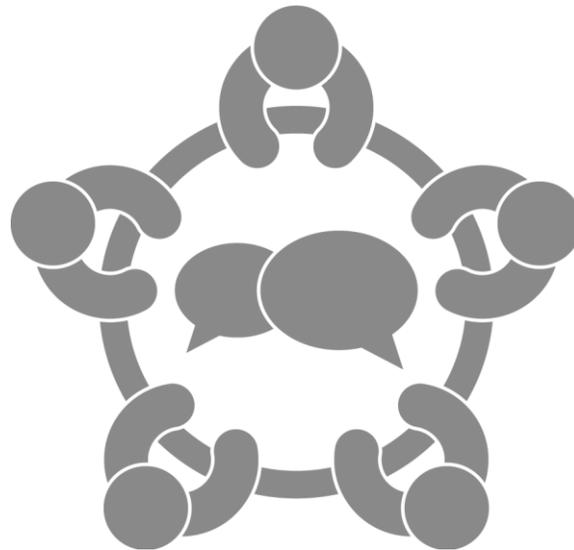
Ready to learn about my business secrets? Then follow me!



Discussion

- What was new?
- What has been your experience?
- What was useful?

- Quoi de neuf ?
- Quelle a été votre expérience ?
- Qu'est-ce qui était utile ?



Let's stay connected

- 1
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- Inputs at SNRD conference
 - 17.11.2021: Boost your knowledge on economics of processing and marketing [Training] [Click here to join the meeting](#)
 - 17.11.2021: Booster votre savoir sur l'économie de transformation et de marketing [Formation] [Cliquez ici pour rejoindre la réunion](#)
 - 26.11.2021: Climate-smart and sustainable income from the forest: Processor Business School and how to go for scale?
- Expert talks
 - 12.11.2021 (9-10:30 GMT): Green economy in ATVET to make agribusiness future-proof and grow [Click here to participate in this meeting](#)
 - 18.11.2021 (9-10:30 GMT): Improvisation or real opportunity? Prospects and pitfalls of e-learning in agribusiness in Africa [Click here to join the meeting](#)
 - 03.12.2021: There is no good unless you make it happen: Financing ATVET in Africa!
 - 07.12.2021: Inclusive digital development or data imperialism?
- Master trainer talks
 - Next one: January 2022 – topics to be determined by network
- ABF Online Conference in May 2022: Wealth from climate-smart agribusiness with and for Africa – today and in the future

Learning ... Closing

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- We learnt a lot from you in last year's survey and during our joint work
- Also, this end-of-the-year, we would like to learn from you
- Survey:
 - You will receive the annual survey template today or tomorrow.
 - Please fill it and send it back to us before or until 3rd of December.
- Stay connected –
Let's keep learning from each other 😊

