

# Sweetpotato EGS business plan and revolving fund Validation Study

RAB debrief

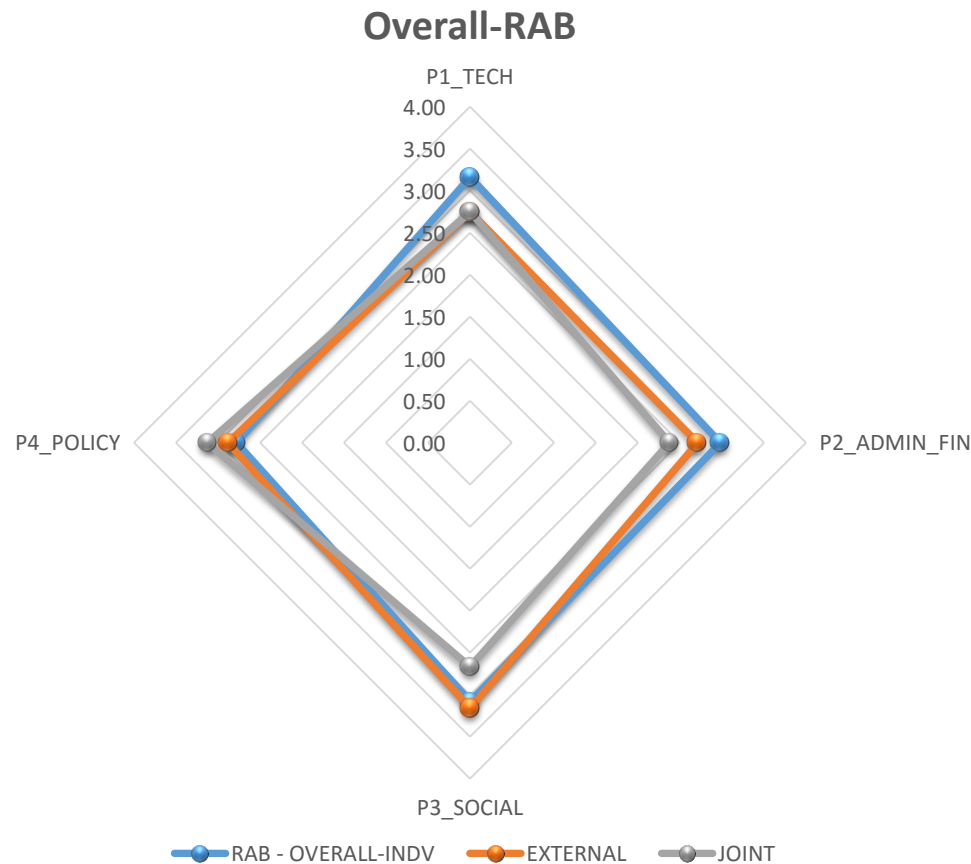
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# EGS business plan & revolving fund: validation study

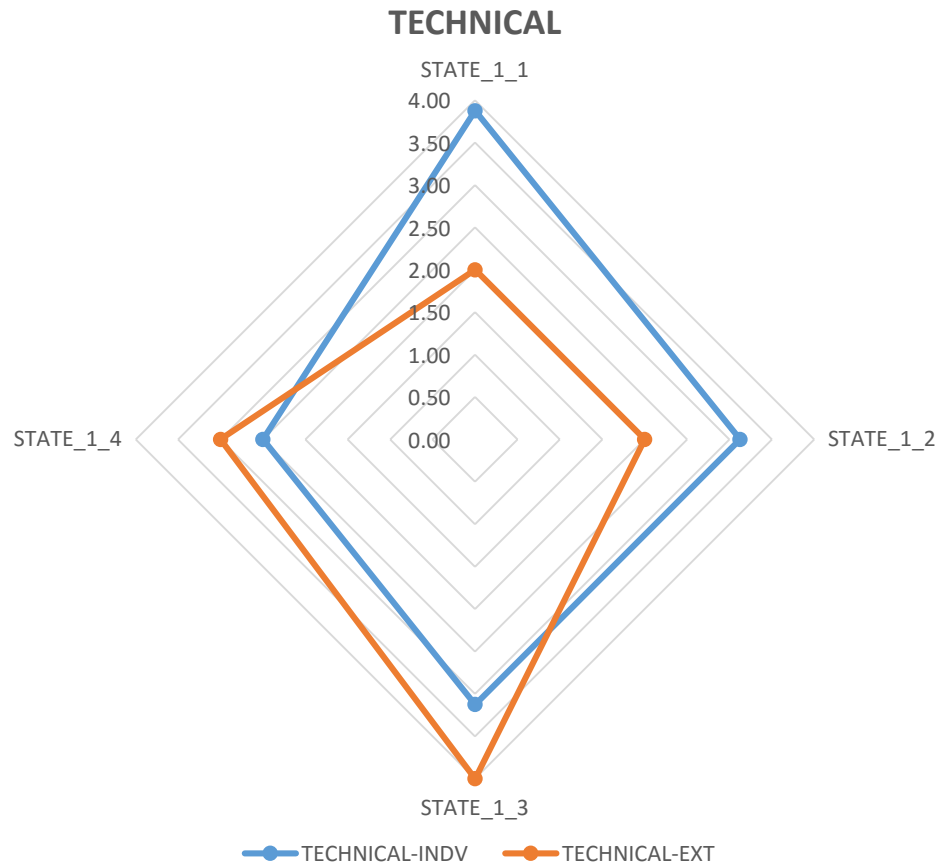
- Objective:
  - to assess the extent of institutionalization of the business plans & revolving funds in the NARIs,
  - to ensure the sustainability of the Early Generation Seed business in four areas:
    - technical production,
    - finance and administration,
    - socio-cultural and,
    - policy
- Method:
  - Peer to peer participatory evaluation through NARI exchange review visits
    - Questionnaires, checklists, FGD
    - Institutionalization framework index: self assessment, joint assessment, external assessment
    - SWOT analysis
    - TOWS strategies

# Overall: internal self assessment, joint & external



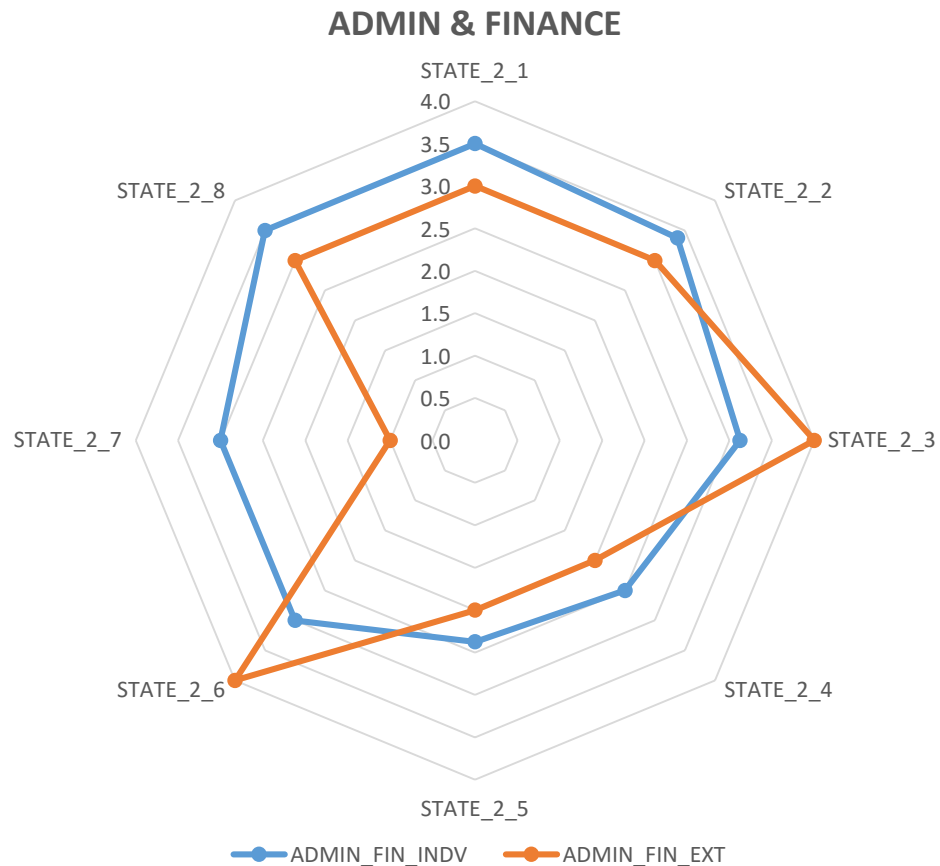
- Respondents:
  - RAB overall individual N=
  - External N=2
  - RAB joint internal N=
- High score pillar: technical; social-cultural; policy
- Low score pillar: policy; admin/financial; admin/finance
- Divergence: technical pillar

# Technical: internal self assessment & external



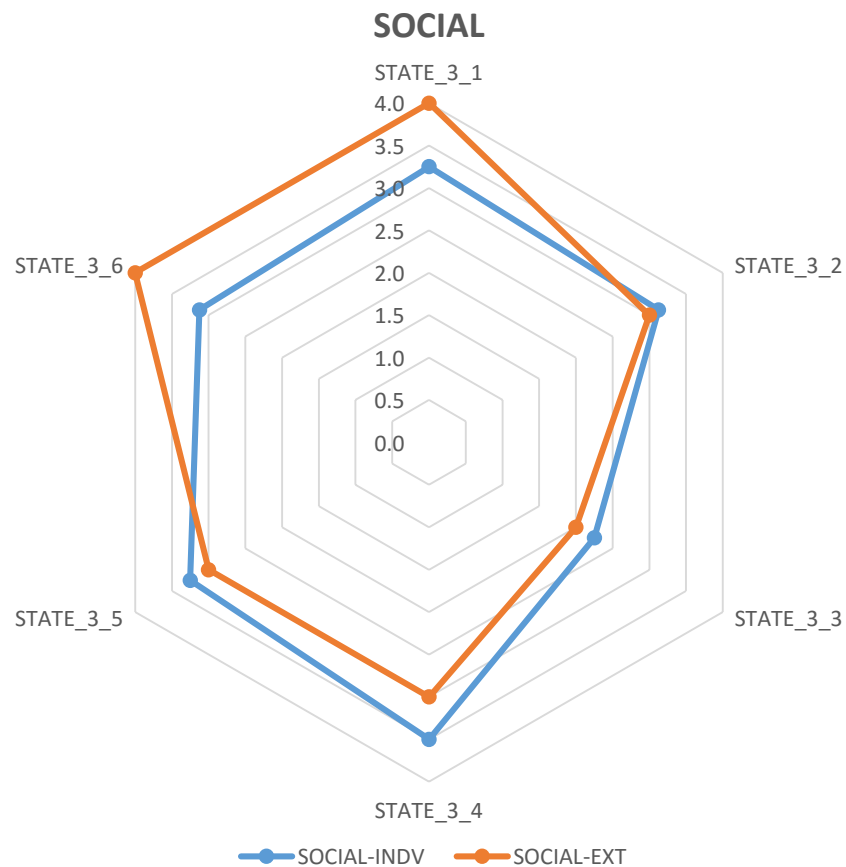
- High score statement: production targets set using seed multiplication calendar tool; skilled staff
- Low score statement: training & learning opportunities; quality assurance procedures
- Divergence: *no systematic use of seed multiplication calendar planning tool*

# Admin & finance: internal self assessment & external



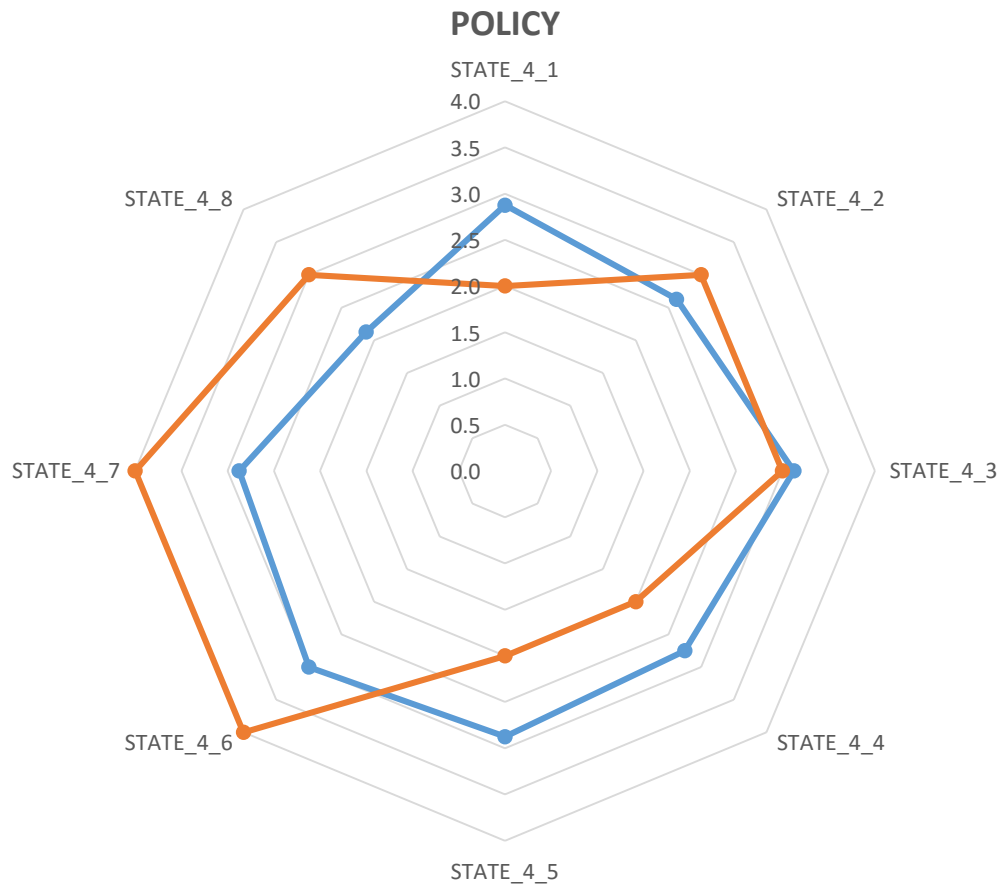
- High score statement: **BP/RF** included in RAB workplan; **customer data base**; **EGS** production based on s/holder feedback; **market strategy**
- Low score statement: **timely production**; **M&E system**
- Divergence: *M&E systems*

# Social-cultural: internal self assessment & external



- High score statement:
  - 3.4: value & respect BP/RF contribution to EGS;
  - 3.1: understand the intention of BP/RF
- Low score statement: document and share experiences; (both)
- Divergence: *extent RAB is linked with other organizations that encourage learning & sharing on BP/RF*

# Policy: internal self assessment & external



- High score statement:
  - feedback from technical team into RAB decision making; (both)
  - high level of accountability expected
- Low score statement:
  - rewards & motivation for implementing BP/RF;
  - RAB vision for business orientation; support for BP/RF;
- Divergence: accountability

# Key Recommendations: technical

- Annual **equipment maintenance and calibration schedule** for the TC lab equipment
- Use more **permanent labels** such metal plates or plastic tags (in the screenhouse) which will not come out easily
- Use insect **sticky traps** in the green house to monitor and control insect pests
- Avoid planting sweetpotato or similar species around the greenhouses which may harbor and attract insect pests
- Create an **electronic database system for record keeping** (in the TC lab)
- Conduct experiments to see the **best sterilization protocol and media components** that will favour faster growth for the slow growing varieties



# Key Recommendations: admin and finance

- Real-time costing data so as to come up with a ***pricing strategy***
- Set up a ***management committee*** for administration and operationalization of the revolving fund
- The implementation committee to be meeting frequently to review sales, make plans and budgets.
- Keep **sales record data** both electronically and in hard copies for retrieval and traceability
- **Plan in advance for procurement**, e.g., sourcing NCM Elisa kits for quality control

# Key recommendations: policy

- Promote RAB's vision on adopting a business orientation
- Increase visibility of activities & staff through seminars, publications

# Proposed strategies

## **Use strengths to capitalize on opportunities (SO)**

- Utilize available capacity (facilities and sites) with proper multiplication calendar to maximize production of good varieties adapted to different climatic conditions.

## **Minimize weaknesses and avoid threats (WT)**

- Minimize effects of shortage of inspectors through prioritizing government investment in long term plan for staff training at decentralized levels to reduce disease spread

# Proposed strategies

## **Minimize weaknesses by taking advantage of opportunities (WO)**

- Motivate the staff by increasing their opportunities to attend training and higher studies and ensuring a better work environment such as their internet available

## **Use strengths to minimize threats (ST)**

- Since SP is a priority crop, and there is a strong network of seed system stakeholders. Marketing strategies and stakeholder fora are required to obtain more accurate seed demand and production requirements. This will increase the visibility and recognition of the crop and continued government investment