

Peer to Peer Review



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Sweetpotato Seed Systems Community of Practice: 8th
Consultation- Sustainable Pre-basic Seed Production – SGA
Progress Review, Nairobi, Kenya 22nd November 2017

Background



- As part of deliverables on the SASHA II project each NARI has prepared a business plans for the sustainable production of early generation sweetpotato seed (EGS).
- The business plans provide
- Analysis of the sweetpotato value chain,
 - Business model,
 - Production plan,
 - Financial plan (including cost structure for EGS, and pricing strategy)
 - Marketing plan.

Background Cont.'



- To ensure sustainability the revenue from the business of EGS production is linked to a **Revolving Fund** to cover future production costs.
- After 18-24 months of implementation, this study aims to
- **Assess the extent of institutionalization of the business plans in the NARIs.**
- Assist in improving the implementation of the business plans
- Identify
- **Strengths** which can be leveraged
- **Weaknesses** which may need to be addressed through follow up business strategies.

Background Cont.'



- **Assessment based on Four key areas (pillars):**
- Technical production,
- Finance and administration,
- Socio-cultural aspects and
- Policy

Activities



- The CSIR – CRI team
 - Prof Joe Manu-Aduening Deputy Director of CSIR-CRI
 - Prof Marian D. Quain – SASHA II PI
- Visited KEPHIS Facility
 - Tissue culture laboratories,
 - Screenhouse for hardening and raising Cleaned Sweetpotato plantlets,
 - Screenhouse for multiplying pre-basic seed and virology laboratory.
 - KEPHIS Head Quarters in Nairobi
- Interacted with staff on the business plan and revolving fund.
- Completed an online survey conducted by the International Potato Center (CIP)
- Carried out SWOT and TOWS analysis

PERSONS INTERACTED WITH

GENDER	NAME	DISCIPLINE
F	Salome Kivuva	Tissue Culture Technical staff
M	Abraham Choti	Tissue Culture Technical staff
M	Stephen Khisa	Screenhouse Technical Staff
F	Rosemary Gatimu	Tissue Culture Technical staff
F	Elizabeth Nduta	Marketing Department
F	Millicent Mburu	Financial Department
F	Maureen Mwangangi	Research Scientist & Inspector
M	Charles Kamau	Head of Procurement
M	Solomon	Procurement officer
F	Christine Ruoro	Chief Accountant

- **FEEDBACK TO KEPHIS**

- Technically good – TC & SH
- However, require regular upgrade on skills
 - Training opportunities to update their skills;
 - Conference attendance for knowledge exchange.
- **Quality assurance:**
 - Offer regulatory services per Mandate
 - However, also doing production
 - How do you avoid conflict of interest

Marketing



- Good effort so far
- However, No marketing officer – technical people are doubling as marketing officers – so they are limited in several ways;
- To increase efficiency, require **Professional Marketing Officers and M & E Staff**
- Could improve
 - Communication and feedback system with clients& stakeholders
 - Customer database
- Introduce Business / Commercialisation unit
- **Don't have outlets – all sales centralised to Muguga**
 - Use outstations to improve sales around the country

Admin and Finance



- The RF is being handled very well
- Good link between technical side and finance – work plan is used
- Include pre-auditing before release of funds.

Socio-economic/cultural & Decision making:



- All bought into RF and business plan – and know roles and activities
- Decision making good – people have job descriptions and know what they are supposed to do with activities;
- Not clear – incentives – to motivate staff at different levels
 - Hunter fee
- **Need Strong marketing strategies**

LESSONS LEARNT



- Revolving fund committee meet once every quarter
- At the meeting produce a comprehensive minutes with include detailed workplan and budget
- Management approves the minutes
- Everyone we interacted with has bought into the BP/RF
- The BP/RF is using existing Institutional systems to facilitate operationalization

Lessons Learnt Cont.



- Need strong marketing attitude
- Need to know reliable source of buyers
- Set up demonstrations to convince buyers
- National planting material policy to enhance the sales
- Need farmers with irrigation systems that will produce all year round

Recommendations



- PI to Participate with a member from **Management of your institute**
- Advice reviewers to look for evidence that would facilitate their completion of survey
- Institute being reviewed – Use this as an opportunity to communicate issues to management

- **Thank you**