



ksapa

Leveraging Digital Solutions to Help Scale Up the Agricultural Transition

WEBINAR, 28TH FEBRUARY 2023



Leveraging Digital Solutions to Help Scale Up the Agricultural Transition



Leveraging Digital Solutions to Help Scale Up the Agricultural Transition

28 February 2023 | 5pm (CET) | 11am (ET) | 8am (PT)

With insights from expert panelists



STANISLAS BOCQUET

FOUNDER & CEO, PALO IT



The Commonwealth

BENJAMIN ADDOM, PhD

ADVISER, AGRICULTURE & FISHERIES TRADE POLICY (DIGITAL), THE COMMONWEALTH



PRODUCERS DIRECT

CLAIRE RHODES

CEO, PRODUCERS DIRECT



CHRISTIAN CHATEAUVIEUX

DIRECTOR, DIGITAL SOLUTIONS, KSAPA



Introducing Ksapa



ksapa

noun [Sioux language]

Discernment, Wisdom, Soundness

Ksapa is a mission-driven organization
Our purpose is to act as **catalyzer**
and **convener** for an **economy-wide shift** toward
economically, socially and environmentally-sound
operating and investment models



ADVISE



ACTIVATE



ADVOCATE



**Sustainability, Finance & Investment, Data,
Digital Solutions, Agronomy & Development
expertise all aggregated at core team level**



Trusted by a broad range of clients to deliver impact

Financial services



BNP PARIBAS



BLUE LIKE AN ORANGE
Sustainable Capital

KKR

Amundi
ASSET MANAGEMENT

Corporate sector



THALES



Public sector



Academia



AFRICAN DEVELOPMENT BANK GROUP

MINISTÈRE DE L'ÉCONOMIE, DES FINANCES ET DE LA SOUVERAINETÉ INDUSTRIELLE ET NUMÉRIQUE



Stellenbosch Business School

université PARIS-SACLAY



The context



Agriculture represents **4%**
of global GDP or
\$4.5 trillion
Employs more than **25%** of
global workforce.

Source: WEF, 2023



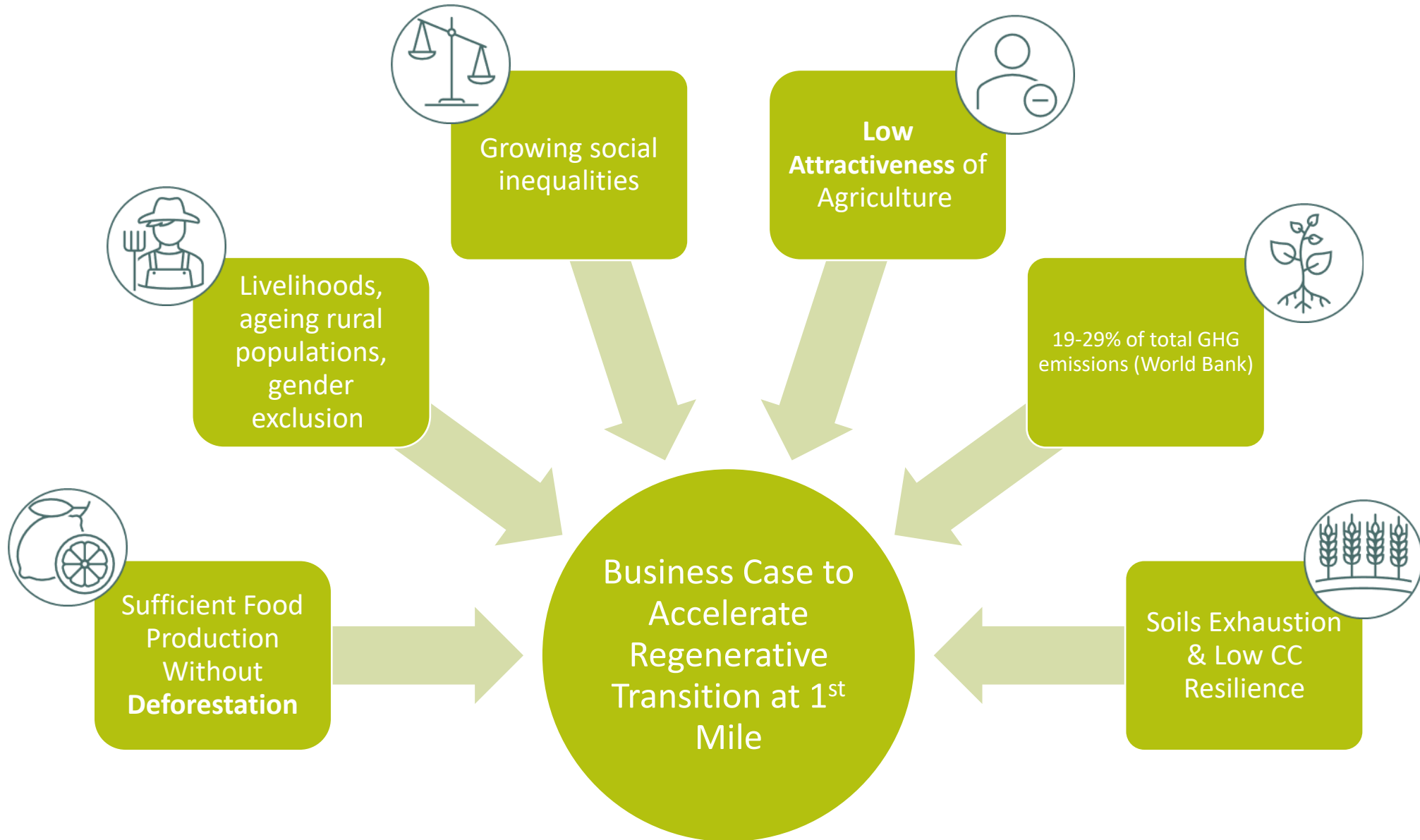
608 million
smallholders produce
about **1/3** of the
world's food.



Some **65%** of poor
working adults make
a living through
agriculture.

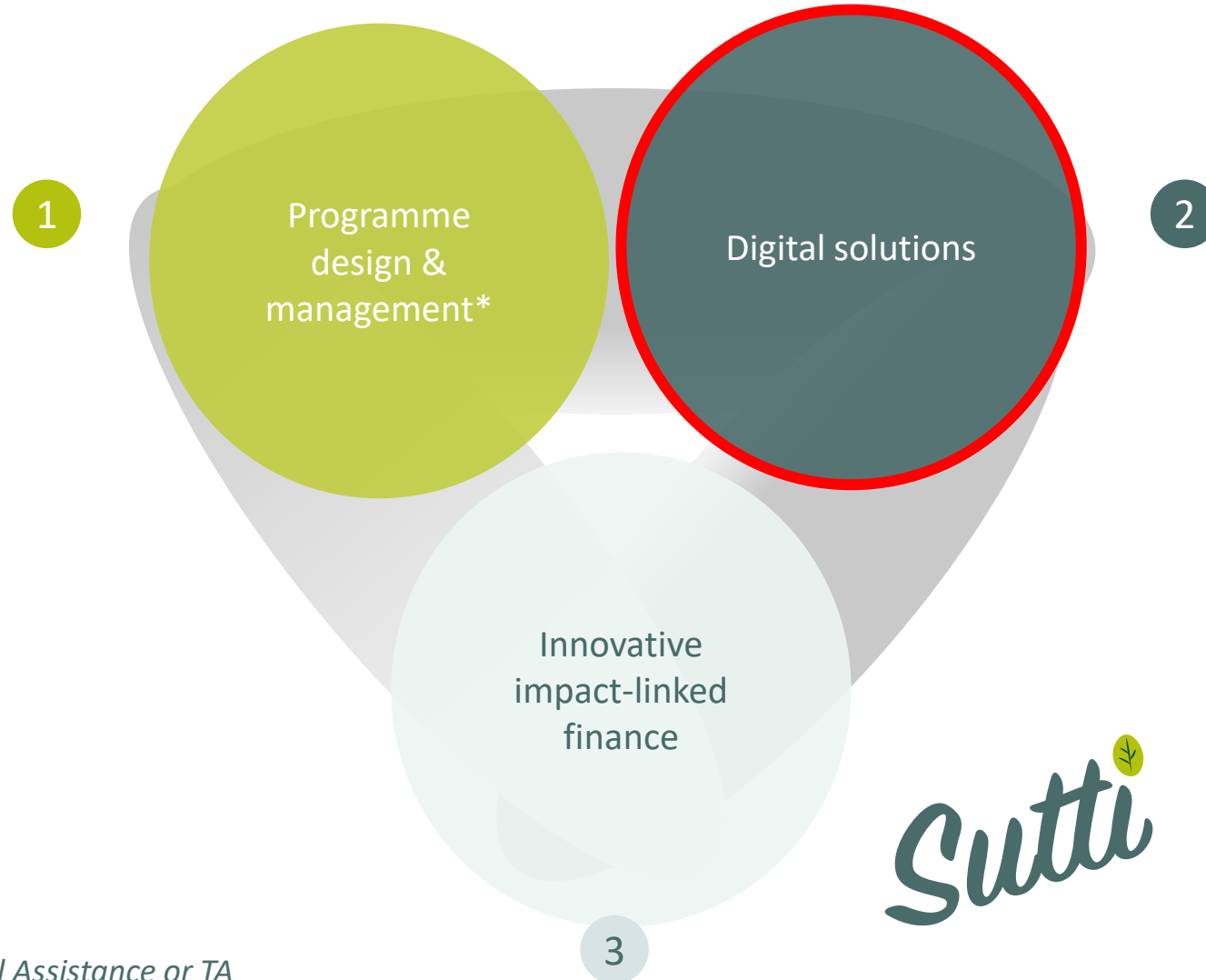


The business case for a regenerative agriculture transition





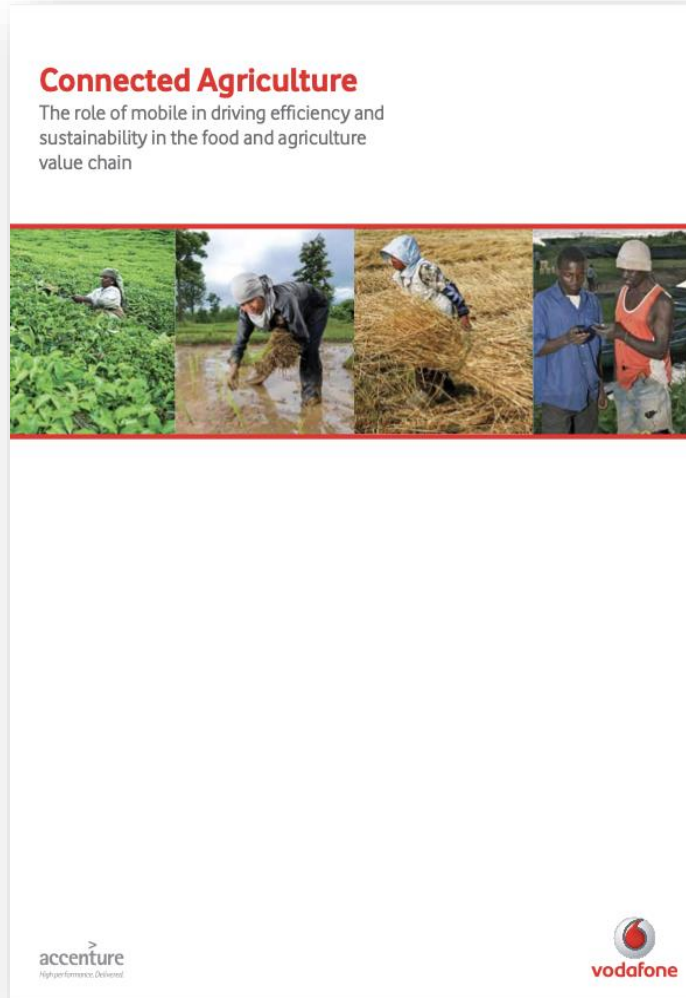
Driving change in fragmented value chains through three complementary levers



* Sometimes referred to as Technical Assistance or TA



Looking back ...



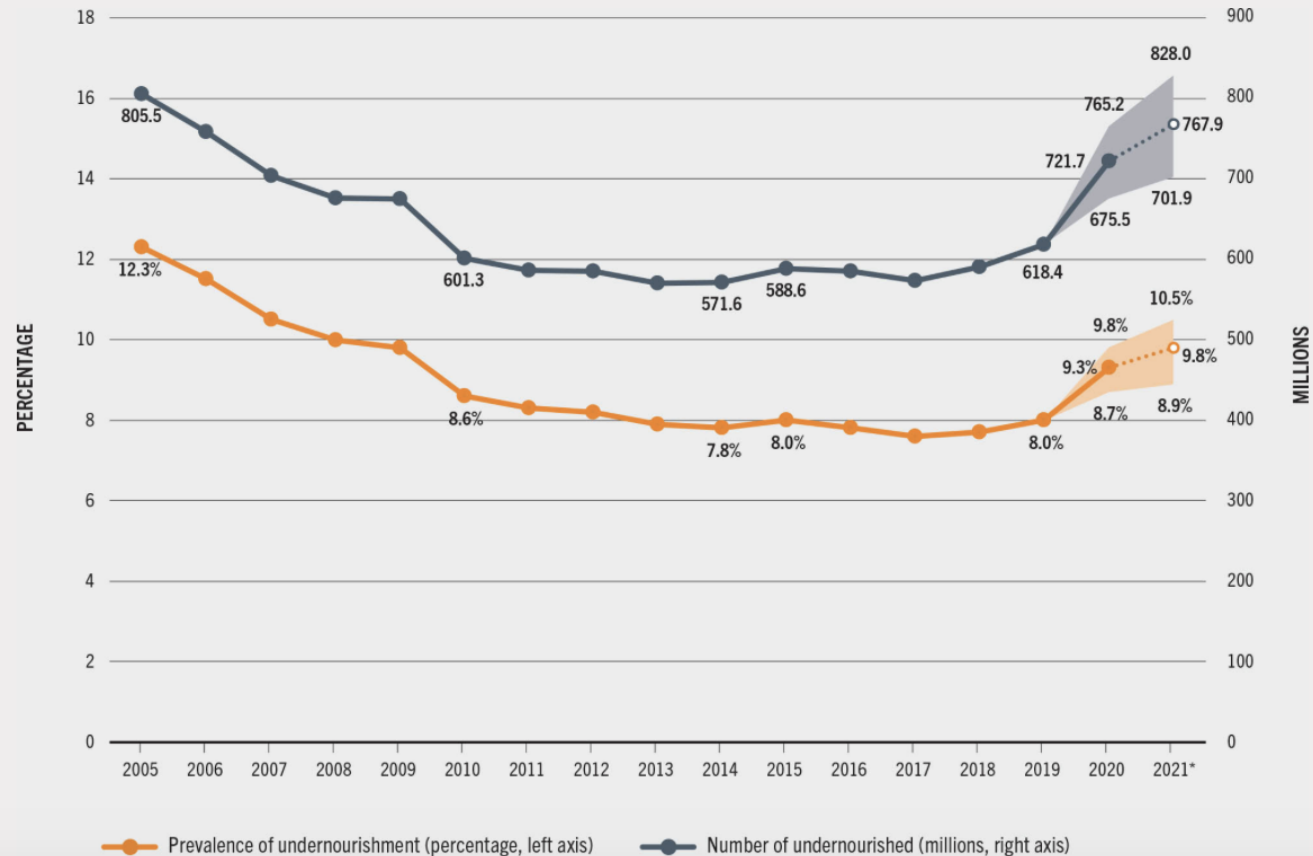
"Mobile communications can help to meet the challenge of feeding an estimated 9.2 billion people by 2050. The 12 specific opportunities explored in this study could increase agricultural income by around US\$138 billion across 26 of Vodafone's markets in 2020."

Source: Connected Agriculture: The role of mobile in driving efficiency and sustainability in the food and agriculture value chain, 2011



Are we there yet?

FIGURE 2 BETWEEN 702 AND 828 MILLION PEOPLE IN THE WORLD FACED HUNGER IN 2021. CONSIDERING THE MIDDLE OF THE PROJECTED RANGE (768 MILLION), HUNGER AFFECTED 46 MILLION MORE PEOPLE IN 2021 COMPARED TO 2020, AND A TOTAL OF 150 MILLION MORE PEOPLE SINCE 2019, BEFORE THE COVID-19 PANDEMIC



Source: THE STATE OF FOOD SECURITY AND NUTRITION IN THE WORLD, FAO, 2022

Will the rapid proliferation of regulatory frameworks accelerate change?

National & Regional Developments

SFDR CSRD TCFD EFRAG

Mapping

Double Materiality

Monitoring Tracking Metrics KPIs & Targets

Meet reporting requirements

Beyond Compliance

Risk Management Due Diligence Processes

Governance & Strategy

Impact Assessments

Embed in Company Policies

Complaint Procedure Remedy

Stakeholder Engagement

Liability



Introducing our Panel



The Commonwealth

- **Benjamin Kwasi Addom, PhD**, Adviser, Agriculture & Fisheries Trade Policy (Digital), The Commonwealth



- **Claire Rhodes**, CEO, Producers Direct



- **Stanislas Bocquet**, Founder & CEO, Palo IT



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- **Christian Chateauvieux**, Director, Digital Solutions, Ksapa

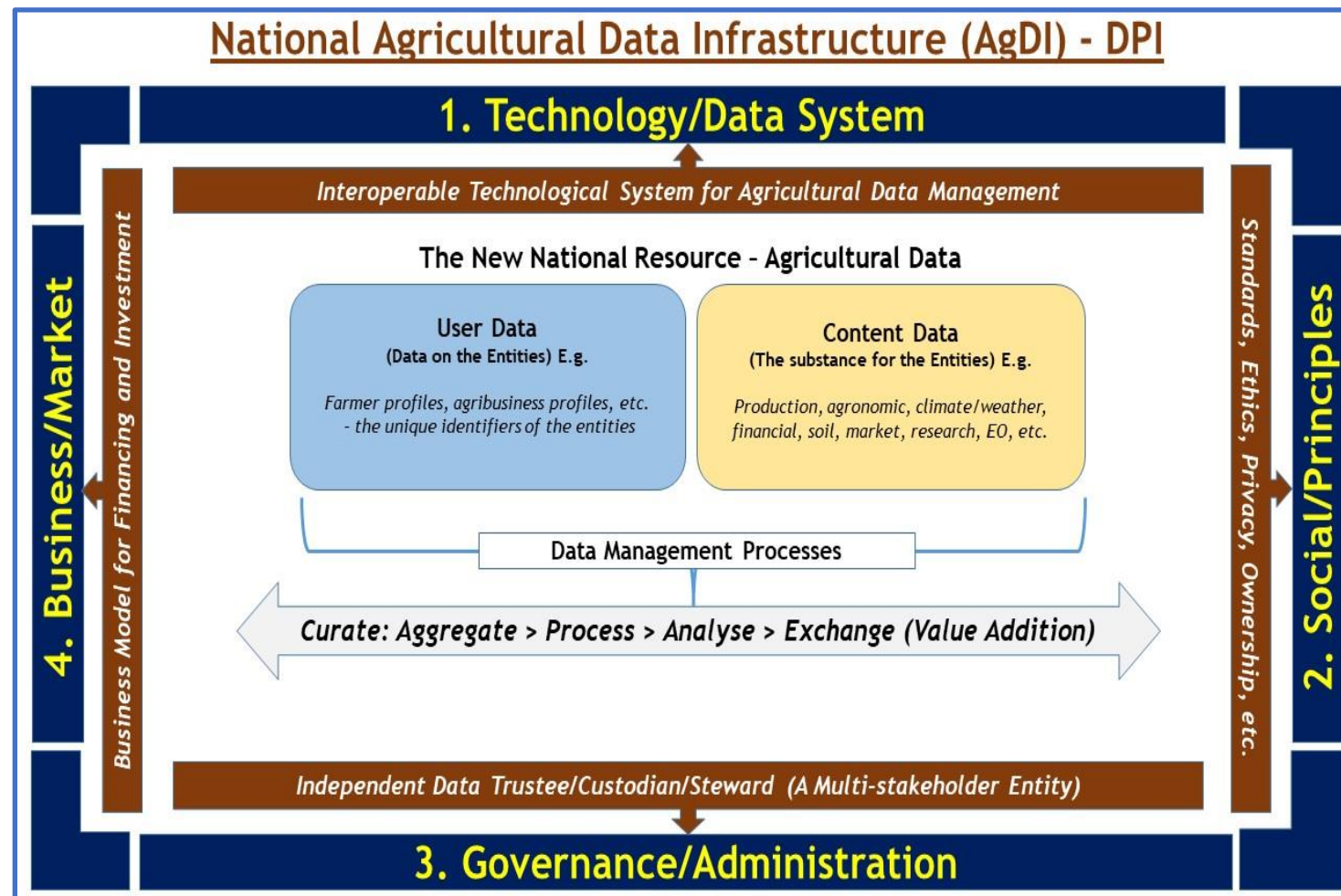
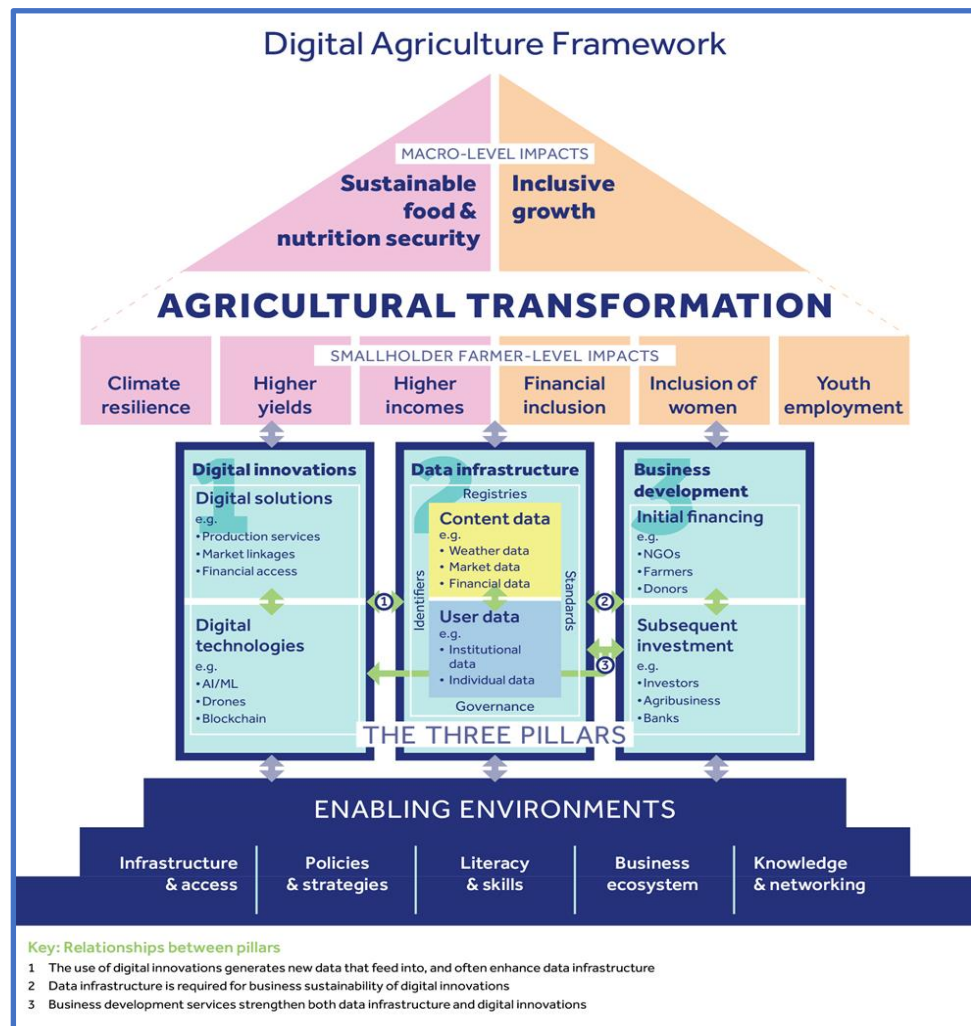
Digital Agriculture Workstream at Commonwealth Secretariat



The Commonwealth

1. Framing Digital Agriculture

2. DPI for Agricultural Data Management at national level



PRODUCERS DIRECT BY FARMERS FOR FARMERS

**Pioneering a unique
farmer-led model
to improve
smallholder livelihoods.**



PALO IT, CRAFTING TECH AS A FORCE FOR GOOD



GLOBAL INNOVATION CONSULTANCY & AGILE SOFTWARE DEVELOPMENT COMPANY



New Champions
Community

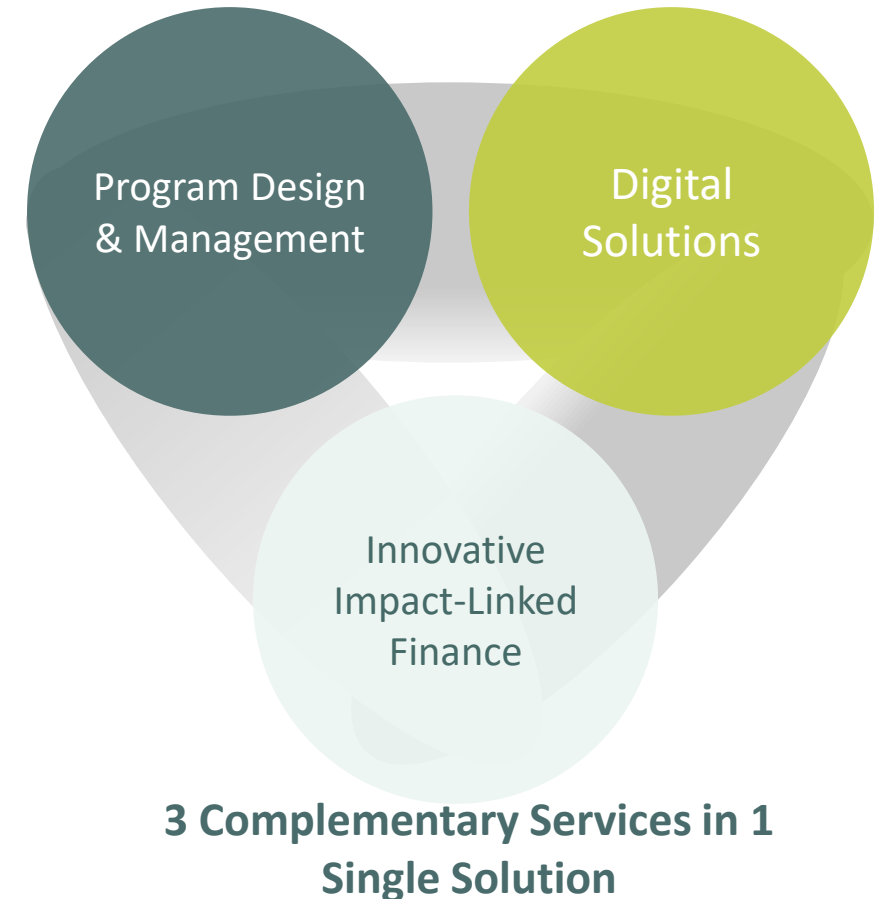


Introducing the SU *Sutti*ution (Scale-up Training, Traceability and Impact)

Scalefully disseminate best practices and diversify farmer activities
to build sound, fair, diversified, resilient cultures

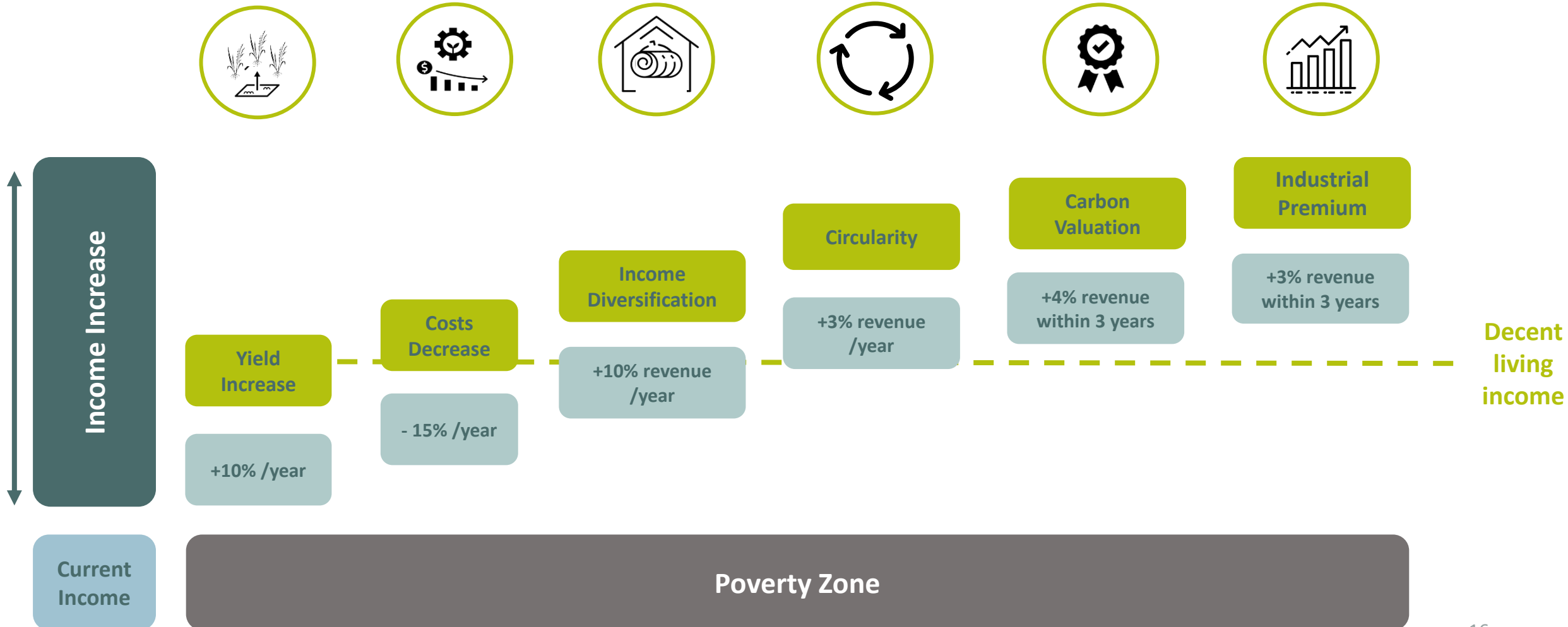
Structurally improve the revenue and livelihood of smallholders in fragmented agricultural supply chains

Boost impact across the value chain
for the benefit of the many, for the long run



6 economic levers for the *Sutti* program to significantly increase smallholder income

Estimation based on the example of a 2ha rice plot





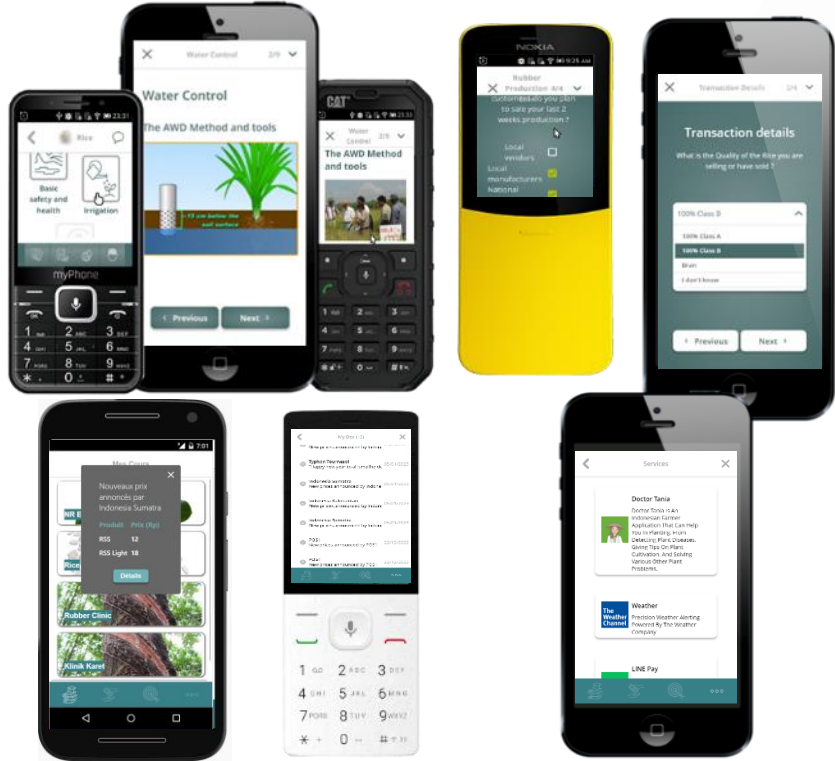
Deep dive into the SUTTI digital suite

Participant App For Smallholders

E-Learning

Impact Measurement

Crop Sales Tracing



Price, weather, events alerts

Chat

Geolocation & Geo plotting

SUTTI Digital Suite

Back-office For Delivery Teams

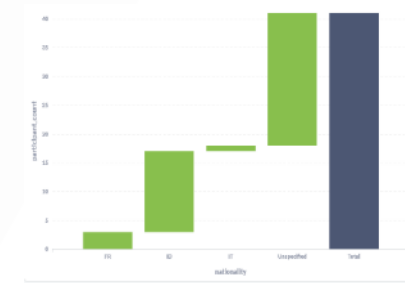


Reporting Dashboard For Sponsors

Impact KPIs

Program Monitoring

Commodity sourcing map





SUTTI Participant App Low-Tech Innovation!

- **Easy to access:**

- No need for an email nor an AppStore Account ! One-click web access link.
- Accessible
 - Language support, Voice-synthesis
- Digitally-unsavvy user friendly
 - Sleek, simplified, intuitive UIs
- Low-end device friendly (cheap smartphones (\$30+) and feature phones (\$10+) with small screens, non-touch screens, low memory etc.)
- Backwards-compatible with obsolete devices:
 - Android 5 (thru latest v12), iOS 12.x (thru latest v15.5), KaiOS v1.0 (thru latest v3)

- **Off-road ready:**

- tested for low-speed, high-latency and transient networks
- Offline-mode capable, with smart resynchronization
- Low battery strain



Getting in touch

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