Innovative Value Chain Models for African Agriculture

Value chain coordination is a process in which farmers, buyers, service providers, and other actors structure their business relationships in a common and complementary way, and for a common goal.

- Helps farmers to meet rigorous product and business standards.
- Better management of risks by mitigating the effects of shocks such as drought, floods, or price instability.

Value chain coordination is important for linking African farmers to profitable markets, and for improving the global competitiveness of value chains.

- Improves farmers’ access to credit, quality inputs, and technical advice.
- Contributes to safe environment for investments in key technologies.

A model must simultaneously coordinate along 3 different dimensions:

1. Complementarily among service providers
2. Horizontally among farmers
3. Vertically between farmers, buyers, & end consumers

But can be directed by different value chain leaders:

- Farmer-led model
- Trader-led model
- Processor-led model
- Service provider-led model

Research Components

1. Identify and characterize innovative value chain models being used in African agriculture.
2. Evaluate the advantages and disadvantages of each for key actors.
3. Analyze the factors critical for the success of different models.

Practical Results: An Operational Framework:

- Helps African farmers and other agribusinesses in a given value chain to adopt successful models for their situation.
- Assists development partners to identify and support “winning models” by promoting crucial model enabling factors.

Impact of Development Dollars:

- Funding secured* to complete research, and to develop policy and business briefs for operationalizing results in the field.
- Seeking additional funding for translation of briefs into French, and for dissemination to farmers, value chain actors, and development partners.

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