

Scale Up Conference: Wrap Up of Sessions 1-6

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SCALE **UP**
conference

Innovations in Agriculture: Scaling Up to Reach Millions

PARTNER ORGANIZATIONS

PURDUE
UNIVERSITY



15 YEARS
OF
GIANT LEAPS

A Few Take Aways

- **Delivery at scale is not a gigantic project**; millions, not thousands; uncontrolled vs controlled environments; political economy and scale effects
- We need to **narrow the gap** between the macro and micro; use the vocabulary of scaling to link the language of “projects” to the language and logic of development effectiveness; sharpen the “2nd theory of change”
- **Broaden the lens** beyond research, innovation, prototype, validation, roll-out; distinguish pilot projects from small projects
- It’s time to **professionalize the discourse** about (1) designing with scale in mind, (2) assessing scalability, and (3) managing the transition onto platforms capable of, and incentivized to, deliver at scale; immediate target: improving the pilot-to-scale success rate from 5% to at least 10%
- View **agriculture as a business**, not a social sector, and treat farmers as businesses and as customers, not as beneficiaries; focus particular attention on the middle of the value chain – intermediation and aggregation, on the enabling environment, and on finance

- Aid will not solve the problem, only **markets and governments** can, and commercial markets should normally be the default setting; short term interventions (“projects”) and subsidies can make big and positive differences, but they can also introduce major distortions
- Never forget that **context is king**
- The actions of research institutions, NGOs and other implementing partners are shaped by **donor policies, metrics and procedures**, and change may therefore need to begin on the donor side; host governments and private enterprise are predisposed to think and work at scale and can be potential drivers
- **Remember Purdue**, and raise our voices above a whisper!

Building on the Momentum -- What's Next?

- Scale Up Sourcebook
- Community of Practice on Scaling Up Development Outcomes - - Working Group on Agriculture and Rural Development
- World Food Prize Meetings (Borlaug Dialogue) – 2 ‘Side Events on Scaling Up Impact in Agriculture
- CSIS Event on Scaling in Agriculture

Survey Questions

- Request that you answer questions:
 - **Now** - - on gold sheet in conference folder, and give completed survey to a conference helper
 - **Now** - - electronically, on Qualtrics survey sent by email
 - **By Sept. 30** -- electronically, on Qualtrics survey sent by email

Survey Questions

1. Which scale up driver/enabling condition do you think is most often neglected/minimized to the detriment of the scale up effort? (give single answer)
 - a. Behavior change
 - b. Policy & governance
 - c. Training
 - d. Infrastructure
 - e. Market/profitability
 - f. Other: _____
2. What one word do you think describes the biggest challenges for successful scale up of agricultural technologies /innovations in developing countries? (Answers will be used to create a word cloud that will be added to the conference website and shown at the World Food Prize meeting breakfast 'side event' about scale up.)

Survey Questions

3. Current planned actions following this conference include development and distribution of a 'Scale Up Sourcebook' (i.e., user guide to scale up), and posting the conference PowerPoints, abstracts of all posters and summaries of breakout/case study groups on a website. Beside access to these, what would be most useful for you as a follow up to this Scale Up Conference? (can give multiple responses)

- a. Additional opportunities for face-to-face meetings/conference
- b. Having a repository of case studies, including lessons learned
- c. Having a set of scaling tools and guidelines
- d. Other: _____

4. What would you most like to have included in the short 'Sourcebook' on scaling we will be producing following the conference?

Survey Questions:

5. What stakeholder groups would you like to see more represented in a future conferences/gatherings about scale up in agriculture? (can give multiple responses)

- a. Smallholder farmers
- b. Youth
- c. Women
- d. Government
- e. Donor organizations
- f. Researchers/innovators
- g. Agribusiness representatives
- h. Other: _____

6. What other comments do you have about this conference and/or for organizers of another conference on scale up?