

## **Capacity building and co-creation with bean value chain actors on the establishment of a demand led seed systems in Eastern and Southern Africa**

The growing demand in domestic and export market for common beans requires high quality seed with better yields. The use of poor seed leads to sorting, costly and yield poor grain quality. High quality seed of new varieties delivers quality grain and higher yields for farmers, both traders and farmers command premium prices. To achieve this the seed production needs to start working from the grain demand.

Therefore, The Alliance Bioversity International & CIAT conducted a demand led seed systems training to 140 (46% women) actors composed of grain off takers, grain processors, seed producers, agro-dealers, Seed certifying authorities, CBOs, NGOs, and NARS from Burundi (26) Zambia (16), Kenya (57) and Zimbabwe (47). The training will equip the value chain key actors with knowledge on how to set up a seed system pulled by the grain demand.

Local examples from the already existing value chains in respective countries were used to emphasize seed business models that are relatable. Steps to establish the demand driven seed systems were laid out as outlined below: -

1. The first step, identify grain off takers and profile them. The profiling includes listing of grain off takers name, location based, market type traded, demanded quantity etc
2. Variety prioritization – ranking market types based on market share. Select major market types (varieties) for further investment.
3. The next step is identifying farmers (groups/individual) engaged with off takers with other facilitators on the ground such as NGOs.
4. Engage seed producers to produce seed road maps and seed production (breeder, basic, certified and QDS). Bringing Innovations on seed bulking for Early Generation Seed (EGS) and Certified Seeds e.g producing offseason under irrigation, public and private partnership on

- seed production (e.g research with private seed company), contract farming (seed companies with farmer groups) and where necessary increased number of seed producers.
5. Promote the new varieties to farmers in collaboration with seed companies, agro-dealers, NGOs, CBOs through demonstration plots, small seed packs bundled with other complimentary technologies.
  6. Conduct needs assessment to farmers linked to off takers to understand their challenges. Build their capacity on Good Agronomic Practices (GAP) on seed and grain production.
  7. Link farmers to nearby seed sources e.g Agro-dealers, Quality Declared Seed (QDS) producers, seed companies etc.
  8. Continue engaging actors in discussions under the Multi Stakeholder Platforms (MSP) to understand their challenges and market forecasting.
  9. Introduce/link farmers to other services of investment along the value chain e.g planters, threshers, solar bubble driers, etc. that will increase efficiency in production and improve crop quality.
  10. Continue with monitoring and evaluation. Collect and track changes on progress.

**Table 1: Summary of actors identified and trained on demand led seed systems.**

Country	The type of actors represented	Actor names	Number of males	Number of females	Total
Zambia	Seed companies	AMAC Seeds Zambia, Afriseed, Good Nature Agro,	1	2	3
	Quality Declared seed producer	Msanza Farms, INO Farms	1	1	2
	Grain off-taker	Blue Oak Agro, Good Nature Agro, STANDA, COMACO	4	0	4
	Processor	STANDA	1	0	1
	Non-governmental Organization (NGO)	Norwegian Church Aid, Self Help Africa, Care Zambia, World Vision	2	2	4
	National Agricultural Research Systems (NARS)	Zambia Agricultural Research Institute (ZARI)	4	0	0
	CGIAR	Alliance-CIAT/Pan African Bean Research Alliance (PABRA)	1	1	2

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Zimbabwe	Seed companies	Seed companies (Zimbabwe supper seeds, NTS, Zadzamura, Mkushi, ARDA, Easi Seeds, Supreme seeds, SIRDC)	7	3	10
	Grain off-taker	CAIRNS	0	1	1
	Processor	CAIRNS	0	1	1
	Input dealers		1	4	5
	NGO	NGOs (Harvest Plus, LEAD, CTDI)	1	2	3
	Extension	Department of Agricultural, Technical and Extension Services (AGRITEX)	5	0	5
	National Agricultural Research Systems (NARS)	Department of Research and Specialist Services (DR&SS)	4	6	10
	CGIAR	Alliance-CIAT/PABRA	2	1	3
	Academia	Ministry of Education, University	3	0	3
Burundi	Processor	TOTAHARA, KAFLOBE, RENGEBUZIMA	2	1	3
	Seed producers	Individual seed producers and cooperatives	7	2	9
	CGIAR	Alliance-CIAT/PABRA	1	2	3
	Non-governmental Organization	World Vision	1	0	1
	National Agricultural Research Systems (NARS)	Institut des Sciences Agronomiques du Burundi (ISABU)	5	5	10
Kenya	Grain whole sellers, research,	Withethia, Nyamakima Traders, Kenya Agricultural and Livestock Research Organization (KALRO), World Food Programme (WFP), Food and Agriculture Organization (FAO). World Health Organization (WHO), Ministry of Agriculture (MoA), PABRA/ABC, Nature Lock, Spice World, Nutri and Delish, Smart Logistics Limited	27	30	57

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