



**7th & 8th November
Nairobi, Kenya**

**SESSION 6: Data sharing: Collaborative Data
Synergies for Food System Transformation**

**Moderated By:
Emmanuel Makau
Technology Data Decision
Manager and Kenya Country
Lead
Mercy Corps AgriFin**

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AGENDA

Duration	Topic	Speaker/Facilitator
10:00- 10:05 am (5 Mins)	Introduction to the session	Emmanuel Makau – Mercy Corps AgriFin
10:05 am - 11:05 am	Case presentations of data sharing collaborations <ul style="list-style-type: none"> Why collaboration for data is important for transforming food systems. Use -cases for collaboration for data 	Simon Mulwa - KALRO Paul Frank Odong - Equity Bank Uganda Shreejit Borthakur - IDH Kelvin Shikuku- ILRI-KAZNET, Dirisha Project
11:10 am -12:00 noon	Panel Session with Experts <ul style="list-style-type: none"> Incentives for collaboration for data. Challenges to collaborating for data. Collaboration can enhance gender inclusivity. The importance of building trust among collaborators. smallholder, farmers, service providers and other stakeholders. 	Moderator: Charlotte Keijser - IDH Panelists Beryl Agengo - Digital Green Zilla Arch - EzyAgric Albert Boogaard - RaboBank Francis Gwer - FSDK
12 noon -12:20 pm	Questions to the Audience on Whova and Mentimeter and present the answers on screen. Ask Audience to share views.	Emmanuel Makau – Mercy Corps AgriFin Shreejit Borthakur - IDH
12:20- 12:30pm	Wrap up, summary and next steps	Emmanuel Makau – Mercy Corps AgriFin

SESSION 6: Data sharing:

Theme: Collaborative Data Synergies for Food System Transformation



Emmanuel Makau
Technology Data Decision
Manager and Kenya Country Lead,
Mercy Corps AgriFin
Session Moderator



Albert Boogard
Head Smallholder Solutions,
Rabo Partnerships



Shreejit Borthakur
Senior Innovation Manager
and Technology Lead,
IDH



Charlotte Keijser
Innovation Manager,
IDH FarmFit Intelligence Center



Francis Gwer
Senior Financial Sector
Policy Specialist,
FSD Kenya



Paul Odong
Head of Projects
Equity Bank, Uganda



Kelvin Mashisia Shikuku
Scientist (Economist),
International Livestock
Research Institute (ILRI)



Simon Mulwa
Assistant Director of ICT,
Kenya Agricultural &
Livestock Research Organization (KALRO)



Zilla Mary Arach
Chief Product Officer,
EzyAgric



Beryl Agengo
Digital Agriculture Specialist,
The World Bank



Paul Frank Odong - Head of Projects

***EQUITY BANK
- UGANDA***



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7TH  **AGRIFIN
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EVENT**

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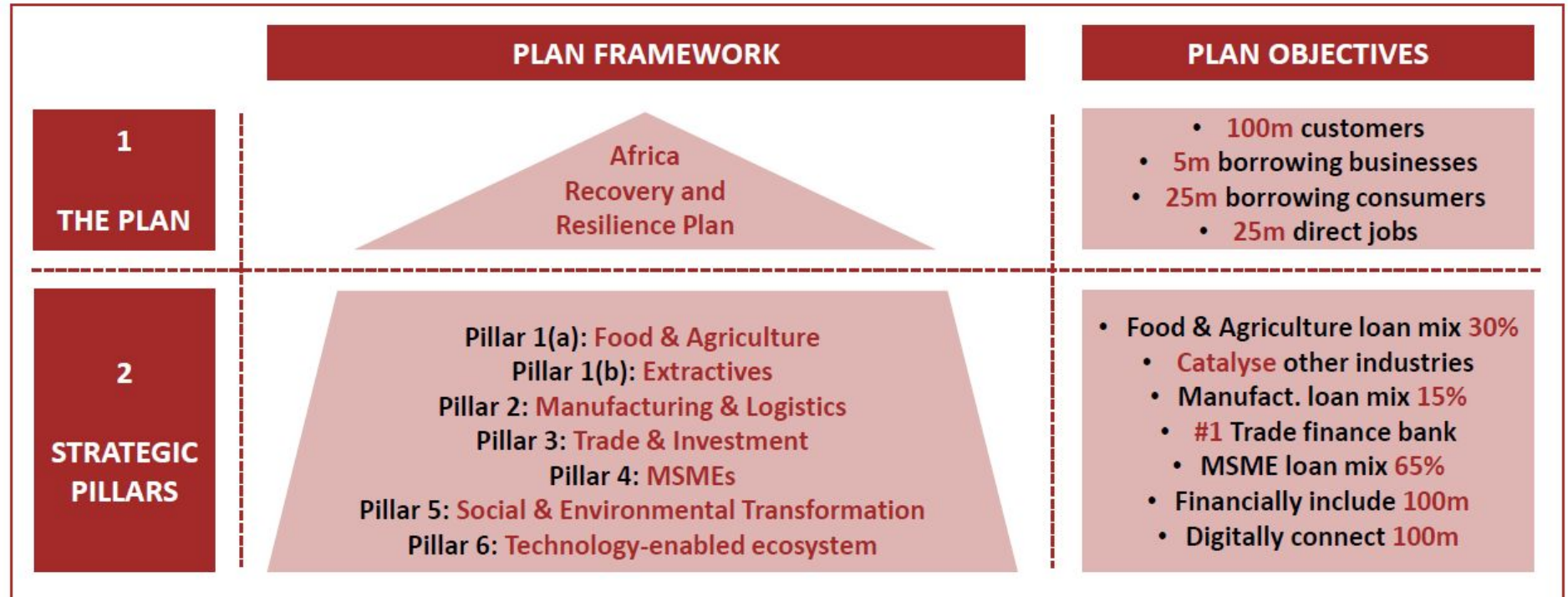
**Data sharing: Collaborative Data Synergies for Food
System Transformation**

Paul Frank Odong

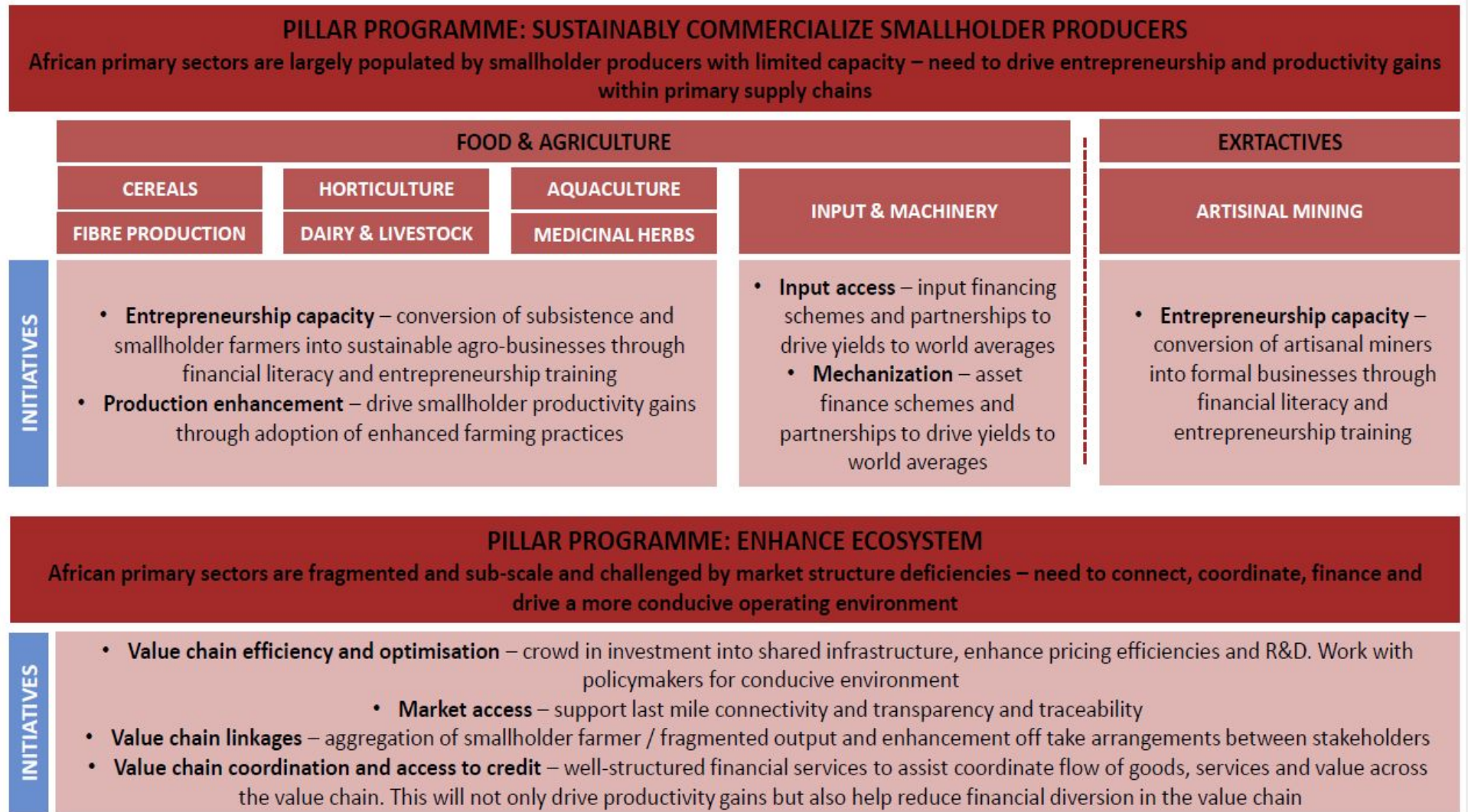
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Africa Recovery and Resilience Plan

The plan is a multi-pronged and holistic solution to achieve social and economic transformation of Africa. The plan comprises 6 strategic pillars that will be operationalized through a collaborative, deliberate and ecosystem-centric approach.



Primary Sector pillar programmes and their respective initiatives



Technology Enabled Ecosystem pillar programmes and their respective projects and outcomes

PILLAR PROGRAMME: DIGITISE VALUE CHAINS AND TRADE CORRIDORS

Africa's value chains yet to be formalised and more importantly social and economic transformation needs to be accelerated – technology and innovation will be an enabler and accelerator to building Africa's value chains and driving Africa's wealth transformation

	CONVERGENCE FOR DIGITAL RAILS	ECOSYSTEM DIGITISATION
INITIATIVES	<ul style="list-style-type: none"> • Regulatory alignment – conducive but user safe operating environment to drive collaboration and innovation • Cross sector collaboration – mobile and financial services collaboration 	<ul style="list-style-type: none"> • Digital identity – online identities • Digitise value chains – connect MSMEs and smallholder farmers online • Digitise cross-border trade – connect markets

PILLAR PROGRAMME: DRIVE DIGITAL VELOCITY

Ecosystem throughput needs to be enhanced and sustained – technology and innovation to inform ecosystem throughput

	BIG DATA	TECHNOLOGY ENABLED COMMUNITY
INITIATIVES	<ul style="list-style-type: none"> • Digital collection – ecosystem activity recording • Digital knowledge – ecosystem decisioning needs to be informed 	<ul style="list-style-type: none"> • Fit for purpose labour force – increase local technology skills • Digitise capacity building – digital content and reach • Technology hubs – establish centres of excellence

Emerging Trends in Financial Services

Increasing Customer demand for integrated experiences.

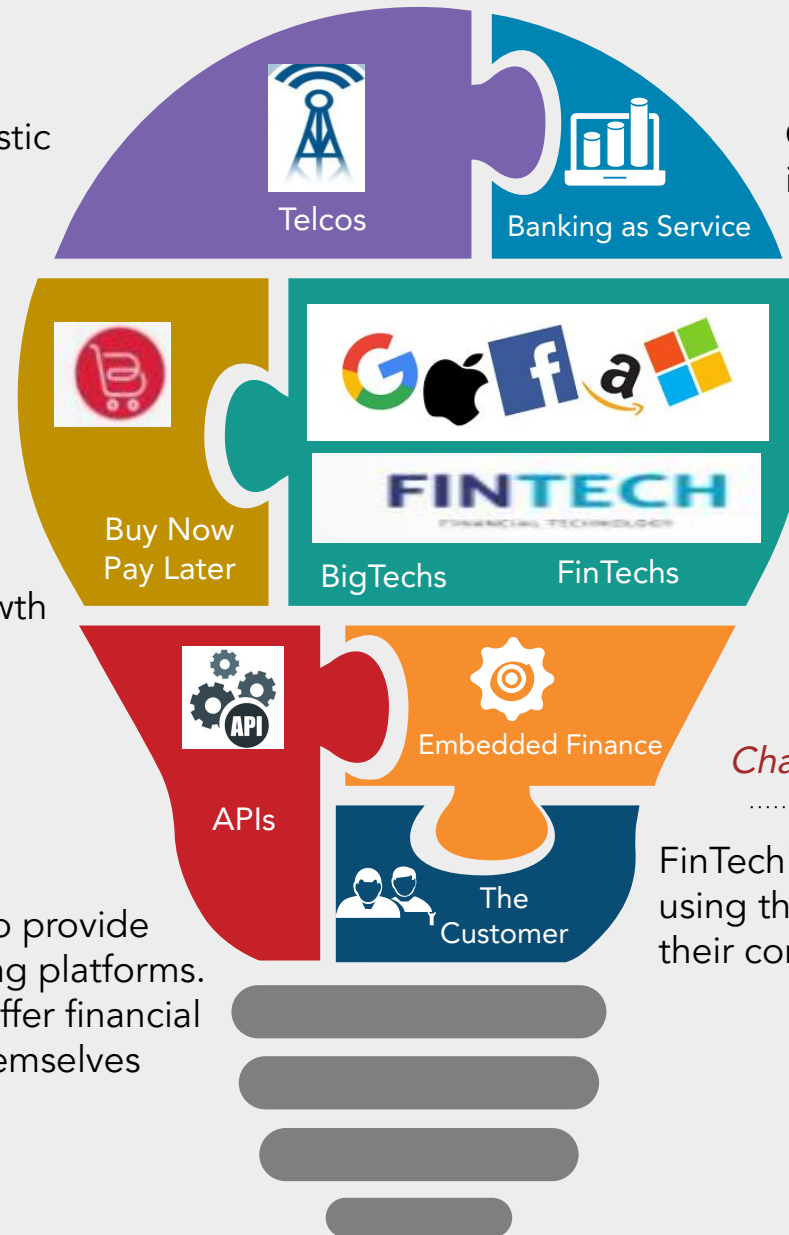
Customers are increasingly seeking simple, holistic digital experiences with reduced friction that provides multiproduct customer experiences (Ecosystem Model)

New Revenue Models

Financial institutions are actively exploring alternative sources of revenue and product growth with scalable business models.

Demand from new Fintech's and beyond.

More Fintech's are needing banking partners to provide access to bank accounts, payments, and lending platforms. BigTechs and other 3rd Parties can build and offer financial services but are unable to "become" banks themselves



Rise of Open Banking

Open banking is promoting Bank APIs Usage. This is leading to new BaaS business models for banks.

Adoption of Embedded Finance as a Tech Capability

More non-bank companies are seeking to embed financial services (Payments, Accounts, Lending) as part of their digital experience.

Changing trust levels in financial services

FinTech's, BigTechs are gaining Market Trust and they are using the newfound trust to offer more financial services to their consumers.

USER STORY

- “As a farmer, I want to be able to access loans when purchasing farm inputs and equipment, insure my crop, access the market, as well as receive payments, through a simple and reliable channel
- As a trader, I want my farmers to be able to pay for goods ordered easily/conveniently, including getting a Credit facility, so that I can receive their payment and supply stock on demand”.

GAP

The changes in the business world requiring contactless transactions and the need to overcome the challenges of the conventional payment methods calls for a adoption of E-payment solutions.

E-Payment solutions is responsive to the changes in technology and people behavior while also bringing about the convenience and cost effectiveness which businesses needs.

“ I am not now That which I have been” - Lord Byron

SOLUTIONS

E-payment platforms available include;-

- EazzyPay – Billers and Merchant
- EazzyBiz – Cooperate and Institutional Transaction Banking
- Biller Code – 3rd Party Collections with Instant Notification
- Jenga Marketplace – Online Payment – VISA, Mobile Money
- Monetized APIs – Send Money/Instant Settlement (IFT, EFT, RTGS)



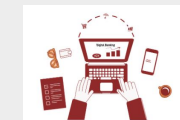
EQUITY Uganda: Transforming Banking in Uganda



Equity Uganda is a subsidiary of Equity Group Holdings Plc (EGH) and is a fast-growing bank in Uganda. It is one of the top 3 leading banks in Uganda with a growing customer base YoY

Customer Base

2 Million Customer Base



Digital Banking

Channels

- Cards: Debit/Credit Card
- Eazzy 247- a mobile banking service
- Internet Banking
- Chatbot



Capabilities

- Core Banking Capabilities
- Payments Capabilities (P2P, G2P, P2G, B2B, etc.)
- Money Transfer /Cross border Services
- Save/Invest Capability
- Disintermediation Services:
Lending the balance sheet

Service Centers

- 50 Branches
- 60 ATMs
- 450 POS Terminals
- 8,400 Agency Banking (Equi-Duuka)



Our Philosophy

We exist to transform the lives and livelihoods of our people socially and economically by availing them modern inclusive financial services that maximize their opportunities.





Chapter 1: Data Driven Lending

Alternative data driven lending

Business Model

- This partnership is between Teleco, Agritechs and Fintech & Equity Bank Uganda. Equity Bank Uganda lends her balance sheet to Teleco, Agritechs and Fintech Subscribers –. Teleco, Agritechs and Fintech provides the KYC and scoring data and distribution technology.

Customer Ownership

- Upon Opt in, the Teleco, Agritechs and Fintech Subscriber becomes an Equity Customer or can access equity Channels in Teleco, Agritechs and Fintech Environment.

Data Access

- Teleco, Agritechs and Fintech will provide customer KYC details for the bank to open a loan transaction account. Specific Anonymized Data will be shared by Teleco, Agritechs and Fintech to the bank to validate business rules. The bank will reference this information against the credit bureau before assigning limits

Scoring Capabilities

- This is a collaboration activity between Teleco, Agritechs and Fintech, and Equity.
- Equity review the business rules and is responsible for decisioning also, Teleco, Agritechs and Fintech can provide the scoring engine upon validation by the Bank.

Ownership of the Scoring Model

- The scoring model and engine is owned by both Equity Bank and the Partners
- Co create scorecards and information values and data points.

Revenue Share Model

- Revenue Share: Revenue share will always be on Net earnings after consideration of all financial costs, Capex and opex, in some instances the Bank can reject any Revenue share

Data sources/inputs

- GSM-Voice Data,
- Mobile Money
- Customer Demographics from profiling/ data collection

Challenges

- Data integrity and quality
- Consent at point of data collection
- Cost of credit scoring
- Updating of data and credibility of data
 - How to keep the data current – solution onboard agents that are already in business and this becomes added income.
- Regulatory requirements on data privacy
- Cost of collecting quality data is not cheap, it is the third party (agent) collecting data
- Financial model – revenue share with banks doesn't make FinTech's break even.
 - Bundle not only data collection but also provide inputs

Opportunities

1. De-risking - go through the off taker as anchor to distribute to the farmer. Give APIs for collection and disbursement.
2. Pool account - Farmer de-risks himself by contributing to a pool account
3. Standardization and aggregation of data by FinTech's
3. Mapping of profiles collected across all the four FinTech's then standardize and relay to the FinTech's
4. Facilitate an open API with reputable data aggregator for all FinTech's based on the data sets that bank is interested in
5. FinTech's to oversee updating the profiles or data sets
7. Incentives to farmers- build loyalty management schemes that can be used to redeem at purchase of agro-inputs
8. Encourage farmers be part of this network as data owners
9. Have FinTech's as digital anchors
10. Business model – buy some dynamic data frequently from 3rd party fintech to keep them in business

A smiling man wearing a straw hat and a plaid shirt is talking on a mobile phone. He is standing in a field with a herd of brown cows in the background. The scene is set outdoors with mountains visible in the distance under a cloudy sky. There are green decorative shapes in the top-left and bottom-left corners of the image.

Chapter 2:

The FinTech Offering

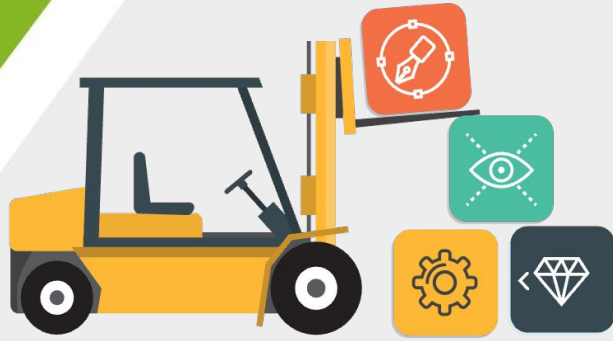
Collections Via Equity Channels – Ability for the FinTechs Customers to use Equity Duuka Agents Points to Send Money to FinTechs with real-time Transactions Notification and Validations.

Automated Disbursements – Ability for FinTechs to Send Electronic Settlement Instructions to Equity Core Banking for Transfer of Funds – Send Money (IFT, RTGS, EFT)

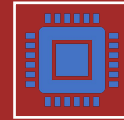
Sub-Agency for IMT – Ability for FinTechs to become EBUL Subagents for International Money Transfer Services.

Card Issuance & Acquiring – Ability for FinTechs to issue and Acquire Cards riding the EBUL Infrastructure and License (Prepaid Debit Card).

EBUL Open APIs - One API for All 3rd Party Payments



Engineered to create simple APIs that perform multiple complex functions.



APIs that link your Equity Bank account so that you can send & receive money (Inbound and Outbound), check your account balances and statements, open accounts and much more.



Enables businesses to accept payments in minutes. Collect your customers' payment information easily and securely all channels and create charges server-side in 10+ currencies.



Users in East and Central Africa can accept Visa, Mastercard, American Express, Discover, JCB or Diners Club credit and debit cards.

<https://developer.jengaapi.io/reference/welcome>

Open APIs - Critical Use Case



Account Services	Payments		Onboarding
Get Account Summary	Initiate Book Transfer	Get Transaction Summary	Create Beneficiary
Get Account Transactions	Initiate Third Party Transfer	Get Instrument Summary	Update Beneficiary
Get Deposit Summary	Initiate Domestic Transfer	Get File Upload Summary	Delete Beneficiary
Get Card Summary	Initiate Cross Border Funds Transfer	Get Salary Upload Summary	Get Salary/Bulk File Transactions
Get Loan Summary	Initiate Utility Bill Payment	Get Registered Beneficiary Summary	Get Standing Instruction List
Get Service Request Summary	Initiate Remote Funds Transfer(MT101)	Get Currency Cut Off	Pending Activities
Stop Cheque Payment	Initiate IPS(CliQ) Payment	Get Holiday Details	
	Get Bill Payment Summary		
	Get Registered Biller List		

Action API

Enquiry API

Overview

Purpose of the Initiative:

- Foster strategic partnerships with FinTechs and Payments Facilitators
- Empowering businesses through innovative financial solutions using shared infrastructure
- Drive growth in transaction banking and digital customer onboarding

Current Market Landscape

Uganda's Financial Services Landscape:

- Growing demand for accessible and efficient financial solutions
- Challenges faced by FinTechs:
 - Limited infrastructure, manual processes, and operational inefficiencies

Addressing the Challenges:

- Equity Bank Uganda's new initiative offers tailored solutions to empower partners and enhance customer experience:

Customer Value Proposition (CVP)

- Extensive infrastructure and nationwide presence
- Expertise in transaction banking and digital services
- Strong reputation for reliability, security, and innovation

□ Example: Testimonials from partners (DPO, SurePay, Wave and ioTec) highlighting the bank's value proposition and success stories



Increased Collections Efficiency



Use Case 1: Collections Via Equity Agents:

- FinTechs customers using Equity Duuka Agents Points to Pay to their FinTechs Wallets
- Real-time transaction notifications and validations for enhanced transparency

Net Benefits for FinTechs:

- Streamlined collections process, reducing manual effort and errors
- Free collections, eliminating transaction fees and costs

Instant Settlements Into EBUL

Use Case 2: Automated Disbursements:

- FinTechs sending electronic settlement instructions to Equity Core Banking for fund transfers (IFT, RTGS, EFT)
- Speed, accuracy, and security for efficient disbursement processes

Benefits for FinTechs:

- Free settlements via IFT, eliminating transfer fees
- Improved cash flow management and reduced operational costs

Sub-Agency for IMT

- FinTechs becoming Equity Bank Uganda subagents for international money transfer services.

Benefits for FinTechs:

- Shared revenue on IMT transactions, generating additional income
- Increased footfall and customer engagement at FinTech Channels

Electronic Commerce

Use Case 4: Card Issuance and Acquiring:

- FinTechs issuing Equity Bank Uganda prepaid debit cards to their customers
- E-Commerce gateway Integrations for MPGS and CyberSource for Online Transactions Settlement
- Convenience and accessibility supported by Equity Bank Uganda's infrastructure and license

Net Benefits for Partners:

- Shared revenue on card transactions, creating a new income stream
- Improved customer loyalty and satisfaction through modern payment options

Partnership Benefits

- Increased revenue, customer satisfaction, and operational efficiency
- Shared revenue on IMT transactions and card transactions
- Free collections, reducing transaction costs
- Free settlements via IFT, eliminating transfer fees
- Comprehensive support: Technical assistance, training, and marketing collaboration



Q & A



Simon Mulwa - Assistant Director of ICT

KALRO



Data Sharing: Collaborative Data Synergies For Food System Transformation

KALRO Collaborative Data Initiatives

Simon Mulwa
Assistant Director ICT
KALRO

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A woman with dark hair tied back, wearing a white short-sleeved shirt, is smiling as she harvests tea leaves in a lush green field. She is leaning over a large, woven wicker basket. The background is filled with dense green foliage and trees. The scene is brightly lit, suggesting a sunny day. The overall mood is positive and industrious.

Chapter 1: **Introduction**

Introduction

KALRO is a Kenyan government agency responsible for agricultural and livestock research. The organization conducts research in various areas, including crop and livestock improvement, sustainable agriculture, natural resource management, and agribusiness.

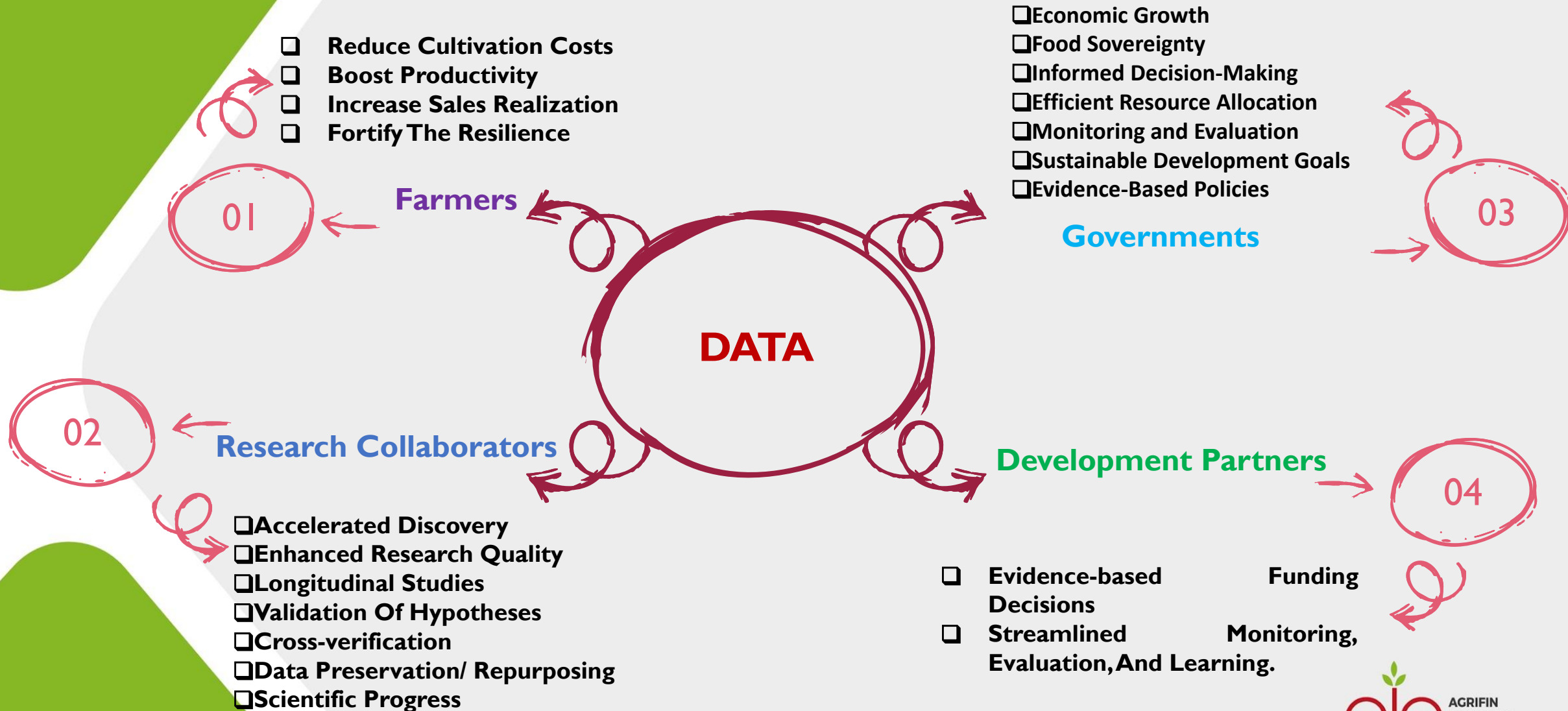
The mandate of KALRO as stated in the Act is to:

- a) Promote, streamline, coordinate, and regulate Kenya research in crops, livestock, genetic resources, and biotechnology;
- b) Promote, streamline, coordinate, and regulate research in crops and animal diseases;
- c) **Expedite equitable access to research information, resources, and technology and promote the application of the research findings and technology in the field of agriculture.**

Why Share Data?

- Data sharing is crucial for fostering collaboration, enabling informed decision-making, and advancing research and innovation in food systems.

Role Of Data - Transforming Food Systems





Chapter 2: Data Sharing and Collaboration

Strategic Collaborations

- ❑ To deliver on its core mandate of Expediting equitable access to research information. KALRO seeks and maintains partnerships with various stakeholders.
- ❑ **Some of these Stakeholders include:**
 - Other National and Regional Research Organizations
 - International Agricultural Research Centres (IARCs)
 - National/ International Universities
 - Development Partners
 - County Governments
 - Private Sector and Non-Governmental Organizations
 - Farmer Organizations, Faith Based Organizations, among others.

Impacts Of Collaborations



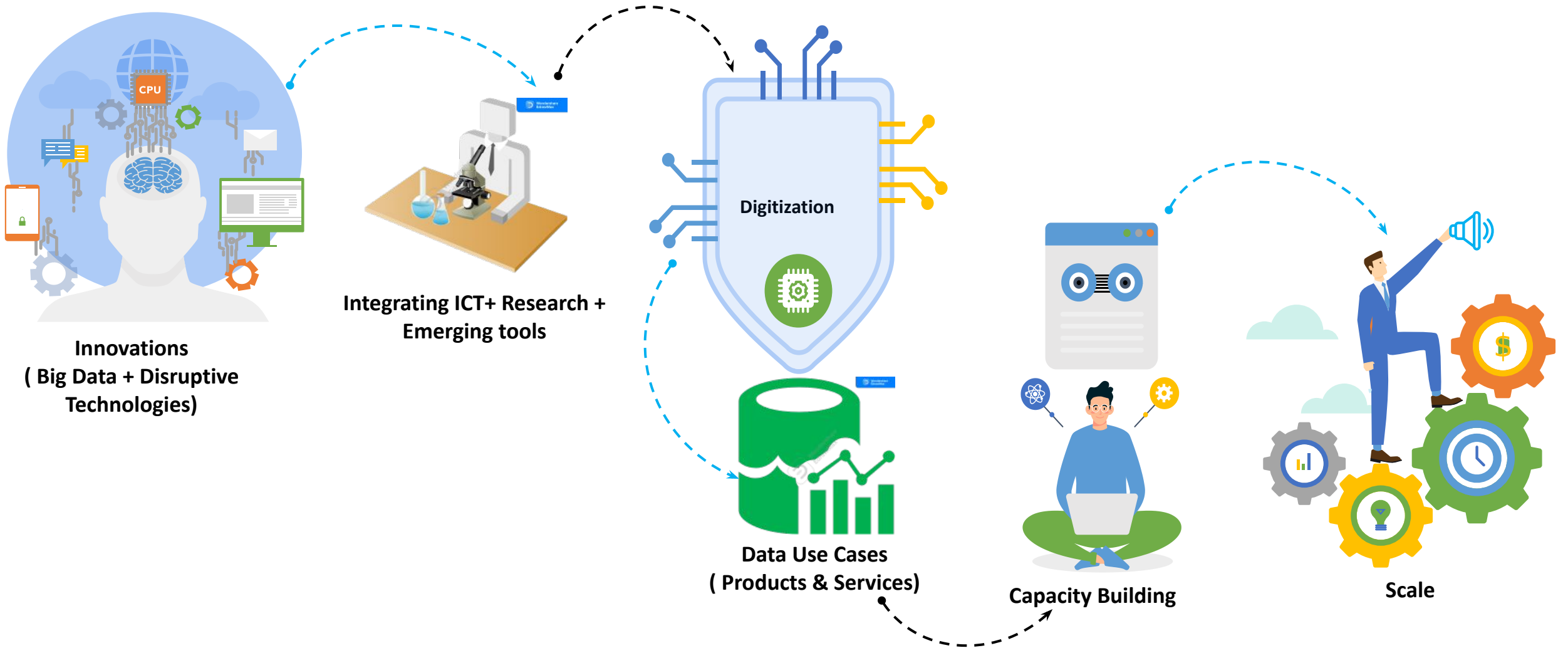
climate change
biodiversity conservation
enhanced food security
reduction of post
market access
value chain integration
economic growth
conflict resolution
harvest loss
knowledge sharing

Knowledge sharing
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Chapter 3: **Data Use Cases**

Data Sharing: Where it Started



Data Sharing: Where are we!



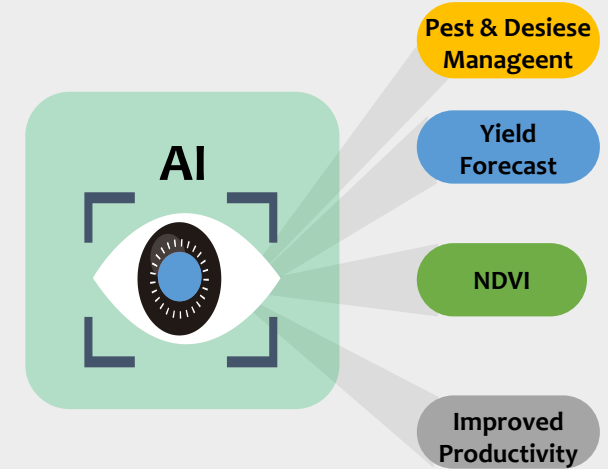
DIGITIZATION



INNOVATIONS



DISRUPTIONS



AGRICULTURAL INTELLIGENCE



Use-Cases For Data Sharing

Collaborations: Where are we

KAOP
Kenya Agricultural Observatory Platform

HOME ADVISORIES REGISTER FOR SMS

KENYA AGRICULTURAL OBSERVATORY PLATFORM

Creating valuable Insights for Farmers through Weather, Agronomics and Analytics

County Sub-County Ward

Select Your County Select Your Constituency Select Your Ward

GET AGRO ADVISORY

Use-Cases From Collaborations

Collaborations: Where are we

Home Datasets Participants Resources Use cases Login Register

Welcome to the Kenya Agricultural Data Sharing Platform (KADP)

Revolutionary approach to data exchange in agriculture by fostering collaboration between organisations and harnessing the power of collective data.

Get Started

- Connect, Share, Discover
- Unlock data insights
- Derive value from data
- Secured data exchange

Use-Cases From Collaborations

A smiling man wearing a straw hat and a plaid shirt is talking on a mobile phone. He is standing in a field with a herd of brown cows in the background. The scene is set outdoors with mountains visible in the distance under a bright sky. The image is framed by green geometric shapes on the left side.

Chapter 4: Challenges To Collaborating And The Opportunities For Data Sharing

Precision Agriculture

Crop & Pest Management

Market Access

Climate Resilience

Research and Innovation

Evidence-Based Decision Making

Capacity Building

Knowledge Exchange & Learning

Appreciate The Challenges To Collaborating

legal

resource allocation trust

sustainability accountability

ethical considerations technology integration

security

data privacy



As a society, we tend to do things
the way we've been taught
without questioning it.



Q & A



Dr. Kelvin Mashisia Shikuku - Scientist (Economist)

ILRI



**7th & 8th November
Nairobi, Kenya**

The role of the high-frequency data and digital innovations in monitoring drought impacts for early and anticipatory action

Kelvin Shikuku, ILRI
k.m.shikuku@cgiar.org

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Introduction

- Drought is the most severe shock affecting pastoral livelihoods in Africa.
- Understanding the mechanisms through which drought impacts pastoral systems and livelihoods is critical.
 - ❖ Important for early warning and anticipatory action.
- But hindered by the complexity of collecting data in fragile and remote pastoral settings.

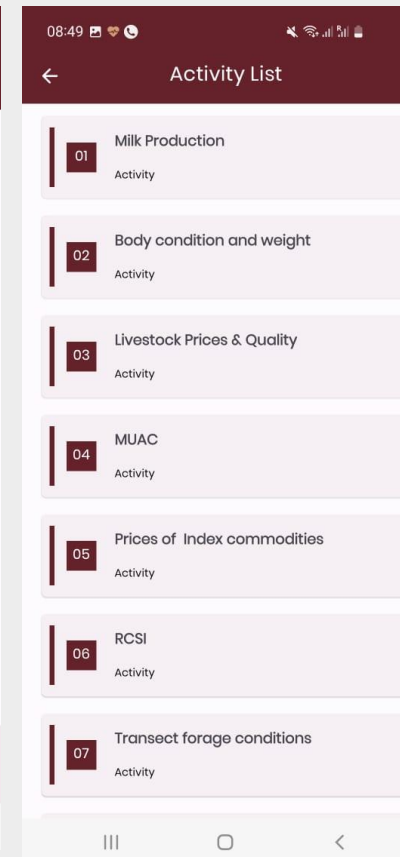
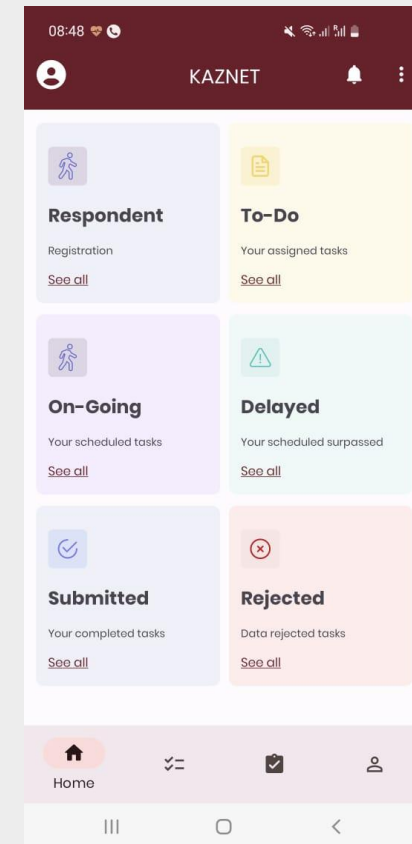
Challenges with past data collection efforts

- Efforts relied largely on traditional surveys.
- Useful but expensive to deploy and limits sampling representativeness (Wilde et al. 2019).
- Underrepresentation of remote areas in national-level surveys.
- Reduced frequency of data collection.
- Tracking of dynamic indicators of household well-being becomes extremely challenging (Giroux et al. 2019).



Digital innovation for a near real-time collection of data

- The approach uses **crowdsourcing techniques**.
 - Multidimensional data are collected and submitted by pastoralists themselves.
- Uses the **KAZNET Platform**: a mobile application for crowdsourcing data using flexible and dynamically generated tasks.
 - Markets (e.g., livestock trading information and commodity prices).
 - Household welfare (e.g., food consumption, MUAC measurement).
 - Rangeland conditions (e.g., forage availability and quality).

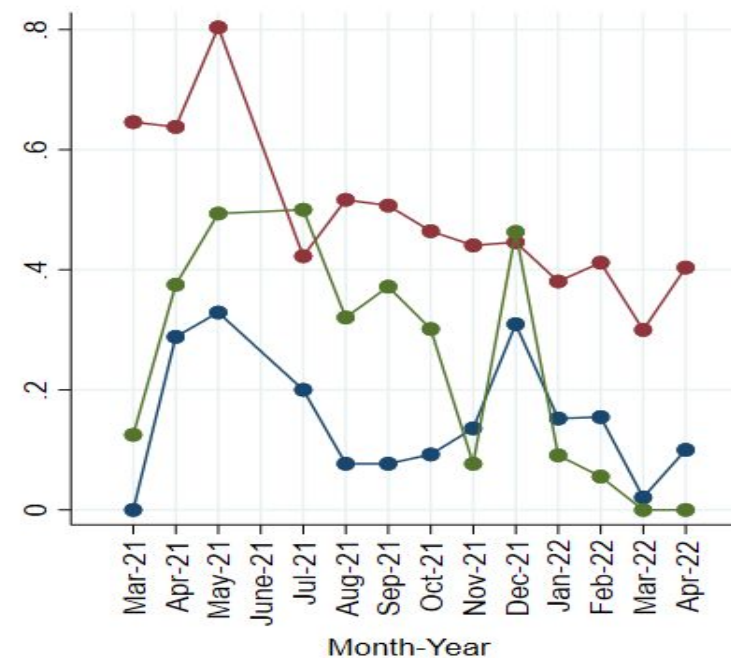
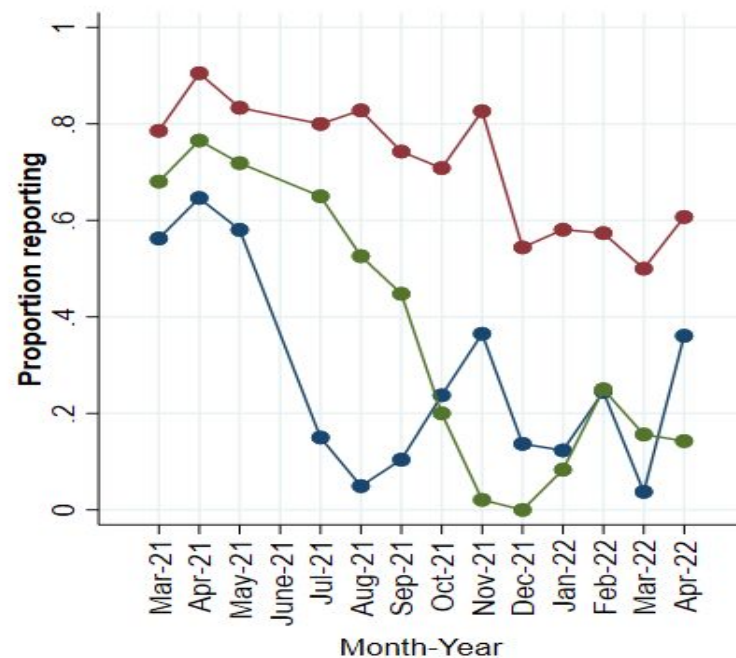


Sentinel zones in Kenya and Ethiopia: Pilot phase

- The pilot phase (2021) established two (2) sentinel zones (SZ) in the drylands of Kenya and Ethiopia.
- Each SZ with 4 sentinel clusters (SC), and each SC with 8 households (HH) selected.
- Selected HH own livestock and have at least 1 child under 5 years.
- 6 Livestock markets— 3 in Ethiopia and 3 in Kenya
- 16 contributors.
- Weekly panel survey data collection.



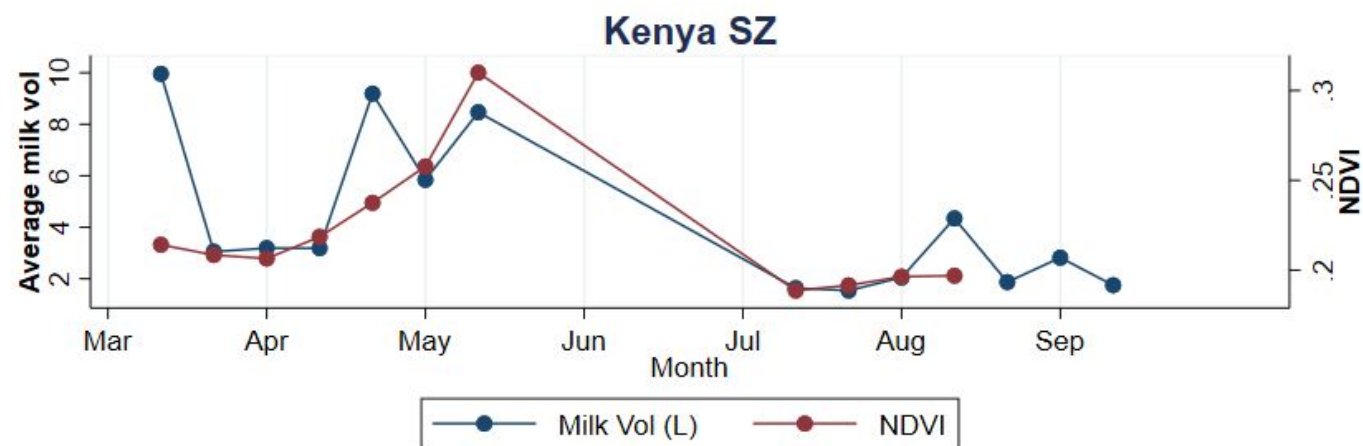
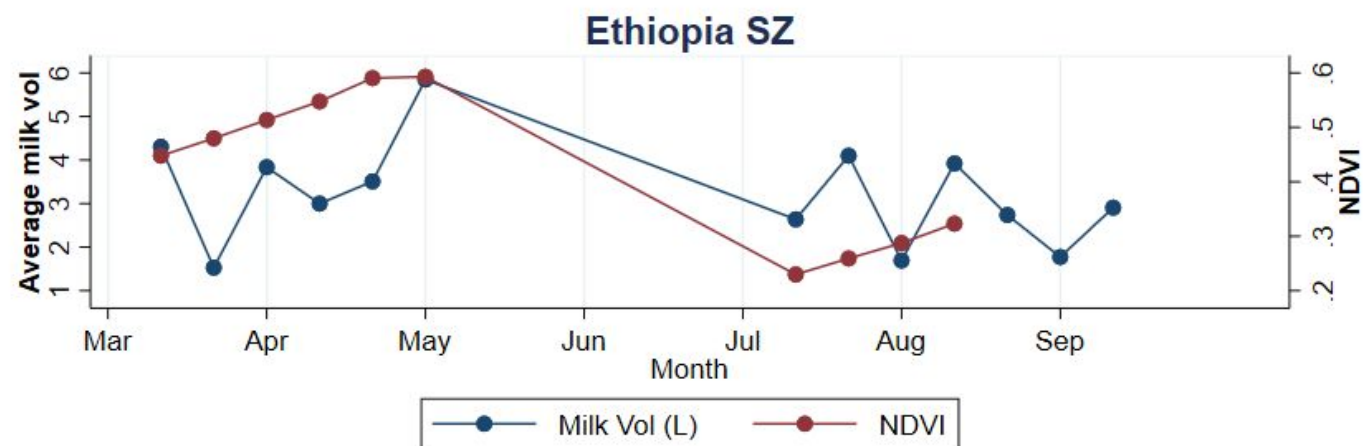
Trends in HH milk consumption, forage suitability and rainfall availability



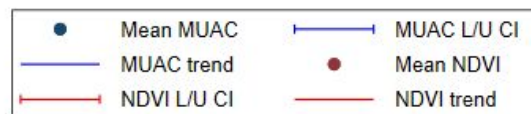
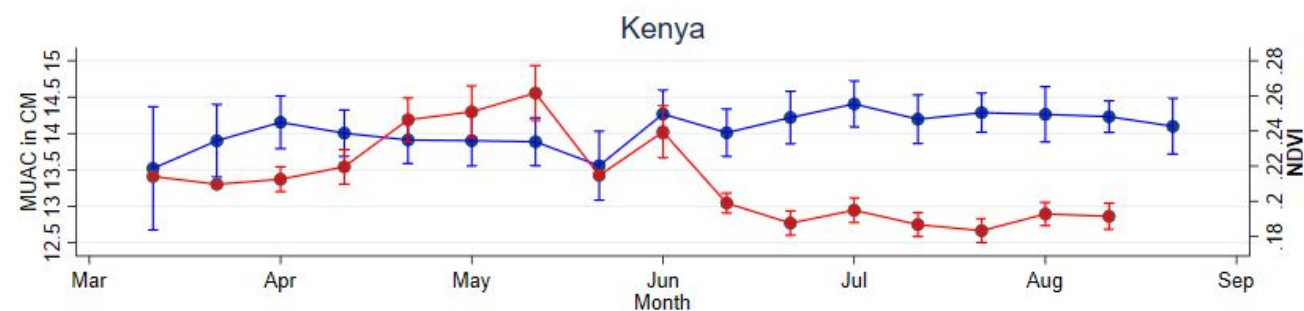
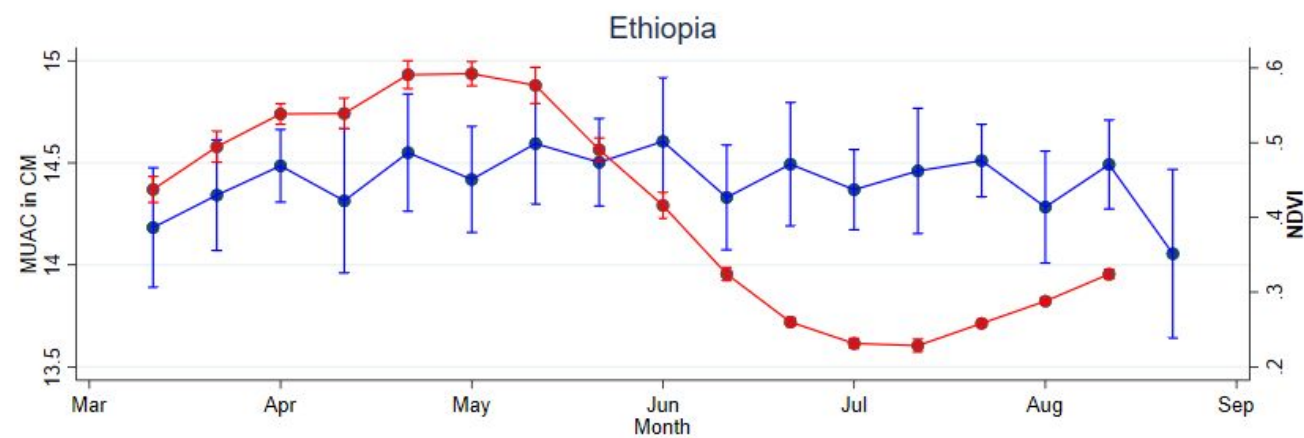
● Received rainfall
● Forage suitable for cow & sheep

● Consumed milk products

Trends in milk production



Trends in nutrition status



Some remarks from the pilot phase

- Multidimensional high frequency data provide timely information on periods of forage deficit and markets performance in fragile contexts.
- This information is useful to identify the mechanisms through which drought impacts households.
- Evidence suggests that early interventions through increased access to livestock feeds would help address drought risks and improve human nutrition.



Scaling in Kenya and Ethiopia

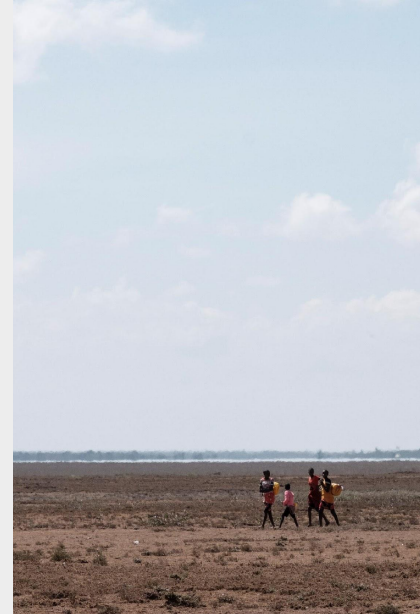
- Scaling phase expanded the coverage of markets, households, and transects.
 - *More data points, greater representativeness, more relevance.*

Kenya

- Three counties: Marsabit, Samburu, Isiolo
- 13 unit areas of insurance.
- 24 contributors
- 16 markets
- 144 HHs

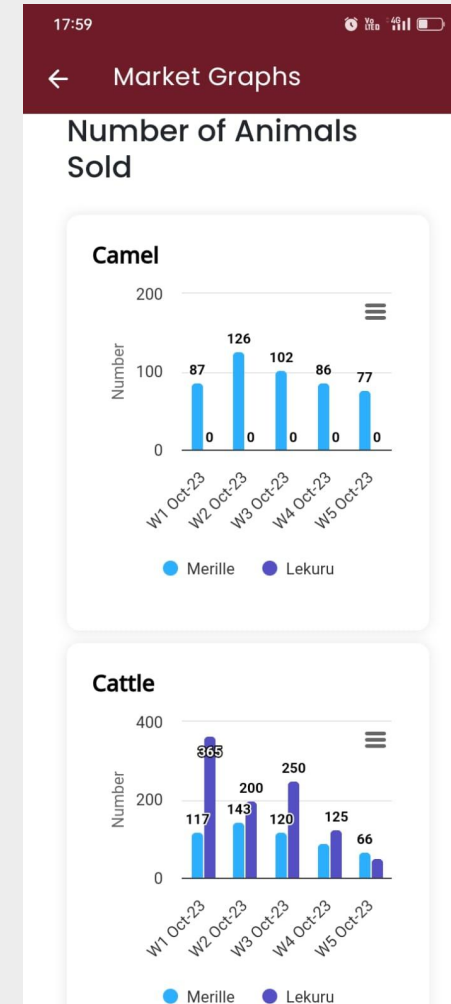
Ethiopia

- 16 unit areas of insurance in Borena region.
- 74 contributors.
- 25 markets.
- 396 HHs.



Dissemination of information to pastoralists

- ILRI currently working with ≈ 400 livestock producer and marketing groups in Samburu, Marsabit, Isiolo counties in Kenya.
- Information is disseminated via a dashboard on the KAZNET app directly to end-users.



Partners

- Kenya Livestock Marketing Council.
- National Drought Management Authority.
- County governments of Marsabit, Samburu, and Isiolo.

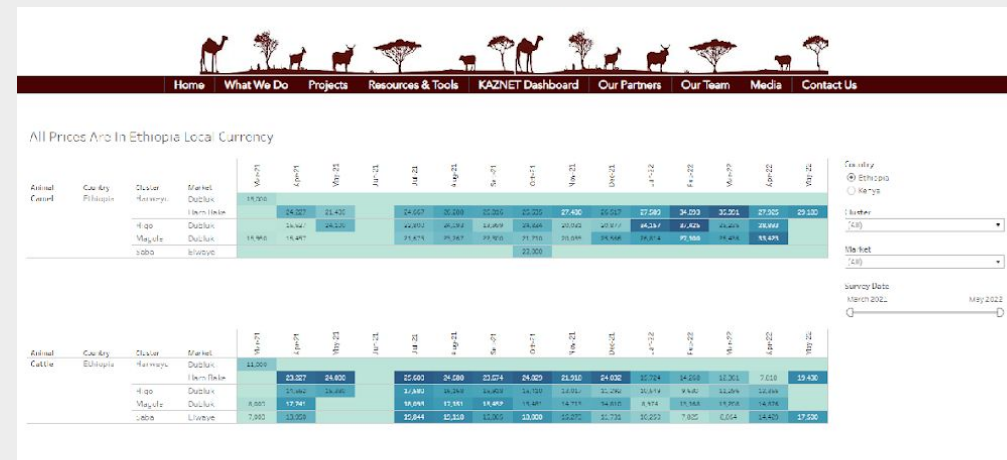
Data are accessible

Dashboard:

<https://www.drylandinnovations.com/>

Brief:

<https://www.ilri.org/news/harvesting-data-drylands-help-close-information-gap-pastoralists>



The screenshot shows the ILRI website header with navigation links: People, Outcomes, Events, Supporters, Jobs, Contact us, SUBSCRIBE. Below the header is a large image of a woman in traditional Ethiopian attire. The headline reads 'Harnessing the digital connectivity of pastoralists to close data gaps'. Below the image, there are social media icons and a 'LIVE NEWS' section. At the bottom, it says 'Funded by: CGIAR Programs' and 'by: Charlie Pyc-Smith'.





Q & A



Shreejit Borthakur - Senior Innovation Manager and Technology Lead.

IDH



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**Transforming Smallholder Agriculture through
Collaboration in Data and Data Sharing**

Shreejit Borthakur, Technology Lead at IDH

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A woman with dark hair, wearing a white short-sleeved shirt, is smiling as she harvests tea leaves in a lush green field. She is leaning over a large, woven wicker basket. The background is filled with dense green foliage and trees. The scene is brightly lit, suggesting a sunny day. The overall mood is positive and industrious.

Chapter 1: Introduction

Overview of IDH and our Work in Data Sharing



IDH builds partnerships with businesses, financial institutions, governments and civil society organizations to ensure sustainability in global agricultural value chains.



Data is critical to our work, and we have several initiatives that support SMEs and smallholder farmers transition to data-driven agriculture.



In 2023, we worked with partners such as Rabo Foundation, ISEAL, IFAD, Netherlands Food Partnership to promote data sharing for smallholder agriculture.



Chapter 2: Why Data and Data Sharing?

Opportunities and challenges in today's agricultural data ecosystems

Leveraging data for decisions optimizes agricultural supply chains and has several benefits; at the same time data ecosystems are challenged today.



Farmers: improved productivity, reduced cost of cultivation, improved sales realisation, and reduced vulnerabilities;



SMES/Agribusinesses: optimized sourcing and service delivery, improved supply chain transparency, risk mitigation;



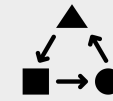
Financial Institutions: reduced risk of lending, increased lending to smallholder farmers and agribusinesses;



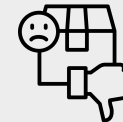
Agri-corporates: optimized sourcing, easier to meet compliances, lowered reputational risk;



Duplication and resource wastage



Limited interoperability



Poor data quality



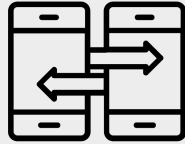
Farmer fatigue



Unclear data governance

Data Sharing: What can it unlock?

*Data-sharing in agriculture refers to a scenario where **two or more value chain actors** (which could include smallholder farmers) **share data** amongst themselves or publicly under a **set of binding principles and agreements**.*



*Such data sharing **allows** sector stakeholders **to reduce, reuse, and recycle** data, which reduces costs associated with data collection, management and analysis.*



- *Reduced service delivery costs;*
- *Increased service uptake;*
- *Better product and service design;*
- *Improved transparency along the supply chain;*
- *Reduced MEL costs.*

Practical use-cases on Data Sharing

Although few, our work has highlighted that there are indeed practical use-cases of data sharing. They can be classified into: Business first and impact first.

Business first:



Access to finance:

1. Barry Callebaut Advans Microfinance;
2. Agrocenta;
3. Several NBFCs in India;



Access to insurance:

1. Acre Africa;



Access for procurement and premiums:

1. Fairfood and Verstegen;



Advanced use-cases:

1. Sharing analysed data: Skymet/Satsure;
2. Data sharing amongst service coalitions.

Impact first:



Access to evidence for learning:

1. IDH's Salary Matrix;



Living income and wages:

1. Sectoral data platforms



Cross Cutting:

1. Open data platforms such as Agristack
2. IDH's Insights Hub data

A smiling man wearing a straw hat and a plaid shirt is talking on a mobile phone. He is standing in a field with a herd of brown cows in the background. The scene is set outdoors with mountains visible in the distance under a cloudy sky. The image is framed by green geometric shapes on the left side.

Chapter 2: Scaling Data Sharing: Call to Action

Roadblocks to scaling Data Sharing

There are several challenges that prevent data sharing from scaling

Cross-cutting challenges



Limited understanding of business case;



Restricted technical expertise;



Legal and social risks;



Pricing data as a commodity;

Challenges per building block

1

Data Standards: Limits interoperability

2

Data Collection: Limits comparability

3

Data Security: Risks compliance

4

Data Governance: Risks benefits for SHFs

5

Data Transfer Technologies: Limits data sharing

These challenges prevent data sharing at scale

What is our approach to addressing these challenges?

As a collective we are trying to answer one overarching learning question over the next 18 months:



What is the business and impact case for data sharing and under what conditions can the case be amplified to create inclusive, sustainable, and commercially viable business models for smallholder farmers?



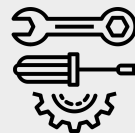
Sub question 1: What is the business/impact case for data sharing?



Sub question 2: What are the approaches for optimizing the business/impact case for data sharing (through standards, collection, governance, transfer technologies)?



Sub question 3: What are some of the external accelerators of data-sharing within a given context?



Once we have more insights, in parallel we will explore developing:

1. A toolkit on private sector led data sharing;
2. Standards on smallholder data;
3. Voluntary data visibility platform;

Call to action: How can we facilitate collaboration on data?



Value chain actors:

1. Share learnings around different building blocks of data sharing, for instance last mile data collection;
2. Nominate your use-cases of data sharing so that we can learn from them;
3. Propose innovative pilots around data sharing that can be supported through our resources.



Developmental Funders:

1. Pool resources to fund innovative pilots around data sharing and for data standardization in agriculture;
2. Nominate use-cases from your portfolio that can be leveraged for learning;
3. Encourage adoption of standards and methodologies while supporting new grantees.

Please do not hesitate to reach out to IDH at Borthakur@idhtrade.org or keijser@idhtrade.org for more information



Q & A

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*Thank
You!*

Ask Audience to share views

1. What data are you willing to share and with whom?
2. Why would you like to share this data?
3. Under what binding principles would you like to share the data. Do you have internal policies to guide data sharing?