Digital Processes for Smallholder Producers
SAP's role in the African Cashew initiative

SAP AG
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As partner to the African Cashew initiative (ACi) since 2010, SAP has developed innovative mobile applications for the digital inclusion of small-scale producers.

High-volume transactions like farmer registration, prepayment, input supply*, grading*, purchase, logistics and payments are recorded and synchronized in the field in real time via smartphone.

An intuitive laptop application supports data analysis, facilitates operational field support and ensures traceability.

Objectives of the African Cashew initiative:
- improvement of (African) cashew nut quality and production increases
- the expansion of improved cashew processing on medium and larger scales
- the improvement of market linkages along the value chain and the promotion of African cashew
- the improvement of framework conditions for investments and business activities in the selected cashew value chains

Funding and Operations
- Funded by BMGF, BMZ and PPP contributions
- Executing coordinator: GIZ
Project focus: Digital inclusion of smallholder producers

Focus of SAP Project*

Smallholder Crop Production

Farmgate Sales & Logistics

Crop Processing

Export

Wholesale & Retail

* Including data and process integration to systems higher up the value chain
Technological achievements

**Functionalities:**
- Farmer registration
- Price broadcast to phones
- Buying and loading via phone
- Device synchronization monitor
- Transactional analytics
- GIS-Backdrop

**Under development:**
- Input and service supply
- Quality indicators
- Communication panel
- Pre-finance and (m-)payment
- More transactional analytics
- GIS crop business views
Field achievements and upcoming

Results in a nut shell
(April 2013)
• 6 pilot sites (12 pilot seasons)
• 2 countries (GH, BF)
• 2 language versions (EN, FR)
• 2 crops (cashew, shea)
• 8000 small scale producers
• 20 000 jute sack transactions

Planned for 2013
• 12 pilot sites (3 outside ACi mandate)
• 8 countries
• 3 language versions
• 5 crops (coffee, cocoa, other)
• 20 000 small scale producers
Way Forward

Within the next 2 years, SAP / ACi aim to:

• Increase the number of **beneficiaries with access to the system** to at least **30 000 small-scale producers**.
• Increase the **geographical reach of the system**
• Deploy **multiple language versions**
• Support **data integration to third party systems higher up the value chain**
• Adapt and enhance the system for **multiple crops**
• Achieve **system maturity and market readiness** for a platform and service offering
• Develop a **business model** and acquire a first group of **pilot customers**
Join us and share in the benefit!

- The tools are not commercially available yet. However, our partners are invited to deploy the applications now already in their specific sectors.
- SAP / ACi offer several types of pre-commercial partnerships at attractive conditions. In field pilots partners can now benefit from existing tools or co-innovate with SAP to develop sector-specific enhancements.
- Join us through one of the following collaboration types:

<table>
<thead>
<tr>
<th></th>
<th>Tester</th>
<th>Co-innovator</th>
<th>Early Customer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Collaboration time span:</td>
<td>6 months or more</td>
<td>12 months or more</td>
<td>18 months or more</td>
</tr>
<tr>
<td>Number of installations:</td>
<td>20 or less</td>
<td>20 or less</td>
<td>more than 20</td>
</tr>
<tr>
<td>System functionality:</td>
<td>„as-is“</td>
<td>custom adjustments</td>
<td>custom development</td>
</tr>
</tbody>
</table>
Next steps

1. Schedule a meeting with us to see a system demo (physical or internet meeting)
2. Discuss with us your specific setting and piloting requirements
3. Together, decide on a suitable type of piloting partnership
4. Together, scope a pilot and take it to the field

For more information, please contact:

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