

presents **The Inclusive
Business Scan:**

The Inclusive Business Scan is a **narrative-based** research tool, based on **SenseMaker**, that comes with software for collection and analysis. It offers an innovative way of collecting **large numbers of stories from farmers**, who interpret and classify their stories themselves.

The analyses of these story collections offer **insight** in the **complex relations** between **farmers and buyers**, making the IB Scan a practical process for organising **fast feedback loops** in **value chain interventions**.



Voices
that
Count

The Inclusive Business Scan offers:

Actionable insights and key learning points related to the core aspects of inclusive business, such as:

- fair and transparent pricing,
- democratic and participatory governance mechanisms,
- risk arrangements and
- the provision of services.

Quick insights in the general nature of the stories:

- feelings associated with the stories, the main topics of the experiences shared,
- type of people appearing in the stories.

The insights you gain from the Inclusive Business Scan support you in your role as chain actor and improve value chain interventions.

Timeframe & Budget

If organised well, an Inclusive Business Scan can be performed within **two months**. This includes customising the IB Scan to the specific context and needs of the end users, which can take up to one month. The estimated budget for carrying out the IB Scan varies from **EUR 25 to 45 per story**, over an average of 500 collected stories.

Visual patterns provide insights on issues related to

- chain-wide collaboration,
- market linkages,
- fair and transparent governance,
- equitable access to services and
- inclusive innovation.

Easy access to the real-life experiences of respondents to include qualitative information in the analysis.

The IB Scan allows us to share the farmers' stories and concerns, and offers a wealth of material to start a real dialogue.

Joris Van Mol, Sustainable Business Advisor, Durabilis

rikolto
VICO

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**The
Inclusive
Business
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Powered by **SantoMaker**



The IB Scan includes:

A set of signifier questions for each of the inclusive business principles. From this set, a contextualised signification framework can be configured.

A participatory 2 or 3-day training programme for story collectors, tailored to the realities of facilitating narrative collection with smallholders in rural areas.

An online data-entry application and a tablet and smartphone application for data collection.

Pattern detection and data visualisation software SenseMaker EXPLORER® (developed by Cognitive Edge) and a customised TABLEAU® dashboard application are available for pattern analysis.

A step-by-step plan for pattern analysis in collaboration with the end users.

Facilitation of a participatory feedback and sense-making workshop with chain actors. The workshop facilitates collaborative analysis and stimulates debate among chain actors towards actionable insights.

A standard summary report template to document the most important results and insights from the scan.

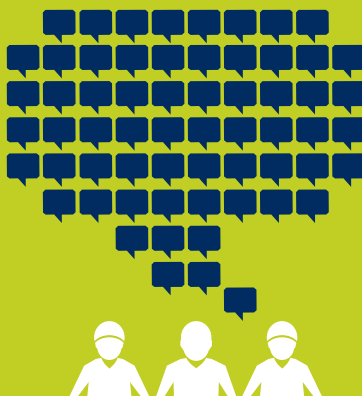
Who benefits from an IB Scan?

Direct chain actors, such as

- farmer organisations
- buyers/companies
- service providers
- NGOs involved in sustainable value chain development and inclusion in smallholder supply chains

Value chain supporters, such as

- research institutes
- (micro) financial institutions
- impact investors
- sector-wide organisations
- certification bodies
- donor organisations
- other drivers of sustainable and inclusive businesses





Rikolto (previously known as VECO) is an international NGO with Belgian roots with a 40 year track record in value chain development and professionalization of farmer organisations.

We are active in 14 countries across Africa, Asia, Europe and Latin America, with 8 offices and 166 expert staff.

Annually we reach over 80,000 farmers through 83 organisations.

www.rikolto.org

With the support of
THE BELGIAN
DEVELOPMENT COOPERATION 

Rikolto developed the Inclusive Business Scan to uncover patterns based on farmers' narratives and make value chain programmes more consistent with the farmers' experiences and needs.

So far, Rikolto has implemented the Inclusive Business Scan in four different value chains capturing the voice of more than 2500 farmers in:

- Nicaragua (cocoa),
- Senegal (rice),
- Congo (coffee),
- Indonesia (cocoa).

Please get in touch with our international office for a tailor-made implementation package: info@rikolto.org