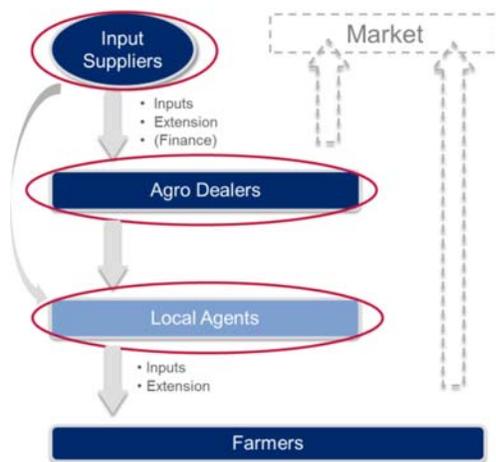


**Market Facilitation Peer-Learning Event 2014
East & Southern Africa region**

SCALABLE MODELS FOR “LAST MILE” INPUT DELIVERY

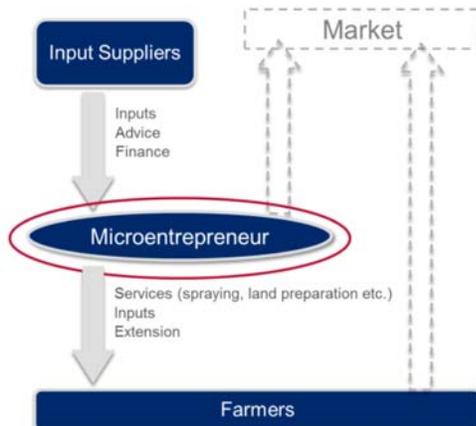
The following is a preliminary typology of input delivery models based on an assessment of 47 projects and more in-depth study of nine. Research is still ongoing and will be posted on Microlinks, Agrilinks and activoca.org/leo as it is completed.

INPUT SUPPLIER-DRIVEN



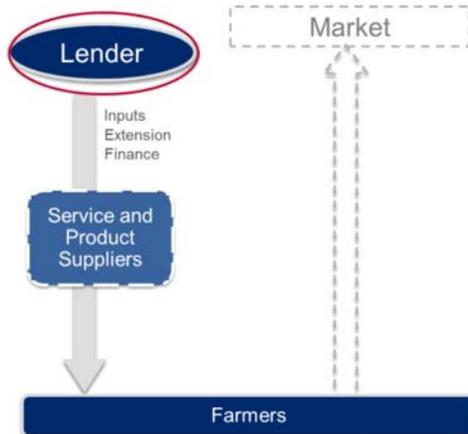
Requirements	Demonstrated Potential
- Demand pull (from farmer and offtake market)	Outreach: can hit 'capacity ceiling' quickly
- Transaction costs should be information-based (what project can solve)—not distance/infrastructure	Outcome: difficult to measure, but return on investment can be huge
- For agents, ICT infrastructure	Sustainability for agents: <ul style="list-style-type: none"> - Diversity of income streams - Proactive management
- Multiple growing seasons better to smooth demand	Equity: agents tied more closely to smallholder farmers

MICROENTREPRENEUR-DRIVEN



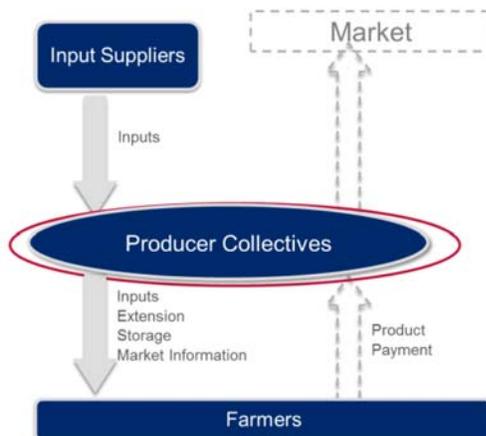
Requirements	Demonstrated Potential
- End-market pull	Outreach: strong potential, and easy to track
	Outcomes: side-selling for nucleus farmers a big problem; BUT can lead to greater customer orientation
	Sustainability: 'stepping stone' to other roles in the value chain. Diversity of income streams
	Equity: high—geographic proximity.

LENDER-DRIVEN



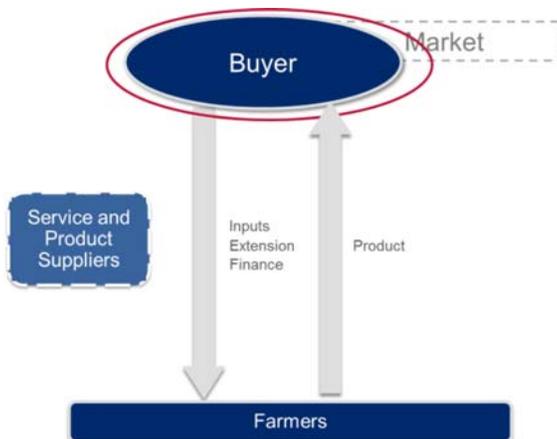
Requirements	Demonstrated Potential
<ul style="list-style-type: none"> - Requires appropriate financial provider 	<p>Outreach: +200,000</p> <p>Outcomes: strong results</p> <p>Sustainability: selected case not financially sustainable, though others are</p> <p>Equity: has reached staple crop producers with little land...with subsidy</p>

PRODUCER COLLECTIVE-DRIVEN



Requirements	Demonstrated Potential
<ul style="list-style-type: none"> - Requires existing collectives with reasonable management 	<p>Outreach: can be significant if leveraging existing networks</p> <p>Outcomes: appear to support positive outcomes</p> <p>Sustainability variable</p> <p>Strong potential for equity</p>

BUYER-DRIVEN



Requirements	Demonstrated Potential
<ul style="list-style-type: none"> - Crop that is difficult to procure through spot markets - Buyers have adequate capital to finance inputs 	<p>Outreach: can be significant if targeting a crop with many producers</p> <p>Outcomes: variable</p> <p>Sustainability: vulnerable to shifts in conditions for buyers; vulnerable to side-selling</p> <p>Equity: may have scale and/or quality requirements that preclude the poor</p>