

# The African Agricultural Technology Foundation (AATF)

A Public-Private Partnership to Serve  
Smallholder Farmers  
in Sub-Saharan Africa

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# Strategic Investment Areas for SSA

- Private Enterprise
- **Agricultural Technology Development and Transfer**
- Linking food aid to longer-term development strategy
- Build capacity, reform governance, and strengthen institutions
- Create infrastructure

# The AATF Mission and Operational Strategy

- The AATF will fulfill its mission of linking the needs of resource-poor farmers with potential technological (biological, chemical, mechanical and process) solutions by:
  - acquiring technologies from technology providers through royalty-free licenses, agreements and contracts along with associated materials and know-how
  - drawing upon the best practices and resources of both the public and private sectors
  - establishing partnerships with existing institutions to adapt these technologies to African smallholder circumstances

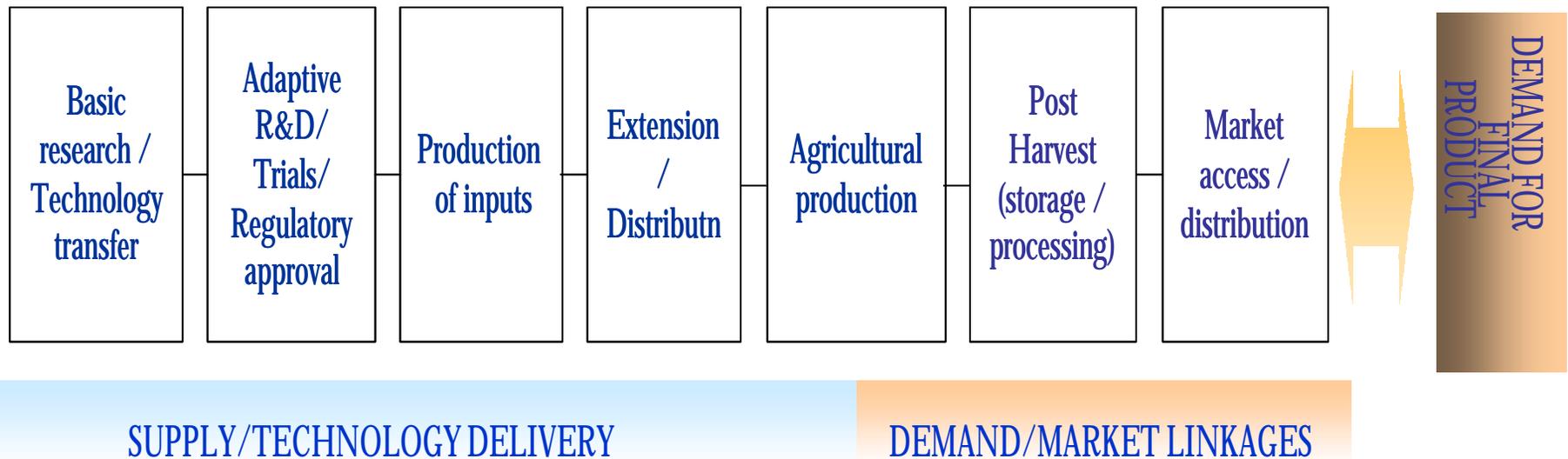
# Mission/Operational Strategy

- assuring compliance with laws associated with the use of these technologies
- Promoting their distribution and enhancing opportunities for marketing of the new products developed.

# AATF Core Business

- Priority focus is to access and deploy proprietary technologies (addressing IP, MP and TP constraints)
- Ensure that subsequent constraints along value chain addressed in a comprehensive project business plan
- AATF playing facilitating role in “pot hole filling”
- Minor share of effort/entry point on downstream constraints for technologies AATF not involved in accessing

# AATF Core Business



# AATF Added Value

- A long-term operational focus to develop capacity through long-term relationships with technology providers and users
- Emphasis on technology demand-pull in close association with both the the technology users and providers
- Is Africa based and African-led, with strong African stakeholder representation on the Board
- Facilitating use of proprietary technologies for use in research and for technology transfer

# Stewardship Role

- AATF is the “Responsible Party”
  - Africa-based/African managed
  - Free standing/not for profit, fully transparent
  - Single point of entry for upstream/downstream activities – private/public sectors
  - Agenda defined by clients’ needs
  - Ensure compliance with regulatory protocols
  - Safeguard against piracy, protect confidential material
  - Reduce confusion and transaction costs

# Progress on Strategic Tasks for Establishing the Foundation

- Processes established for:
  - selecting inaugural board of directors, and for convening inaugural board meeting
  - host country selection
  - development of a staffing plan
  - development of a communications strategy
  - development of a process and a set of criteria for AATF pilot projects identification and selection

# Pilot Projects Selection - Process

- Identify opportunities for linking needs to technology solutions through:
  - review results of existing and on-going technology needs-assessment studies (NARs, SROs, CGIAR, Private Sector, NGOs)
- Develop product concept (participatory/demand-driven/peer review process)
  - preliminary market testing of concept
  - identification of research/production partners
  - identification of technology holders

# Projects Business Plan Development

- Progress on project business plan development subject to:
  - draft project proposals endorsed by the AATF Board
  - agreements on licensing and sub-contracting procedures
  - identification of sources of project financing
  - status of regulatory framework and other enabling conditions determined
- Development of project monitoring and evaluation plan

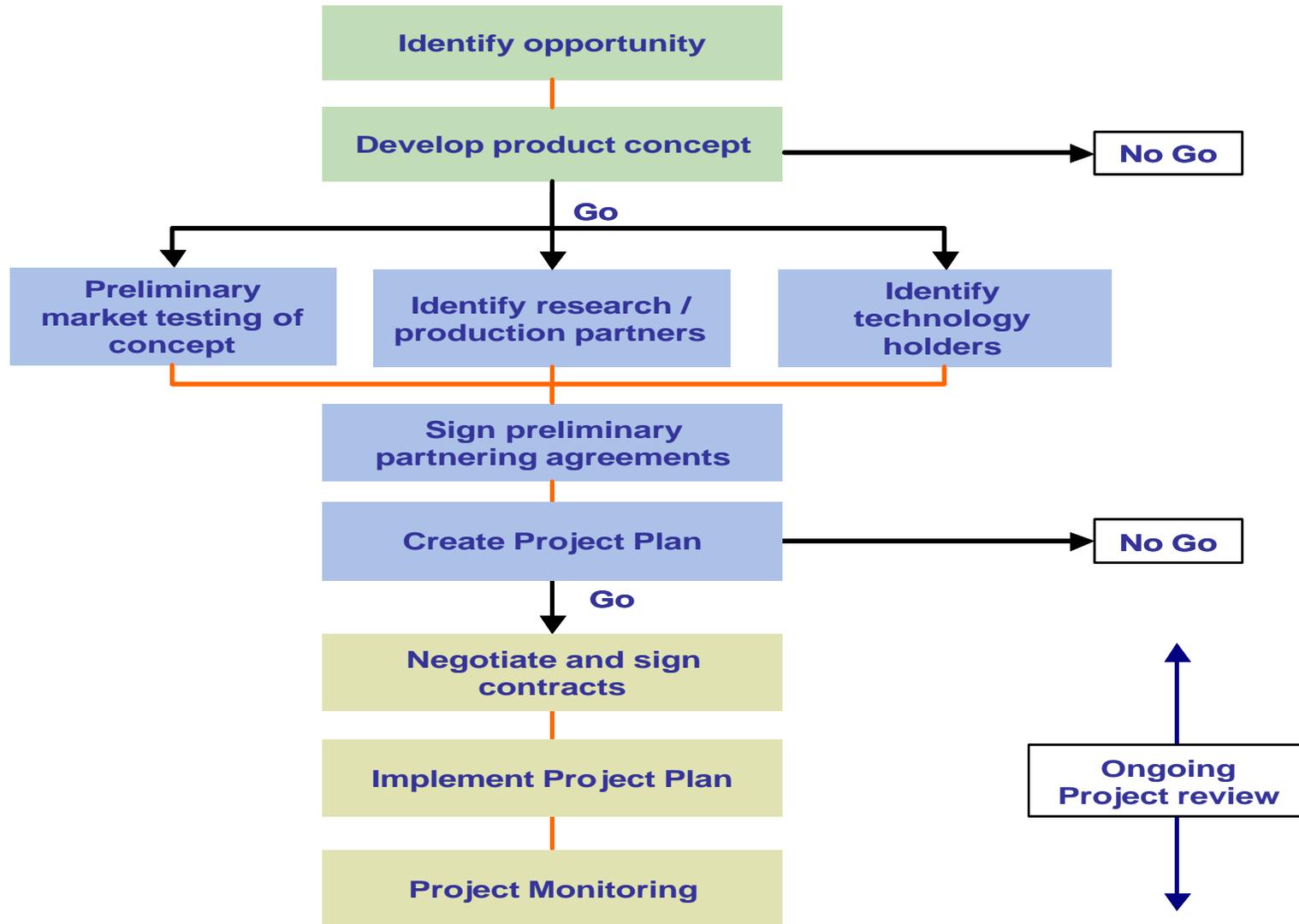
# Pilot Projects Selection Criteria

- Portfolio balance considerations
  - balance between project profiles to reduce overall portfolio risk
  - technical and institutional synergies
  - different project sizes and timing to optimize resource use
  - achieve credibility – “low hanging fruits”
  - balance in geographic spread

# Project-Specific Consideration

- Balance between demand-pull and supply-push
  - crop, constraints, traits, selected for technology interventions - high priority?
  - potential technical/technological solutions exist, and can be applied by accessing/mobilizing proprietary technologies?
  - interventions for addressing constraints can be achieved within reasonable timeframe and cost?
  - Enabling conditions in place? – effective demand, technology acceptance, regulatory regimes, seed systems, input markets etc.

# Project Flow Diagram



# 2002/2003 Pilot Projects Development Work Plan

- Review of Technology Needs Assessment
  - CORAF/ASARECA/SACCAR – Nov. 2002
- Ranking of product concepts – Nov. 2002
- Market potential assessment – Dec. 2002
- Review enabling conditions status – Feb 2003
- Competitive Grants for Project Concept Notes development – March 2003
- Full pilot project proposals development – May 2003

# Expectations from Network of Partners

- Proposals/ideas on priority constraints and opportunities for technology interventions through public/private partnerships;
- Ranking of the priorities from a regional/national strategic perspective;
- Existing candidate technologies or promising technologies in the process of development;