

BEYOND HYPE: DIGITAL TRENDS, SCALE AND EVIDENCE

CHAT TRANSCRIPT

DECEMBER 11, 2019

PRESENTERS

Karl Wurster, USAID Bureau for Food Security

Benjamin Addom, Technical Centre for Agricultural and Rural Cooperation

Sarah Mackay, Wefarm

Jehiel Oliver, Hello Tractor

Brian King, CGIAR Platform for Big Data in Agriculture

MODERATOR

Zachary Baquet, USAID Bureau for Food Security

Adam Ahmed: Greetings, and welcome to this month's Agrilinks Webinar. We will be starting in about 40 minutes

Giacomo Rambaldi: I was hearing voices, now silence. Is something going on?

Adam Ahmed: Hi Giacomo, the webinar will start at 9: 30, and we will be testing in the meantime to ensure our presenters are able to connect

Zachary Baquet (USAID BFS): Greetings All! Welcome to today's webinar. Zachary Baquet with USAID joining from DC.

Giacomo Rambaldi: ok

Zachary Baquet (USAID BFS): If you have not yet, please take a moment to introduce yourself 1 and let us know where you are joining us from.

Janneke Beemster: Hi, my name is Janneke Beemster, based in Tanzania and working for an international NGO from Belgium called Trias. My position is partnership manager, mainly responsible for fundraising, programme development and external communication. I am also still managing a programme which is in its last months. Trias supports small-scale farmers and entrepreneurs in Africa, Latin America and Asia.

Zachary Baquet (USAID BFS): Hi Janneke! Thank you for joining us from Tanzania!

Janneke Beemster: Thanks, happy to be here : -)

Tine Vanhee: Hi all, I'm a colleague of Janneke, so working for Trias too! I'm based in Belgium

Janneke Beemster: Nice to meet you here, Tine : -D

Zachary Baquet (USAID BFS): Welcome Tine! Great to have you here.

Tine Vanhee: Thanks!

Emmanuella Olesambu: Emmanuella Olesambu with FAO in Rome

Zachary Baquet (USAID BFS): Hello Emmanuella! Welcome!

Veronica O'Connor: Hello. Veronica O'Connor with Fintrac Inc., implementing USAID Feed the Future Partnering for Innovation.

Zachary Baquet (USAID BFS): If you are just joining us, please take a moment to introduce yourself and answer our polls.

Catherine Sobrevega: Hello! I am Catherine Sobrevega with MEDA as Country Director for Myanmar.

Didier Muyiramye: Didier Muyiramye, intern, ICT4Ag team at the Technical Centre for Agricultural and Rural Cooperation (CTA), in The Netherlands

Zachary Baquet (USAID BFS): Hi Veronica! Glad to have P4I join us!

Zachary Baquet (USAID BFS): Welcome Catherine and Didier! Thank you for participating today.

Nikki Brand: Hi! Nikki Brand, Director of Digital Products at Nuup, an agriculture non profit in Mexico

Tricia Peterson: Hi! Tricia Peterson with Samaritan's Purse in Bolivia

Zachary Baquet (USAID BFS): Hi Nikki! Glad you could join us!

Folakè Koutchade: Folakè Koutchade, Intern, ICT4Ag team at the Technical Centre for Agricultural and Rural Cooperation (CTA), in the Netherlands

Wesley Laytham: Hello, this is Welsey Laytham, Program Manager at Cultural Practice LLC

Zachary Baquet (USAID BFS): Hello Tricia and Folake!

MaryStella Barasa: MaryStella Barasa, DAI M&E Manager

Zachary Baquet (USAID BFS): Welcome Wesley and MaryStella!

Mariama Ashcroft: Hi everyone, this is Mariama Ashcroft, financial inclusion specialist and social justice advocate

Thomas Archibald: Hi all. I'm Tom Archibald, Associate Professor and Extension Specialist at Virginia Tech and also Chief of Party of Feed the Future Senegal Youth in Agriculture.

Jose Salazar: Hello, this is Jose Salazar, BD Director at 3Keys, connecting from Hamburg, Germany

Stephanie Platschorre: Hi Stephanie Platschorre here, I'm a consultant Sustainability and Circular Economy at KPMG the Netherlands

Zachary Baquet (USAID BFS): Hi Mariama! Where are you joining from?

Mariette McCampbell: Mariette McCampbell, PhD fellow Wageningen University, Knowledge Technology and Innovation group, based in the Netherlands.

MaryStella Barasa: Thank you.

Zachary Baquet (USAID BFS): Welcome Tom, Jose, and Stephanie.

Kelsey Schreiber: Hi everyone! I'm Kelsey Schreiber and I work for AgReach, a program at UIUC that works on extension strengthening. Currently working on the Strengthening Agriculture and Nutrition Extension Services Activity in Malawi.

Zachary Baquet (USAID BFS): Hi Mariette!

Mona McCord: Greetings all. Mona McCord Grameen Foundation here.

Anne Swindale: Good morning, afternoon and evening everyone. Anne Swindale from BFS Analysis and Learning team

Mariama Ashcroft: Hi Zachary, I am joining from the southeast region of USA

AV Tech: Zachary Baquet is introducing the event. We're happy to have presenters joining us from Nairobi, the Netherlands, and UK

Filipe Di Matteo: Hello everyone. Filipe Di Matteo from AMEA (Agribusiness Market Ecosystem Alliance) here

Mary Leuci: Mary Leuci, university of Missouri, USA and TEDMAG

Rachid Serraj: Hi all ! I'm Rachid Serraj from FAO- RNE office in Cairo.

Zachary Baquet (USAID BFS): Welcome Filipe, Mary, and Rachid! Thanks for coming to the webinar.

Mary Miller: Mary Miller Access to Finance consultant

susan bornstein: Greetings All. Susan Bornstein. World Bicycle Relief/Washington, DC

Ikechukwu Kalu: Hello all! I'm Ikechukwu Kalu from Ignitia...

David Leege: This is David Leege from CARE USA impact and learning

Zachary Baquet (USAID BFS): Hi Mary, Susan, Ikechukwu, and David! Glad you could join ud today.

AV Tech: If you're just logging in kindly tells us what organization you're with and the type of work you do!

Steven Prager: Hi all, Steven Prager here from the International Center for Tropical Agriculture (CIAT) i. Hailing from Cali, Colombia.

Nicholas Wyver: Nick Wyver, Research on agri / tech for Shell Foundation (corporate foundation in the UK)

Viviana Palmieri: Viviana Palmieri, from IICA in Costa Rica

Zachary Baquet (USAID BFS): Welcome Steven! Hi Nick! Thanks for participating today.

Violaine Laurens: Hi all! I'm Violaine Laurens, Digital Innovation Manager for Solidaridad South America, based in São Paulo

Dr. Len Eichler: I am Dr. Len Eichler University of West Florida. I am trying to develop a software app that can help smallholder farmers and gardeners sell their products on consignment. Need help.

Sonia Pietosi: hi I'm Sonia from Oxford Policy Management

Zachary Baquet (USAID BFS): Hello Viviana and Voilaine! Good day!

Zachary Baquet (USAID BFS): Hi Sonia!

Anais Mangin: Hello Everybody, here is Anais from Oxfam Spain

Zachary Baquet (USAID BFS): Welcome Anais! Thank you for joining.

Deanna Gordon: Deanna Gordon-Director of development analytics at Integra LLC. Hi all!

AV Tech: If you haven't read the report, you can access it from the "Links" sidebar to the left of this page

Meredith Soule: Good morning. The survey box is covering up the top of the PPT. Can you fix that?

Meredith Soule: Ot

Meredith Soule: It's gone. Thank you.

Zachary Baquet (USAID BFS): Welcome Deanna!

Genevieve Dupuis: Hello all, Genevieve from ICF based in the US - we support Feed the Future survey work, including several agricultural survey aspects. Looking forward to today!

Deanna Gordon: Hi Zachary!

Zachary Baquet (USAID BFS): Hi Meredith!

Zachary Baquet (USAID BFS): Welcome Genevieve!

Kate Williams: Hi. Kate Williams; Manager, Technology for Education and Economic Growth at Creative Associates; Washington, DC.

Zachary Baquet (USAID BFS): Hi Kate! Thanks for joining!

Dr. Len Eichler: Dr. Len Elchler= leneichler@gmail.com

Arsène Birindwa: Hi all, FYI – The full report is available here <https://www.cta.int/en/digitalisation-agriculture-africa>

Adam Ahmed: Thank you Arsene

Destan Aytekin: Hi, I am Destan Aytekin, from HarvestPlus/IFPRI, Washington DC.

Dick Tinsley: Dick Tinsley shifting from the SEEP webinar

Danette Philpot 2: Good morning! Danette Philpot: Doctoral Student, Texas A&M University, International Development with a focus on Agriculture Education.

Zachary Baquet (USAID BFS): Welcome Dr. Elchler and Destan!

Olanrewaju suleiman: i'm lanre suleiman, i'm from Nigeria

Zachary Baquet (USAID BFS): Hi Danette and Lanre!

Chriss Magatte: Hi! Chriss Magatte from Canada DID Desjardins

Stephen Justin Ecaat: Hi Stephen from Farm radio International- Uganda office

Dick Tinsley: i think A?grilinks needs to do something to assure better quality slides need a good set of guidelines

Zachary Baquet (USAID BFS): Welcome Chriss and Stephen! Thanks for joining us!

Stephen Mink: S Mink, ex-World Bank, recently completed draft report for WB and AfDB on use of e-Vouchers, based on 8 country SSA sample, exploring functionality of e-platforms for delivery of input subsidy policies

Emily Weeks: Sarah is a bit hard to hear

Kat Piets: Henri Habershon, Every1Mobile in the UK. delivering sector agnostic digital solutions (including learning) in SSA

AV Tech: Sarah has been struggling with the flu and we thank her for joining us.

Zachary Baquet (USAID BFS): Hi Stephen! Where will your report likely get posted?

Wiston Muhacha: Hi

Zachary Baquet (USAID BFS): Welcome Henri and Wiston!

Kat Piets: Yes, Stephen I am also interested

Stephen Justin Ecaat: Send it to my email

Bii Job Cheruiyot : Hi Sarah, Job from Kenya. Very interesting

Stephen Mink: Re Report, timetable not clear but likely would be available at least on WB public document website

Stephen Mink: Those interested in report can email me at smink@starpower.net and I will forward to WB task manager on the report for distribution list

Zachary Baquet (USAID BFS): Thanks for sharing, Stephen!

Zachary Baquet (USAID BFS): If you have questions for the presenters, please type them into the chat box. We will answer them during the Q&A.

John Choptiany: I am the resilience and partnership director for the NGO iDE and I'm based in London, UK. We use market-based solutions for building resilience and also use digital technologies for providing tailored information for smallholder farmers

Wiston Muhacha: Thank you Stephen

Nicholas Wyver: Hi Sarah, Nick here from Shell Foundation. Have you done any research into the impact that access to the wefarm marketplace has had on smallholder purchasing patterns (i.e. are people buying more because they're connected?)

Nicholas Wyver: Or are people buying through you instead of other more traditional channels because it's more convenient / easier - but not necessarily buying more...

Kat Piets: Question: please can you describe the platform or technology wefarm deploys?

Anne Swindale: Sarah, Have you done any analysis of the accuracy of the answers to questions?

cathy phiri: Hi Sarah, could you describe your methods for updating the topics (pests & diseases, climate, markets, etc.) please.

Calum Kelly: Hi Sarah, are you interested in working in South America?

Rowshan Hannan: How do you identify the farmers that answer the questions?

Godfrey Seleman: Tanzania,

Mona McCord: What is the business model for the Peer-to-Peer advisory services that WeFarm provides?

Nicholas Wyver: Great, thanks Sarah. Really interesting.

Zachary Baquet (USAID BFS): If you have questions for Ben Addom, you can ask them now too.

Kat Piets: AV question: is sound cutting out for others for big chunks of time? I am in the UK on a good connection.

Bii Job Cheruiyot 2: From Kenya, do you in any way promote market linkages for these farmers? And is We Farm helping in Job creation in Kenya?

Lucy Swain: a). Are there any incentives to farmers for answering questions? b). are sms free to send

Mona McCord: Really great model Sarah!

Anna Brenes: Hi Sarah - in an earlier question regarding how you identify farmers you answered that a ML algorithm was being used un part to do this. Is this algorithm based on call data records? Geolocation? Are there challenges with this based on national govt privacy laws?

Thaven Naidoo: Are you able to monitor productivity changes that farmer achieve from the provision of your services

Lucy Swain: thanks!

Wiston Muhacha: IHi Sarah, that is very interesting, will that platform be available for Mozambican Companies especial for the SME?

Iain Morrell: How big is your team Sarah?

Stephanie Platschorre: Hi Sara, thanks for your presentation! What are the main challenges you face while implementing WeFarm among the farmers?

Dick Tinsley: please move closer to mike

AV Tech: To enlarge the presentation, click the four arrows at the top of the presentation window

Mariama Ashcroft: Hi Zachary, will the presentations be available to participants? Thank you

Zachary Baquet (USAID BFS): Hi @Mariama, you can download the presentation from the File Download box to the left.

Zachary Baquet (USAID BFS): We will also have it on the events page on Agrilinks.

Dick Tinsley: working with smallholder fields what is the loss in tractor efficiency and do you require farmers to group fields to increase efficiency

Mariama Ashcroft: Thanks Zachary!

Dick Tinsley: I think access to contract tractors is the only way to substantially increase food security in africa. You cannot hoe your way out of poverty or even meet food security needs

Dick Tinsley: please review this webpage: <https://smallholderagriculture.agsci.colostate.edu/most-effective-project-enhancing-access-to-contract-mechanization-via-reconditioned-used-tractors/>

Rolf Schinkel: Is this technology also applicable to the very popular indian and chinese two-wheeler tractors?

Mariama Ashcroft: Hi @Dick Tinsley, the very thing I was thinking when Jehiel started his presentation! This service should be more widespread considering the challenges with farm production. But I can understand the challenges Jehiel identified with fraud and lack of maintenance and parts

Arsène Birindwa: Here some of the work of Hello tractor in partnership with CTA in Kenya and Nigeria: <https://ictupdate.cta.int/en/article/uber-ising-access-to-tractors-for->

improved-productivity-in-nigeria-and-kenya-sid044e3bc0b-7288-430c-9d95-8ea4bf822c69

Dick Tinsley: 2-wheel tractors are best used in paddy, where 4-wheel tractors are ineffective because of damage to front bearings

Wiston Muhacha: That also include Mozambique ?

Rowshan Hannan: Jehiel, What size are your tractors? Smallholders can have very small plots in hard to access locations (this is where the poorest smallholders will be) - how would you get a tractor there?

Mary Leuci: What countries in Africa are you in? Is there a map?

Bii Job Cheruiyot 2: Are you in Kenya?

Zachary Baquet (USAID BFS): Thanks Arsene for sharing additional information.

Rolf Schinkel: Secondly, I large parts of Africa growth of labour force goes much faster than economic growth. There doesn't seem to be a labour problem. How would wide spread introduction of this technology contribute to the high demand for labour?

Zachary Baquet (USAID BFS): We appreciate all of your questions! Keep them coming.

Dick Tinsley: Mariama, the answer to fraud is emphasis on individual owner/operators. Avoid public sector as it will assure fraud as occurs in Ethiopia or at least i think so.

Mariama Ashcroft: Hi Jehiel, do tractor owners register with your company and is there a fee for doing so?

Dr. Len Eichler: Do you have a process where a group of farmers in an area can own a tractor and share?

Dick Tinsley: Typical the loss of efficiency is 20% within the field plus transport to and from field. In Ghana the owner they requires grouping to 5 ha with is your typical days tractor use.

John Cherek: Are you engaging/working with Farmer Organizations/Cooperatives?

Dick Tinsley: Laobr is in short supply as well as the dietary requiremenst to fuel the labor. Please look at: <https://smallholderagriculture.agsci.colostate.edu/calorie-energy-balance-risk-averse-or-hunger-exhasution/>

Godfrey Seleman 2: What challenges are you facing whilst working with farmer's organisations?

Dick Tinsley: Do you have any target for the density of tractors/ how many ha/tractor

Rolf Schinkel: Thanks Oliver. Indeed financing equipment in agriculture sector is a big issue. Does your company offer some kind of support for farmers to get (better) access to financing?

Iain Morrell: do you have a tractor driver training program?

Rowshan Hannan: What is the cost to the farmer?

Dick Tinsley: Be very careful of joint ownership. the life of the tractor is usually only 1/3rd the design life. Mostly the problem is maintenance

AV Tech: <https://www.hellotractor.com/>

Godfrey Seleman 2: Thank you so much

Zachary Baquet (USAID BFS): Thank you Everyone for your questions! We are capturing them and try to get to as many as we can today. Keep adding them to the chat box.

Bii Job Cheruiyot 2: Brian, Kindly give the link to your presentation

Zachary Baquet (USAID BFS): Hi @Job, all the presenters' presentations can be downloaded from the File Download box to your left.

Zachary Baquet (USAID BFS): You will find Brian's at the end.

Mary Leuci: Zach, can you provide the weblink to the Big Data Platform?

Katie Hauser: Here's the link to the evidence clearing house: <https://bigdata.cgiar.org/evidence-clearing-house/>

Zachary Baquet (USAID BFS): Thank you, Katie!

Zachary Baquet (USAID BFS): If you have questions for Brian, please enter them into the chat box.

Katie Hauser: Thanks Brian! Are you seeing particular groupings of evidence coming through in your pipeline? I.e. lots of DFS examples v precision ag, or is it a wide variety?

Karl Wurster: Brian, what are some of the most important evidence gaps that you think needed to be filled in the next few years?

Zachary Baquet (USAID BFS): If you have questions for Brian or any of our speakers, please enter them into the chat box.

Rachid Serraj: Question to Brian: where does public sector's comparative advantage in driving digitalization?

Anna Brenes: Hi Brian - are you using ML to fill data gaps? EG. Voice/Call data records, disease surveillance (livestock), etc.

Anna Brenes: digital media footprints?

Mariama Ashcroft: I lost my connection for the past half hour almost!

Iain Morrell: Is there any work going on regarding infrastructure improvement?

Mariama Ashcroft: Hope the recording will help me with what I missed

Sevak Amalyan: Do you anticipate having some analysis on ROI for investments in ICT for Ag? To prove the business case of such investments and attract private investors.

Zachary Baquet (USAID BFS): @Mariama, sorry you lost your connection. No worries! The session has been recorded and will be posted to Agrilinks.

Mariama Ashcroft: Thanks Zachary!

Stephen Justin Ecaat: Thank team/.... its now late here...am off

Adam Ahmed: Thanks for joining Stephen

AV Tech: Poll time!

indra klein: Given the more detailed analysis of data, any thoughts on how conversations may be changing with philanthropy & investors?

cathy phiri: Thank you, very informative!

Iain Morrell: Brain

Kat Piets: @AV Tech, could you tell us when the recording will be available, and will it be shared via email to attendees? Thanks

indra klein: Missed most of presentation due to tech issues...sounds like a very thorough, fascinating & thought-provoking presentation...look forward to recording...

Adam Ahmed: We will be sending an email with the recording in about a weeks time

Kat Piets: great, thanks Adam

Adam Ahmed: it will also be on the webinar event page, which we link to on the left

David Gate: Thanks Adam. Also missed part of the webinar

Iain Morrell: Makes sense - thanks Brian

Brian King: GARDIAN

Mariama Ashcroft: Thank you!

Adam Ahmed: Thank you all for joining our webinar

Bii Job Cheruiyot 2: Thank You

Destan Aytekin: Thanks a lot for the webinar and great presentations!

Iain Morrell: Thaks to you all

Brian King: <https://gardian.bigdata.cgiar.org/>

Godfrey Seleman 2: Thank you

Chriss Magatte: ~When the recording will be posted on Agrilink?

Jean Markendy CHARLES: Thank you for updating my knowledge

AV Tech: Thank you Zachary!

Brian King: <https://bigdata.cgiar.org/communities-of-practice/>

Adam Ahmed: in about a week we will send out all of the post event resources

Ben Addom: Bye

Adam Ahmed: the recording should be up on the event page by Monday

Zachary Baquet (USAID BFS): Thank you Everyone!

Brian King: bye all thanks for having me

Jehiel Oliver: Thanks everyone!

Zachary Baquet (USAID BFS): Thanks to All of our presenters!

Wiston Muhacha: Great Presentations ! Thank you