

## Partnering for Innovation

### Commercializing technology for smallholder farmers

#### What is Partnering for Innovation?

**Partnering for Innovation** spurs private sector investment to disseminate new agricultural technologies to smallholders, especially women, in developing countries. The program has two main pillars: a grants program, which includes pilot funding and commercialization partnerships; and a knowledge exchange, which fosters dialogue and shares effective models and best practices. As part of Feed the Future, the US government's global hunger and food security initiative led by the US Agency for International Development (USAID), the program helps companies build profitable, sustainable businesses.

The program funds companies with tested technologies ready to be introduced into markets or technologies that have been commercially proven in one market and are ready to be brought to scale in a new market.

#### How does Partnering for Innovation Work?

**Step One:** Partnering for Innovation issues requests twice a year for six-page concept papers called Expressions of Interest. Visit [www.partneringforinnovation.org](http://www.partneringforinnovation.org) to sign up for announcements.

**Step Two:** A committee evaluates the Expressions of Interest and invites selected companies to complete full grant applications.

**Step Three:** An external review committee of agribusiness experts identifies applicants for funding.

#### What Kinds of Grants does Partnering for Innovation Award?

- Pilot Technology** grants fund businesses to commercialize an agricultural technology or technology package in new markets. These awards are for activities up to 12 months long.
- Commercialization Partnership** grants are larger, longer-term awards for partnerships that will significantly scale-up the commercialization of technologies that have proven effective in new smallholder markets.

In both cases, grantees must meet specific milestones that are negotiated as part of the grant. In some cases, pilot grants can lead to commercialization partnership grants depending on initial results.



#### Select Technology Examples

*Seed varieties/planting materials*  
*Soil health technologies*  
*Drip irrigation and other water conservation systems*  
*Postharvest technologies*  
*Mobile technologies for extension, banking, marketing*  
*Mechanization*



# FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

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### How does the Knowledge Exchange Work?

Partnering for Innovation is also a hub for learning and information exchange. The exchange:

- Shares models for successful technology commercialization.
- Introduces potential technology developers and investors to one another.
- Provides technical assistance for improving and implementing business concepts.
- Facilitates opportunities for group learning and information exchange through workshops, online communities, webinars, and other events.



**“Partnering for Innovation invests in game-changing technology. We want to quickly ramp up profits for smallholders.”**

*Bob Rabatsky  
Director*

*Feed the Future Partnering for Innovation*

**“Partnering for Innovation is the most business-oriented international grants program I have seen to date.”**

*Bill Diederich  
Senior Executive Vice President  
Agribusiness BLOWiSH Technologies*

**“These unhappy times call for the building of plans that build from the bottom up and not from the top down, that put their faith once more in the forgotten man at the bottom of the economic pyramid.”**

*Franklin D. Roosevelt*

*Partnering for Innovation is proudly implemented by Fintrac Inc., a worldwide leader in generating rural income and food security.*

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