



## Session 6: Partnering for Impact: Leveraging Local Systems and Private Sector Engagement

### Description

*001: These African Partnerships*

June 6, 2017

Partnering for impact by leveraging local systems and private sector engagement are foundations of Feed the Future. Now more than ever we're working through partnerships to achieve food security results. The Global Food Security Act and Strategy challenge us to "leverage resources and expertise through partnerships with the private sector." On this radio show, we'll share partnership models and evidence: What made these partnerships work? How can we work with private companies to deepen food security impact? Act one will tell the tale of a partnership in Zambia with Syngenta to commercialize seedlings. In act two we'll be introduced to a U.S. company investing in processing and roasting cashews in Benin for export, while bringing value to smallholder producers. And in act three we'll hear more about facilitating technical assistance from U.S. and European companies to African food enterprises. Stay tuned!

### Learning Objectives

1. Improved understanding of long term "shared value" relationships with private sector beyond formal partnership time period.
2. Increased awareness of models to de-risk private sector entry into new markets and commercialize new technologies.
3. To learn new partnership approaches beyond the Global Development Alliance (GDA) tool or partnership grants.
4. Key message: Catalyzing private sector investment in agro-food enterprises is a primary facilitative approach to support inclusive market growth.
5. Key message: Partnering with the private sector can sustain, and even scale, food security results when expansion into bottom of the pyramid markets is aligned with a firm's commercial interest.

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