

Matchmaking 2nd Call G4AW 2014-2015

SNV VIETNAM

Final Report

1. Informative Workshop – Facilitation

1.1 Objective

On June 18th 2014, the informative and matchmaking workshop “Geodata for Agriculture and Water” was organized in Hanoi, Vietnam.

The main objective of the event was to introduce the G4AW (Geodata for Agriculture and Water) Facility and the upcoming 2nd Call which will be launched during the Summer 2014.

1.2 Program and Participation

The **opening remarks** were presented by Mr. Tom Kompier, First Secretary, Water & Climate Change, of the Embassy of the Kingdom of Netherlands.



A total of 56 people¹ attended the workshop with a very good representation from Government agencies and departments, banks, insurance companies, NGO's, telecommunication companies, GIS service providers, companies from the agriculture sector, among others. (The list of potential stakeholders and the lists of participants are included in the Annexes).

¹ This number doesn't include SNV staff and the NSO team.



1.3 Presentations

Presentations from the NSO Team:

During the workshop Mr Ruud Grim and Mr Joost van Uum, delivered the following presentations.

- Introduction on NSO and background information
- Food security & satellite based information services
- G4AW Facility: Goals & tendering process
- G4AW: Information chain and partnerships



These presentations have been already shared and sent to the participants attending the informative workshop.

Presentation from SNV

During the workshop, Mr Daniel Oporto from SNV, presented the Quick Scan's main findings on the following topics:

- Agriculture Sector in Vietnam: Main figures and data
- Governmental efforts on Policy & Food Security
- Needs assessment and challenges in the agriculture sector / Vietnam
- Ongoing relevant activities in Vietnam regarding agriculture & water sectors, climate change and others related to spatial information, remote sensing and GIS

1.4 Validation and Discussions

After the presentation from SNV, about the Quick Scan's findings, the facilitators asked for feedback from the participants, in order to validate the identification of the main bottlenecks and challenges that the Agriculture & Water sectors are facing in Vietnam.



After several interventions, the following ideas were collected and systematized from the participants, addressing a number of additional concerns, challenges and bottlenecks in the Agriculture & Water Sectors:

- Infrastructure constraints in the rural area, bringing inefficiencies in the agriculture and logistic sectors
- Lack of relevant GIS data and/or low cost satellite images relevant for the agriculture sector, especially at Provincial level.
- Lack of information on i) water demand in the agriculture sector and ii) water quality in rural areas
- Lack of accurate weather forecast and weather information for farmers in rural areas.
- Market imbalances between supply and demand, affecting the food security in Vietnam and the whole agriculture sector.

The Quick Scan Report has been already updated, including these last topics raised by the participants, during the workshop. As indicated already in the presentation, NSO highlights the new and upcoming European Sentinel satellites providing free satellite images.

4.5 Networking and Matchmaking

During the workshop the NSO team encouraged to all the participants to meet each other, exchange business cards, introduce their organizations. Also in the afternoon, all the participants were asked to introduce themselves and also explain their interests, background, capacities and experience in the field. This activity was very much appreciated by the participants, because it may support potential matchmaking activities in the future. NSO emphasizes that G4AW is a facilitating program and that the initiatives for a G4AW project should be with a partnership with a strong Vietnamese ownership/partner.



1.6 Conclusions and next steps

- The workshop was very successful in terms of participants, interests and discussions.

- The main challenges in the Agriculture & Water sectors were presented and validated. There were very good interventions from different participants, representing different sectors and organizations from the public sector, private sector, NGOs and research institutes.

It was agreed that NSO and SNV will share by email all the presentations and the list of participants, to all the people attending the workshop.

The participants were informed that all the questions and inquiries will be sent to the NSO representatives.

2. Information meetings and interviews with stakeholders

SNV Vietnam supported the NSO team, organizing, contacting and booking some interviews/meetings with the following stakeholders:

Mr. Đậu Trí Dũng/ Nguyễn Mạnh Hùng	Bank for Investment and Development of Vietnam	Bank
Mr. Hồng Ninh	RIICE-SDC	Crop Insurance Project funded by SDC
Mr. Nguyễn Quang Dũng/Mr. Đỗ Minh Phương	National Institute of Agricultural Planning and Projection (NIAPP)	Ministry of Agriculture and Rural Development - Vietnam
Mr Trinh Khac Quang	Vietnam Academy of Agricultural Sciences (VAAS)	Ministry of Agriculture and Rural Development - Vietnam