

# SIKIA

## SAGCOT Integrated Knowledge and Information for Agriculture

### ‘From Early Stage to Scale: Sustaining Results of G4AW Program’

Regional Workshop 17 and 18 May 2018- Safari Park Hotel Nairobi, Kenya

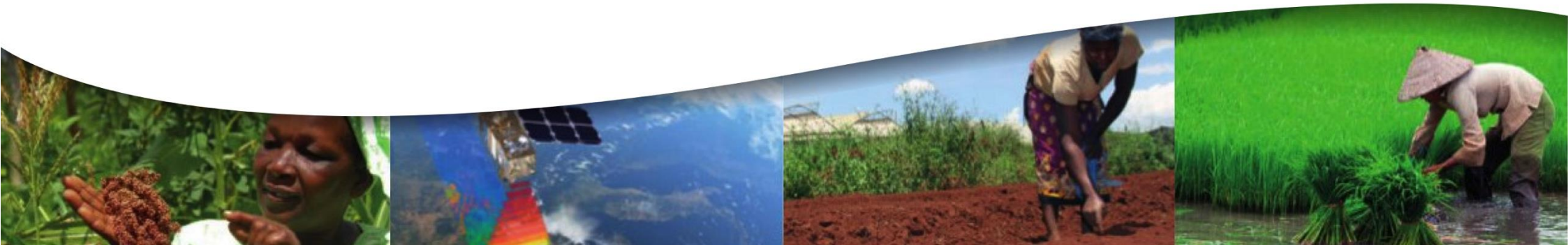




# Characteristics G4AW-project



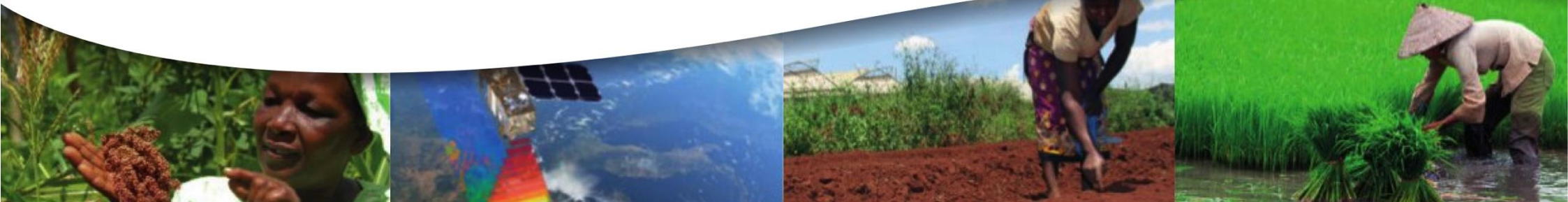
<b>Country:</b>	Tanzania
<b>Lead Partner:</b>	TechForce Innovations B.V.
<b>Consortium:</b>	Milan Innovincy B.V., Kilimo Trust, Kadaster International, AGRA
<b>Services :</b>	1 – Weather forecasting 2 – Agribusiness support 3 – Plot specific crop advice
<b>Target group:</b>	125,000 smallholder rice farmers to be reached
<b>Project period:</b>	from 1 October 2016 to 30 September 2019



# Characteristics of the target group

Smallholder rice farmers in the SAGCOT area:

<b>Size:</b>	ca. 250,000 farmers
<b>Average size of land:</b>	0.5 - 2 ha
<b>Organized:</b>	Producer associations, Farmer groups, Irrigators' cooperative, Agricultural Marketing Cooperatives
<b>Network:</b>	Kilimo Trust Government extension officers, agribusinesses, FRI, radio stations





# Goal of the G4AW project

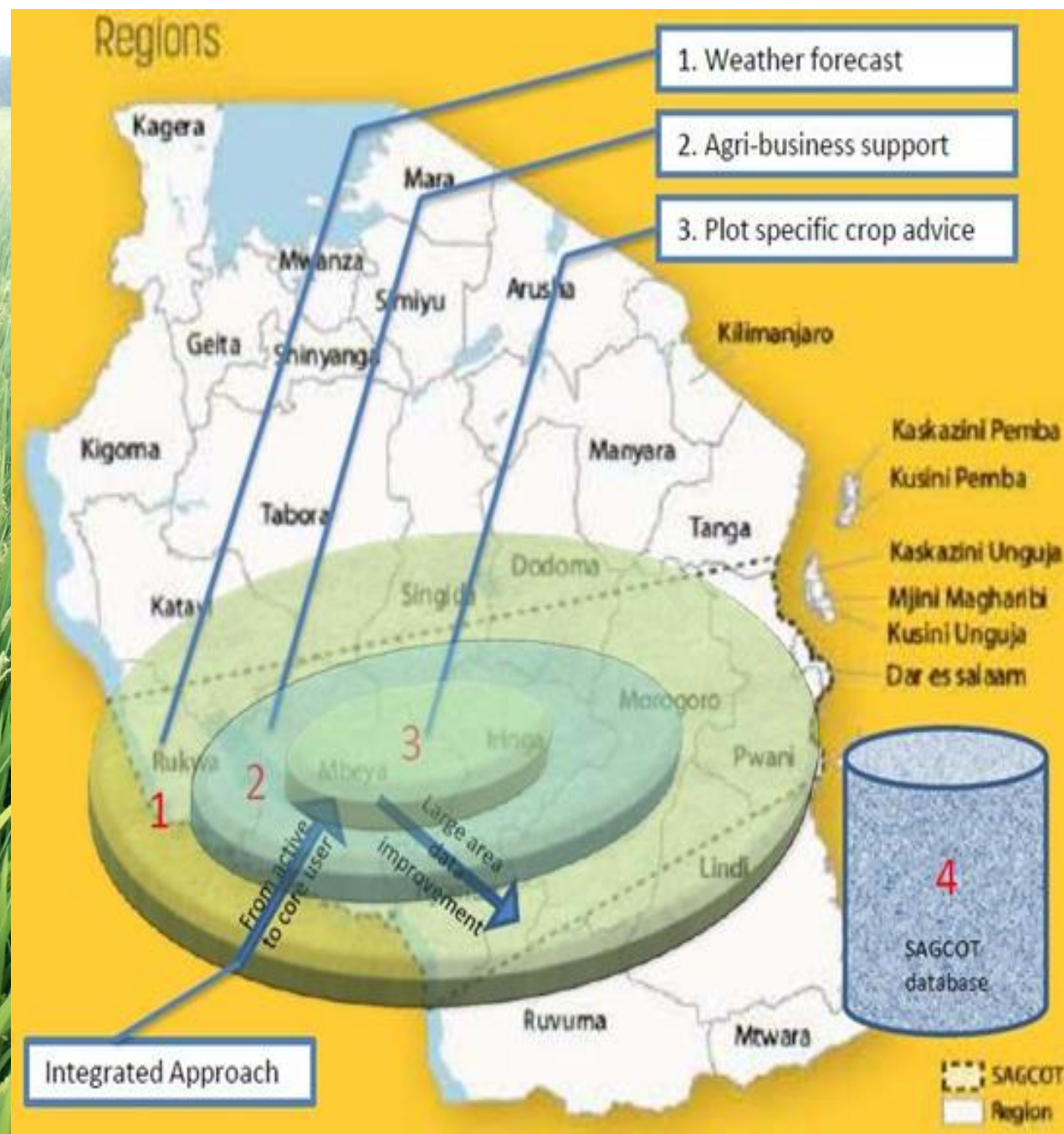


**G4AW**

GEODATA FOR AGRICULTURE AND WATER



**Promise:**  
Increased yields  
Increased income  
Increased access to market  
Increased decision making





# State of Affairs – May 2018 (1)

## Satellite data collected:

- 30 Sentinel-1 images, each image covering 62500 sq km over the SAGCOT area
- 24 TerraSAR-X images (high-res SAR), each image covering ~300 sq km over Mbeya region

## SAR calibration data collected by drone:





- 6 flight campaigns, about 300 ha over Mbarali, following the TerraSAR-X data acquisition dates
- 6 ground data collection campaigns from 50 plots in Mbarali
- Specific plot information for 1500 plots

## Plot mapping and related services:

- 3100 plots are mapped in Kyela, Busokelo and Mbarali and registered over the SAF

SAF CONTROL

INNOVINCY  
CREATING WINNING ECOSYSTEMS

OVERVIEW

Account: SIKIA  
Total plots: 3199  
Total cultivated area: 755 ha  
Total farmers: 3183  
Crop type: Rice

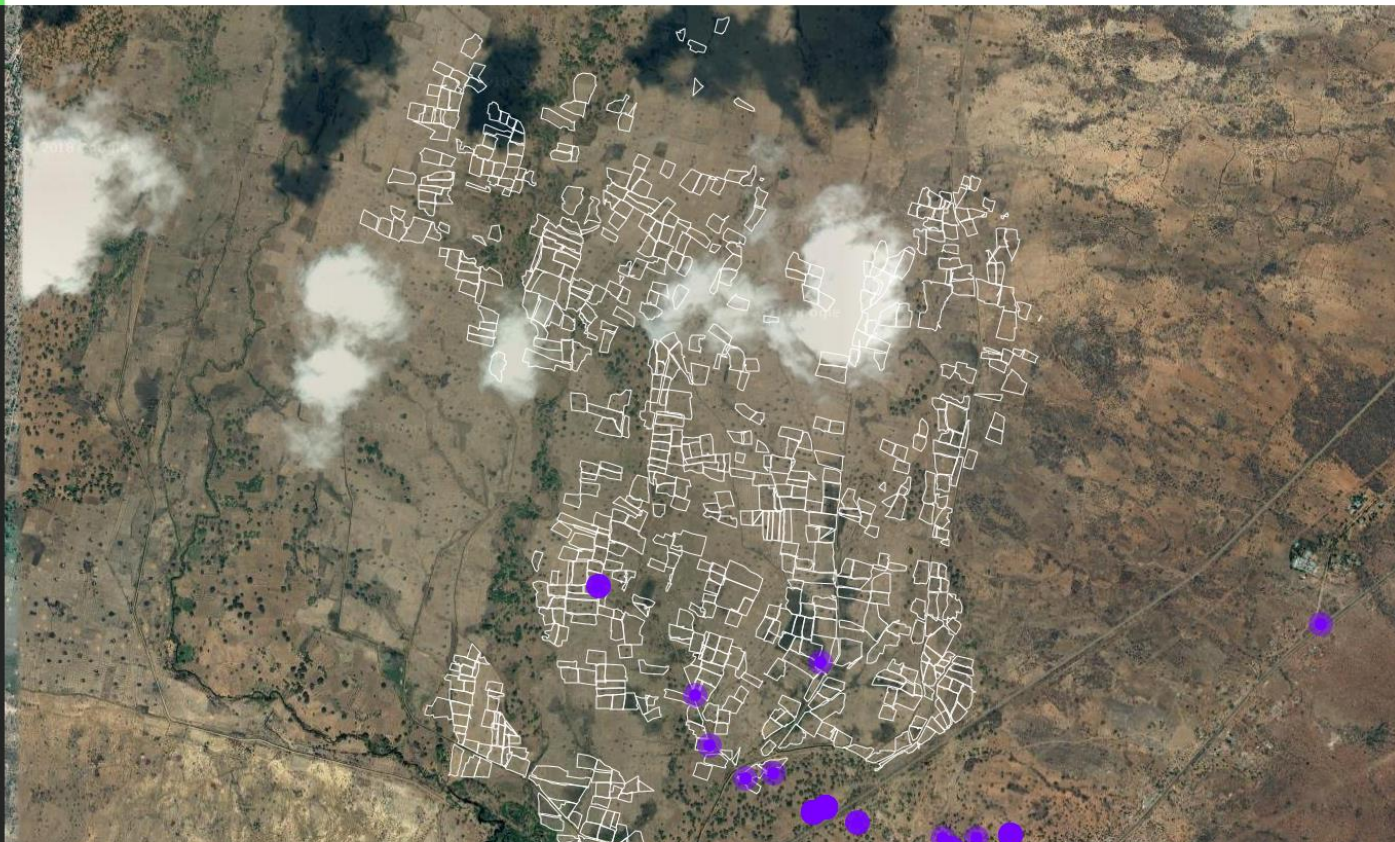
STORAGE

Distance from processor: 0 km  
Capacity: 0/0 ton/day

PROCESSOR

Processing capacity: 500 ton  
Buying price: 100 USD/ton  
Storage fees: 10.5  
Purchased yields: 100%

SEARCH





## Trainings and user engagement

- GAP and GPHH training: 3202 farmers trained
- 6 GAP technology demonstration and learning sites established in Makwale, Kisege and Kasyabone schemes
- 340 Copies of GAP Manual distributed
- 29 ToT trained on GAP

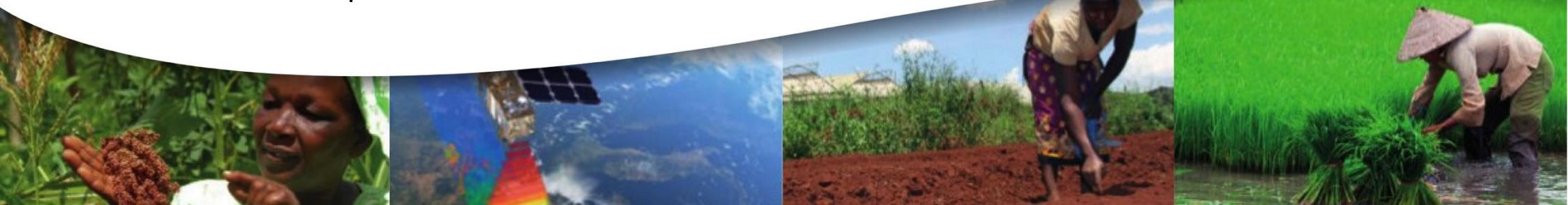


## Radio broadcast and SMS follow up

- 4 radio broadcasts aired on Bomba FM, contributing to ultimately reach 125,000 farmers
- 550 farmers received plot specific information per SMS

## Market linkages and stakeholder engagement

- Agribusinesses: Raphael Group, G2L Company, Kyela Rice Millers, Yara, Obo Investment Company, and Mbeya Rice Company
- Government: Ministry of Defense, Tanzania Civil Aviation Authority, Tanzania Meteorological Agency, Ministry of Agriculture
- Financial service providers: NMB Bank



**Strong points:**

Close connection with farmers

Multiple data sources

Compact partnership with external technology experts for specific activities

Local stakeholders in Mbeya have a high motivation

**Lessons learned so far:**

Coordination with local governmental institutions

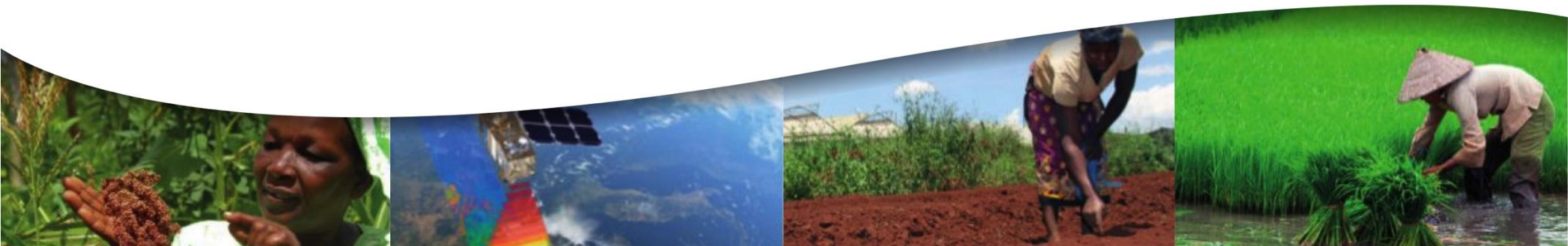
Rice crop calendar: theory vs practice

Logistics

**Planning:**

Q3 2018 – Q4 2019:

intensification of the implementation and roll-out of all the information services throughout Mbeya and Morogoro

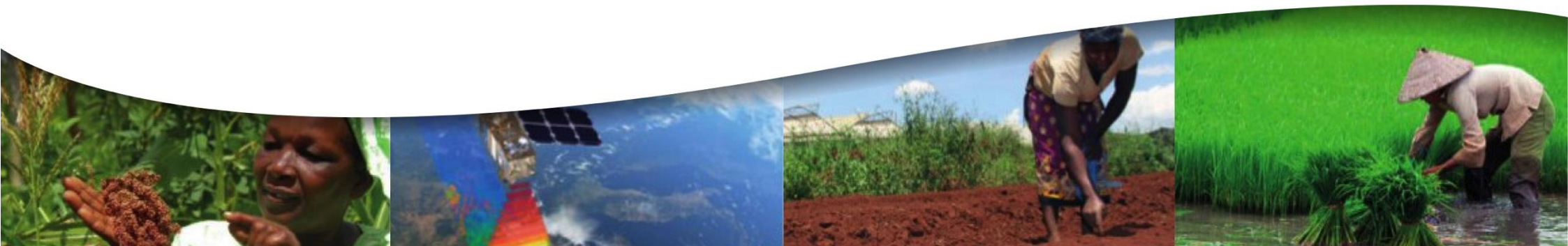


## Business model:

- Agribusinesses to pay an annual fee for access to rice cultivation information
- Agribusinesses to pay an annual fee per ha for detailed plot specific information

## Business case:

- No revenues have been generated as we are yet in our first operational season.
- We aim at reaching sufficient agribusinesses to sustain the information services.
- Potential revenue streams identified throughout the project come from:
  - Agribusiness: Input providers
  - Agribusiness: Processors and traders
  - Telecom companies
  - Banks





## Most important lessons:

1. Information services are starting to pick up
2. First growth season is yet to be concluded
3. Agribusiness connectivity is moving forward
4. Business case development work in progress





# Thanks for your attention

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