

## KENYA SMD recommendations

A total of 9 key recommendations to address deficiencies and/or opportunities in the SMD area of Kenya's seed system have been developed by the assessment team and vetted with stakeholders. The recommendations are roughly, but not strictly, listed in order of importance or recommended sequencing.

<b>Recommendation: 1. National seed distribution mapping exercise</b>
<b>Description</b>
Establish number, type, geographical density and capacity of seed distributors to determine investments for upgrading and scaling. Support for regulator (KEPHIS) to carry out continuous online and manual registration, monitoring and surveillance to enhance quality seed distribution
<b>Estimated cost and/or key determinants of costs</b>
Need to look into previous mapping exercise carried out (both county and national) and build up on the same
<b>Recommendation: 2. Seed distribution associations</b>
<b>Description</b>
Facilitate establishment of, or strengthening of existing, seed distribution associations at national and or sub-national level to encourage dialogue and advocacy for favourable seed business distribution environment. Support establishment of mechanisms for self-regulation
<b>Estimated cost and/or key determinants of costs</b>
A way of consolidating existing county-based association and developing other counties to build up a national association will reduce duplication and cost
<b>Recommendation: 3. Credit support for business improvement and expansion</b>
<b>Description</b>
Link private distributors to information and/or affordable credit facilities to enable them invest in seed scaling initiatives such as proper storage (potentially including facilities such as cold rooms), farm input promotional activities, and general expansion (potentially including vegetatively propagated planting materials)
<b>Recommendation: 4. Agrodealer business training</b>
<b>Description</b>
Facilitate capacity building in business management and scaling for seed distributors, to improve sustainability and quality of service providers, drive the establishment of more outlets for farmer access to quality seed, and diversify the supply of crop seed varieties with emphasis on new varieties
<b>Estimated cost and/or key determinants of costs</b>
Offer incentives for distributors expanding crop seed portfolio, opening new branches and free training for use of digital solutions
<b>Recommendation: 5. Sustainable private sector extension agents</b>
<b>Description</b>
Link seed/ag input distributors to private extension agents such as Village Based Advisors (VBAs) to support product promotion through demos and field days and income opportunities (commissions) for the agents to sustain their work
<b>Estimated cost and/or key determinants of costs</b>
Establish cost sharing mechanism with the distributor to enhance sustainability of private extension program

<b>Recommendation: 6. Carryover seed handling</b>
<b>Description</b>
Link seed distributors with seed producers and seed regulators to carry out timely product retesting and repackaging with a view to limiting losses arising from expiry and poor handling of consigned/sold seed
<b>Estimated cost and/or key determinants of costs</b>
Establish the best model of cost sharing the cost of retesting, repackaging and transportation of seed
<b>Recommendation: 7. Smart digital solutions for business</b>
<b>Description</b>
Support seed distributors to identify and adopt ICT innovations and digital solutions to assist in ordering, accounting, marketing and general stock management to improve efficiency and reduce costs
<b>Estimated cost and/or key determinants of costs</b>
Payment of subscription fees for agrodealers using ICT solutions
<b>Recommendation: 8. Vegetatively propagated planting material distribution</b>
<b>Description</b>
Explore best practices for distribution models for sustainable private sector supply of quality assured planting materials for vegetatively propagated crops to farmers
<b>Estimated cost and/or key determinants of costs</b>
Explore costs of smaller cold room facilities for agrodealers willing to invest in vegetative propagated materials
<b>Recommendation: 9. Smart subsidy design and implementation</b>
<b>Description</b>
Ensure design and implementation of subsidy initiatives that avoid seed market distortions, promote private sector participation and support seed quality for farmers