

## MALAWI SMD recommendations

A total of 11 key recommendations to address deficiencies and/or opportunities in the SMD area of Malawi'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 (Seed Service Unit) to carry out continuous online and or manual registration, monitoring and surveillance to enhance quality seed distribution to farmers
<b>Estimated cost and/or key determinants of costs</b>
Cost of nationwide agrodealer mapping to determine the volume of seed, level of ICT usage, gender, seed promotion activities and level of training

<b>Recommendation: # 2. Seed distribution associations</b>
<b>Description</b>
Strengthening of existing National Seed Association at national and or sub-national levels to encourage dialogue and advocacy for favorable seed business distribution environment. Support establishment of mechanisms for self-regulation
<b>Estimated cost and/or key determinants of costs</b>
Determine the cost of having a structurally functional association comprising of active membership from grass root to national level

<b>Recommendation: # 3. Reduction in low quality and counterfeit seed</b>
<b>Description</b>
Facilitate training for adoption of technology (e.g., scratch off labels) that will enhance customer confidence in certified seed quality and authenticity. Support for the regulator to carry out surveillance, create seed quality awareness among distributors etc.
<b>Estimated cost and/or key determinants of costs</b>
Establish cost sharing basis for scratch card label, seed retesting and related seed quality controls at distributor level

<b>Recommendation: # 4. 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)

#### Estimated cost and/or key determinants of costs

Support for identification of low-cost interest rates credit service providers

#### Recommendation: # 5. Agrodealer business training

##### Description

Facilitate capacity building in business management, product knowledge and agronomy 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

#### Estimated cost and/or key determinants of costs

Establish basis for cost-shared training modules for sustainable seed business growth

#### Recommendation: # 6. Sustainable private sector extension agents

##### Description

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

#### Recommendation: # 7. Sustainable private sector extension agents

##### Description

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

#### Estimated cost and/or key determinants of costs

Define a sustainable cost shared private sector extension network with the distributors

#### Recommendation: # 8. Carryover seed handling

##### Description

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

#### Estimated cost and/or key determinants of costs

Determine the basis for cost sharing on seed transport, packages and retesting costs with the distributors

<b>Recommendation: # 9. 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>Recommendation: # 10. 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>
Support distributors in acquisition of cold storage facilities for vegetative propagated materials

<b>Recommendation: # 11. Cross-cutting recommendation with Policy, Legal, Regulatory</b>
<b>Description</b>
Support the enactment, revision and implementation of regulations and seed laws that enhance efficiency in seed distributor registration, licensing and operation
<b>Estimated cost and/or key determinants of costs</b>
Determine the cost implications of implementing new seed laws and regulations