



Internship

Title: Connecting Geodata to smallholders via the cooperatives and farmer organisations

Period: July-August 2017 – January 2018

Duration: 15- 20 weeks

Introduction Agriterra

Agriterra is an agri-agency founded and steered by the farmers' organisations and agricultural cooperatives in the Netherlands. Its mandate is to strengthen producers' organisations and cooperatives worldwide. For farmer-led business initiatives, Agriterra specifically supports business development services in the pre-investment phase such as feasibility studies, market surveys, business planning and capacity building components. In addition Agriterra provides:

- Brokerage services to link farmer-led business development initiatives with investors, banks and other primary and supportive stakeholders in the value chain.
- Advisory services often employing Agripool advisors: experts stemming from co-operative and private agribusiness companies from the Netherlands and beyond with a specific thematic or sector expertise.

The Assignment

ICT and finance play a vital role in food productivity and income. During a visit to the 'Geodata for Inclusive Finance and Food' conference in February 2017 (by NpM, Netherlands Space Office and Rabobank Foundation) we saw many initiatives on Geodata, applications which collect data and many suppliers of ICT solutions to agriculture.

Most projects give partial solutions on one aspect of the agriculture production cycle (eg. soil analysis, weather information, plant disease analysis, financial analysis). They usually need a considerable amount of labor input for data collection and communication with end users.

Times and again, they lack possibilities to bring the solution to scale, due to lacking profitability¹.

All solutions for agriculture based on new technology encounter a central difficulty in identifying the unique farmer and his/her location. Additionally, the grid of the geodata is still not that advanced that small farmer plots can be located from space.

¹ https://www.ericsson.com/assets/local/about-ericsson/sustainability-and-corporate-responsibility/documents/download/communication-for-all/icr_report.pdf



Agriterra works through agricultural cooperatives and farmers organisations. Agriterra would like to know the state-of-the-art suppliers of solutions to agriculture, using ICT and/or geodata and specialized software, as they are in the market and cover together most aspect of the production cycle and crop chain.

We think there are possibilities to bundle solutions as provided by service providers and supplying and off-taking companies in the chain, and chain partners themselves into a profitable business plan.

Agriterra is not yet familiar with the possibilities, but we see the urgency and need to start to work in this area as well, to improve the livelihood of the smallholder farmers. We would like to introduce these new ICT technologies via Agriterra to the cooperatives and farmer organisations who we work with. First important step in this process is to know the information need of the farmers, the cooperatives and their stakeholders in the value chain.

Which IC Technology suppliers can we work with in order to reach all our farmers in the focus countries of the current Agriterra programme? Therefore, we would like to get an insight in the potential sources and providers of geodata, big data and agricultural applications, in order to know which suppliers are best suited to work with as Agriterra to reach our goals.

Objectives

The result of this assignment should be that Agriterra:

- Knows the information need of the smallholder farmers and the cooperatives we work with to improve their productivity linked to Geodata.
- Knows the information need of the stakeholders in the value chain of the cooperatives we work with, for example the buyers, linked to Geodata.
- Knows which suppliers are best suited to work with, so there is a match between the suppliers, our mandate and the information need of the farmers, the cooperatives and the stakeholders in their value chain,
- Knows the opportunities to use the available (open) Geodata to assist our clients (cooperatives and farmers' organisation), so they are able to improve their services to the smallholder farmers and have a stronger position in the value chain.

Agriterra expects to be able to use these results as input to formulate a strategy how to use ICT and geodata to support the vision and the mission, and the Agriterra 2020 goals.



We are looking for

Two well-motivated students who are ready for an interesting internship in the Netherlands and abroad. To find out the information needs on Geodata of the smallholder farms and cooperatives, it is necessary to travel to some of the countries we work in to do a more in-depth study. One student can travel to Asia and one can travel to Africa. Good communication and writing skills, business-minded, adventurous, disciplined, precise, independent, good/fluent in English, result-driven and willing to work/live in one of our focus countries and prepared to travel in remote areas. Experience in working with smallholder farmers is an advantage.

Application

Send your CV and a short letter of motivation to the Agriterra office at **vacature@agriterra.org**, before **8 May 2017** with reference to "Connecting Geodata to smallholders". Interviews with selected applicants will take place between 15- 24 May.

The best is yet to come!