The number of farmers accessing profitable markets increased from 250,000 in 2016 to 1.7 Million in 2020. This triggered investment by farmers in improved crop management practices thus increasing their yields by 75%, which translates to about additional 374 kg/ha.

Bean Business Platforms are vehicles designed to implement program interventions by bringing together critical actors to improve business ecosystems and incentivise actors in bean corridors. This approach is operationalised through innovation platforms that aim to eliminate bottlenecks in the bean value chain linked to the “Bean Corridor” approach which is a demand led model through which CIAT’s Pan-Africa Bean Research Alliance (PABRA) implements research and development activities in Africa by aligning and synchronizing the three interfaces of production, distribution and consumption of bean and bean products. Launched in 2010, the platforms which are part of the corridor approach method are realising market-driven transformation of rural agriculture that focuses on “bean flow” activities at all stages of the bean value chain from research to production, distribution of grain to value addition. The platform is driven by lead grain off-takers that provide actors with inclusive spaces for interaction, learning, negotiation and transaction in a coordinated environment. PABRA has facilitated the establishment of close to 76 business platforms (110 women, and 20 youth in leadership positions) resulting in enhanced business opportunities and increased investments along the bean value chains in member countries.

In Rwanda, the platforms bring together 2 exporters, the commodity exchange, aggregators, 2 traders (1 woman) and 2 bean product processors linking them to 10 platforms established at the district level for supply of 60,000MT of beans per year. Producers are served by seed companies under a national association of seed suppliers who are also members of these platforms.

In Zimbabwe, the need to improve bean business ecosystems have developed around five innovation platforms operating within two bean corridors. The innovation platforms have attracted membership from several partners in the bean value chain led by seed companies, agro-dealers, aggregators, off-takers and processors. This has helped about 561,000 households in Zimbabwe to access bio-fortified bean varieties from 2015 to 2020.

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