

PPP Workshop May 31, 2011

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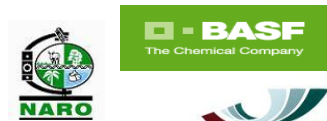
Water Efficient Maize for Africa (WEMA)

The Partners

- African Agricultural Technology Foundation (AATF) is leading the project
- National Ag. Research System (NARS) conduct testing and provide expertise for sub-Saharan African farmers
- CIMMYT and Monsanto with BASF provide global and adapted maize germplasm, testing and breeding methods, and biotechnology

The Technology

- Global germplasm to combine new sources of drought tolerance and African adaptation
- More rapid gains in conventional drought tolerance through molecular breeding
- Additional drought tolerance obtained through state-of-the-art biotechnology



WEMA Objective

To increase yield stability and reduce risk under drought conditions



- **Increase yields 20 to 35% in ten years**
- **Enable use of hybrids and fertilizer**
- **Enable crop diversification**
- **Estimated to enable an additional 2M tons of food in the WEMA countries during moderate drought.**

Capacity Building Benefits

Focused on the farmer

Designed to benefit African seed companies including SMEs

- IP licensed royalty-free to AATF for deployment
- Training in QC, transgenic seed production, etc.

Extensive scientific capacity building in partner countries

- Scientist training across continents
- Breeding and transgenic testing networks
- Regulatory capacity building

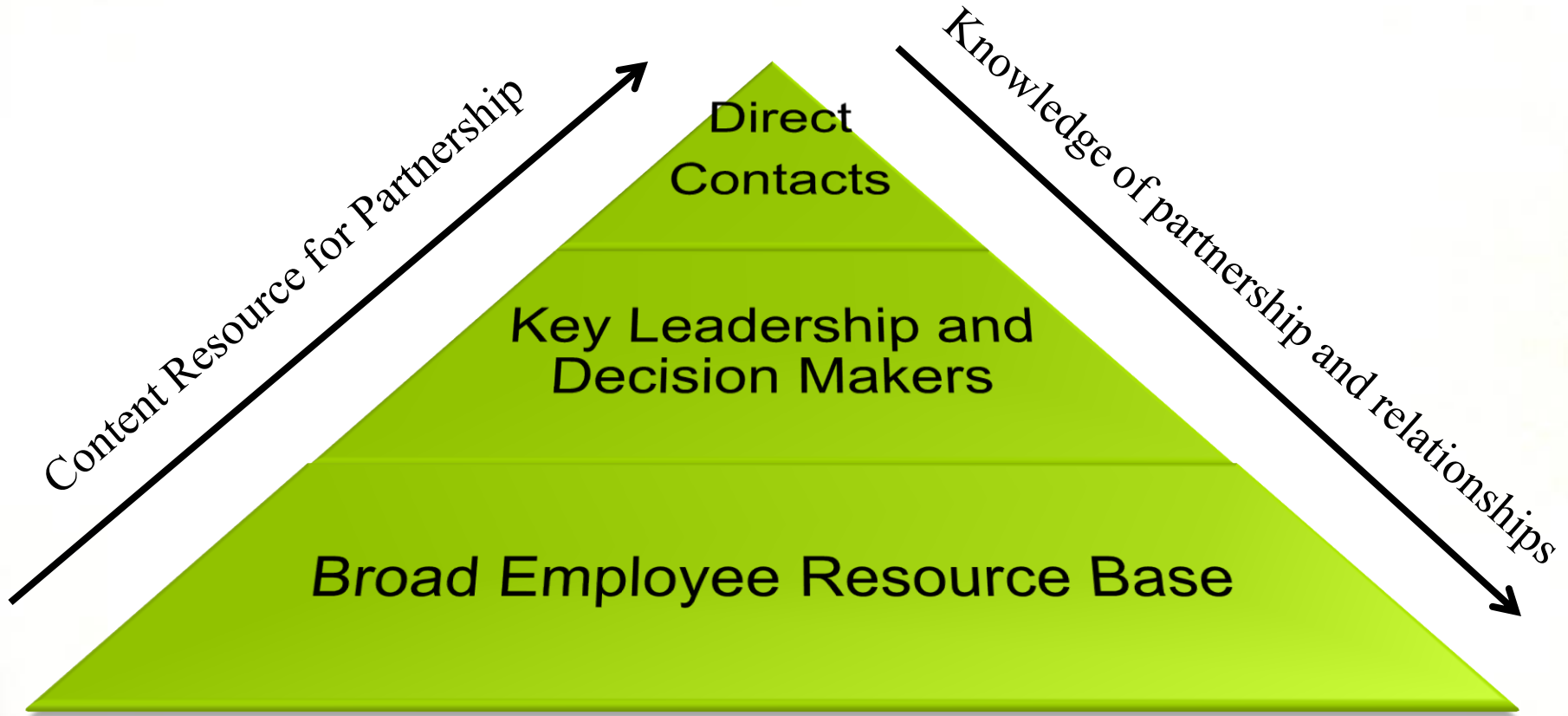


WEMA Challenges and Opportunities

- Establishment of regulatory frameworks
 - Timely field trials and collection of data.
 - Deployment of biotechnology products.
- Designing and equipping seed distribution plans
 - Seed company QC and production capacity
 - Improving smallholder access to credit, infrastructure, etc.
- Funding second phase of the project

Challenges Tapping Organizational Expertise for PPPs

Partner Organization Interface



Some observations...

- **Everything about PPPs is essentially “Outside the Box.”**
 - Especially true for those seeking to align closely with business activities.
 - Incorporating PPP into internal processes is challenging.
 - Incorporating PPP processes into internal operations is much more challenging.
 - Private sector generally not agile and experienced in grant writing and implementation.

Some observations...

- **IP protection is difficult, but can often be overcome.**
 - On paper easier than within human resources.
 - *Critical to understand as clearly as possible the fine line between competitive and pre-competitive space, between what can and should be shared and what can not.*
 - Confidentiality and stewardship are often larger concerns.
 - Availability of experts as resources often a larger concern.

Some Observations...

- **There is as much diversity between institutions as between regions—and this needs to be respected.**
 - Difficult to do when organizations do not fully understand each other.
 - Difficult to do when organizations do not fully understand themselves - their own capabilities and limitations.
 - Communication—within partnership and with external stakeholders—is essential.

Some Key Elements of Successful PPPs

- **PPPs require TRUST and relationships.**
 - We need to grow this pool as a resource.
- **Understand and respect each other's motivations and limitations.**
- **Understand and respect your own motivations and limitations.**
- **Keep your eye on the end goal, don't get lost in the details.**

Partnership: Many people. One common vision.



“A single bracelet does not jingle.” - Congo proverb