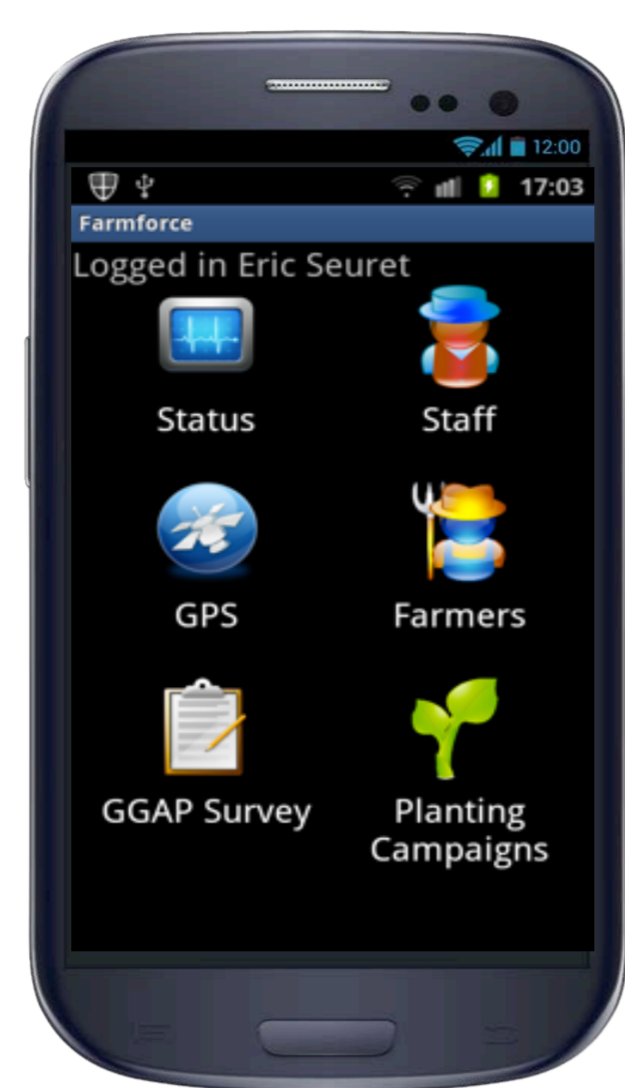


ICT Helps Smallholders' Businesses

- Risk Management
- Market access and opportunities
- Extension services
- Data collection and M&E
- Capacity-building and empowerment
- Production



kilimo salama

Agricultural Insurance Initiative Kenya

Kilimo Salama is an insurance product protecting farmers' investment in farm inputs (seed, fertilizer and chemicals) against extreme weather risk (drought or excess rainfall) using solar powered weather stations to monitor rainfall and mobile technology to register subscribers and make payouts to farmers.

Area: Kenya, Rwanda
Farmers insured: > 100'000

Partner companies

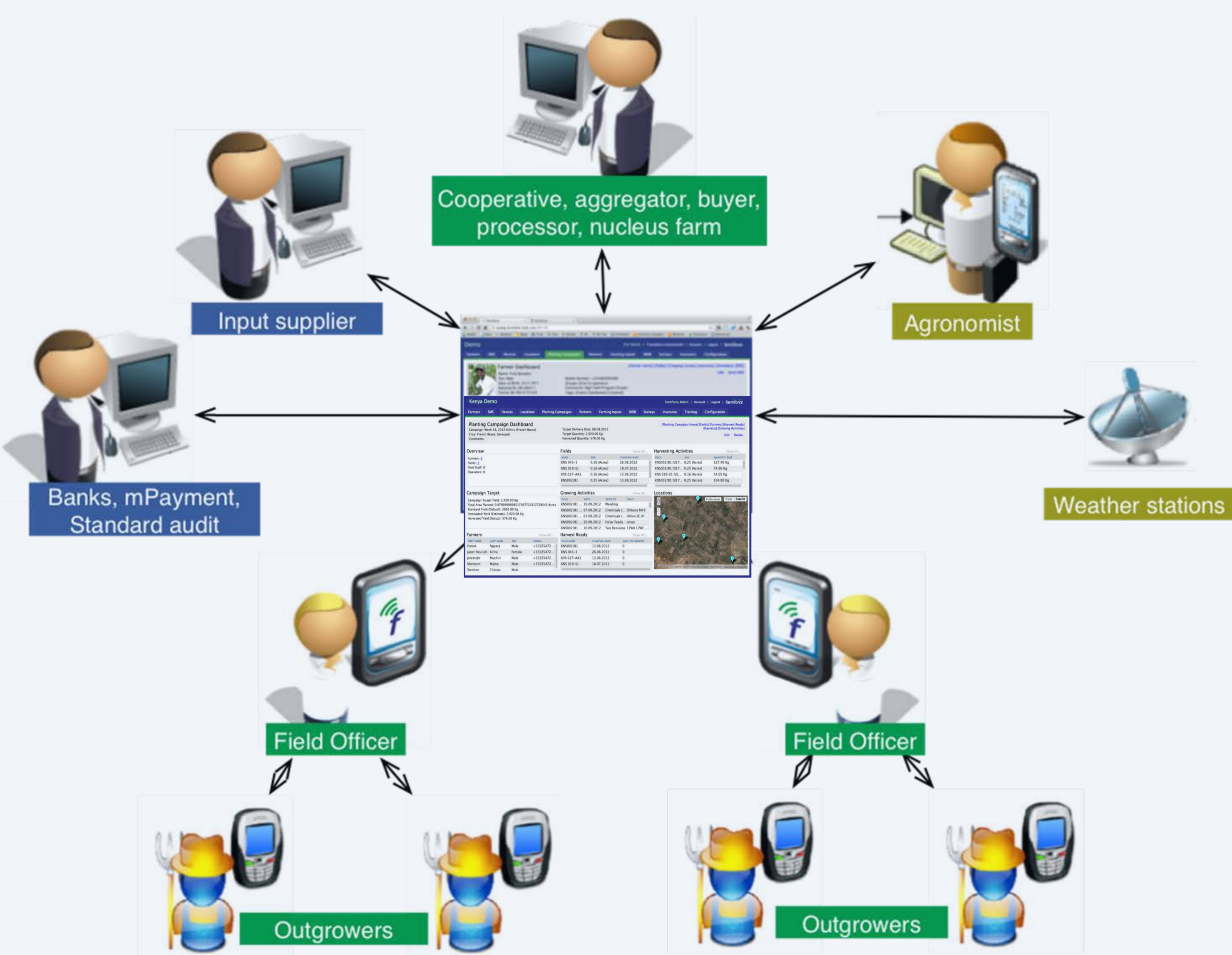


kilimosalama.wordpress.com

farmforce

www.farmforce.com

Farmforce is a **cloud-based mobile platform** that focuses on the agricultural "last mile" and specifically **the management of out-grower schemes** involving rural smallholders in the developing world. Farmforce **increases management information and transparency, documents compliance with food and sustainability standards, simplifies audits and provides traceability to the field level.**



Area of Application

all crops where production is organized in out-grower schemes, through cooperatives, farmer business groups, processors, exporters, etc. e.g.:

vegetables, fruits, potatoes, rice, seed production, cotton, cocoa, etc.

Agricultural production where compliance with food safety or sustainability standards has to be documented and audited

Technical Business Model

Designed as "**Software as a Service**" (SaaS): software runs in the cloud – no installation, no maintenance for users

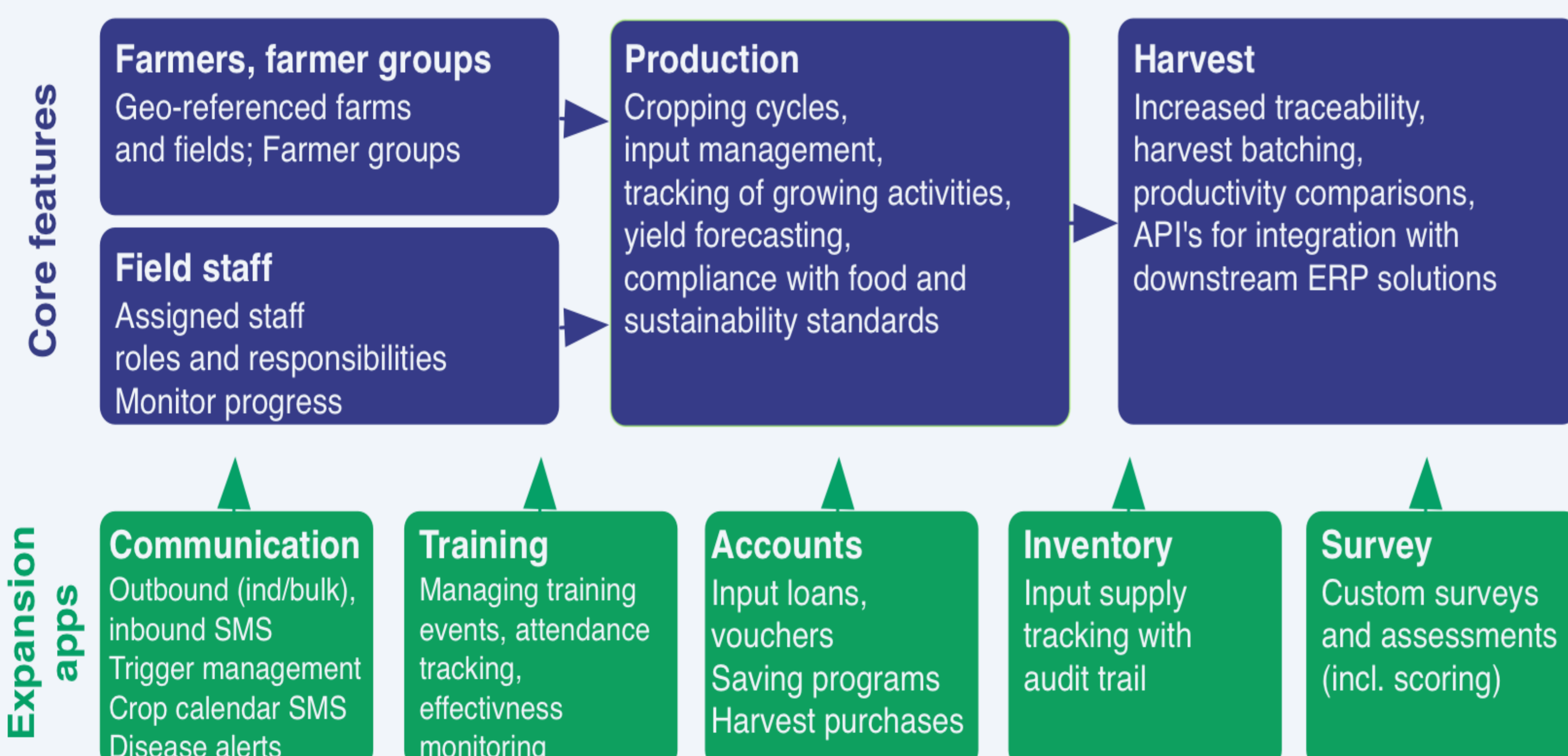
Powerful APIs (application programming interfaces) to integrate with existing IT

Financial Business Model

One time **set-up fee** (depends on country and configurations)

Annual fee, depending on the number of mobile handsets used

Farmforce Suite of Tools



Roll-out: Countries and crops

