

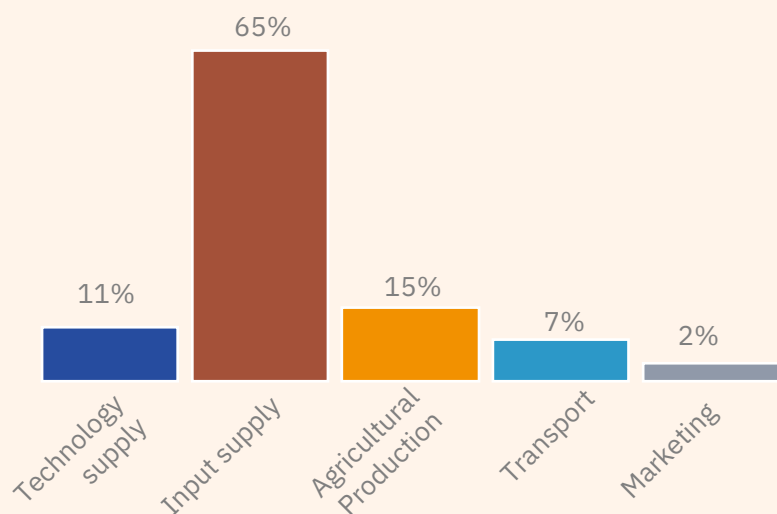
NEADAP Report

Dairy Extension by Input Suppliers



NEADAP partners Agriterra and Wageningen University & Research surveyed 41 input suppliers in East Africa about how they deliver dairy extension. Here are the highlights.

Input suppliers' activities



Input suppliers have a natural focus on inputs for dairy production.

Important extension topics



Key messages

For decision-makers

- Dairy extension by input suppliers is quite popular and common in East Africa.
- Training input suppliers in soft skills improves their capacity to deliver extension messages to dairy farmers.
- The cost of installing and maintaining extension technology is quite high.
- Input suppliers are interested in partnering with other providers of dairy extension.

For professionals

- Input suppliers are knowledgeable about their product range and interested in maintaining client relations.
- Input suppliers are present near their clients and are quite visible to them.
- Input suppliers may have limited resources and staff time available for extension activities.
- Input suppliers may have good market intelligence or market research.

SWOT Analysis

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STRENGTHS

Experienced staff
Client relations
Service packaging/adaptability
Strategic plan
Capital
Location

W

WEAKNESS

Fund constraints
Weak structures/ inefficiencies
Farmers unwilling to pay
Few staff
Inexperience

O

OPPORTUNITIES

Increased investments in dairy value chain
Increasing demand for dairy extension services
Networking
New technologies
Social capital/trust

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THREATS

Resource constraints
Inflation and high operational costs
Natural calamities
New entrants
Poor policies
Pests and diseases
Poor networking
Limited skilled employees

5C Framework

5 capabilities assessment for dairy advisory service provision by cooperatives



Capability to act and commit



Capability to deliver on development objectives



Capability to adapt and self-renew



Capability to relate to external stakeholders



Capability to achieve coherence

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