

# Scale Up Conference: Wrap Up of Sessions 1-6

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# SCALE UP

conference

*Innovations in Agriculture: Scaling Up to Reach Millions*

PARTNER ORGANIZATIONS

**PURDUE**  
UNIVERSITY



**150** YEARS  
OF  
**GIANT LEAPS**

# A Few Take Aways

- **Delivery at scale is not a gigantic project**; millions, not thousands; uncontrolled vs controlled environments; political economy and scale effects
- We need to **narrow the gap** between the macro and micro; use the vocabulary of scaling to link the language of “projects” to the language and logic of development effectiveness; sharpen the “2<sup>nd</sup> theory of change”
- **Broaden the lens** beyond research, innovation, prototype, validation, roll-out; distinguish pilot projects from small projects
- It’s time to **professionalize the discourse** about (1) designing with scale in mind, (2) assessing scalability, and (3) managing the transition onto platforms capable of, and incentivized to, deliver at scale; immediate target: improving the pilot-to-scale success rate from 5% to at least 10%
- View **agriculture as a business**, not a social sector, and treat farmers as businesses and as customers, not as beneficiaries; focus particular attention on the middle of the value chain – intermediation and aggregation, on the enabling environment, and on finance

- Aid will not solve the problem, only **markets and governments** can, and commercial markets should normally be the default setting; short term interventions (“projects”) and subsidies can make big and positive differences, but they can also introduce major distortions
- Never forget that **context is king**
- The actions of research institutions, NGOs and other implementing partners are shaped by **donor policies, metrics and procedures**, and change may therefore need to begin on the donor side; host governments and private enterprise are predisposed to think and work at scale and can be potential drivers
- **Remember Purdue**, and raise our voices above a whisper!

# Building on the Momentum -- What's Next?

- Scale Up Sourcebook
- Community of Practice on Scaling Up Development Outcomes - - Working Group on Agriculture and Rural Development
- World Food Prize Meetings (Borlaug Dialogue) – 2 ‘Side Events on Scaling Up Impact in Agriculture
- CSIS Event on Scaling in Agriculture

# Survey Questions

- Request that you answer questions:
  - **Now** - - on gold sheet in conference folder, and give completed survey to a conference helper
  - **Now** - - electronically, on Qualtrics survey sent by email
  - **By Sept. 30** -- electronically, on Qualtrics survey sent by email

# Survey Questions

1. Which scale up driver/enabling condition do you think is most often neglected/minimized to the detriment of the scale up effort? (give single answer)
  - a. Behavior change
  - b. Policy & governance
  - c. Training
  - d. Infrastructure
  - e. Market/profitability
  - f. Other: \_\_\_\_\_
2. What one word do you think describes the biggest challenges for successful scale up of agricultural technologies /innovations in developing countries? (Answers will be used to create a word cloud that will be added to the conference website and shown at the World Food Prize meeting breakfast 'side event' about scale up.)

# Survey Questions

3. Current planned actions following this conference include development and distribution of a 'Scale Up Sourcebook' (i.e., user guide to scale up), and posting the conference PowerPoints, abstracts of all posters and summaries of breakout/case study groups on a website. Beside access to these, what would be most useful for you as a follow up to this Scale Up Conference? (can give multiple responses)

- a. Additional opportunities for face-to-face meetings/conference
- b. Having a repository of case studies, including lessons learned
- c. Having a set of scaling tools and guidelines
- d. Other: \_\_\_\_\_

4. What would you most like to have included in the short 'Sourcebook' on scaling we will be producing following the conference?

# Survey Questions:

5. What stakeholder groups would you like to see more represented in a future conferences/gatherings about scale up in agriculture? (can give multiple responses)

- a. Smallholder farmers
- b. Youth
- c. Women
- d. Government
- e. Donor organizations
- f. Researchers/innovators
- g. Agribusiness representatives
- h. Other: \_\_\_\_\_

6. What other comments do you have about this conference and/or for organizers of another conference on scale up?