



Rijksdienst voor Ondernemend  
Nederland

**How can we connect the dots?**

**- The power of Public-Private Partnerships**

Lagos, March 27th, 2024

# Programme

- Opening

**Inge Tenniglo**, Dutch Agricultural Counsellor Nigeria

- Introduction to Diamond Approach and lessons learned in partnerships

**Ivo Demmers** CEO Netherlands Food Partnership

- Share your own experience

- Panel Discussion

- **Tien Hoang** - RVO (Dutch Enterprise Agency)
- **Ilesanmi Pupa** Collaborative Seed Programme Nigeria - The Netherlands
- **Aline Mugisho** - Youth in Agribusiness – IITA





## Introducing Netherlands Food Partnership

# NFP Mission and Vision

Create a world without hunger, where

Everyone has access to sustainable, healthy and affordable food

Connect people and knowledge to contribute to food systems that are healthier, more equitable and more sustainable for farmers, rural communities and urban poor in Low and Middle Income countries.

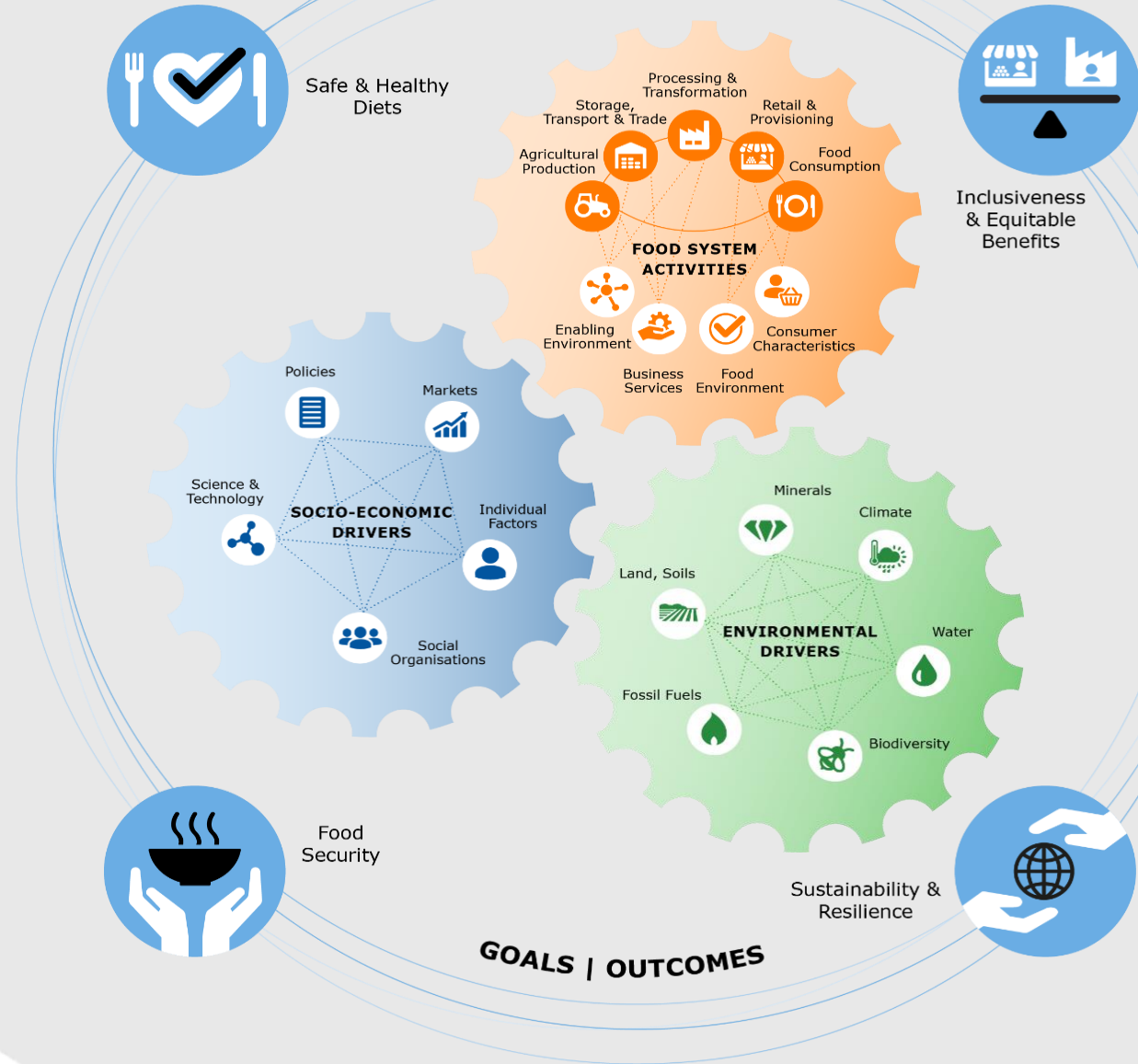


# Food System Approach



## Food systems framework

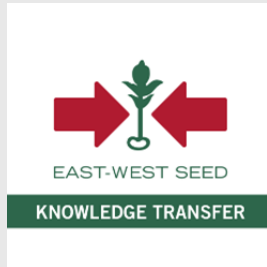
Van Berkum et al. 2018, Wageningen University & Research



# Diamond approach - Dutch DNA



# Diamond approach - Dutch DNA



# Transforming Food Systems together

What

Synergies & complimentarity

Scaling

Faster Innovation

Enabling Environment

Context specific challenges

Inclusive & collectively addressed

How

Partnership & Coalitions

Community Engagement



# Partnerships & Coalitions

## Environmental drivers

- Saline Water & Food Systems Partnership
- Youth in agro-ecology and business
- Biodiversity & Food Systems
- Clim-Eat 'Think and Do Tank'
- Insect rearing East Africa

## Socio-Economic drivers

- True Value / True Price of Food
- South Sudan FS resilience partnership
- Food System Finance
- Working with informality

## Agri-food sector development

- SeedNL
- NEADAP-NL EastAfrican Dairy Partnership
- Skills for horticulture
- Digital Agri Food Collective
- FORQLAB (living lab Kenya on Food Loss and Waste)
- Poultry (Senegal)
- Cassave Peels 4 Feed



# Community engagement

Community  
Engagement

## Five main approaches:

- Knowledge brokering
- Strengthening capacity infrastructure
- Organizing policy engagement
- Supporting strategic networks
- Facilitating online interaction

## Examples

- Food System E-course
- Food System Policy engagement
- World Food Day event in NL
- NFPconnects: [www.nfpconnects.com](http://www.nfpconnects.com)





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## Lessons learned and recommendations for building partnerships

# Insights and Lessons learned

- Three different partnerships

**Policy  
Development**

**Community  
of Practice**

**Partnerships  
& Coalitions**



# Policy Development (1)

- Policy development processes generally focus on 3 objectives
  - Information and knowledge sharing
  - Connecting / networking and aligning perspectives
  - Influencing policies and strategies

## Policy Development (2)

- A **neutral position** allows for independent facilitation of interaction and open space for dialogue
- Lessons learned and ambitions towards the future:
  - Broaden diversity of perspectives and opinions
  - Improve inclusion of different stakeholders

# Insights and Lessons learned

- Three different partnerships

**Policy  
Development**

**Community  
of Practice**

**Partnerships  
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# Communities of Practice (1)

- Communities of Practice (CoPs) definition

Learning groups where people with a common interest deepen their knowledge and experience on specific topics.

CoPs can have different objectives:

- Improved **access to knowledge**
  - Increased **complementarity of work**
  - Enhanced **scaling**
  - Strengthening the **enabling environment**
- Joint Learning
  - Alignment around co-created agendas
  - Good practices and innovations shared
  - Dialogue and problem-solving with policymakers

# Communities of Practice (2)

- Critical success factors of a CoP are:
  - Clear goals and objectives
  - Core group of partners with clear roles and responsibilities
  - Diversity of group
  - Regularly gauging energy and gathering feedback on relevance
  - Know when to end. And make it a conscious decision and activity (rather than fading out)

# Insights and Lessons learned

- Three different partnerships

**Policy  
Development**

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& Coalitions**



# Partnerships & Coalitions (1)

- A **neutral connector** can play an independent role **between** partners.
- To support process coordination and act as an objective actor and convener
- Why?
  - **Together is more** than one - focus on bigger objective than achievable by a single organisation
  - Organisations offer **complementary** services/ knowledge
  - Organisations have **different** roles (public - private - research - civil society)
  - **New** markets OR new services/innovation (where roles are not clearly defined)
  - **More resources / wider audience** is needed (community based approach)
  - **Transdisciplinary /Multidisciplinary** challenges require partnerships/ coalitions

# Partnerships & Coalitions (2)

- Critical Success Factors & Lessons Learned
  - Determine the potential of a partnership to **contribute to FST** (e.g. Food Systems Analysis)
  - Ensure **commitment** from the **right** partners
  - Clear **roles & Responsibilities**
  - Be aware of and manage **power imbalances** in the partnership
  - Regularly **gauge energy and commitment** of stakeholders
  - Balancing **ownership** of partnership
  - Begin with the end in mind: having an **exit strategy** in place



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**What are your personal experiences ?**

# Questions to you – discuss with your neighbour

- What are leverage points in food system transition in Nigeria – or specific States that can benefit from partnerships?
- What is your experience with partnerships accelerating transitions?
- Do you see opportunities for cooperation between sectors / within value chains?



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## Panel Discussion

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# Closing Remarks



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