

Private Sector Partnering on Crops for the Poorest of the Poor

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- ICRISAT is a member of Alliance Future Harvest Centers, supported by the CGIAR
- Its Vision is improved well-being of the poor of the Semi-Arid Tropics
- Mission is to reduce poverty, enhance food and nutritional security and protect the environment of the SAT by helping empower the poor through Science with a Human Face



Public-private partnerships for the poor

- ASP enhances the development, promotion and utilization of technologies from ICRISAT and its research partners
- Components:
 - Ag-biotech Innovation Center
 - Agri-Business Incubator
 - Bioproducts Research Consortium
 - Hybrid Parents Research Consortia



Public-Private Partnerships (PPP)

- PPP enable pooling of resources and minimize risks in R&D investments for mutual benefit
- Synergy between the social equity of public institutions and efficiency of delivery of the private sector
- PPP can create linkage in the supply chain to deliver inputs (hybrid seed) to small-holder farmers at reasonable costs
- Investment costs are shared leading to lower product costs (= benefit to consumer)
- Builds on the strengths of both public and private sector

Agreed Guidelines for CG-Private Sector Collaboration

- **PPP need to serve the CGIAR mandate**
- **Produce international public goods when possible**
- **Centers need to keep public partners informed**
- **PPP governed by time-bound agreements to define obligations, provide legal safeguards**
- **Centers to follow good business practices – confidentiality, respect legal obligations**
- **Centers not to accept PS funding that could cause conflict of interests**

- **National Agricultural Research Systems (Institutions, Universities)**
- **Advanced Research Institutes (both in north and south)**
- **Private Sector Seed Companies**
- **Non-Government Organizations (NGOs)**
- **Farmers Organizations and Village Cooperatives**
- **Farmers – both men and women**

Hybrid Parents Research Consortium

Synergies in Hybrid Cultivar Development-1

- ICRISAT conducts basic research on germplasm diversification and enhancement
- Diverse hybrid parents are shared with partners, including PS seed companies
- PS partners test, make further selections, and select useful parental lines
- PS test hybrid combinations and chose promising hybrids for niche markets

Synergies in Hybrid Cultivar Development-2

- Seed companies mass produce seed of promising hybrids using contract farmers
- They market hybrid seed using vast network of dealers in rural areas
- Small-scale farmers get access to high yielding hybrid cultivars
- ICRISAT is able to show quicker impacts of its research in farmers fields

Hybrid Parents Research Consortium

- Three consortia operating since 2000
 - Sorghum, pearl millet and pigeonpea (2003)
- PS can join one or more consortia paying membership fees
- Funds from consortia augment ICRISAT core resources for hybrid parents research
- Members have access to breeding materials developed at ICRISAT
- No exclusivity to any consortium partner
- Unrestricted access to materials by public sector institutions

Consortium Operating Guidelines

- A 5-member Advisory Committee provides advice and guidance
- ICRISAT organizes field days to show materials
- Partners select materials at different stages of development
- PS provide input and feedback on research priorities and deliverables
- Seed supply as per Material Transfer Agreements

Impacts of Hybrid Parents Research in India

- Half of India's 8.5 m ha of sorghum is planted to hybrids
- 30 of the >50 commercial hybrids are based on ICRISAT-bred lines
- About 60% of 10 m ha of pearl millet to hybrids
- 60 out of >85 commercial hybrids are based on ICRISAT-bred lines
- HPRC was the first PPP arrangement in CGIAR system
- HPRC is pre-cursor of Agri-Science Park @ ICRISAT
- ICRISAT is acknowledged as mentor by many PS Companies

Benefits to Farmers and Ecosystem

- Price of seed kept low due to competition among several seed companies
- Incremental seed price is offset by higher incomes to farmers due to hybrids
- Hybrid seeds available in remote rural areas because of seed marketing networks
- Adoption of new hybrids quick due to extensive marketing efforts of PS companies
- Diversity of hybrids avoids downy mildew epidemics in pearl millet

THANK YOU!

