

The Power of Partnerships: A Private Sector Perspective

Crawford Fund Annual
Development Conference

October 27, 2009

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Power of Partnerships

Creativity

Effectiveness

Growing World Population

Political Unrest

Addressing Challenges

Innovative

Climate Change

Successful

Terrorism

Financial Crisis

Leadership



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The Power of Partnerships

Public-Private Partnerships are:

- 1. Critical to global food security***
- 2. Key to solving most complex agricultural issues***
- 3. Effective only if well-designed and executed***



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Building Effective and Successful Partnerships

Capture strengths of each partner

- ◆ Focus on collaborative solutions
- ◆ Embrace global resources

Design partnerships for success

- ◆ Clear accountability, goals and timelines
- ◆ Distinct benefit to all parties

Make global commitment to effective regulatory, IP, and education programs

- ◆ Abide by local rules, needs



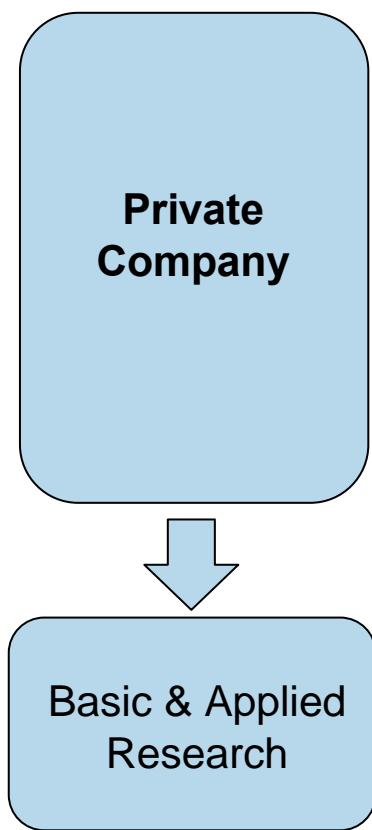
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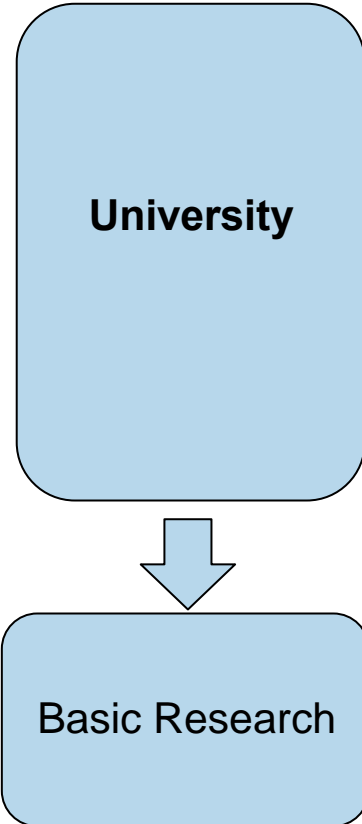


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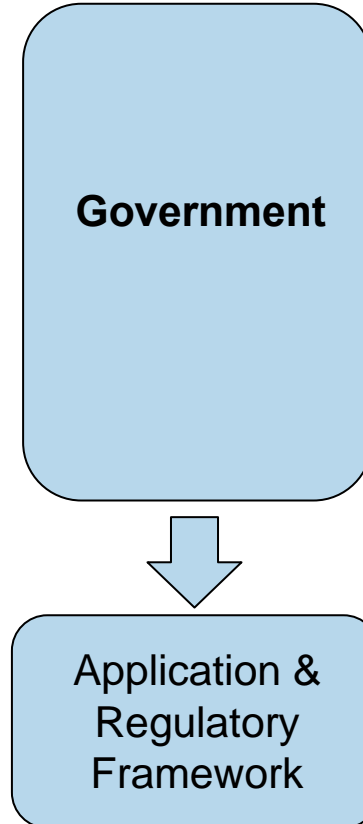
Capture Strengths of Each Partner



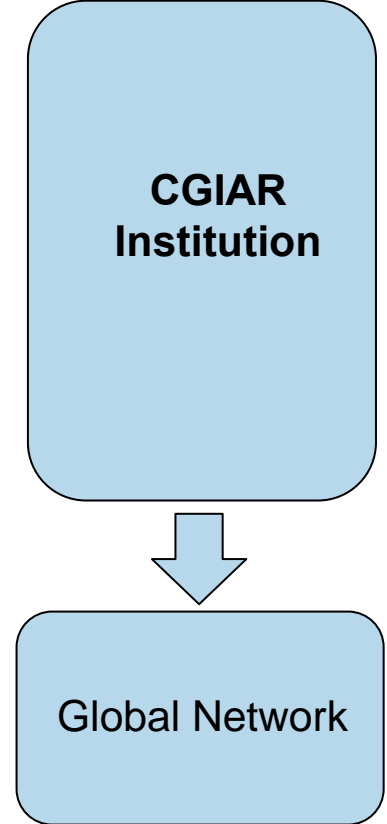
- R&D investment
- Global reach
- Limited access to developing world



- Strong local research program
- Limited global resources

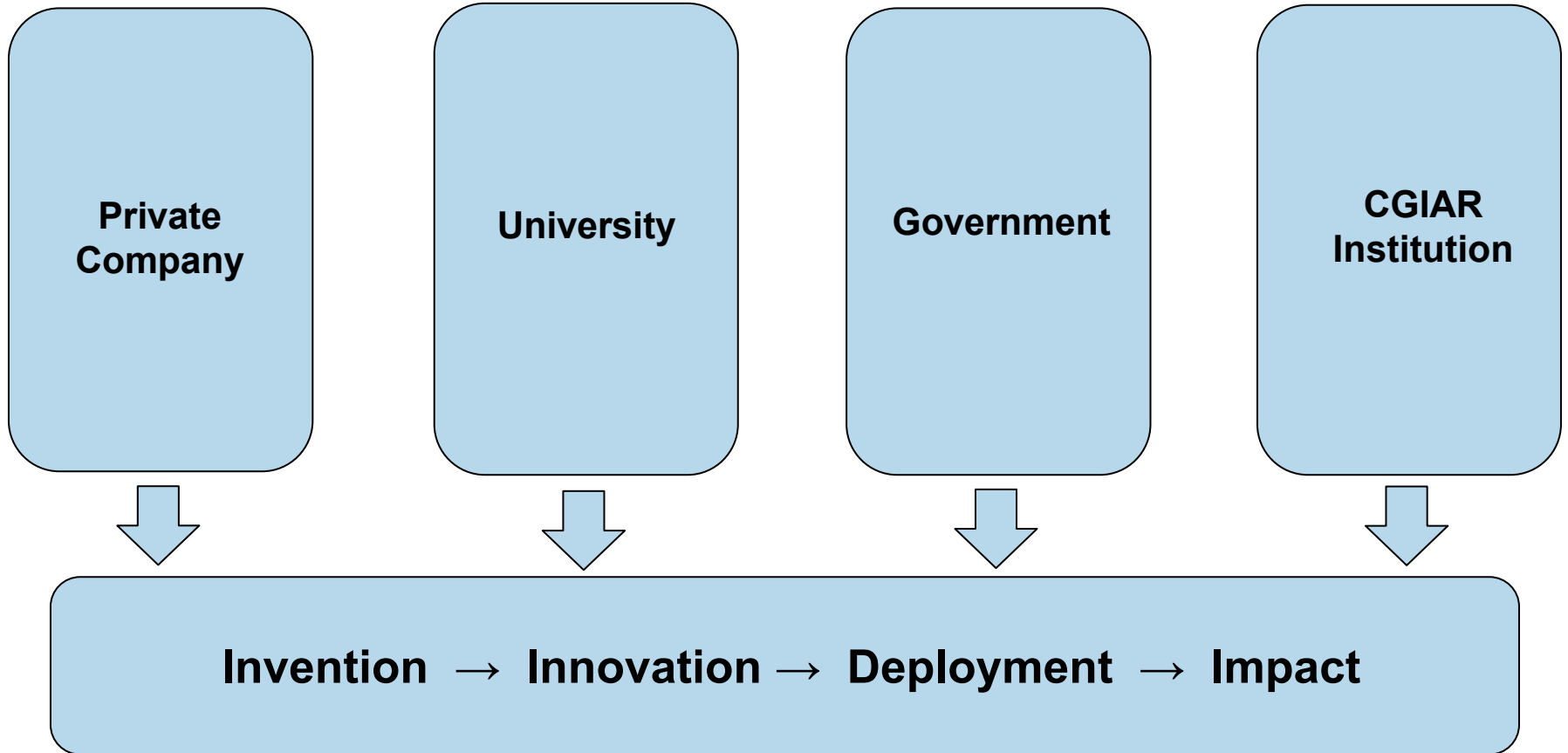


- Farmer-focused program
- Single country focus



- Crop knowledge
- Link to local needs and talent
- R&D access and investment

Capture Strengths of Each Partner



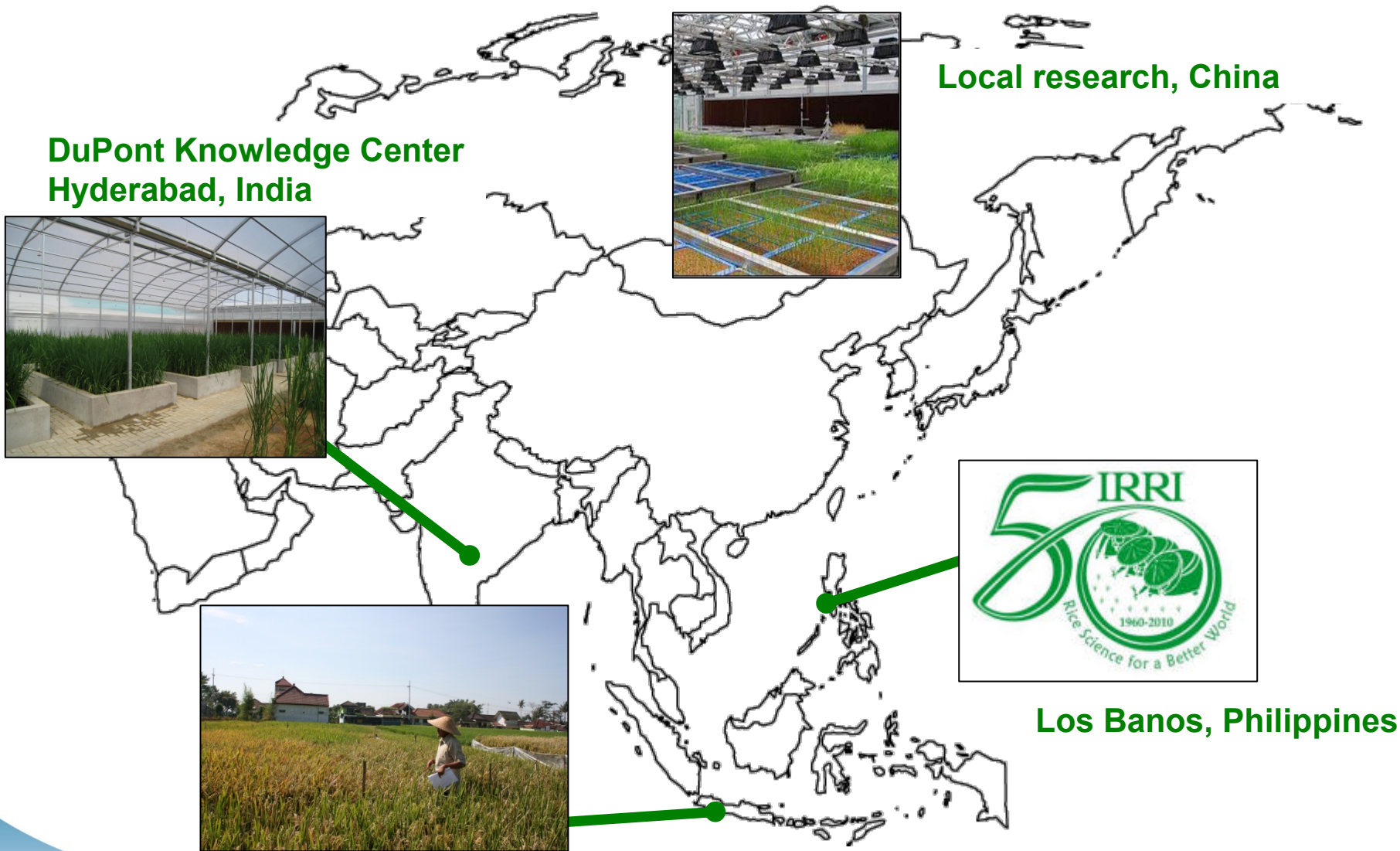
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DuPont / IRRI Scientific Know How Exchange Program



DuPont Knowledge Center
Hyderabad, India

Local research, China



Los Banos, Philippines

Field testing and
research, Indonesia



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Design Partnerships for Success

- Partnerships are most successful when designed with **clear accountability** and are specific to the **scope of the challenge**
 - ◆ Profit
 - ◆ Focus
 - ◆ Transparency
 - ◆ Velocity
 - ◆ Time
 - ◆ Humility



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African Biofortified Sorghum Project Consortium



- DuPont**
- Initial technology
 - Increasing lysine and nutrient levels
 - Scientist training

- KARI**
- Kenya field trials and product development



Consortium Lead



- CSIR**
- Africa research lead

- ARC**
- Interaction with communities
 - Technology transfer



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