



CRAFT

Smart Logistics Solution (SLS) Ltd: Showing the commercial possibility in beans amid volatile climate

[Using climate smart strategies to enhance the commercial potential in the Bean value chain]



Common Beans in Kenya (Machakos County)

Although the common bean (*Phaseolus vulgaris* L.) is drought-tolerant, it is increasingly affected by extreme weather and climate shocks. Such circumstances could force most of Kenya's population dependent on beans into a food shortage crisis.

However, noticing the required steps for resilience is Smart Logistics Solution (SLS), a CRAFT Business champion. The company is overcoming several sector-related challenges to support farmers through climate-smart strategies and market access.

CRAFT, also Climate Resilient Agribusiness for Tomorrow, is a project committed to capacitating Agro-based Small and Medium Scale Enterprises (SMEs) to ably support smallholder farmers develop key crop value chains that can survive the impact of extreme climate now and in the future.

About Smart Logistics Solution (SLS) Ltd

Smart Logistics Ltd is an agro-processor with headquarters in Machakos County. The company registered in 2009 and has grown as a producer of ready-to-eat nutritious foods, with beans as the primary ingredient. Most of its products are with the brand name Sayari Foods and targets low to middle-income urban dwellers.

For continued growth, Smart Logistics Ltd aims to uplift women and smallholder farmers. This desire is demonstrated by having women leadership and

the focus on transforming the lives of over 30,000 smallholder farmers. Achieving this goal will solidify the company's position as the market leader in nutritious and high-quality foods.





Climate Smartness

Smart Logistics Ltd offers a two-tier approach for climate smartness. The first is on climate-smart agriculture (CSA), while the second focuses on Environment protection.

Under CSA practices, the company is providing farmers with climate-tolerant and sustainable seeds and training on recommended agronomy. Through partnerships with input and service providers and collaboration with financial service providers, the company facilitates farmers' access to climate-smart inputs and other services such as ploughing, ripping, planting, and threshing. In addition, the company is skilling the targeted farmers on effective post-harvest handling for beans. As a result, they can take the appropriate steps for drying and threshing to avoid their harvest from contact with moisture and other impurities.

To actualize environment protection, Smart Logistics Ltd is innovating with quick-to-cook and ready-to-eat bean products. The products lower the demand for wood fuel associated with preparing bean-based meals. Also, by lowering the need for charcoal or firewood, the company is progressively reducing forest loss.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
30,000 	600 	100; Insurance -2, Input suppliers 3, Financial service providers 2 	1405 MT (Metric tons per year) 

Target market segments and consumers

Smart Logistics Ltd's strategy considers the type of consumer for the product and the supply and distribution needed to reach them. Because of the ready-to-eat nature of the products, the company targets low to middle-income urban dwellers that are willing to pay for convenience. These consist of women and the working class who need a quick, affordable, and nutritious meal.

For supply and distribution, Smart Logistics Ltd is focusing on product packaging and the delivery system to major outlets. So far, it has developed esthetically attractive

packaging for the different Sayari Foods brands that consumers are identifying. Then, established links with large retail stores, supermarkets, and neighbourhood stores, such as kiosks. The strategy will enable Smart Logistics Ltd to reach over 15,000 shops in just the Nairobi area (75% of the Kenyan retail market).

Partners

Under the CRAFT project, Smart Logistics Ltd's key partners are Smallholder farmers, Syngenta, KALRO seed unit, Dryland seeds, the County Government, County, Agricultural Officers, Marketing consultants, Research Institutions CIAT, Acre Africa, APA Insurance, Equity bank, Unaitas Sacco, Youth groups.

Key Objectives and Outcomes

Enhance the capacity of 30,000 smallholder farmers to improve beans output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	30,000 SHF contracted and capacity build to adopt CSA practices.	
	<ol style="list-style-type: none"> 1) Mobilize and engage farmers on scheduled contract farming agreements. 2) Facilitate and mentor leadership, business management skills, marketing, and financial inclusion. 3) Facilitate and Link farmers to Input and mechanization service providers. 4) Recruitment and train 100 TOTs on CSA ultimate to train the SHFs and follow up on the adoption of CSA. 	
Improve resilience to climate Change amongst targeted farmers through the promotion of appropriate climate-smart agricultural practices.	Adoption of CSA practices for increased productivity	
	<ol style="list-style-type: none"> 1) Facilitate and Set up 20 demo farms to showcase CSA practices and technologies. 2) Profile and link TOT service providers and SHFs to extension and business developments services. 	
Improve efficiency in beans inputs delivery, agronomy, and markets access	Facilitating inputs, production, financial, and marketing services	
	<ol style="list-style-type: none"> 1) Mapping strategic and establishing inputs delivery channels 2) Organized inputs sourcing, accredited suppliers and link with financial service providers. 3) Conduct farmers deal-making business workshops for VC actors interaction and farmers exposure 	
Improve business turnover by at least 10% through developing new market channels and increasing volumes of beans marketed.	Increased supply of volume and sales of beans	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured beans. 2) Establish a distribution depot 3) Facilitate efficient collection and delivery of beans to the market 	
Business case budget	Total: € 434,312	Own funds; 57%