



# Private Public Partnership ( PPP ) The Journey, Successes and challenges


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# Presentation outline

- Introduction
- Project Structure
  - Partnership overview
    - MEA Limited, Kenya
    - University of Nairobi, Kenya
    - Writtle College, United Kingdom
- Project Cycle
- Successes and Challenges
- AKTP experience
  - Key learning points
- Project continuity

# About me

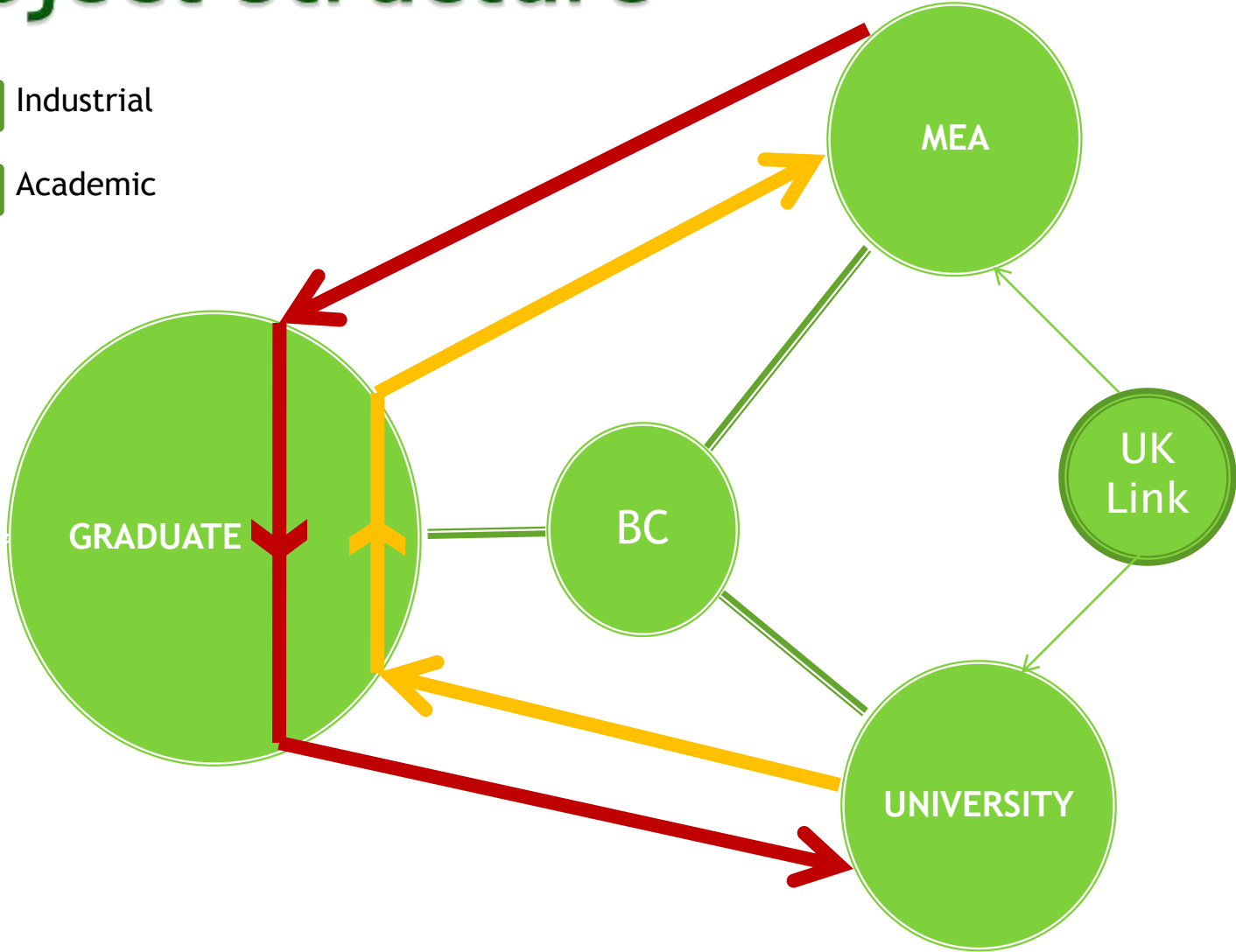
- Born in Kenya
  - Life as a student
  - Transitioning after studies
  - AKTP opportunity
- 

# Partnership Overview.....

- Motivation
  - Objective
  - How it came about?
- 

# Project Structure

-  Industrial
-  Academic





# MEA LIMITED

## OUR MISSION

To supply quality farm inputs in Kenya and the neighbouring countries at affordable prices.

## OUR VISION

To be a leading Farm inputs and cereals supplier in Kenya and East Africa

## SERVICES

- Soil Analysis • Plant Tissue Analysis • Irrigation Water Analysis • Fertilizer Analysis



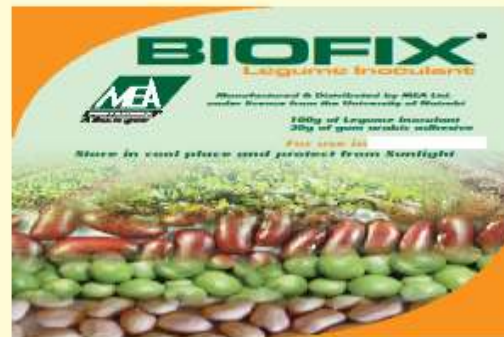
## FERTILIZER BLENDING

MEA Blends

- Pineapple • Tea • Coffee
- Wheat / Barley • Maize

## BIOFIX<sup>®</sup> Legume Inoculant

- Bean Legume Inoculant
- Cowpea Legume Inoculant
- Groundnut Legume Inoculant
- Greengram Legume Inoculant
- Garden Peas Legume Inoculant
- French Beans Legume Inoculant
- Tepary Beans Legume Inoculant
- Hyacinth Bean Legume Inoculant



- Simple to Use
- Environmentally Friendly
- Suitable for our Soils
- Low labour
- Easy to Carry & Transport

Manufactured & Distributed by MEA Limited under licence from the University of Nairobi

# UNIVERSITY OF NAIROBI

## FACULTY OF AGRICULTURE

**Providing Leadership in Academic Excellence**

### INTRODUCTION

The Faculty of Agriculture was established in 1970/71 and has the following departments: Agricultural Economics, Animal Production, Plant Science & Crop Protection, Food Technology & Nutrition and Land Resource Management & Agricultural Technology.

For Further Information Contact the Dean  
on Telefax: 254-02-632121

### Land Resource Management and Agricultural Technology

Focus: Training Scientists and Researchers in dryland resource use, soil and water management, soil and plant analysis

B.Sc. Agriculture  
B.Sc. Range Management  
B.Sc. Environment Management  
M.Sc. Soil Science  
M.Sc. Agricultural Resource Mngt  
M.Sc. Range Management I & II  
Ph.D. Soil Science  
Ph.D. Range Management

### Environment and Agricultural Engineering (D)

Focus: Irrigation and drainage systems, implements, Consultancy, machinery, Agri. Process and Water Management

B.Sc. EBE  
M.Sc. EBE  
M.Sc. Land and Water  
Ph.D. EBE  
Short Courses

### Food Technology and Nutrition

Focus: Training, Research and Collaboration in food industry.

B.Sc. Food Scie. & Tech. I & II  
B.Sc. Food Nutri. & Diet I & II  
M.Sc. Food Scie. & Tech.  
M.Sc. Applied Human Nutr.  
Ph.D. in Food Scie. & Tech.  
Ph.D. In Applied Human Nutr.  
Short Courses

### DEPARTMENTS

### Plant Science & Crop Protection

Focus: Teaching, Research and Extension and consistency in all aspects of Crop Environment Management.

B.Sc. Agriculture  
B.Sc. Horticulture  
B.Sc. Agronomy  
M.Sc. Plant Breeding  
M.Sc. Horticulture  
M.Sc. Agric. Resource Management  
Ph.D. Crop Protection  
Msc. Plant Pathology  
Ph.D. Crop Science  
Ph.D. Crop Protection and Plant Pathology  
Short Courses  
Diploma - Crop Protection

### Animal Production

Focus: Teaching and Training competent Animal Scientists.

B.Sc. Agriculture  
M.Sc. Animal Science  
M.Sc. Animal Breeding and Genetics  
M.Sc. Animal Nutrition and Feeding  
M.Sc. Livestock Production Systems  
M.Sc. Agric. Resource Management  
Ph.D. Animal Science  
Short Courses

### Agricultural Economics

Focus: Training, Research, Consultancy, Extension, Community Services, Transfer of Technology

B.Sc. Agriculture  
B.Sc. Agric. Economics  
B.Sc. Agric. Business I & II  
B.Sc. Agric. Extension I & II  
M.Sc. Agric. Economics I & II  
M.Sc. Agric. & Applied Economics  
M.Sc. Agric. Resource Mgt  
Ph.D. Agric. Economics  
Short Courses  
Computer Courses

### FIELD STATION AND PILOT FOOD PLANT


Research, Demonstrations, Processing and Green Houses

# University of Nairobi

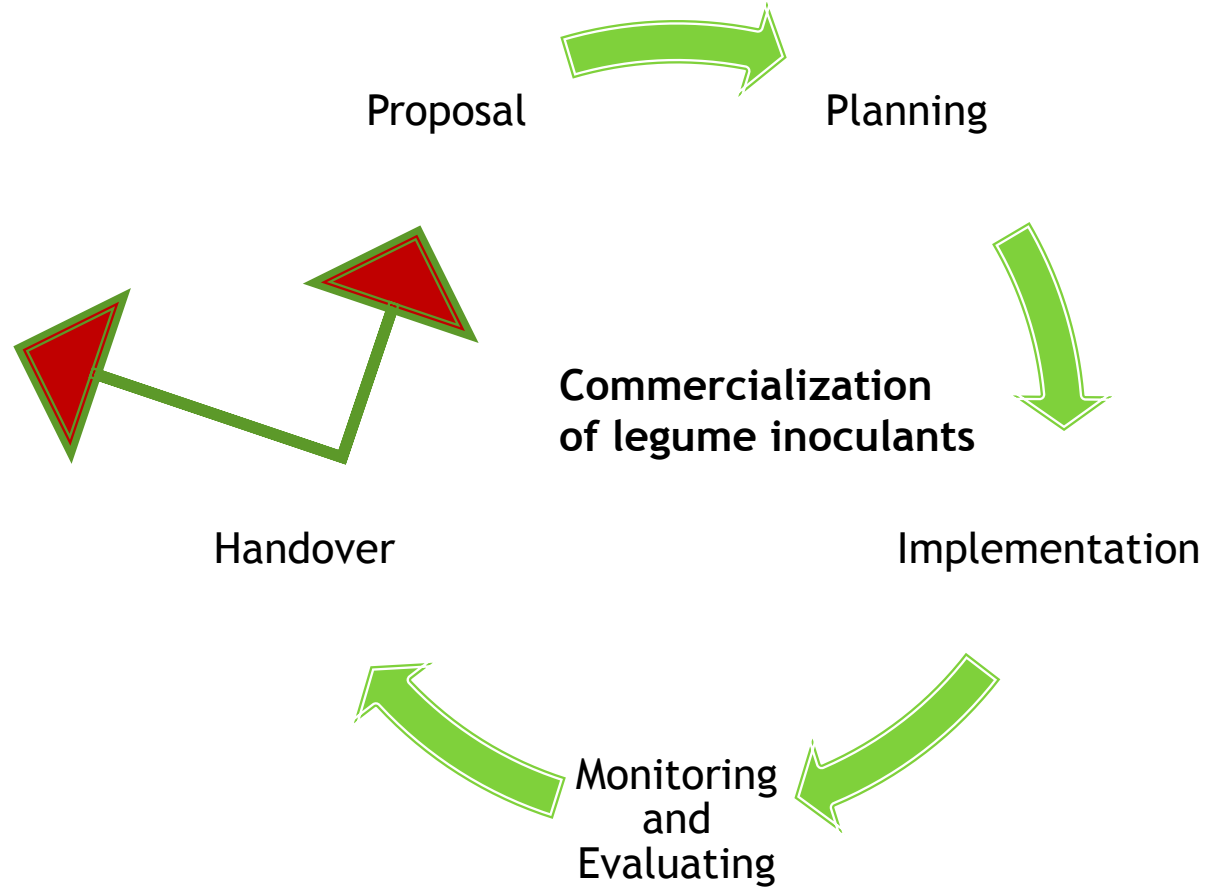
- ▶ Vision: A world class University committed to academic excellence and transformation of the lives of Kenyans and serving society with distinction
- ▶ Mission: to be a leading centre of learning, scholarship and professional development; extending the frontiers of knowledge through research and creative works; fostering and intellectual cultural that bridges theory with practice; and producing holistic graduates prepared for a life of purpose, service and leadership
- ▶ Core values
  - responsible citizenship
  - Good corporate governance
  - Freedom of thought in academic enquiry
  - Excellence and professionalism
  - Teamwork, creativity, innovativeness and adaptation to change



# UK Link...Writtle College

- ▶ A week of research in Kenya visiting farmers, distributors, the company and the university
  - ▶ Drawing up a supply chain and profile of customers, segmenting the market
  - ▶ Assisting with the design of a marketing plan
  - ▶ Backstopping with advice and suggestions
- 


# Project Cycle



# Success Factors

COMPANY	ASSOCIATE	UNIVERSITY	UK LINK
Technology acquisition	Work experience (Production and marketing)	Increased capital ( Research and development) Through Royalty payment	Real life experience and teaching material
Fully installed functional laboratory	Personal development	Equipment for use at laboratory	Prestige and publicity for the College
Sales	Increased network	University student internship	Interest and enjoyment

# Other successes....

- ▶ New product package
  - ▶ Increased sales
  - ▶ Expansion to regional markets: Rwanda, DRC, Malawi
    - Potential markets: Zambia, Mozambique, Ghana and Nigeria
  - ▶ KEBS quality mark of standardization
  - ▶ Development of guidelines to guide in identifying NFB
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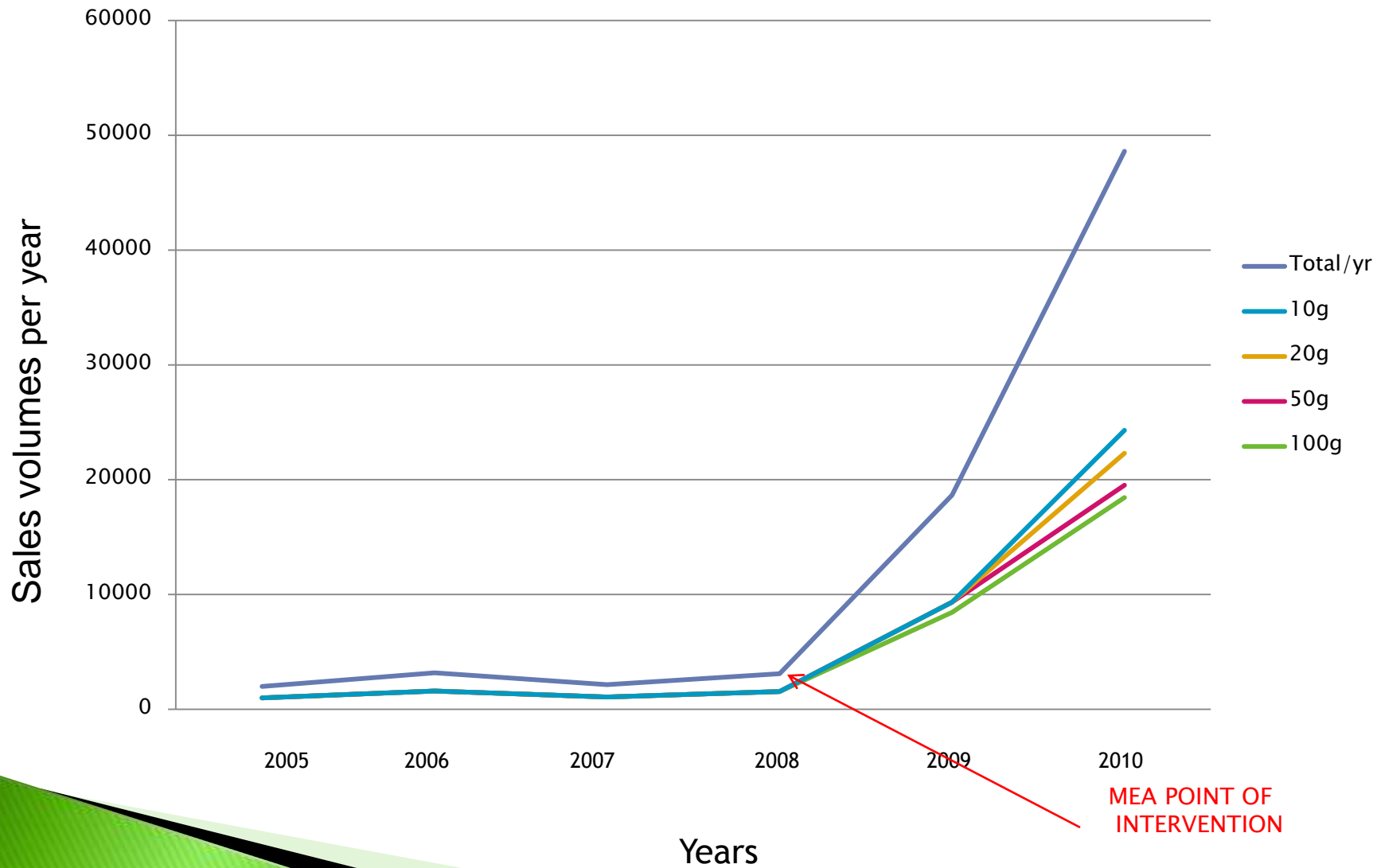


Front sides of the old and new pack

Back side of old and new pack



# Graph representing sales by the University since 2005 -2008 & 2009-2010 Partnership....






# Challenges

- Pests and diseases
- Climate change
- Work and project balance
- Data collection







# AKTP Experience.....

- Life as an Associate
  - The partnership
  - Expectations
  - Adapting to change
  - Challenges
  - Real vs. ideal outcomes
  - Outcomes, benefits & achievements
- 


# Getting the best from AKTP

- Have fun with it!
  - Determine & clarify expectations
  - ‘Fail to plan, plan to fail’
  - Time and timing is everything
  - The bigger picture
- 

# Project continuity

- ▶ Know it
  - ▶ Transfer it
  - ▶ Embed it
  - ▶ Build on it
- 

# All said and done....

- Was it worth it?
  - What have I set out to do?
  - Where am I now?
  - Where do I plan to be?
  - Where do I hope to be?
- 

**THANK YOU**

**QUESTIONS?**

