

Working with market systems development

- India for the past three years
- Bangladesh for the past four years

Features of programs:

➔ Facilitation as core part of the programs for market system changes are different levels

➔ As facilitators

❑ We have to be capable deal makers and not part of the market system

❑ No free lunch (may be “smart subsidies” such as innovation funds with clear “exit strategy”), but we always demand cost sharing to assure commitment

❑ Crowding in is a core part of market development

❑ Enabling environment is important

Good experiences/Strength

- Market is working:
- Services are available from private sector
- Services contributed to increase productivity and value added
- House holds increased income
- Through leverage, coverage is possible for Certain level of outreach
- Inclusiveness is high in Bangladesh
- Private sector increased sales of quality inputs and services; and profit
- Local service providers increased income and profit
- Crowing in: New private sectors are participating
- Involving private sector in organic cultivation

→ Key principles include:

- Competitiveness
- Sustainability
- Inclusiveness,
- Knowledge management
- Scaling up for deeper and broader impacts

Challenges, Responses

- Working through others
 - Replication
 - Outreach
 - Internal structures and processes
 - Project size
 - Divisional methodologies
 - Silo structures
 - Coordination
- *Capacity building of co-facilitators*
 - *Replication and scale through*
 - *private sector*
 - *government*
 - *Manageable span of control, flexibility*
 - *Knowledge management*
 - *Uniform methodology with wider definitions*
 - *Meetings, planning*