

Introduction:

To communicate and prolong the importance and potential intervention areas for developing an efficient and effective agribusiness supply chain management amongst the stakeholders of agro business, BIF Bangladesh in collaboration with the Market Development Forum (MDF), International Supply Chain Education Alliance (ISCEA), and Care Bangladesh organized a 2-day follow up workshop titled, ‘Agribusiness Supply Chain Management’. The objective of the workshop were not only to build cross sector of partnership for sustainable supply chain management , creating consciousness about the effective supply chain process among NGOs & Private Sector but also formation of win-win partnerships between NGOs and Private sector that fulfill the needs, or address the problems among the stakeholders through a well articulated supply chain process.

Using the findings from this workshop, BIF Bangladesh will be able to identify needs of the effective supply chain process and how to solve it through inclusive business solutions. With the help of participating members from the development sector and NGOs, the workshop analyzed sustainable supply chain procedure and why should they work together to maintain a sustainable supply chain route and how effective their activities to triumph in the long run. BIF, ISCEA, Care and MDF brought resources that will help envisioning the future of supply chain progress along with IBs in Bangladesh: namely documentation on how collaboration between NGOs and private sector could happen, types of business partnering – the World Vision example serving as a context for explanation and inspiring examples of IBs and excellent partnership example between PS & NGOs.

The whole workshop was dynamic, fruitful. Resource persons toughly followed small group and, mass communication process to make the workshop more proactive. Participants were receptive and showed their interest and willingness to take part in initiating sustainable supply chain management projects, where poor and disadvantage people will be engaged through inclusive activity. The workshop attracted a host of participants from a variety of private business and development sectors, making discussions held varied and informed. This also made the data collected from feedback and impact evaluation forms highly qualitative.

Pre-Workshop Feedback Form Analysis:

1) Where did you place yourself regarding the understanding of the term Inclusive Business?

None	2
Familiar but Unclear	12
Partial understanding	20
Good grasp	07
Very familiar	05

2) Which of the following best describes what “inclusive business” means to you?

Never heard of it until today	03
It is an unclear term, I don't really understand	06
Corporate Social Responsibility	01
Doing business in developing countries	05
Doing business in a way that involves low – income people	28
Other	03

3) Give the definition above; are you familiar with any other terms with a similar connotation?

No	22
Yes	14

4) Which of the following best describes how inclusive business best fits into your work?

It's not part of my work	01
It's a small part of my work	06
It's part of my organization and I sometimes deal with it	14
It's a core part of my organization and I deal with it daily	18
Not sure	2

Post-Workshop Feedback Form Analysis:

1) What was good or what went well?

	Remarks
1	'Deep insight of Supply Chain Management'
2	'Workshop presentation was practical and resource persons tried their best to bring examples in Bangladesh context'
3	'Combination of Private Sector and NGOs'
4	'Better understanding about inclusive business model and how IB helps in sustainable supply chain management along with all the parties involved in chain.'
5	'Partnership formation process' and also group exercise and video presentation

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- 6 'Agribusiness Supply Chain model'
 - 7 'Facilitation of experts'
 - 8 'Relation between Private Sector and NGOs'
 - 9 'Interactive session'
 - 10 'It was a new window of thinking about agribusiness supply chain management'
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2) *What was not good or what did not go well?*

	Remarks
1	'Another workshop may help to make business success in terms of supply chain management'
2	'More materials could provide , that would help to understand supply chain'
3	'Further movement is needed and more session could help to do effective the workshop'
4	'Need to more concise focused on some issues related to supply chain'
5	Need more details on current agribusiness supply chain management'

3) *Please mention one thing that you have learnt today?*

	Remarks
1	'How to achieve win- win situation between NGOs and Private Sector'
2	'Best practice in Agro Supply chain partnership management'
3	'Basic theme about Supply Chain management and value chain development'
4	'Benefits of supply chain management,
5	'A common model on business plan development '
6	'Benefits of partnering for long run sustainability'
7	'Inclusive Business'
8	'Four Principles of supply chain which is consider to develop partnership'
9	'Good understanding on the importance role of each actor of a supply chain'
10	For win- win situation in supply chain management , NGOs and Private sector has to work together'

4) *Have you identified a pro-poor inclusive business or project idea that you will develop further after the workshop?*

	No. of Respondents
YES	41
NO	6

5) *If yes, briefly summarize your idea.*

	Remarks
1	'Partnership business with NGOs'
2	'Develop partnership among stakeholders to establish linkage with the producer '
3	'Direct sourcing and partnering with the farmers'
4	'To make the sustainable business, NGOs can play a vital role and can creat a way to access to the farmers'
5	'Need based supply chain project for the pro- poor people'
6	'Identify root cause for ineffective supply chain management' and inclusive business plan should include pricing, logistic support, information exchange among stakeholders.
7	'Co-ordinate and scale up the project based on inclusive business model'
8	'Private partnership, supply chain management and agribusiness supply opportunities can draw through partnering to local level and also can linkage different stakeholders for ensuring value added of profitable business'
9	'“Develop effective partnership among each stakeholder of the supply chain process'
10	'To get fresh and quality products for super market, organization can go for direct source of producers and can go for contract farming'
11	'Treat the supplier as a business partner to make the effective management of value chain'

6) *Please indicate on a scale from 1-4 to what extent your understanding about inclusive business has changed after this workshop?*

	Indicators	No. of Responded
1	Already had a good understanding, no significant change	05
2	I had an idea and the workshop has now confirmed my thinking about what inclusive business is	13
3	I had an idea, but the workshop has significantly changed my thinking	13
4	I had a very limited understanding about inclusive business before the workshop and it has changed my thinking significantly	15

7) *Please indicate on a scale from 1-4 to what extent will your understanding about inclusive business be useful after this workshop?*

Scale	Indicators	No. of Respondents
1	Not Useful	0
2	Somewhat useful	2
3	Useful	21
4	Very useful	23

8) *Do you have any questions for the workshop organizers?*

1. 'Do you think that farmer's participation could be more effective to create a win-win situation'?
2. 'Are organizers trying to organize another follow up workshop?'
3. 'How do development partners take lead roll in taking the benefits of inclusive business in vegetable procurement'? saif@shwapno.com
4. Would you please engage government participant to make the middlemen under some policy mechanism to resolve the distortion?
5. How organization can involve NGOs for further development in terms of short and long term vision, planning and activities?

9) *Additional comments:*

- 'It is very useful workshop'
- 'Meeting and session can organize for better relationship between NGOs and Private Sector'
- 'It was an interesting workshop and I enjoyed it very much'
- 'Every thing is excellent'
- 'Please arrange another workshop regarding this purpose'

Feedback Interpretation:

Those data taken from pre workshop and post workshop feedback form, participants indicate to have become much more aware of Agribusiness Supply Chain Management and the importance of NGO-Business partnerships for sustainability for both parties. A noteworthy achievement of this workshop was in battling one of the most crucial understanding about Inclusive Business; with regards to Question No. 2 of the Pre-Workshop Feedback Analysis, 60% of the participants defined it as, 'Doing business in a way that involves low – income people'. However, according to answers to Question No. 4 of the Post-Workshop Feedback Analysis, 93% participants said that they identified a pro-poor inclusive business or project idea that they will develop further *after the workshop*. Since a majority of the participants were from the private sector, their wish to engage more members from the NGOs to entrance BoP market is a promising sign of the beginning of a socially conscious cross-sectoral relationship to make effective supply chain management. Simultaneously, though, criticism has been made regarding more details on current agribusiness supply chain management and need to more concise focused on some issues related to supply chain ,such concerns will be addressed duly in future workshops.