GROUP 4 – PROCESSORS

1. **What motivates you to process OFSP**
   a. Nutritional value – market demanding nutritional products is growing
   b. Processed products more profitable
   c. Processing produces innovative ingredients and products that reduce cost of production
   d. Produces versatile ingredient- that can be used in many ways

2. **What constraints do you face – Regulatory / Policy, Quality assurance, Raw Materials, Demand, Contract with end users**
   a. Regulatory issues, for example in Kenya, use of plastics was banned. SMEs face challenges of high costs associated with branding, packaging.
   b. Quality assurance – challenges regarding supply of raw materials – not available in certain months of the year due to rainfall pattern, and poor quality of raw materials
   c. Challenges associated with contract farming – farmers not honouring the contracts in cases where prices outside the contract are higher
   d. Inadequate / poor storage facilities (both for roots and processed products)
   e. Long certification process
   f. High cost of raw materials (OFSP roots)

3. **What would you like to see changed in the status of your processing?**
   a. Having own source of raw materials besides contracting farmers
   b. National & local Government and donor agencies to support upcoming SMEs to stabilize
   c. Support in marketing – branding, packaging, advertising etc)
   d. There should be emphasis on understanding of the various products that can come from OFSP as an ingredient
   e. To have processing equipment and technology that is more affordable / cheaper and easier to use and manage by SMEs.
   f. Create platform for interaction of OFSP processors.

4. **Who needs to be involved – partnerships and co-investment**
   Those involved in partnerships and co-investment should also be able to provide / link SMEs to technical support and affordable loans.
   a. National and county / local government
   b. NGOs and development partners
c. Financial institutions
d. Academia / Research institutions
e. Regulatory agencies.

This group comprised the following persons / Organizations (these names might need corrections!)

1. Antonio Magnaghi (EIL) – Chair
2. Gladys Nabiswa – (CREDIS Agribusiness & Development Services Ltd) – Secretary
3. Regis Umugiraneza (CARL Group)
4. Alexis Nkundayezu (SINAGERAD Enterprises)
5. Clare Effiong (Esther AID)