



**Accelerated Microenterprise Advancement Project (AMAP)
Business Development Services (BDS)
under Indefinite Quantity Contract
GEG-I-00-02-00016-00**

**ACDI/VOCA CONSORTIUM
Quarterly Performance Report No. 15
April 1, 2008 to June 30, 2008**

**Prepared by
ACDI/VOCA**

Submitted to
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Submitted by

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Accomplishments during this Quarter (April 1, 2008 – June 30, 2008)

- Completed and posted the “Using the Value Chain Approach to Design a Competitiveness Strategy” briefing paper.
- Posted translations in French and Spanish of four briefing papers.
- Completed the “Key Features of the Value Chain Approach” briefing paper.
- First draft of “Transforming Relationships” briefing paper submitted and comments received.
- Contracted Vikas Choudhary to write the vertical linkages briefing paper. Outline has been reviewed.
- Contracted Ted Barber to write the “Engaging End-Market Buyers in Value Chain Development” briefing paper. First draft has been submitted and comments provided.
- Contracted Criss Juliard to develop the “Participatory Approaches to Value Chain Development” briefing paper. First draft has been submitted and comments provided.
- Continued work on the following briefing papers: “Business Enabling Environment and the Value Chain,” “Integrating ICT into Value Chain Development,” “Finance in the Value Chain Framework,” and “Market Facilitation through the Industry Pathway Approach.”
- Began work on “Value Chain Development In Conflict-Affected Environments” briefing paper.
- Developed a detailed page structure (map) for the wiki.
- Drafted annotated outlines of several pages—upgrading, horizontal linkages, design and implementation and competitiveness strategy—were submitted and comments received.
- Contracted CGGC to develop the “global upgrading” wiki page and provide feedback on the value chain analysis page.
- Reviewed and provided detailed comments on the second draft of the Tanzania Country Study.
- Conducted a workshop designed to develop strategic recommendations for Tanzania's export horticulture sector on April 23, 2008. Contracted Margie Brand to facilitate the workshop.
- Held a Tanzania workshop debriefing session at QED.
- Continued work on the final draft of the report “Impacts of the Kenya BDS and KHDP Projects in the Tree Fruit Value Chain of Kenya.”
- Drafted summary of Kenya impact assessment report. Submitted to AMAP TO CTO and report authors for review.
- Developed “Innovations in Financing Value Chains Competition Outline” and met with QED on June 20 to begin logistical planning.
- Initial research and suggestions for a value chain finance toolkit were drafted.
- Continued planning for the half-day workshop for USAID to be held in the Ronald Regan Building in September.
- Solicited short papers on best practices in implementation from 10 organizations. Issued contracts to SDC Asia, OTF, AFE and EMG for short papers on best practices in implementation. Received proposed topics from Fintrac, JE Austin, and Practical Action.
- Literature review and draft outline of “Market Research for Upgrading Value Chain Competitiveness” received and comments provided to OTF.
- Continued to engage with QED to design an AMAP dissemination strategy.
- Participated in PSD-IAI Meeting April 30, 2008.
- Finalized and posted Sudan, Sri Lanka, Kosovo, Rwanda, and Haiti GUC case studies.
- Completed draft synthesis report on adapting the value chain approach to post-conflict environments.
- Finalized and posted desk study on value chains in conflict-affected environments.
- Presented findings of GUC synthesis report in a Breakfast Seminar given by Dr. Joan Parker.
- Reinitiated work on GUC literature review.
- Drafted journal article on value chain development in conflict-affected environments.

Issues Arising during the Quarter

- None.

Activities Planned for Next Quarter (July 1, 2008 – September 30, 2008)

- Revise and update the value chain training curriculum based on the materials developed during the three regional workshops. Sessions applicable from workshops, such as the value chain framework will be integrated into the current training curriculum. New sessions, such as "Facilitation" will be part of "Workshop Synthesis Curriculum" which will be posted at microLINKS later in the year.
- Continue work on value chain finance deliverables including the value chain finance toolkit and competition.
- Finalize the following briefing papers: "Business Enabling Environment and the Value Chain," "Engaging End-Market Buyers in Value Chain Development," "Integrating ICT into Value Chain Development," "Finance in the Value Chain Framework," "Participatory Approaches to Value Chain Development" and "Value Chain Development In Conflict-Affected Environments."
- Develop solid drafts of the following briefing papers: "Vertical Linkages," "Transforming Relationships," "Value Chain Governance" and "Market Facilitation through the Industry Pathway Approach."
- Contract Don Snodgrass to develop brief cases to illustrate successful approaches to micro-level BEE interventions.
- Complete GUC literature review.
- Finalize and post Afghanistan and Nepal GUC case studies.
- Finalize and post GUC synthesis report.
- Develop and deliver a half-day presentation for USAID on the key features of the value chain approach.
- Continue development of wiki pages and publish the first drafts on microLINKS.
- Hold meeting with QED and MD to discuss the roll-over of wiki pages into microLINKS.
- Draft research plan for GMED impact assessment end line report. Begin work pending approval.
- Subcontract remaining firms (DAI, Fintrac, Practical Action, Chemonics, JE Austin and the Cluster Competitiveness Group) to write short papers on best practices in implementation. Finalize papers.
- Finalize and post the report "Impacts of the Kenya BDS and KHDP Projects in the Tree Fruit Value Chain of Kenya."
- Finalize summary of the Kenya impact assessment report.