



**BUILDING PARTNERSHIPS ON WATER-AND-FOOD SOLUTIONS REALIZING INCOME INCREASE FOR SMALL PRODUCERS AND MARGINALIZED PEOPLE**

### SERVICES

- Brokering partnerships
- Plan facilitation
- Finance blending
- Contract and consortium management
- Technical support

### BUILDING PARTNERSHIPS

Woord en Daad is a Dutch faith-based and entrepreneurial non-profit organization aiming at inclusive sustainable transformation of poor and marginalized people in Africa, Asia and Southern America.

We facilitate solutions and partnerships in agribusiness, water, vocational training and market oriented education.



# BUILDING PARTNERSHIPS

## Entrepreneurial and inclusive approach

Woord en Daad has a mission to enable people to take responsibility for their own development in a broken world, characterized by poverty and injustice. Our identity stands for integrity, strong and respectful relationships and quality work. We mobilize Dutch, international and local know-how and develop solutions on food and water systems with sustainable benefits for the poor. Through multi-stakeholder processes we develop inclusive approaches to initiate game-changers in local markets. We realize embeddedness in the local context through our extended partner & business network and strong ties with (local) government and communities.



## Poverty impact

Our focus is on poverty impact - measured by increased income on household level. We believe that system change at a higher level is required to create enduring and scalable opportunities for rural households, mostly smallholder farmers. In a project context we work on different levels: increased food production and marketing (core value chain), an improved enabling environment for market growth (service provision), more efficient management and use of water resources, and increased and equal collaboration of farmers and processors at different levels (sector coordination). With key actors we work on professionalization of service provision, business modelling, models to finance, entrepreneurship, inclusion and sustainable and low-cost technologies and methods. With end-users we work on mind-set change and increased resilience.

## Profile & Track record

We have extended experience in complex business development and implementation trajectories. Our collaboration is with civil organizations, knowledge institutes, private players, the financial sector and (semi) government in creating conducive environments and eco-systems for agribusiness. We take a lead role in a number of ongoing multi-stakeholder consortia, including public-private partnerships financed by the Dutch Government. We bring in experience from projects in 20+ countries in the fields of technical and vocational training, job placement, small and medium enterprise development, WASH and agricultural/supply chain development. We facilitate monitoring, evaluation & learning cycles, and develop showcases helping the further scaling of water-and-food solutions. We have a technical expert pool of experienced staff who typically work closely with implementers in providing advice & training.

## NL-FSA

The NL-Food Security Alliance (NL-FSA) is a network of mainly Dutch companies and institutions developing exclusive and sustainable solutions in the agri-water-food-business.

NL-FSA is a Royal Eijkelkamp initiative



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