

Working with Corporate Partners

TechnoServe works to build businesses that generate jobs and other income opportunities for people in the world's poorest communities, enabling them to improve their lives and secure a better future for their families. Our market-oriented approach to this mission has made us a leading partner for major corporations looking to make a difference in developing countries.

We focus on building the capacity of entrepreneurs and small- and medium-scale businesses such as farmer organizations, processors and input suppliers. Our approach is based on fostering profitable enterprises and sustainable, competitive industries that will generate benefits over the long term. TechnoServe relies on its staff of full-time and volunteer business advisors (many of them from the private sector) as well as a range of partners, including many of the world's leading brands. Companies see this as a unique opportunity to spark development in poor communities while often seeing improvements in their bottom line.

Our corporate partnerships can take several different forms (or a combination thereof), including:

Supply-chain development

- TechnoServe and **The Coca-Cola Company** are boosting the incomes of tens of thousands of farmers by connecting them to Coca-Cola's supply chain. In Kenya and Uganda, TechnoServe is helping 50,000 mango and passion fruit farmers to become suppliers for locally produced and sold Coca-Cola juices. And TechnoServe is working with Coca-Cola on the Haiti Hope Project to help build a sustainable mango industry that will aim to create a viable market for tens of thousands of farmers.

- TechnoServe is helping 180,000 smallholder coffee farmers in East Africa boost their incomes by improving the quality of their coffee and linking them to specialty coffee markets. TechnoServe has facilitated sales between these farmers and a range of roasters including **Folgers, Nespresso, Peet's Coffee & Tea** and **Starbucks**.



Expertise

- TechnoServe is partnering with **General Mills** to build the capacity of the food processing industry in Tanzania. General Mills and TechnoServe are helping high-potential small- and medium-scale companies to meet food-quality standards and connect with new and better markets.

Working with Corporate Partners (cont.)



- In Mozambique, **Cargill** helped TechnoServe and local stakeholders to develop an avian flu mitigation plan, which was approved by the Mozambican government. Cargill also contributed to the national government strategy for strengthening the public veterinary service, leading to the development of community poultry vaccination programs, better education and surveillance – with the aim of improving livelihoods by protecting animal health and contributing to a safer and more abundant food supply.
- **J.P. Morgan** has co-funded a series of business plan competitions across South America. The program, known as *Idea Tu Empresa*, aims to help entrepreneurs build businesses in Bolivia, Chile, Colombia, Ecuador, Peru and Venezuela that benefit people at the base of the economic pyramid. TechnoServe and its partners are training 720 entrepreneurs and businesses that will create 6,000 new jobs across the region.



Direct funding

- **Standard Bank** partnered with TechnoServe to implement an entrepreneur development program in South Africa. Drawing on TechnoServe's established business plan competition model, the partners have helped more than 1,000 entrepreneurs receive business training.

Other partners include:

