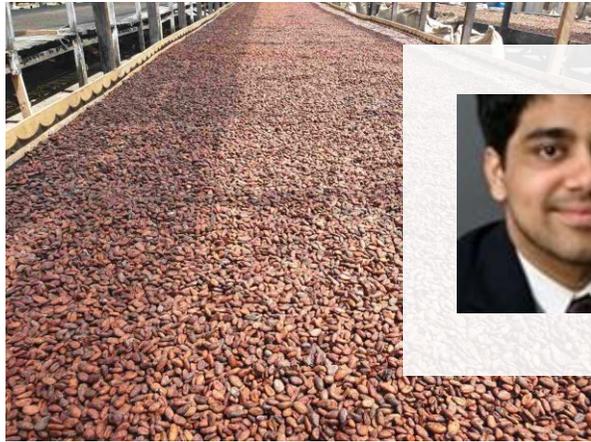# LGT Impact Fellowship 2019/2020

Impact Report

By Sushanta Singha

September 2020

Sushanta Singha (United States)

Host organization: Kennemer Foods Int.

Fellow position: Data Management

Fellowship duration: Aug 2019 – Jul 2020

Degree: MBA Entrepreneurship | BA Economics

Professional experience: 6 years

Summary

During my Fellowship, I worked as the Data Management Manager, working to create digital solutions around Kennemer's operations, which would ultimately allow the organization to collect consistently high-quality data for internal and external reporting needs.

The problems / challenges KFI aims to tackle

- Kennemer developed its inclusive business model as a way to source an adequate supply of high-quality cacao beans from smallholder farmers
- The Kennemer model of end-to-end support is designed to help farmers achieve high quality beans and high yields, enabling them to have sustained improvements in income and quality of life
- Provided a smallholder farmer follows the basic growing protocol, he can experience up to a 4x increase in yield

Opportunity for a Fellow

- Introduce technology solutions to digitize the end-to-end operations to engage, recruit, onboard, track progress, and provide payment to smallholder farmers across Mindanao, Philippines

"My experience as a Fellow…

was challenging, rewarding, and enjoyable. Kennemer operates out of Mindanao, which is the poorest region in the Philippines; an active conflict zone; and is the agricultural hub of the Philippines. In that environment, Kennemer's unique business model allows it to work not only with smallholder farmers, but also with other actors in the agricultural value chain. Having been in existence for close to a decade, Kennemer is looking to digitize its operations to provide efficiency with the ultimate hopes of scaling up. Under these settings, I got to work (and live) in a very unique setting and in a critical juncture of the company's growth."

- Sushanta Singha

Sushanta's achievements...

- Created a mobile application for the origination process, digitizing Kennemer's community cluster approach, improving data capture quality to a 96% success rate

- Ensured user experience meets the needs of field technicians with limited technical know-how and working in very remote areas

- As an extension to the origination mobile app, created additional forms to capture progress of farmers accepted into Kennemer Grower Management program

- Worked on a separate app (ongoing) for consolidators who act as the "middle man" between farmers and Kennemer's buying centres, to facilitate better documentation and tracking of bean buying and payment processes

- Worked with a Fintech partner to create a payment solution to securely disburse payments to farmers

... contributing to Kennemer Foods

- Working with a developer to creating a database to capture data collected from origination and productivity, and using that data to provide cluster and farmer reports accessible to management and field teams

- Special project: Overseeing the initial stages of newly built Kennemer Cacao Center, expected to be completed in Aug, 2020.

- Enjoying the culture and nature of the Philippines and experiencing also the challenges that come with living in the Philippines, e.g. earthquakes

Sushanta's next challenge

Sushanta has extended his assignment at KFI and would then like to continue exploring ways to integrate tech to impact driven work that enhances the lives of those at the bottom of the pyramid.