Presentations on Ops and Value Chain

- Building For Tomorrow: Natasha DeStepfan, Mario Lorente
- Vega Coffee: Shelley Meyer, Sudha Nemani
- HipoCampus Centros (Mexico): Evelyn Cano, Adriana Pedraza
- MoringaConnect: Brooke Langer, Alyssa Masangcay
- KadAfrica: Bhargav Brahmbhatt, Erin Horiuchi
- Food For Education: *Martins Okoh*
- HippoCampus Learning Centers (India): Sylvia Lawrence, Sijith Salem
- Simusolar: Ankita Kohli, Ravi Kongara
- Nizam Potential Energy: Bao Dong, Alexandra Luong

Presentation #4: Operations

1. Create a Value Chain for your organization, from product/service creation to product/service delivery. If it is appropriate, you may use (or modify) an existing diagram from your org., even if it is not called Value Chain.   0.5 pt.

2. Indicate on the value chain which processes involve partners.   0.5 pt.

3. Are there any process innovations?   0.5 pt.

4. What does your analysis indicate about the sustainability and scalability of the value chain (slide 19)?   0.5 pt.

Operations (Value Chain) Sustainability and Scalability

Sustainability

- Each operation/element of value chain adds value for the beneficiaries (i.e., no "wasteful" process)
- Partnerships lower costs
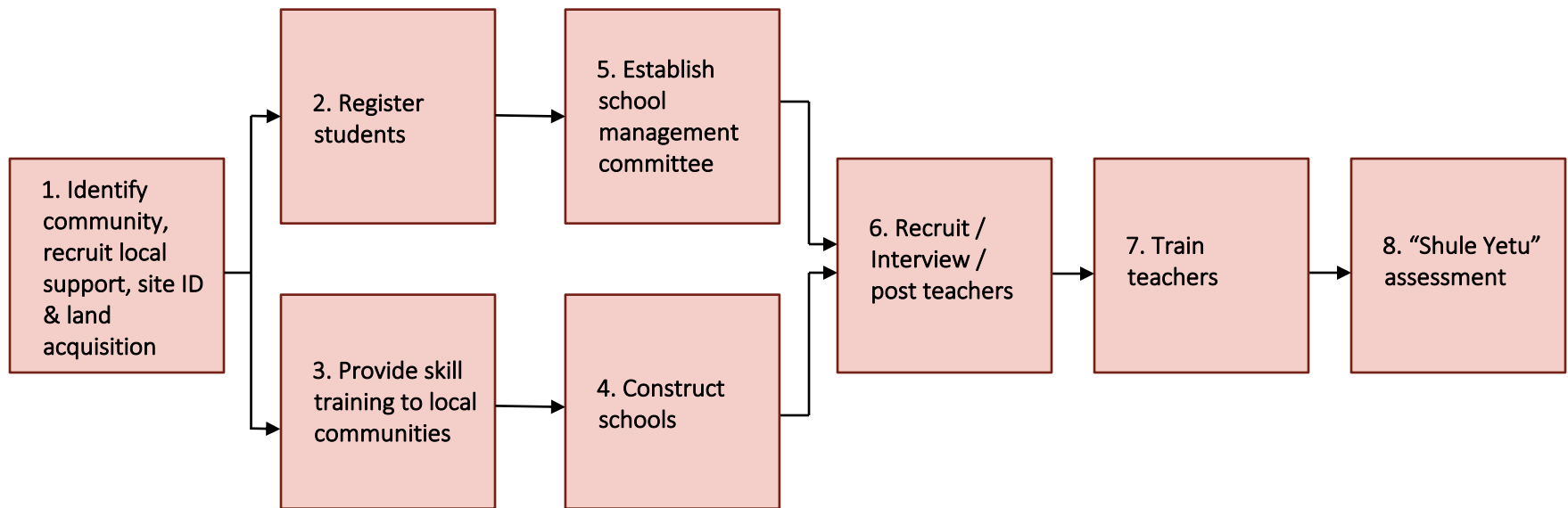- Each organization in value chain receives adequate return (financial or social)

Scalability

- Costs of ops./value chain decline with volume
- Ops./Value Chain can be easily replicated (in different location by different personnel)
- Replication enables cost reductions
- Replication does not lower quality or price/performance

Build for Tomorrow
Operations and Value Chain

```
1. Identify
community,
recruit local
support, site ID
& land
acquisition
```
→
```
2. Register
students
```
→
```
5. Establish
school
management
committee
```
→
```
6. Recruit /
Interview /
post teachers
```
→
```
7. Train
teachers
```
→
```
8. "Shule Yetu"
assessment
```

```
3. Provide skill
training to local
communities
```
→
```
4. Construct
schools
```
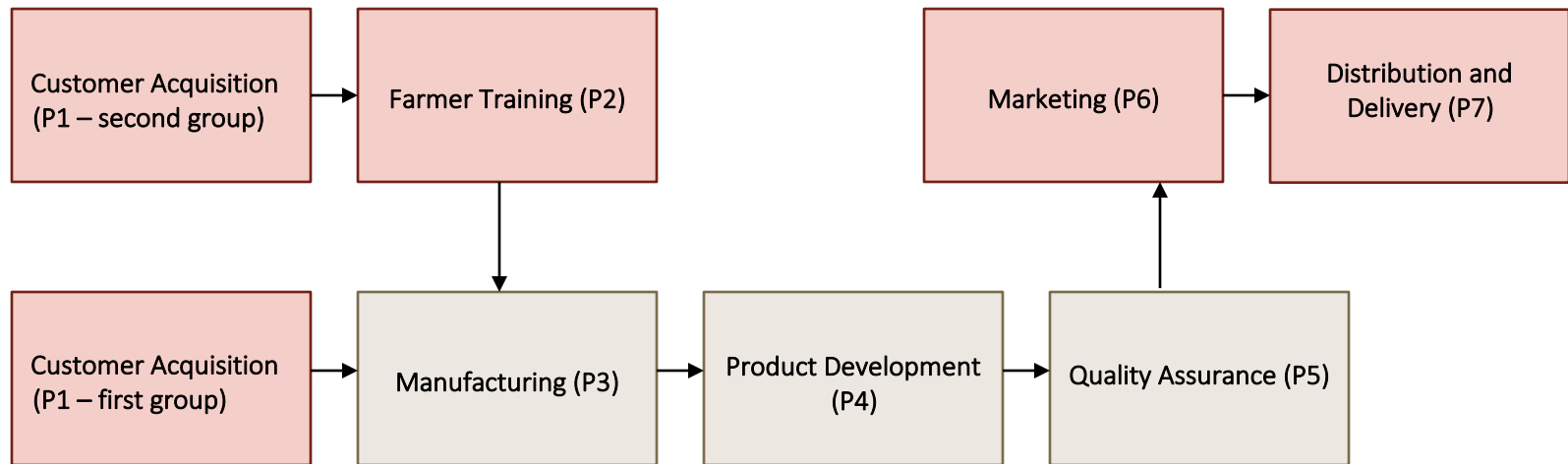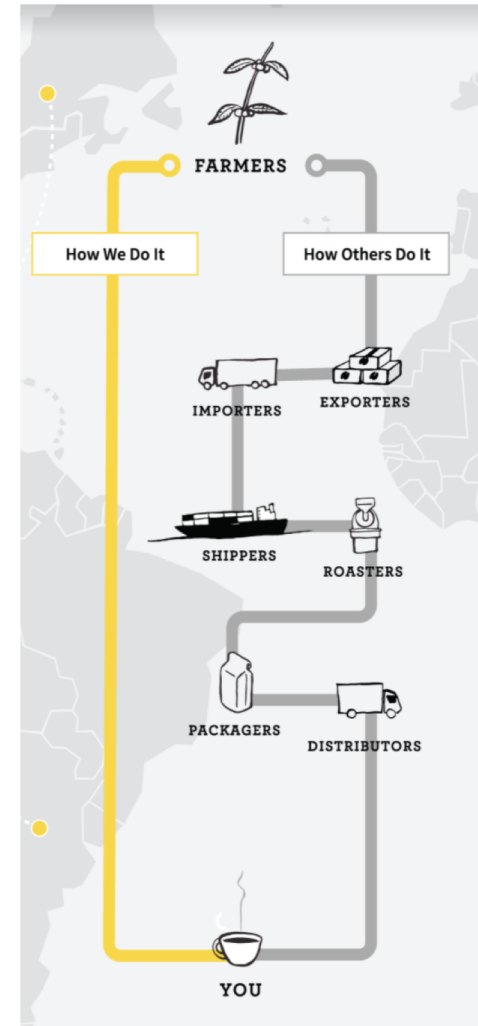
Vega Coffee Value Chain

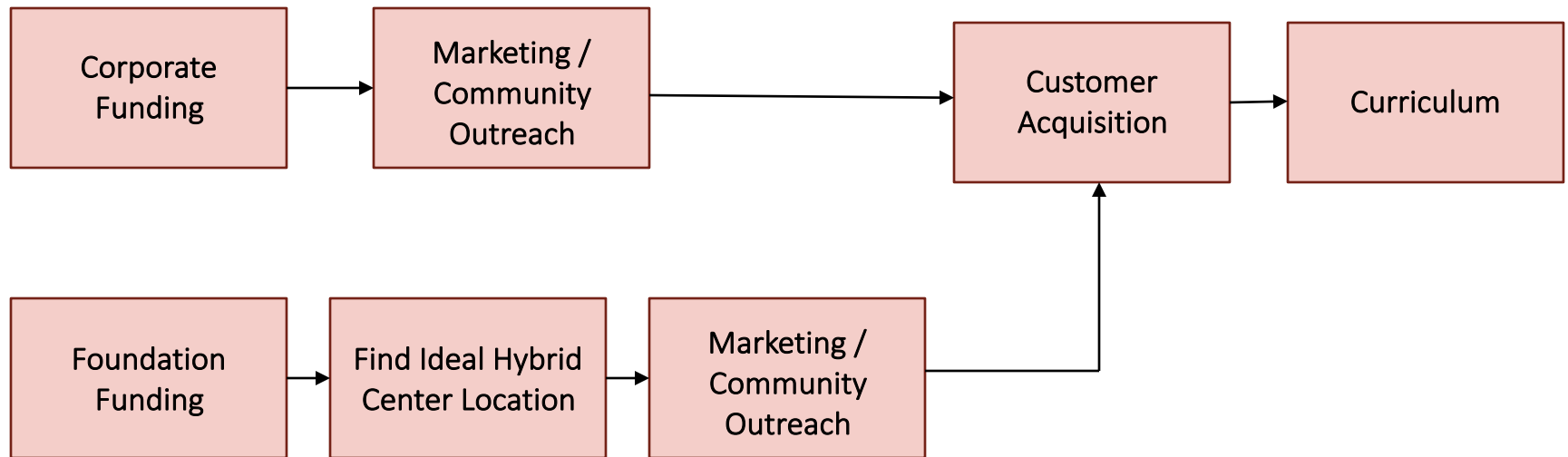Processes in Blue - Vega works with Partners

Vega Innovative Process
Supply Chain

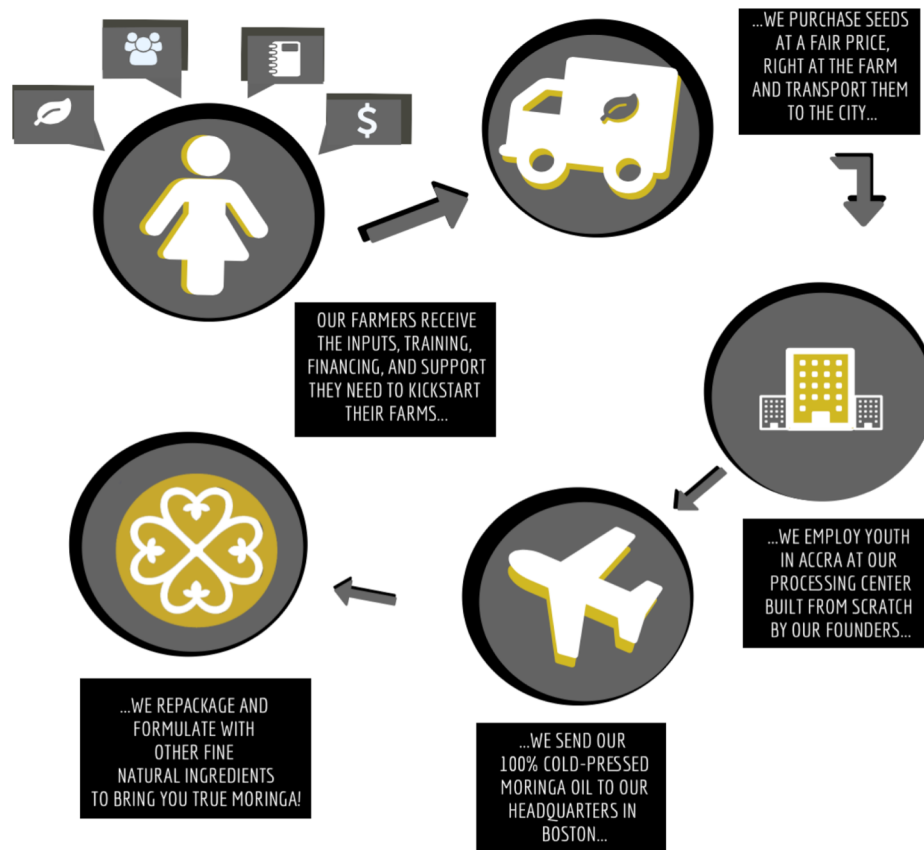Vega has cut out many middlemen between the coffee farmer and the consumer

HipoCampus Centros Value Chain

```
┌──────────────┐      ┌──────────────┐                              ┌──────────────┐      ┌──────────────┐
│  Corporate   │ ───▶ │  Marketing / │ ──────────────────────────▶ │   Customer   │ ───▶ │  Curriculum  │
│   Funding    │      │  Community   │                              │ Acquisition  │      │              │
│              │      │   Outreach   │                              │              │      │              │
└──────────────┘      └──────────────┘                              └──────────────┘      └──────────────┘
                                                                            ▲
┌──────────────┐      ┌──────────────┐      ┌──────────────┐               │
│  Foundation  │ ───▶ │ Find Ideal   │ ───▶ │  Marketing / │ ──────────────┘
│   Funding    │      │ Hybrid       │      │  Community   │
│              │      │ Center       │      │   Outreach   │
│              │      │ Location     │      │              │
└──────────────┘      └──────────────┘      └──────────────┘
```
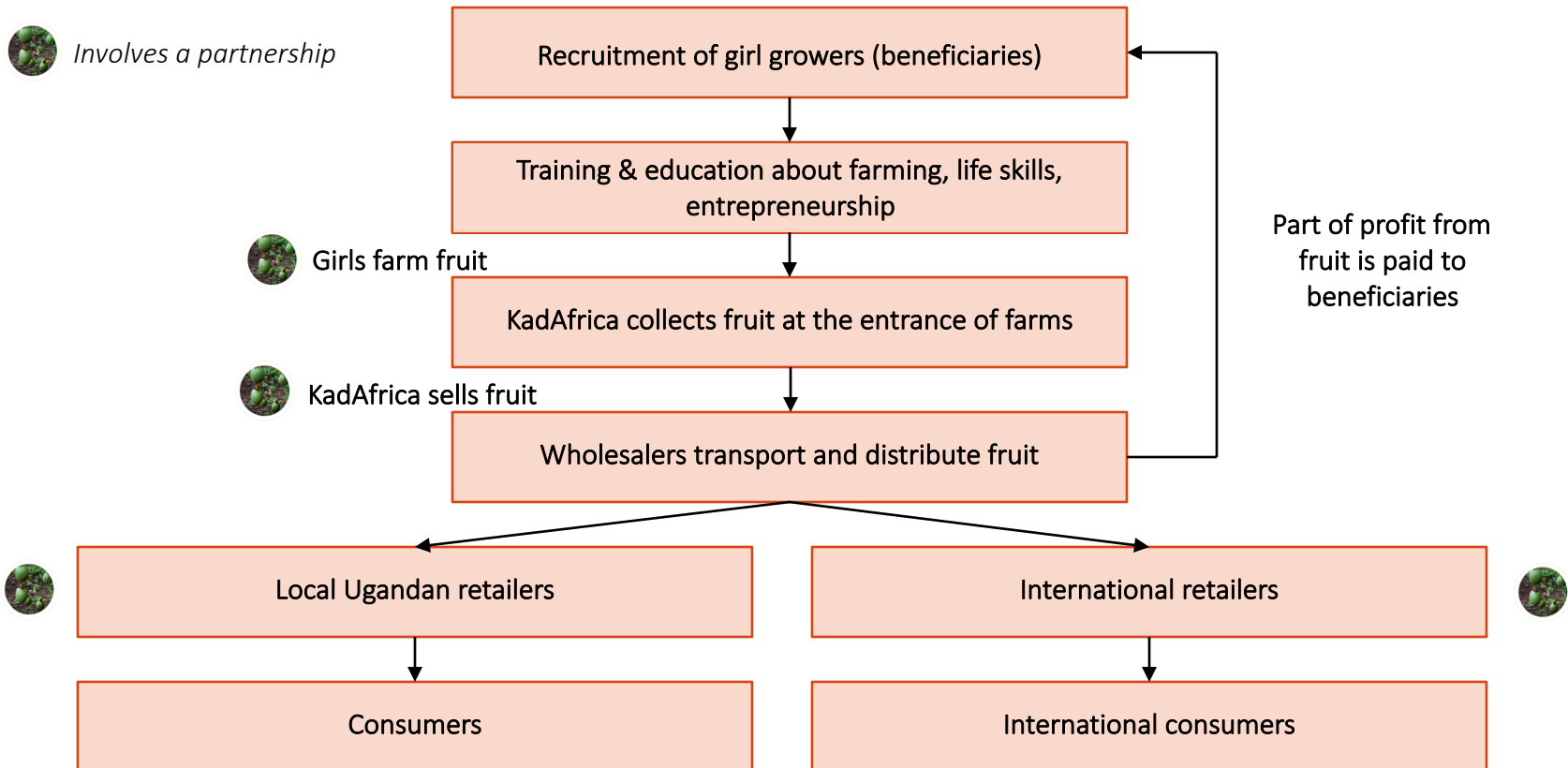
Every piece of the value chain includes partners. Partners include corporate partners, foundation partners, women's associations, and the partnership Hippocampus India.
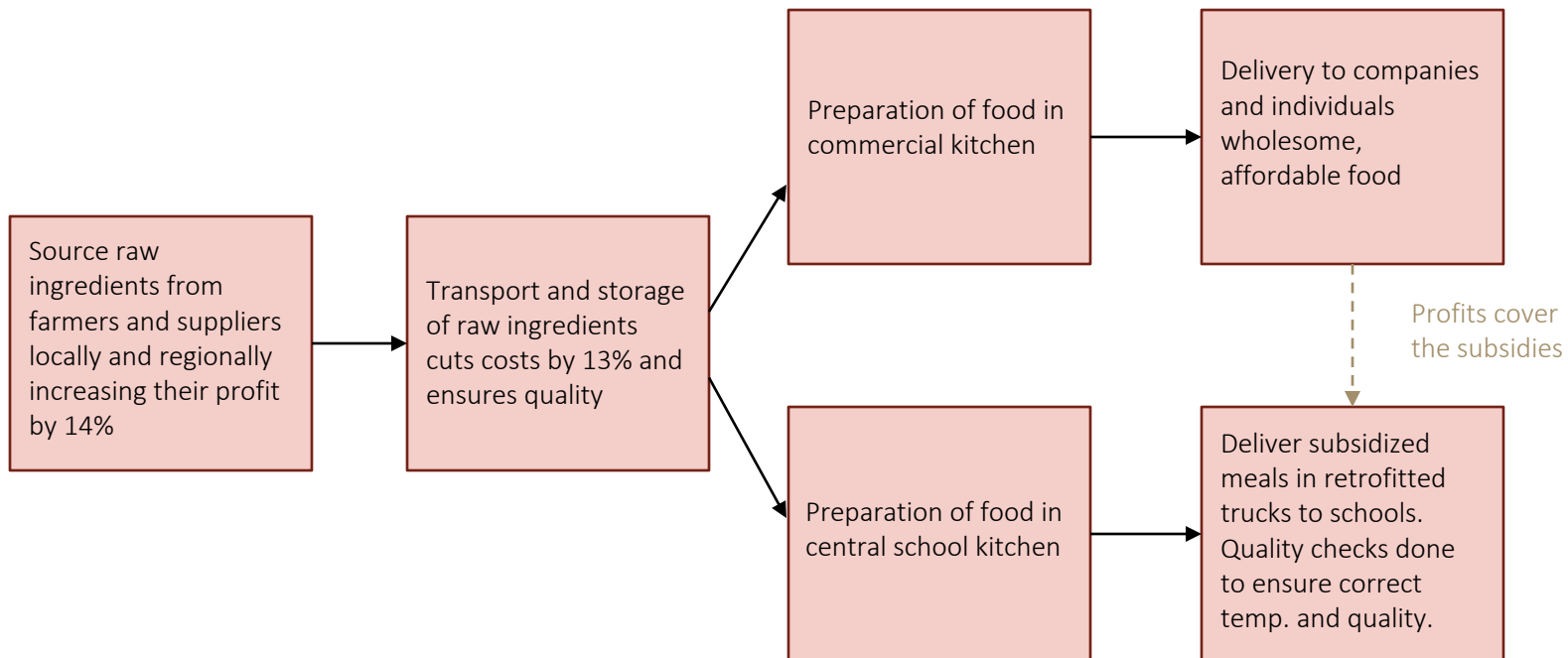
Moringa Connect's Value Chain

KadAfrica's Value Chain

Involves a partnership

Recruitment of girl growers (beneficiaries)

Training & education about farming, life skills, entrepreneurship

Girls farm fruit

KadAfrica collects fruit at the entrance of farms

KadAfrica sells fruit

Wholesalers transport and distribute fruit

Part of profit from fruit is paid to beneficiaries

Local Ugandan retailers

International retailers

Consumers

International consumers

Food for Education Value Chain

Value Chain: Operate Primary Schools

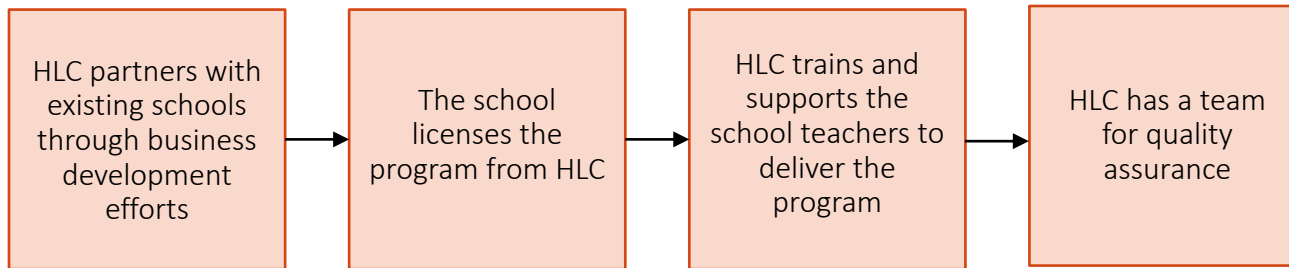| HLC sources a financial sponsor to operate schools on a revenue sharing model | → | Sponsor makes the needed investment on land, building, and infrastructure | → | HLC hires and trains teachers and school leader | → | HLC drives enrollment of children | → | The sponsor owns the P&L with HLC earning a management fee |
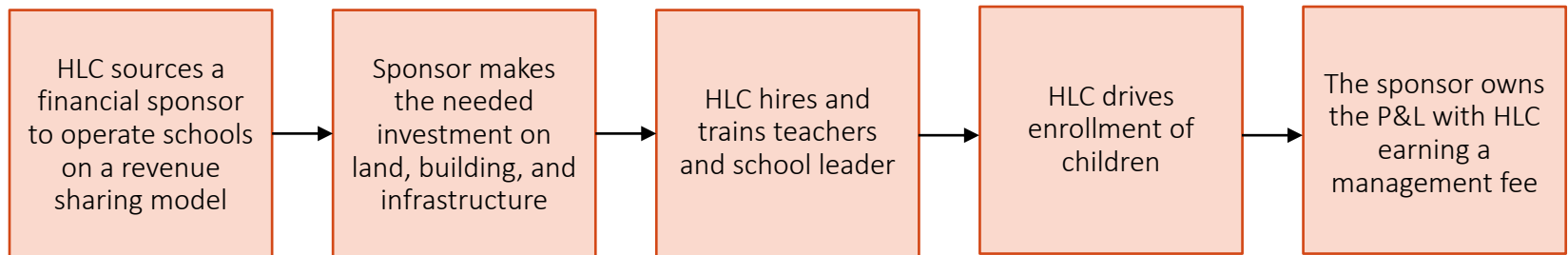
The fees paid by the children cover the operational cost and generates profit for both HLC and the sponsor

Value Chain: License Program (Learning Partners)
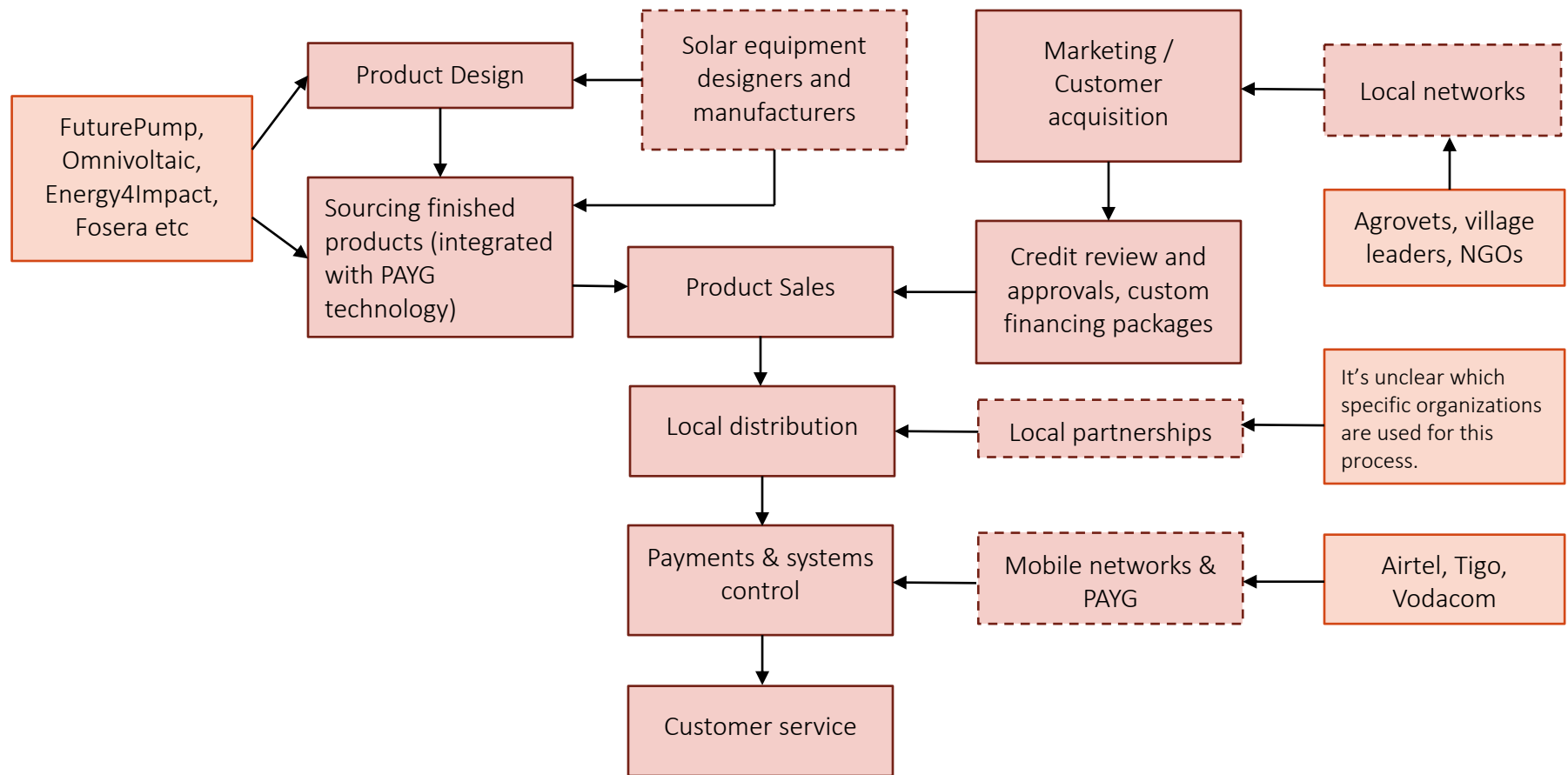

| HLC partners with existing schools through business development efforts | → | The school licenses the program from HLC | → | HLC trains and supports the school teachers to deliver the program | → | HLC has a team for quality assurance |

The school pays HLC a fee for curriculum, material and training

Simusolar Value Chain and Partners

FuturePump, Omnivoltaic, Energy4Impact, Fosera etc

Product Design

Solar equipment designers and manufacturers

Sourcing finished products (integrated with PAYG technology)

Marketing / Customer acquisition

Local networks

Agrovets, village leaders, NGOs

Product Sales

Credit review and approvals, custom financing packages

Local distribution

Local partnerships

It's unclear which specific organizations are used for this process.

Payments & systems control

Mobile networks & PAYG

Airtel, Tigo, Vodacom

Customer service

Nizam Value Chain

Orange indicates partners are involved