



Photo 1: The Agricultural Cooperative Faso Djigui of Mopti in preparation for the ICRC order of certified rice seeds, June 2023. ©CARE Mali/Sugu Yiriwa.

Responding to institutional tenders: a sustainable resilience strategy for small organizations in the delta

Although they produce most of the seeds and food in Africa, smallholder farmers are themselves vulnerable to food insecurity. Globally, they make up most people living in poverty¹. Helping them increase their incomes and livelihoods is essential to developing sustainable food systems, promoting food security, and achieving zero hunger.

In response, since 2022, USAID-funded Feed the Future Sugu Yiriwa has been working closely with Producer Organizations and Agri-Distributors to help them scale up to grow their business. Sugu Yiriwa has trained more than 100 producer organizations and small and medium enterprises in Mopti and Timbuktu on the techniques of responding to institutional calls for tenders and the constitution of solid files.

Daouda Sougoulé is a young seed producer and president of the Agricultural Cooperative Faso Djigui de Mopti. Following the training he received on the techniques of responding to institutional calls for tenders and the constitution of solid files, his cooperative has applied and won several institutional tenders from humanitarian organizations which was an unexpected windfall for them, Daouda testifies: *“Thanks to Sugu Yiriwa’s training and networking, this year 2023, we applied to all institutional tenders for certified seeds. We have won six contracts for a total amount of 90,643,000 FCFA (USD 146,117.53). These are the largest certified seed contracts we’ve had to sign in the last decade. Thank you very much to Sugu Yiriwa, we are more than grateful.”*

¹ <https://westafrica.rikolto.org/fr/project/les-op-de-riz-accident-une-part-importante-des-marches-institutionnels-au-mali>



Applying to an institutional tender requires organization, proactivity, rigor, and strict compliance with deadlines. Moctar Traoré, President of the Cooperative Society "COOP-CA" of the farmers of Syn, Djenné (Mopti region) explains how they had difficulty selling their seed stocks: *"Before we met Sugu Yiriwa, our seeds remained in our warehouses with no possibility of sale. Today, we can compile our files and respond to institutional calls for tenders in a professional and timely manner. For those who know the rigor that institutional tenders demand, such an opportunity to access the market is a great success for us."*

Photo 2: Loading of the OXFAM order by the farmers' cooperative society of Syn (Djenné), May 2023. ©CARE Mali/Sugu Yiriwa.

Faced with the insecurity and high cost of living that significantly impact the business activities of these small organizations, tenders allow them to make substantial transactions, grow their income and provide for their families in a sustainable way.

FY23, Sugu Yiriwa has trained over 76 producer organizations in Mopti and Tombouctou to respond to institutional calls for tender and build solid files. 4 of these trained producer organizations obtained 123,781,660 FCFA (216,833 USD) in response to institutional calls for tenders from humanitarian organizations such as: International Committee of the Red Cross (ICRC), Oxfam, World Food Programme (WFP), Norwegian Refugee Council (NRC), Save the Children etc.

