“In the past, we were used to talk of a “problematic” situation that needed to be resolved. Together with CDAIS, SIL goes beyond this to consider all the actors concerned with the aspects and contours of the situation in order to work to impress positive change on the whole situation thanks to the participation and involvement of all actors” —Salomon ZONGO, chef de service suivi-évaluation au MAAP, CDAIS-NIF

**STORIES OF CHANGE FROM BURKINA-FASO AND CHALLENGING ISSUES FOR CDAIS PROJECT**

**Capacity development stories**

*“In CIRABAM’s strategy, the agricultural sector occupies a prominent place with the objective of investing in this sector. The AIS allowed us to realize that efforts are being made to innovate in the agricultural sector in Burkina Faso to offer new products to the market and create more income and likely to interest bankers. Drip irrigation has also led us.” —Mr. François Kabore, Bank manager, Orabank*

*“The innovation marketplace was an opportunity for AgriData to become known to rural development actors, but also to “be the kind” through making valid partnerships with different actors - that can make a contribution to development and economic growth for Burkina Faso. AgriData wants to make partnerships that will lead to partnerships that promote innovation in agriculture.” —Mr. Alexandre Kadré, Director of AgriData*

**Key issues at the niche level**

*Bridge technical gaps*

- **Sunflower**: Create hybrids seeds adapted to agro-ecological conditions and to industrial process for edible and sound oil production
- **Drip system**: design new micro-irrigation systems using drip technologies and TICs with end-users
- **Modernization of advisory services**: Design new advisory tools using TICs with farmers’ organizations (FOs) in order to decrease costs and reach more farmers
- **Main functional gap**: well organized network of FOs willing to improve their advisory services but with lack of innovative ideas

*Scale-up new instruments for local development*

- **Local land charter for crop/breeding integration**: Scale-up a new instrument for crop/breeding integration at the level of municipal (Communes)
- **Functional gap**: lack of partnership with initiatives focused on the support to agro-ecology transitions, lack of engagement in strategic and political processes
- **Agro-food micro-firms**: Develop and secure promising businesses led by women
- **Sunflower**: Create hybrids seeds adapted to agro-ecological conditions and to industrial process for edible and sound oil production

*A diversity of Innovation Situations: to each community, its priorities*

**Design new solutions with end-users**

**Develop and secure promising businesses**

**Organize the adequate coaching for each Innovation Situation**

- Go beyond simplistic explanations or preconceived ideas about obstacles to innovation development; verify information given during collective assessment
- Invest in NIF training and close support
- Explore widely accessible and adequate experts and innovation services supports at the national level
- Be flexible and seize opportunities for partnerships

**Convince the Innovators that Functional Capacities can make a difference**

- Produce results quickly
- Involve rapidly all levels, especially organizations who are not used to collaborate in the agricultural sector (banks, ATICs sector)
- Privilege “learning by doing”, avoid class-room training if no new concrete experience to be discussed

**Create strong partnerships between key actors of change**

- Explore the motivations of different type of stakeholders that engage in innovation partnerships
- Involved institutions able to ensure continuity in CD 4 AIS approaches: researchers, universities and extension services are the missing pieces of the CDAIS partnership at the national level

**Capacity development stories**

*“The marketplace was for me a place for sharing knowledge on innovation support services and meeting key partners. It also allowed me to promote our new BioPG label, that was otherwise not yet well known. Connections made has also allowed me and other facilitators to organize meetings with donors who have shown an interest in accompanying project partners to firm up initial engagement.” —Technical Staff of CIRAD*

*“In ORABANK’s strategy, the agricultural sector occupies a prominent place with the objective of investing in this sector. Drip irrigation has really helped us. Mr. François Kaboré, Bank manager, Orabank”*

*“After CNA workshops, the institutional actors involved in the development and implementation of local land charters have better understood the role and place of each in the innovation system – Blaise YODA, IOS, CDAIS NIF”*

*“In the past, we were used to talk of a “problematic” situation that needed to be resolved. Together with CDAIS, SIL goes beyond this to consider all the actors concerned with the aspects and contours of the situation in order to work to impress positive change on the whole situation thanks to the participation and involvement of all actors” —Salomon ZONGO, chef de service suivi-évaluation au MAAP, CDAIS-NIF*