IKORE

Bumper harvest for all

Established in 2015 and formally incorporated in 2018 as a limited liability company.

CAPABILITY STATEMENT

ABOUT US AND HOW WE DO IT

Ikore is an International Development Organization that drives sustainable social and enterprise development through innovative solutions, creating opportunities for a better life for all. We achieve this by stimulating inclusive economic growth through innovative bottom of the pyramid models.

Our innovations are driven by a systems thinking approach; identifying interdependencies and growth opportunities in the ecosystem, and working with relevant actors to address them in a sustainable manner.

All this is made possible by our vibrant and ingenious multi-disciplinary team with over 90 years cumulative experience in international development in Nigeria and sub-saharan Africa.

OUR COMPETENCES

We are experienced in deploying nuanced and tailored solutions that address social and economic problems, catalysing inclusive growth across various sectors including fragile and conflict-affected regions. As your local partner, we offer development consulting and project execution support, spanning the entire project management cycle - scoping, planning, initiation, monitoring and control, risk management, review/adapt, closure.

In perspective, our Core Competencies include;

Market and Social Research

Concept and Strategy Development

Project Design and Execution

Market Access Facilitation

Rural Entrepreneurship

Inclusive business model design

Business model incubation

Training and Capacity Building

Systems and Value Chain Development

Policy/Advocacy

OUR SERVICES

Ikore's view of the world is one of a complex system with inter-dependencies and as such we aim to create a win-win situation for all actors.

1. Business Model Design and Advisory

We provide short-term technical assistance for small business enterprises and help them achieve their organizational goals through the development of market strategies, business model testing, proof of business concept and organizational capacity assessment exercises.

2. Research, Learning and Capacity Building

Ikore has vast experience implementing different research methodologies with an array of technology for data collection, analysis and reports. In terms of capacity building, we offer bespoke training driven by insights into the needs of the participants, using various adult learning techniques and participatory approaches.

3. Project Design and Execution

We leverage our expertise to drive transformation through innovative projects tailored towards the economically disadvantaged and reaching the last mile. We also partner with institutional stakeholders and other private actors to execute impact-driven projects within and beyond Nigeria.

4. Value Chain & Policy Development

Through our team of value chain experts, Ikore conducts value chain analysis for clients, both crops and livestock, mapping out the transactions and relationships and opportunities for upgrade, targeted at intervention nodes/levers. Through in-depth social and economic research, we provide policy recommendations to state and federal governments, fostering public-private partnerships.

OUR INNOVATIONS

We incubate ideas to test their viability and scalability, designing evidence-based market solutions aimed at reaching the bottom of the pyramid. This approach lessens the economic burden at the last mile providing improved livelihood and building resilient households. Here listed are some of them;

1. Investing In Impact (Triple-I)

Triple-I Initiative is an in-kind financing Project for small scale livestock production and offtake, aimed at improving the livelihood of rural women, particularly vulnerable women and young girls. We combine tailored enterprise training with the provision of start-up kits for women, who pay back when their animals (Poultry, Small ruminants, Snails) attain to table weight. Offtake arrangement is also provided to guarantee premium prices. Ultimately, we look to prove that bundling capacity building with loans for livestock is a viable loan product and can potentially step smallholders out of poverty.

OUR INNOVATIONS

2. Direct-to-retail model for inputs

Ikore works directly with input suppliers to get desired production inputs to rural communities by developing new retail points in the target locality where the product owners can supply directly to the retailer, building a business relationship that will allow for efficient distribution to new markets. This has been quite successful in getting fertilisers, seeds and veterinary inputs to rural communities while preserving the margins of the retailer.

OUR INNOVATIONS

3. Take And Give Initiative (TAG)

This is built on social motivation theory, to stir community action approach. Women are empowered through training and provision of a start-up quantity of small ruminants, and they fatten the small ruminants while an agreed number of kids are passed down to their neighbours upon reproduction. The goal is to “take” and “give”, using the logic of paying it forward to drive communal action towards empowerment.

OUR INNOVATIONS

4. ICT4Agric

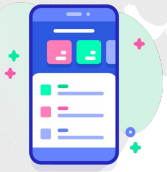
We are investing in the design and deployment of relevant technology solutions to connect farmers to agricultural products and services that they need and to increase the efficiency of reaching the last mile by SMEs. We are accomplishing this through strategic partnerships with Tractrac and Farm Innovation Nigeria.

Our 3 tech solutions making a difference at the last mile are:

4a. TracTrac

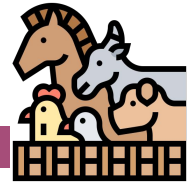
A cloud-based platform that crowdfunds and crowdsources agricultural mechanisation equipment with the purpose of efficiently aggregating and servicing the demands of rural smallholder farmers who would otherwise be excluded.

4b. Farm Aid



A cloud-based platform and app, that offers tailored agricultural extension advisory to farmers, based on their crops, soil, finance and market access needs. This enables digital capital raising in addition to other key functionalities. It addresses core constraints and optimizes the market for mechanization services.

4c VetWiz



A veterinary diagnostic app, aiding para-veterinarians and community-based animal health workers to properly diagnose, manage and document animal health cases in rural communities.

OUR INNOVATIONS

5. Nature-based solutions

Our vision is to restore nature by bringing to market, tailored scalable innovations and BOP models that address pressing social, economic, health and educational problems that impact on the environment. We have explored and piloted some clean energy solutions (co-marketing cookstoves with briquettes as alternative to firewood) and digital agricultural extension services to smallholders with some success. We are now looking to consolidate on existing lessons and expand into new areas that promote nature-based solutions and technology-enabled innovations. We have 4 main portfolios:

5a

Co-marketing of improved cookstoves and briquettes made from farm waste to ensure household access to safer, clean and efficient cooking fuel.

5b

Establishing commercial last mile channels for the delivery of locally adapted seed varieties and compost products for soil reconditioning and fertility- input application services providers.

5c

Working with community-based organisations to drive demand for feedlotting and better livestock management systems.

5d

Work with relevant stakeholders to generate evidence on viable scalable practices and technologies that simultaneously improves livelihoods whilst restoring and protecting the forest and biodiversity.

PAST AND CURRENT CLIENTS AND COLLABORATORS

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PROJECTS 1/4

Project Management Office and Institutional Capacity Enhancement to SCL to deliver on Mastercard Foundation-funded Project Juriya, 2023- 2025

Project Juriya, funded by Mastercard Foundation and implemented by SCL Nigeria and its partners, is aimed at breaking the cycle of low productivity, unsustainable agricultural practices, poor farming yield, high poverty, high unemployment, poor livelihood for smallholder farmers, and financial exclusion through the adoption of regenerative agriculture practices at household levels with resulting all-year round production and harvest.

Mastercard Foundation

Livestock Disease Surveillance and Knowledge Integration (LIDISKI) Project, 2020- 2024

Ikore, alongside a consortium of 4 other international and governmental organizations is working to improve the human and skill capacity of the Nigerian animal health sectors. Ikore is leading on facilitating private sector-led establishment of Community-based Animal Health Workers (CAHWs) network, as a channel for reaching the rural communities with vaccines and other animal health inputs while improving disease surveillance.

The European Union

Transforming Rural Livestock Enterprise in Northeast Nigeria (Mercy Corps' RRA Program) 2022-2023

The Rural Resilience Activity is a Mercy Corps project that aims to protect economic recovery and growth in vulnerable, conflict-affected areas and sustainably move people out of vulnerability and poverty through expanded opportunities in Agriculture and Agribusiness in North-Eastern Nigeria.

Mercy Corps

PROJECTS
2/4

Technical Training and Mentorship Programme for CAPABLE M4P organizations in the Niger Delta, July - December 2022

Ikore on behalf of PIND supported 10 Business Membership Organizations and 5 Community Based Organizations offering organizational development support tailored to the specific need of each business. KPIs for this assignment included; Improved business processes and financial records, number of interested investors and value of funds raised

Foundation for Partnership Initiatives in The Niger Delta (PIND)

Organizational Development, Technical and Entrepreneurial Skills Capacities Enhancement support for youth groups/Start-ups/Small Micro Enterprises. Maize value chain in Kaduna and Kano State, July – November 2022

On behalf of GIZ, Ikore undertook organizational capacity assessment, tailored capacity building, business coaching and mentorship for 100 enterprises across Kano and Kaduna. The ultimate goal was to improve governance, and bankability, attracting investment for these enterprises.

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

Mapping and Needs Assessment of Businesses, Associations and Cooperatives in the Rice, Maize, Cassava and Orange-fleshed Potato Value Chains, June - August 2022.

Ikore conducted the mapping and needs assessment of businesses, business associations and cooperatives in four value chains, identifying technical and non-technical gaps and limitations of these businesses in regards to accessibility, affordability, and the inclusion of women and youth in value-added agriculture. The output from this study informed the type of capacity support GAIN is providing to key actors

Global Alliance for Improved Nutrition (GAIN)

PROJECTS
3/4

MercyCorp Livestock Community Animal Health Workers Business Case Consultancy, March - June 2022.

Ikore worked with MercyCorp to build a commercially viable and market-driven model for the animal health service delivery that is sellable to the existing CAHW and new entrants. Through training, field coaching, supervision, and other methods, we elaborated a capacity-building program targeting CAHW, agro-vet dealers, individuals, and groups.

MercyCorp

Concept development and market entry strategy to drive access to malaria prevention products - 2021

Ikore supported a Social Enterprise to develop a concept and market entry strategy to be funded by the World Bank as part of their plan for eliminating malaria from Nigeria. The consultancy also included developing an implementation framework to support the expansion of commercial delivery of malaria prevention and treatment services in Kogi state, Nigeria.

Activation of Last Mile Vaccine Delivery System, October 2019

Ikore worked with relevant veterinary pharmaceutical companies to develop and implement the last mile model for live-saving affordable thermo-tolerant Newcastle disease vaccines, for controlling the endemic disease in backyard poultry. Ikore worked with NVRI to strengthen the supply chain and worked with community-based organisations to activate last mile agents known as “Community Vaccinators”.

National Veterinary Research Institute

PROJECTS
4/4

Qualitative Survey on the Challenges of Women-Led Businesses in Nigeria, March 2019

IKORE surveyed the challenges of women-led businesses in northern Nigeria, evaluating the impact of religion on women's economic empowerment and the effect of family responsibilities on women-led businesses. Ikore led in the research design, execution, analysis, and presentation of the report.

ChananHill Enterprise

State Partnership for Agriculture (SPA) Project, April- May 2018

Ikore developed a needs-based curriculum via baseline assessment deploying online quantitative assessment to assess knowledge, attitude, and practice, combined with in-depth interviews to understand recurring themes. Research design, questionnaire development, pretesting, data collection, analysis and reporting were executed by Ikore and formed the basis for the tailored curriculum developed.

TechnoServe Funded by BMGF

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