**Evidences**

**Study #4604**

**Contributing Projects:**
- P588 - ALWM investment models for livelihood benefits

**Part I: Public communications**

**Type:** OICR: Outcome Impact Case Report  
**Status:** Completed  
**Year:** 2021

**Title:** Farmer-led irrigation development has been boosted through value chain-based scaling partnerships established in four sub-Saharan African countries

**Short outcome/impact statement:**
Scaling partnerships established by WLE/IWMI in Ghana and Ethiopia have substantially improved input and output market linkages along irrigated agricultural value chains. As a result, farmers have better access to irrigation technologies and services that can boost yields and incomes. Efforts are also under way in Ethiopia to link farmers to markets. Based on these results, a similar approach is being introduced in Mali and Zambia.

**Outcome story for communications use:**  
<Not Defined>

**Links to any communications materials relating to this outcome:**
- https://tinyurl.com/yc9o2klu  
- https://tinyurl.com/y898lod3  
- https://tinyurl.com/y7kd5bzc  
- https://tinyurl.com yc455zmk  
- https://iwmi.cgiar.org/what-we-do/farmer-led-irrigation  
- https://tinyurl.com/yd7cywc9

**Part II: CGIAR system level reporting**

**Link to Common Results Reporting Indicator of Policies:** No

**Stage of maturity of change reported:** Stage 2

**Links to the Strategic Results Framework:**

**Sub-IDOs:**
- Agricultural systems diversified and intensified in ways that protect soils and water

**Is this OICR linked to some SRF 2022/2030 target?:** Too early to say

**Description of activity / study:** <Not Defined>

**Geographic scope:**
- Multi-national
Country(ies):
- Mali
- Zambia
- Ethiopia
- Ghana

Comments: The lessons learned in Ghana and Ethiopia are now being applied in Mali, as part of the multi-partner Safeguarding Sahelian Wetlands for Food Security (SaWeL) program, and in Zambia.

**Key Contributors:**

Contributing CRPs/Platforms:
- WLE - Water, Land and Ecosystems

Contributing Flagships:
- F2: Land and Water Solutions for Sustainable Intensification (LWS)

Contributing Regional programs: <Not Defined>

Contributing external partners:
- GreenPath Food
- Rensys Engineering
- MoFA - Ministry of Food and Agriculture (Ghana)
- GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit / German Society for International Cooperation
- GIDA - Ghana Irrigation Development Authority
- Pumptech Limited
- The World Bank
- MoANR - Ministry of Agriculture and Natural Resources (Ethiopia)
- USAID - U.S. Agency for International Development

**CGIAR innovation(s) or findings that have resulted in this outcome or impact:**

This enabling environment analysis tool was developed and applied to identify systemic barriers to and opportunities for scaling farmer-led irrigation (FLI) in Ghana, Ethiopia, Mali, and Nepal. It informed the World Bank’s FLI guide.

**Innovations:** <Not Defined>
Elaboration of Outcome/Impact Statement:
Farmer-led irrigation development (FLID), a process whereby farmers drive investment in, and improvement of, irrigated agriculture, has high potential to increase incomes for farmers and other actors in irrigated agricultural value chains while supporting climate change adaptation (1). However, scaling FLID is often hampered by a lack of affordable credit, energy and efficient input and output markets (2,3).

In Ghana and Ethiopia, WLE/IWMI partnered with the private sector and other value chain actors to co-develop solution bundles that have strengthened input and output market linkages and helped to boost FLID. A number of activities in both countries have led to these outcomes, detailed below.

In Ghana’s Upper East and Upper West Region, WLE/IWMI helped Pumptech, a private pump distributor, organize six workshops in 2021. The events brought together 457 value chain actors to discuss ways to establish strong distribution networks for Pumptech using workshop participants as sales and service agents. Six such networks have since been set up (4). During the workshops, participants also identified 308 individual and 15 farmers’ groups as potential Pumptech customers (5).

In mid-2021, Pumptech opened a new branch office in Ghana’s Upper East Region to meet increased demand there. Moreover, Pumptech’s pay-as-you-own financing model attracted USD 102,750 in funding from GIZ to further develop the solar irrigation market in the Upper West Region (5). Overall, WLE/IWMI support helped Pumptech increase pump sales by 80% in 2021 compared to 2020 (6).

In Ethiopia, scaling partnerships were also established with several companies including Rensys, another pump distributor. In the past year, Rensys has expanded to four new regions (7). In addition, it is cooperating with a mobile payment company, pump manufacturer, cold storage supplier and other value chain actors to make irrigation and storage technologies more affordable and to facilitate farmers’ access to markets (3). Ongoing multi-stakeholder dialogues, which include the Ethiopian government’s Agricultural Water Management Task Force and the World Bank’s 2030 Water Research Group, are amplifying WLE/IWMI’s efforts by engaging a broader set of actors up to the national level (3).

The lessons learned in Ghana and Ethiopia are now being applied in Mali, where WLE/IWMI has completed an assessment of small-scale solar irrigation potential (8), established a multi-stakeholder dialogue platform and identified two scaling partners (5). Similar work has also started in Zambia.
References cited:

Quantification: <Not Defined>

Gender, Youth, Capacity Development and Climate Change:
Gender relevance: N/A - Not applicable
Youth relevance: N/A - Not applicable
CapDev relevance: 1 - Significant
Main achievements with specific CapDev relevance: Workshops and dialogues have taken place as part of this work
Climate Change relevance: 1 - Significant
Describe main achievements with specific Climate Change relevance: The global goal is to improve water management in context where water scarcity is increasing.

Other cross-cutting dimensions: <Not Defined>
Other cross-cutting dimensions description: <Not Defined>
Outcome Impact Case Report link: Study #4604
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