



# Coffee Innovation Fund – Ethiopia

Supporting innovative and scalable solutions to increase profitability and market access of small-holder coffee farmers

## Developing digital solutions

Two of the main constraints faced by smallholder farmers are a lack of reliable markets and large price fluctuations for coffee. Most coffee-producing regions tend to be the economically poorer regions of the world. Prolonged periods of low prices strain liquidity at farm level, resulting in less than optimal input use during the following production cycle, which negatively affects yields and quality.

Most smallholder farmers have a long way to go when it comes to integrating digital solutions to effectively trace their produce and assess quality. This is why Cropster will help farmers to both control costs and maximise revenues by developing new market access through building transparent and mutually beneficial business models for all actors in the supply chain.

### Making business information easy to collect, access and analyse

Cropster helps producers focus on the core processes related to quality consistency, planning, traceability and resource management at every stage of coffee production. The aim is to empower and enable partnerships up and down the supply chain through shared expertise and information. Cropster wants to provide affordable technology that can be used by everyone in real time to increase fairness for all actors in the market. Doing so will result in a better, more sustainable cup of coffee for consumers.

### Providing services to 14 mills

The primary beneficiaries of the project are Kata Muduga Multi-purpose Farmer's Cooperative Union (11 mills) and Zebad General Import & Export (3 mills). Each participating mill will receive a package of services intended to kickstart the digitisation of processing, quality control and sales in their coffee business. The services include configuration, training and custom development; hardware is also provided.



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## Project overview

Term: 2019-2020  
Region: Jimma, Sidama and Guji, Ethiopia  
Partner: Cropster Inc.  
Volume: EUR 40,436 (supported by the Fund)  
EUR 80,637 (total volume)

## Goals

- ❖ Empower and enable partnerships up and down the supply chain through shared expertise and information.
- ❖ Increase the profitability of the wet mills receiving software support.
- ❖ Replicate the usage of digital solutions for assessing the quality, traceability and marketing of coffee.

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