AMEA Toolbox Guide 2025
LAUNCH

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What is the AMEA Toolbox?

- A **peer-reviewed suite of tools and curricula for strengthening Farmer Organizations** (FOs) and Agri-SMEs

- **Aligns with ISO 18716** for professionalism and investment readiness

- **Enables data-driven capacity building and access to finance, services, and markets**

Structure of the Toolbox Guide

1. **Tool Information** – Detailed profiles of assessment tools and curricula

2. **ISO Alignment** – Mapping to ISO 18716 key performance areas

3. **Resources & Interoperability** – Implementation support, integration examples

4. **Contact & Support** – Tool developers and AMEA focal points

Featured Tools & Curricula

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SCOPEinsight Tools

The purpose of the assessments is to support *the graduation of Farmer organizations and agri-SMEs toward higher levels of professionalism and finance-readiness, and to enable ecosystem actors to measure, compare, and scale impact effectively.*

SCOPEinsight

Targeted assessments measuring professionalism of farmer organizations

SCOPE Basic	SCOPE Pro	SCOPE Input Retailer
Gain insights into the needs of emerging farmer organizations	Gain insights into the needs of more advanced farmer organizations and SMEs	Gain insights into business skills of last-mile retailers to facilitate farmers' access to inputs

ISO 18716 Alignment

Internal Management	Financial Management	Sustainability	Operations
How a coop manages, governs and plans its business to achieve its objectives.	Planning, directing, monitoring and controlling the financial resources of the organization.	Social Issues, Environmental Issues	The coop's performance in logistics, storage, and processing.

Production Base	Market	External Risks	Enabling Environment
Management of the farmer base to ensure timely and sufficient delivery of quality produce to the organization	The coop's understanding of and ability to access and operate in a competitive market and anticipate market risks.	Weather and Natural Risks, Biological and Environmental	Capacity builders and NGOs, Community, Government

SCOPE Pro only

Financial Performance

A complete evaluation of a company's overall standing (assets, expenses, revenue, and overall profitability)

SCOPE Basic and SCOPE Pro

SCOPE Basic and SCOPE Pro assess foundational practices across all ISO 18716 key performance areas.

SCOPE Input Retailer

The tool applies ISO 18716-aligned quality and service delivery standards to Agri-retailers.

Interoperability and Use Cases

SCOPE Basic

Informs ALP and ABC Training & Coaching implementation plans.

Use Cases:

Starting point for integrated projects
Strengthening cooperatives by working together
The positive impact of strategic partnerships

SCOPE Pro

Supports coaching and capacity transformation using ABC Training & Coaching.

Use case:

Data hub for professionalism in FO systems

SCOPE Input Retailer

Use case:

Strengthen retail-FO linkages through coaching and monitoring

Agribusiness Leadership Program (IFC)

ALP integrates digital, in-person, and coaching components in a flexible, blended learning model. Learners complete diagnostic assessments, develop performance-based action plans, and receive coaching to support implementation.

What Digital Learning Content is Available?

ALP DIGITAL LEARNING INCLUDES A CHOICE OF 8 DIGITAL LEARNING PATHS:

Fundamentals of Cooperatives	Bookkeeping Essentials	Fundamentals of Retail Management	Producer Organization Essentials
Business Sustainability	Internal Management	Finance and Accounting	Growing Your Business

ISO 18716 Alignment

ALP builds capacity across all six ISO 18716 performance areas, with particular strength in governance, business management, financial management, and member services. It supports professionalization through practical, flexible training and coaching that strengthen accountability, strategic planning, and continuous improvement in diverse cooperative and Agri-SME contexts.

Interoperability and Use Cases

Complements SCOPE Basic diagnostics
Blends with ABC Training & Coaching and LINK Methodology

Use cases:

BLF India Succes Story

Cargill 2.0 Success Story

ABC Training & Coaching

ABC T&C equips BDS providers to:

1) deploy proven partnership facilitation methods and tools.

2) bring FOs, Agri-SMEs and local BDS providers together and facilitate:

- Joint diagnosis of the business situation & design of strategic action plans
- Field coaching, collective learning & decision making in learning cycles
- Relationships building & management (conflict handling, negotiation)
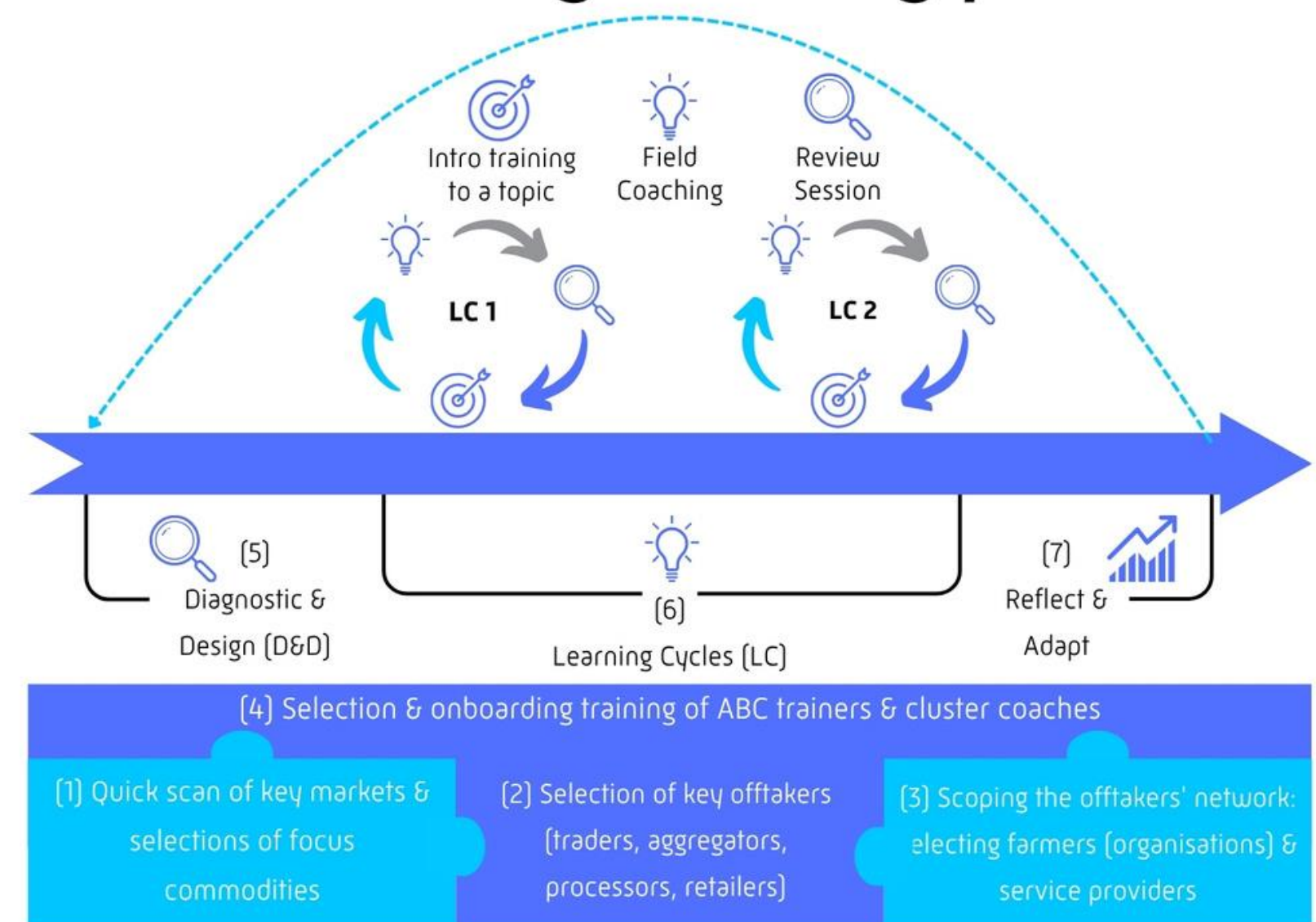
Measing a clusters' success:

volume traded
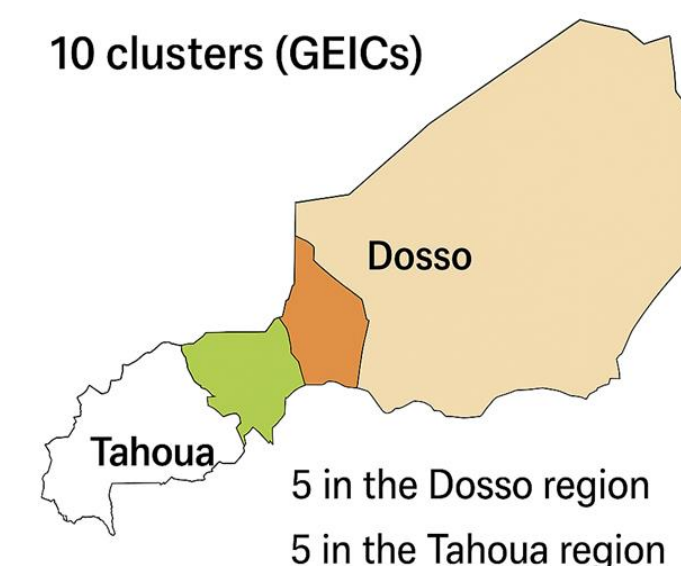
contracts

$ loans mobilsed

actors involved

ABC Training & Coaching in Pratice

- 10 clusters in Niger (4 dairy, 3 poultry, 3 red meat)
- 14 traders/aggregators & 50 farmer organizations selected (Enabel)
- 2 master trainers & 23 coaches trained
- Diagnostic & Design workshops turned into 10 cluster action plans
- 4 learning cycles completed within 15 months (facilitation techniques, conflict handling, negotiation, contracting)
- Reflect & Adapt worskhops to adjust focus in year 2

Outcomes end of year 1*:
- 3800 farmers/SMEs clustered
- Volume traded:
  - 18000 poultry transformed
  - 200000 liters of dairy processed
- 150 signed contracts
- Loans mobilized: 140 million CFA (200.000 Euro)
- *   % increase tbd end of year 2

10 clusters (GEICs)

Dosso

Tahoua

5 in the Dosso region
5 in the Tahoua region

ISO 18716 Alignment

ABC Training & Coaching contributes to ISO-aligned professionalization by enhancing services delivery to members, creating business opportunities though community and stakeholder engagement and value chain integration. It reinforces participation, feedback systems, and continuous support to improve organizational delivery and adaptability.

Interoperability and Use Cases

Integrates with SCOPE Pro for training and coaching design and with LINK Methodology for market access

Use cases:
- Experiences on Agribusiness Clusters as incubators to promote inclusive business in Africa
- Experiences on Agribusiness Clusters in horticulture in Tanzania, Southern Highlands
- Experiences on Agribusiness Cluster coaching and training in soybean, rice and shea in Benin
- Experiences on using agribusiness Clusters to boost the resilience of small agri-businesses in Lebanon