

Ulli Kuhlmann, Steve Edgington, Andy Robinson and Emma Jenner

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(b) CABI

### CABI

- not-for-profit intergovernmental organisation, established by a United Nations-level agreement
- owned by 49 member countries, which have an equal role in the organisation's governance, policies and strategic direction
- over 500 staff worldwide in 12 centres
- addresses issues of global concern such as food security and food safety, through research and international development cooperation
- major publisher of scientific information books, ebooks, full text electronic resources, compendia and online information resources



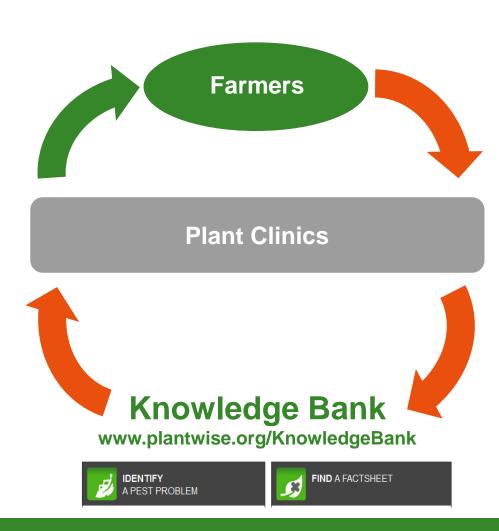
### Plantwise – CABI's flagship programme

Plant clinics are channels for the 2-way flow of information to and from farmers

Diagnosis and recommendation



Extension materials and other support tools



Farmer interviews and data collection



Intelligence on pests causing problems





## Study to assess the contribution of extension service to the uptake of biological control

- Baseline study in six low- to lower-middle-income countries analysing extension material developed within the Plantwise programme and advice given by extension workers relating to the management of insect pests using microbial and macrobial biocontrol products.
- We focussed on the following research questions, among others:
  - Do nationally registered biocontrol products make it into the extension material available to the plant doctors?
  - Where extension material does include biocontrol products, how frequently are plant doctors recommending these products to farmers?



### What did we learn from this baseline study?

- Results revealed that nationally registered biocontrol products are not always included in the extension material compiled by national experts in the Plantwise programme; India and Nepal are better in this respect
- Even if biocontrol products are mentioned in the extension material used at the plant clinics, they are only sometimes (or never – in Ghana and Zambia) recommended to farmers by extension workers
- Extension officers have a lack of knowledge / awareness about biocontrol products and their use



- Dougoud, J., Cock, M. J., Edgington, S., & Kuhlmann, U. (2018). A baseline study using Plantwise information to assess the contribution of extension services to the uptake of augmentative biological control in selected low- to lower-middle-income countries. *BioControl*, 63(1), 117-132.
- Publication available open access

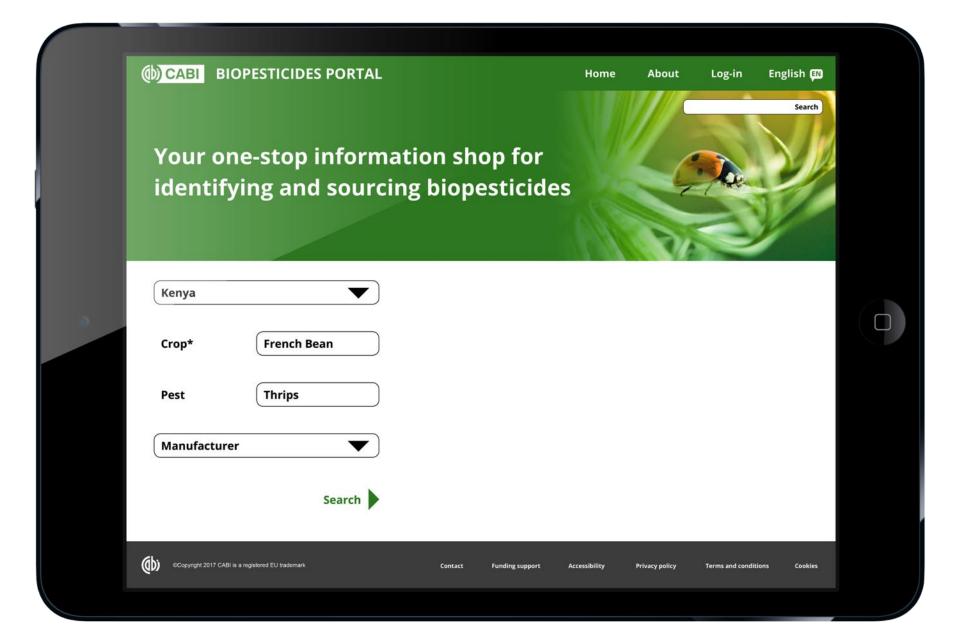




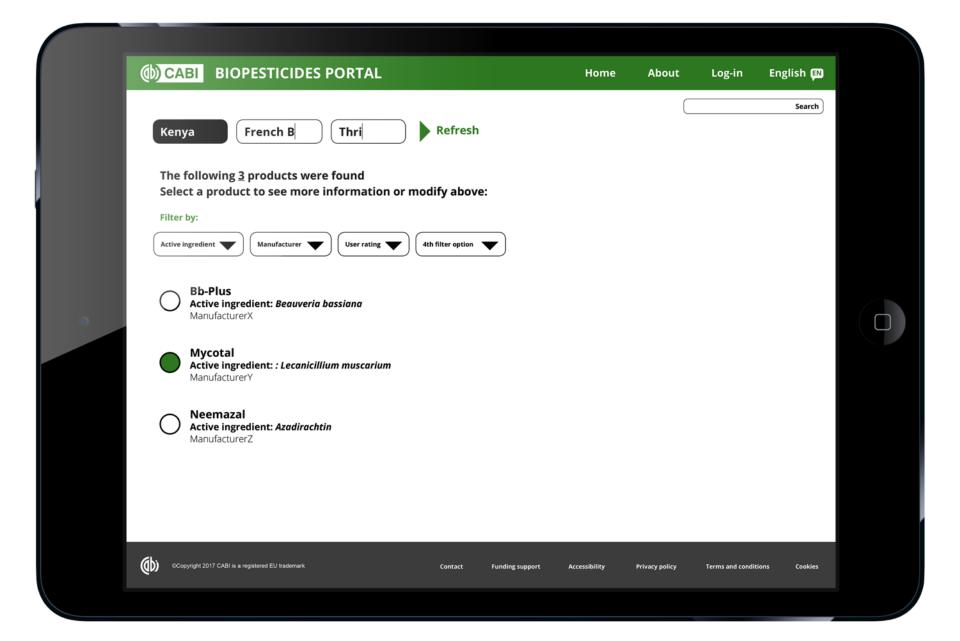
# How can Plantwise/CABI facilitate improved uptake of biological control products by extension and farmers?

- Create a global database, in multiple languages, to facilitate the identification, sourcing and application of macrobial and microbial products for particular crop pest problems in any given country
- Develop a free to use mobile app and/or website for use on smartphones, tablets and desktop computers to put information about biological control products at the fingertips of farmers and extension workers, both within and outside of the Plantwise programme

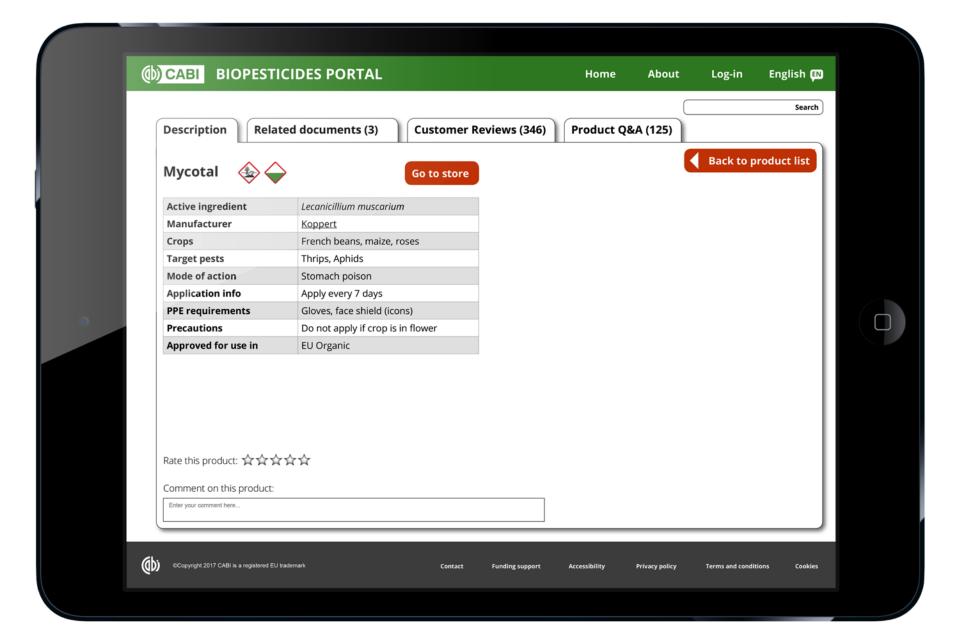




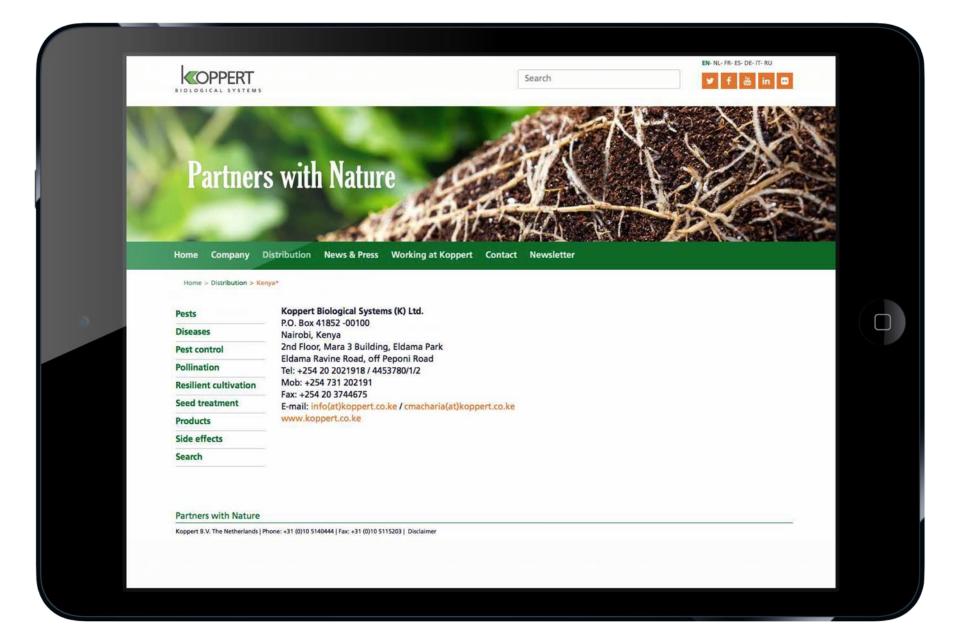




















#### **Potential users**

- Farmers and extension workers
- Governmental regulators (pesticide registrars)
- Private sector decision-makers: out-grower schemes, cooperatives, organisations operating voluntary certification schemes
- Biological control manufacturers





#### **Benefits of the Biopesticides Portal**

- Awareness raising among farmers and advisors about nationally registered and available biological control products, where to source products and how to correctly store and apply them to ensure efficacy
- Promotion of wider uptake of, and increasing demand for, biological control products on a local level
- Opportunity to analyse biocontrol market through portal analytics
- Awareness raising among regulators about biological control product registrations in other countries
- Potential replacement of highly toxic synthetic pesticides leading to increased availability of agricultural produce with reduced synthetic chemical residues





### Funding mechanisms to maintain portal

- The portal must receive funds to ensure it is maintained as a free-to-use, up-to-date and reliable source of biopesticide information
- Two funding schemes are foreseen:
  - Partnership scheme partners to the portal (e.g. private sector biocontrol manufacturers) pay fixed annual partnership fees
  - Sponsorship scheme sponsors (e.g. public sector organisations and private sector agro industries) contribute towards development and maintenance
- Funds received will enable geographic coverage of the portal to be scaled up and its functions to be enhanced



### In partnership with the biocontrol manufacturers

- Partners of the portal are given the opportunity to upload information and related documents about their registered products to help ensure their correct use and to facilitate the sourcing of these products
- Links are also provided to the partner websites, product-specific websites and labels
- Such information will potentially lead to greater product sales and enhanced customer satisfaction
- Partners also have the unique opportunity to purchase detailed, geo- and company-specific website and app analytic reports, which offer great advantages for market research and analysis
- Information displayed for products of non-partners includes only the information provided on the national pesticide register









# How will the portal be marketed to ensure rapid and widespread uptake?

- CABI is in a unique position, being governed by 49 Member Countries and having multiple additional networks of partners for its research, international development and publishing work across the globe
- The portal will be incorporated into CABI's global Plantwise programme, which is active in 34 countries and has reached 18.3 million farmers to date
- We will also encourage partners of the portal to market the tool among their customer base and distributor networks



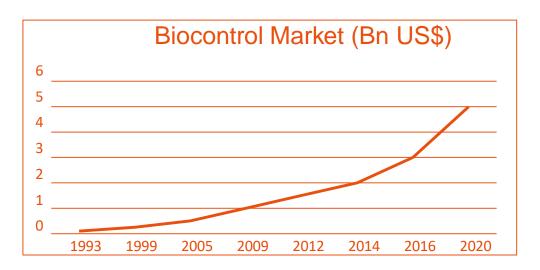


### **Next steps to launch final product**

- On-the-ground user testing involving relevant stakeholders
- Final decision on the name of portal Biopesticides
  Portal vs Biological Control Products Portal vs....
- Firming up of partnerships/sponsorships with biocontrol manufacturers and related agro industries, as well as development cooperation agencies, etc.
- Official launch planned for January 2019 with full functionality and features for Kenya, Spain and Brazil
- By December 2019, the portal will cover 20 countries, which will be selected in collaboration with partners



### Market development



Source: Dunham Trimmer LLC

- Market anticipated to reach US\$ 8.8 billion by 2022 and US\$ 11 billion by 2025
- Through the improved knowledge and awareness of farmers and extension agents, the uptake of biological control products could be significantly enhanced, which in turn could contribute to an increase in the global biocontrol market







### Contact us to find out more: Ulrich Kuhlmann, Executive Director Global Operations **u.kuhlmann.cabi.org**

CABI is an international intergovernmental organisation, and we gratefully acknowledge the core financial support from our member countries (and lead agencies) including:



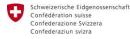
Ministry of Agriculture, People's Republic of China





Agriculture and Agri-Food Canada





Swiss Agency for Development and Cooperation SDC

