Introducing the SUTTI initiative:
Scale Up Training, Traceability and Impact

Brought to you by ksapa
THE INTENTION BEHIND

CREATE BALANCED MODELS
Enact a responsible, inclusive and equitable vision of economic activities for the largest possible base

SCALE SUSTAINABLY
Design a large-scale, innovative and economically performant business model

BUILD REAL-WORLD IMPACT
Act upon a keen understanding of stakeholders’ demands and market realities, to improve the long-term economic and socio-environmental performance of value chains

Confidentiality: No Non-Contractual
OUR VISION FOR Sutti

The Impact
Boost impact across the value chain for the benefit of the many, for the long run

The What
Structurally improve the revenue and livelihoods of workers in fragmented supply chains

The How
Disseminate best practices and diversify workers’ activities to build sound, fair, diversified and resilient activities

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A SOCIAL BUSINESS

The **Sutti** Approach

- We develop and manage impact investment programs
- We engage with industrial buyers and coalitions
- We build long-term synergies with global and local partners
By developing sound economics, we engage investors in positive and measurable impact investment schemes.

By improving sourcing resilience and mapping, we help businesses secure strategic commodities and manage supply chain risks.

By dispensing technical and vocational training to vulnerable workers, we generate impact across local communities and monitor their progress.

By developing sound economics, we engage investors in positive and measurable impact investment schemes.
Large-Scale Impact Programs

- Develop a replicable and adaptable training model
- Combine In-person and digital training solutions

Innovative Finance

- Create value for workers, industry and investors
- Align interests across partners and stakeholders

Long-Term Synergies

- Build hybrid business models combining revenue sources
- Partner for sustainable change across the value chain
The Sutti Suite of Services

3 Complementary Services In 1 Single Solution

Program Design & Operational Management

Digital Solutions

Impact Investment Management

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Overview of the Sutti Mobile App Suite for Workers

THE SUTTI APP:

• Is compatible with smartphones as well as web-surfing feature phones
• Works offline
• Is usable by illiterate persons

E-learning Module

Impact Measurement module

Sourcing mapping module
6 Key Levers for the \textit{Sutti} Program to Significantly Increase Workers’ Income

Estimation based on the example of a 2ha rice plot
The SUTTI Value Proposition: a Participant’s Journey

Supporting farmers at the collective and individual levels

Follow Ari, a smallholder and head of a family-run 2 Ha farm

Raising Awareness And Enrollment

Mainstreaming Best Agricultural Practices

Generating Farm-Level Impact

Strengthening Topical Knowledge

After meeting a qualified instructor, Ari decides to enroll in the SUTTI program.

Ari attends a SUTTI training with a cohort of local farmers.

Ari dives deeper in training content to keep improving his skills at his farm by interacting with the instructor and his peers at will.

Ari starts to see his livelihood improve: his income increases and diversifies, his safety and his access to market improve.

Ari benefits from a permanent access to complementary technical and vocational training and services.
The Business Model

Initial Investment
- Digital solutions development
- Training content & material development
- Local & Global partnerships
- Instructors recruitment & training
- Participants kits
- Working capital

Scale-Up
At each phase, net revenues generated by the previous phase may be reinvested for program scale-up

Industrial Players Participation
Carbon Valuation

Grants / Blended Finance solutions (de-risking, incentives)
Training Fees from Participants

Outcomes*
- Sound Financial Returns
- Positive Socio-Environmental Impact

* Financials and impact measurement to be certified by a 3rd-party organization (Mazars)
THE MANY BENEFITS OF

Deforestation Action
Income Diversification
Economy wide transition
Youth empowerment through digital
Consolidated & coherent management
Decarbonation
Limit Risk Exposure
Soil Health
Reduced water consumption
Improved Sourcing mapping
Increased income
SDG Roadmap
Climate Change Adaptation
Improved living standards
Customer demand
Capacity building
Resilience
Cost effectiveness
Positive Impact
Secure sourcing
Real time alert mechanisms
Employability
Health and Safety at Work
Access to best sectoral practices
Transition toward procurement
GHG emissions reduction
Limited chemical input
Women’s Empowerment
Product quality
Durability of the agricultural workforce

Trust between farmers and buyers
Duty of Care

ksapa
Sutti
THE ORGANIZATION BEHIND

We Invest

Ksapa

noun [ Sioux language ]

Discernment, Wisdom, Soundness

Our purpose is to act as a catalyzer for an economy-wide shift toward economically, socially and environmentally-sound operating and investment models

We Advocate

Sustainability, finance & investment, IT, agronomy, development & field expertise all aggregated at core team level

We Advise

Via a global network of 150+ global and local partners Ksapa federates experts and leading organizations and offers close contextual and operational support