

SMART
AGTECH
INTEGRATION FACILITY
2022

A JOINT
ENDEAVOUR OF GOVT.
OF MAHARASHTRA &
THE WORLD BANK

SMART AgTech Integration Facility 2022

Orientation Meeting: DAT Enterprises and SMART PCMU
21 November 2022

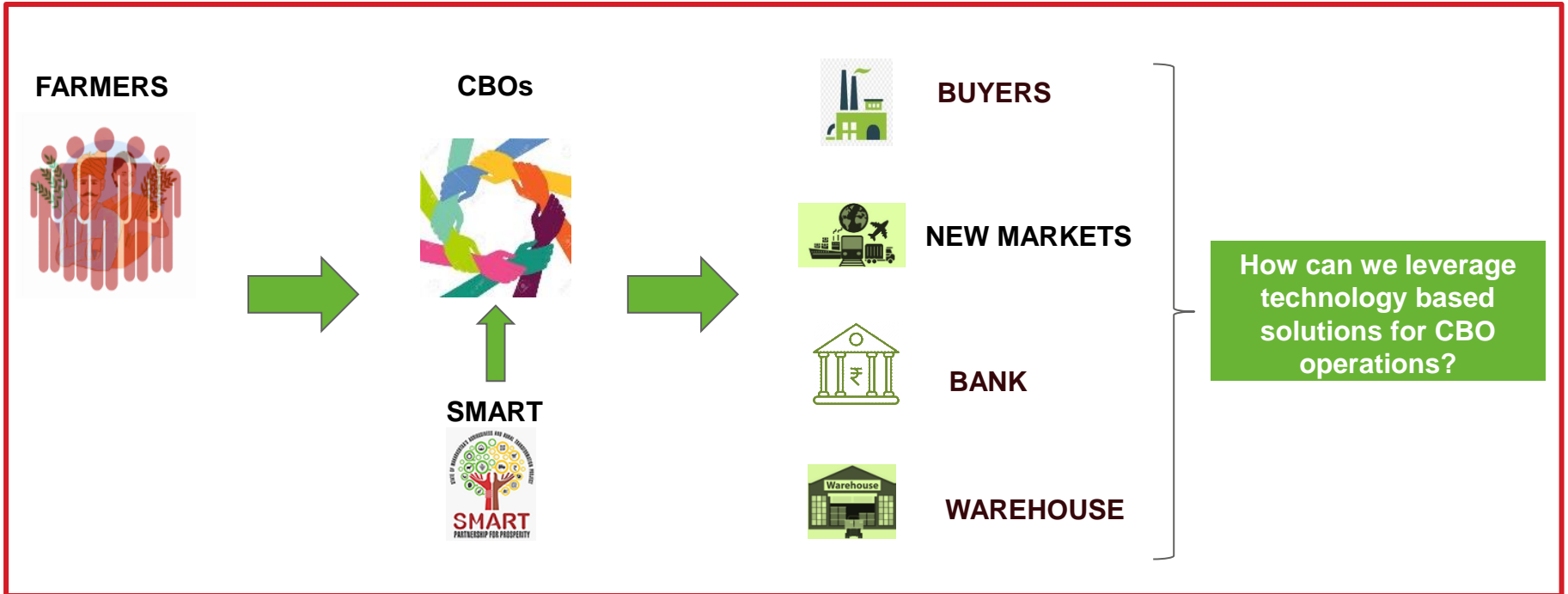
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Hon. Balasaheb Thackeray Agribusiness and Rural Transformation (SMART) Project

The project aims to support the development of inclusive and competitive agriculture value chains, focusing on small holder farmers and agri-entrepreneurs in Maharashtra



SMART AgTech Integration Facility is a unique and collaborative concept to connect DAT solution providers with CBOs in the state of Maharashtra to address critical gaps in agricultural value chains



Improve Food Systems through technology integration

- Identifying technology solutions to improve processes conducted by CBOs



Develop collaborative solutions

- Providing mentorship to DAT providers to help them meet needs of CBOs



Deploy and test solutions in Maharashtra

- Supporting DAT providers and disbursing grants to CBOs to test technology solutions

SMART AgTech Integration Facility – Benefits to DATs



Build the AgTech ecosystem in Maharashtra



Interact one-on-one with CBOs



Partner with SMART for long-term engagement



Receive mentorship from dedicated experts



Be showcased to potential customers and investors

SMART AgTech Integration Facility – Benefits to CBOs



Understand the latest disruptive (DAT) solutions for CBO operations



Identify DAT enterprises that can optimize operations



Guidance in adoption and utilization of DAT solutions

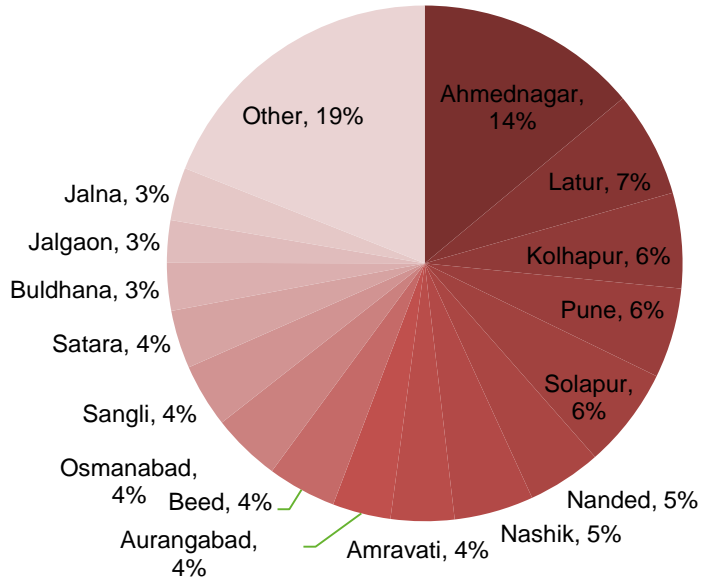


Grant support of Rs. 50 Lakhs or a viability gap funding of upto 60%

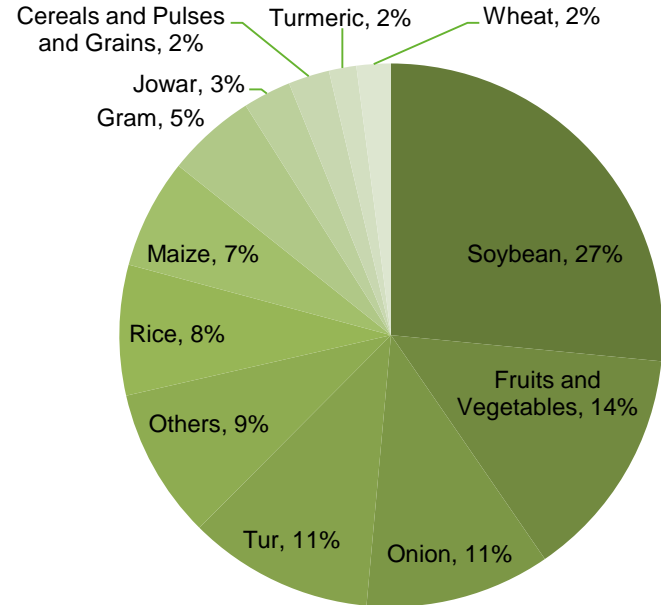
Overview of CBOs

All the CBOs are selected under the PP/MAP programme and are spread across different districts in Maharashtra, working across multiple commodities

CBOs distribution across districts



CBOs distribution across crop production



Each stage will support in building the awareness and interest of CBOs in technology adoption and facilitate them to develop the CII grant proposals in collaboration with DAT enterprises

Capacity Building

- **Orientation session** with all stakeholders (CBO, DAT enterprises and DIU/RIU officers)
- **Masterclass for DAT enterprises:** Contextualizing solutions for CBOs and product packaging
- **Masterclass for CBOs:** Guiding them in identifying technology needs and adopting it into their operations
- Q&A sessions with **DIU/RIU – Weekly meetings** to clear queries and concerns
- **Awareness generation among CBOs through the DAT Catalogue**

Letter of Intent (LoI)

- Focused discussions between CBOs and DAT enterprises to **explore partnerships**
- DAT enterprises to identify interested CBOs and provide detailed and **curated solutions**
- CBOs to develop **Letter of Intent (LoI)**

Grant Proposal

- **Discussions between CBOs and DAT enterprises** that submitted LoI on proposal contours
- Explore **contextualization strategies** for different DAT providers to customize solutions for CBOs
- **CBOs to develop and submit a detailed proposal for SMART for the CII Grant**

Next steps for DAT enterprises

Capacity Building

Provide information on the CBO's technology needs and learnings on their technology adoption. The Masterclass will provide insights on developing solution packages and building a compelling pitch for CBOs in Maharashtra


Support needed from DAT enterprises

- Verify information in the DAT catalogue and provide updated information if any
- Participate in the Masterclass on developing solution packages for CBOs
- Identify relevant CBOs to partner with for the facility
- Submit customized solution contract
- Provide demonstration support to CBOs
- Clarify queries and concerns of the CBOs to develop Letter of Intent
- Countersign agreement for the Letter of Intent received from relevant CBOs



For more Information please reach out to:

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Thank You