



Farmforce Case Studies: Cargill Cocoa and Chocolate

Real-time, digital bag-level traceability enables transparent sourcing from 70,000+ smallholder farmers in Cote d'Ivoire

Cargill Cocoa and Chocolate, in support of their Cargill Cocoa Promise Program, deployed Farmforce across their Cote d'Ivoire smallholder cocoa program in 2017. They aimed to enable barcode-based, bag-level traceability back to individual farmers in their entire cocoa supply chain in Cote d'Ivoire in order to proactively address pressing sustainability issues around deforestation and child labor while ensuring cocoa is grown to UTZ and Rainforest Alliance certification standards. Starting with a four-cooperative pilot, the ICT solution is now used extensively across over 60 cooperatives (growing monthly) to support field-level visibility with over 70,000 smallholder cocoa farmers. The system is expected to be deployed to all of Cargill's Cote d'Ivoire cocoa sourcing (over 130 cooperatives) in 2019.

Cargill's Need for a Field-Tested ICT Platform

Cargill chose Farmforce as their ICT platform, driven by the mission to:

1. Provide barcode-based, bag-level tracking of each bag of cocoa from the farmer through the value chain, to confirm the **origin of each bag of cocoa on delivery**. Through this clear provenance linked to GPS field mapping, Cargill can trace beans back to individual farms to make sure none of their cocoa comes from protected areas.
2. Allow real-time management of **each farmers' certified volume**, at the time of purchase, to ensure that each bag of cocoa is within the allowed quota.
3. Promote **fair sourcing relationships with farmers and cooperatives**, by ensuring the premiums are based on delivery of certified production and that those premiums reach smallholder farmers. Also, to quantitatively assess the impact of this relationship, and to conduct transparent monitoring and evaluation on farmer livelihoods and the impact, of supplying cocoa to Cargill.

Cargill Cocoa – Farmforce Snapshot

Pilot: Sep 2017-Feb 2018 with 4 cooperatives

Scale Up – Starting March 2018 and ongoing

Size: 70,000 cocoa farmers in 60 cooperatives and growing

Key Stakeholders – farmers, cooperatives, procurement, sustainability, M&E

Sustainability Vision

- 100% Traceable Sourcing
- Support Coops to Professionalize
- Risk Reduction
- Certification Credibility



The Cargill
Cocoa Promise

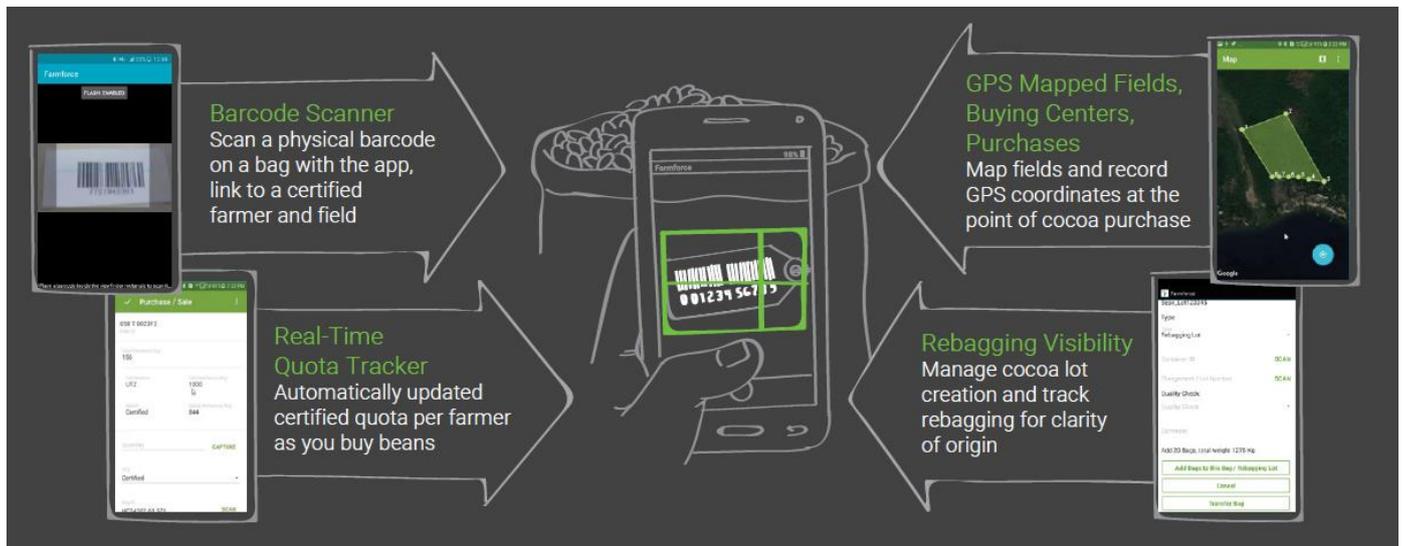
- Support farmer cooperatives to become more professional through day-to-day management systems enabling data-driven decision making.

Farmforce's Cocoa Solution



Through an iterative process with Cargill's sourcing, sustainability and field teams, Farmforce's software development team created our **Cocoa Solution**. These features were piloted with the first four cooperatives, with code-level updates made throughout to build a robust, field-proven set of features that address key challenges in cocoa procurement and traceability. Through testing the features with the target end users – cooperative extensive officers on the Farmforce Android field app and office staff working off the web interface – Farmforce and Cargill ensured the features built could practically fit the diverse procurement processes at the field level, while performing in adverse, rural conditions.

Core Cocoa Features:



Realized Benefits and Building on Current Success

Now in the scale-up phase, Farmforce and Cargill are on track to have the platform live in all 130 Cote d'Ivoire cooperatives with 120,000+ smallholder cocoa farmers by 2020. This will be a huge achievement in first-mile traceability and having visibility down to the field level. With data sent by cooperatives, Cargill now knows with confidence where each bag of cocoa that reaches the port in Abidjan originates and the certification status of that bag. Aggregating this data into actionable information also gives Cargill the opportunity to make more real-time data-driven decisions and to have a deeper understanding of the first mile of its cocoa supply chain.

Farmforce is also being deployed to support internal assessments and data collection around farmer and cooperative-level sustainability certifications. Downstream clients have more confidence that when they pay a sustainability premium for certified cocoa, that the cocoa they are purchasing comes from a sustainable verified farm, and that data can be audited for accuracy.

Client Testimonial

*“Sourcing **sustainably grown cocoa** from smallholder farmers is the core of our business. Farmforce gives us and our customers security and certainty in the sustainable **origin of our cocoa** by providing **bag-level traceability** back to individual **certified farmers**. With the Farmforce platform we can digitally capture cocoa purchases from specific farmers including real-time management of certified quotas to ensure that **Rainforest Alliance and UTZ certified cocoa** is grown to their **high standards**. This digital transparency allows us to **differentiate our cocoa** and ensure its credibility.”*

Suzanne Uittenbogaard, Cargill Sustainable Value Chain Manager

More Information - ICT Requirements for Procuring Sustainable Cocoa

In addition to purchasing and traceability described above, the technical requirements that Farmforce fulfills include:

- **Supply Forecasting**, for visibility on mid-season yield to create an early alert on supply needs
- **Sustainability auditing** and management of progress towards compliance
- **GPS mapping** of fields, buying points, warehouses
- **Harvest purchasing** with Bluetooth receipt printers and scales.
- **Certification management**, collect data relevant to farmer’s UTZ or Rainforest Alliance certification
- **Rebagging, weight adjustments, and lot creation**, to fit the actual bag-level journey of a cocoa bean grown by a smallholder farmer
- **Data autonomy**, cooperative would own their data and share select data points with Cargill
- **Quota management**, bags from certified farmers were labeled as certified only up to a certain quota
- **Loan management** (including Input Loans) with repayment during the purchasing process, with **stored value account** for farmer premium payment
- **Monitoring and evaluation surveys** to track production, socioeconomic, performance and impact

Farmforce is a cloud-based mobile and web platform with customers in 27 countries across 3 continents, providing digital transparency in procurement from over 350,000 smallholder farmers. Our robust, mature solution has demonstrated measurable benefits for seven years and is available in 14 languages. Farmforce has client-facing offices in Nairobi, Guatemala City, San Paulo, Bangkok and Oslo. For more information about how Farmforce could help you, visit www.farmforce.com or contact us at info@farmforce.com.