



Better Markets, Better Lives

Successes & Lessons: Managing the KMT MRM System

DCED Seminar 2018: Crowne Plaza Hotel Nairobi
Kamau Kuria & Judy Odongo

Feb 21, 2017

Our Vision and Mission.....

What do we want
to achieve?



Our Vision

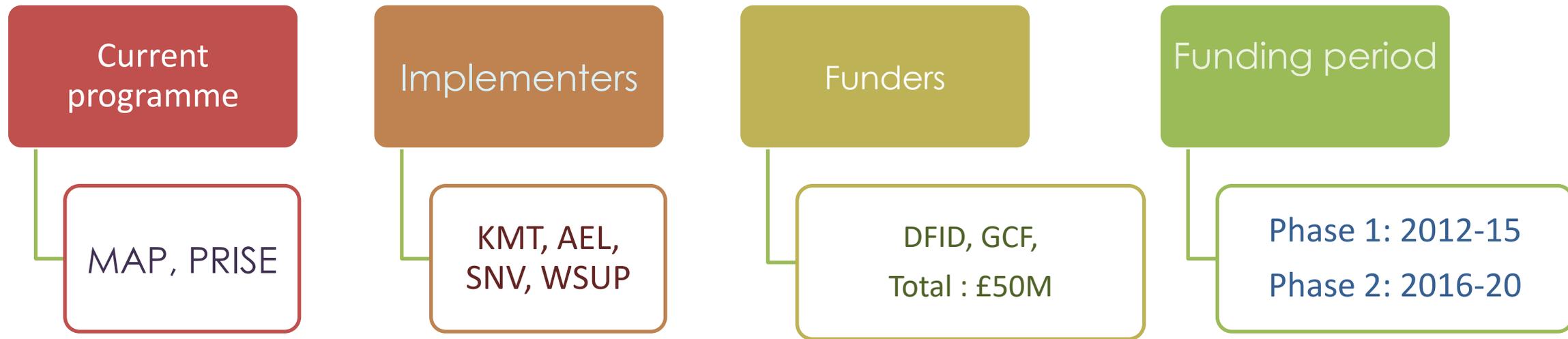
Large scale *wealth creation* through *sustainable*, *competitive* and *inclusive* transformation of market systems.



Our Mission

To work in partnership with *private and public* sectors to *catalyze innovation* in order to promote *competitive* and *inclusive* markets.

KMT currently implements.....



KMT Sectors.....



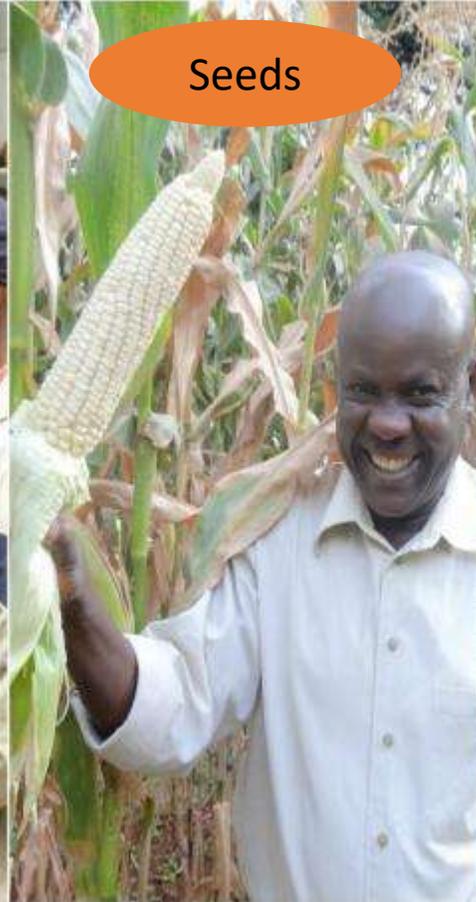
Livestock



Dairy



Ag Inputs



Seeds



Water

Results so far.....

Target Group Performance

- ✓ 500,000+ HHs access innovations
- ✓ 400,000+ HHs (70%) improved performance+ increased income (NAIC)
- ✓ Average Annual £ 230 NAIC / HH

Market Systems Changes

- ✓ £ 29M (70%) Public & Private Investment leveraged
- ✓ 450 (65%) Private/public players with improved performance, increased trade
- ✓ 23 (65%) Policy/rules/regulations changed

Managing the KMT MRM System

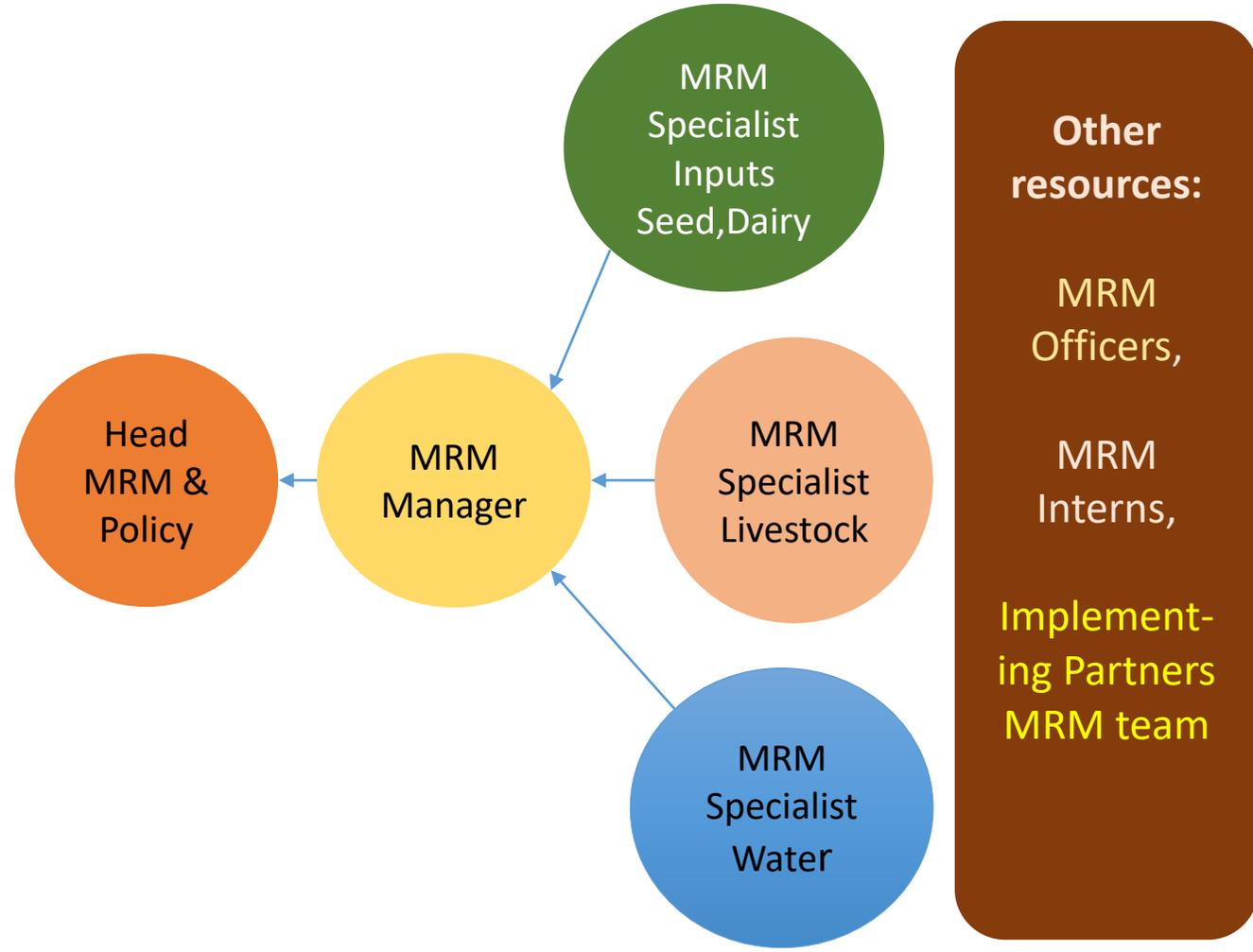
Successes, Lessons

MRM system is well articulated

Strategies	<ul style="list-style-type: none"> • Sector strategies • Sector strategic framework
RCs, Indicators	<ul style="list-style-type: none"> • Intervention Plans (IPs) - Background, RC, Indicators, Measurement plan, Projections, Major changes • IPs- 4 water, 7 Livestock, 4 Dairy, 3 Seeds, 3 Inputs
Measuring Impact	<ul style="list-style-type: none"> • Sector Trackers, Aggregation tools, Economic appraisal, Logframe
Attribution	<ul style="list-style-type: none"> • RCs • QED • Before and after • Comparison group • Contribution
Systemic Change	<ul style="list-style-type: none"> • AAER
Tracking programme costs	<ul style="list-style-type: none"> • Semi annual VFM report • Finance report
Reporting results	<ul style="list-style-type: none"> • Semi annual reporting • Case studies • Evaluation reports

Updated KMT MRM Manual, MRM Repository

Personalized MRM Support



Intervention Management – Integral Part of MRM

Implementers' part of developing and implementing the MRM System process,

Team leaders bear the biggest responsibility;

Included MRM responsibilities in JDs

Key advantage

Critical in adaptive management

Challenge

Takes time to get buy in

Lesson

MRM team-

- ✓ Skilled
- ✓ mentors,
- ✓ influencers,
- ✓ Patient,

Management/Governance and MRM

Senior management/governance and MRM

Managing partners....Lessons

Management understand the MRM System

Management: Ambassadors of good practice

Management/governance support sufficient budget and resources

MRM requirements in the

in reporting structures: Senior managers support MRM teams in advocating for good RM

Management support is very critical!

Continuous Capacity Building.....

- ❖ MRM staff
- ❖ Implementers
- ❖ Management
- ❖ Service providers in evaluating Market Systems programmes
- ❖ MRM team participate in Technical Induction of new staff

....increases adoption of MRM practices

DCED Mock Audit/Audit



Gains.....

- ✓ Preparation process is a learning moment for all participants
- ✓ Technical Advice and very helpful recommendations in improving the MRM processes,
- ✓ Management improved support to MRM
- ✓ Increased Confidence levels, credibility

Learning culture for adaptive management

1. Mandazi weekly/monthly
2. Sector/MRM review meetings
3. Quarterly deep dive and thematic discussions
4. Cross team visits
5. Annual review and sharing sessions,
6. Thematic discussions
7. Funder - organized periodic learning sessions,
8. Continuous capacity building and advice from Springfield, Gatsby, Eco-Venture etc.



**thank
you!**