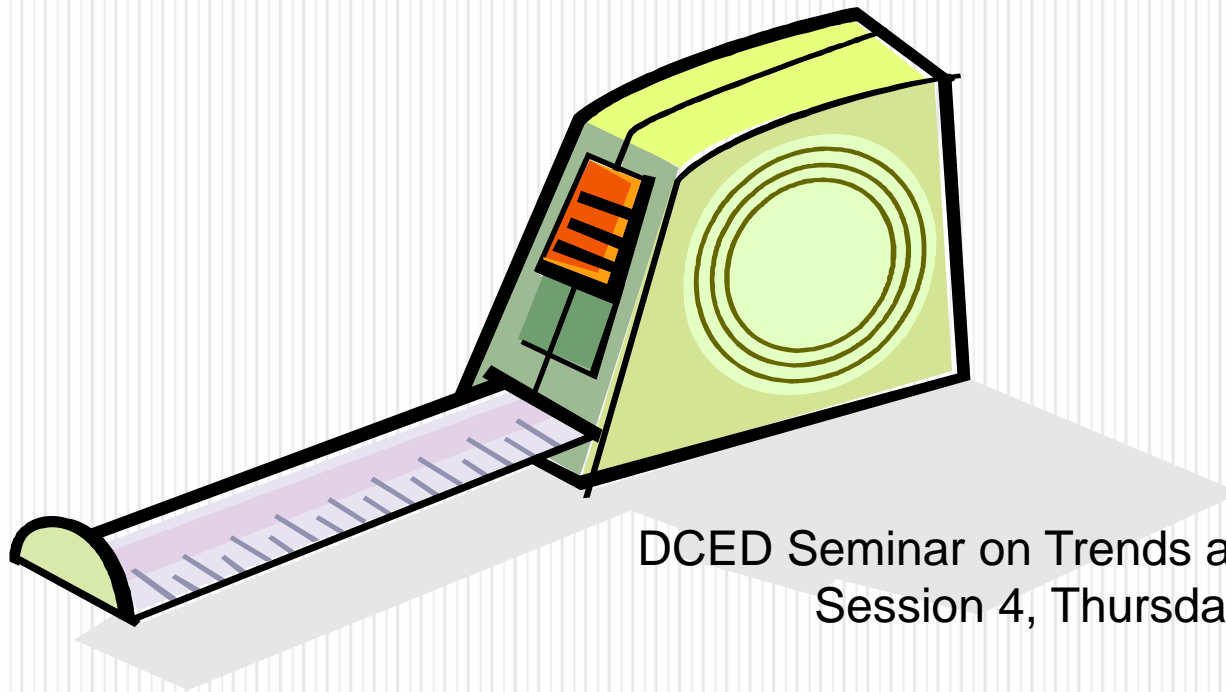


Measuring Results in Nigeria



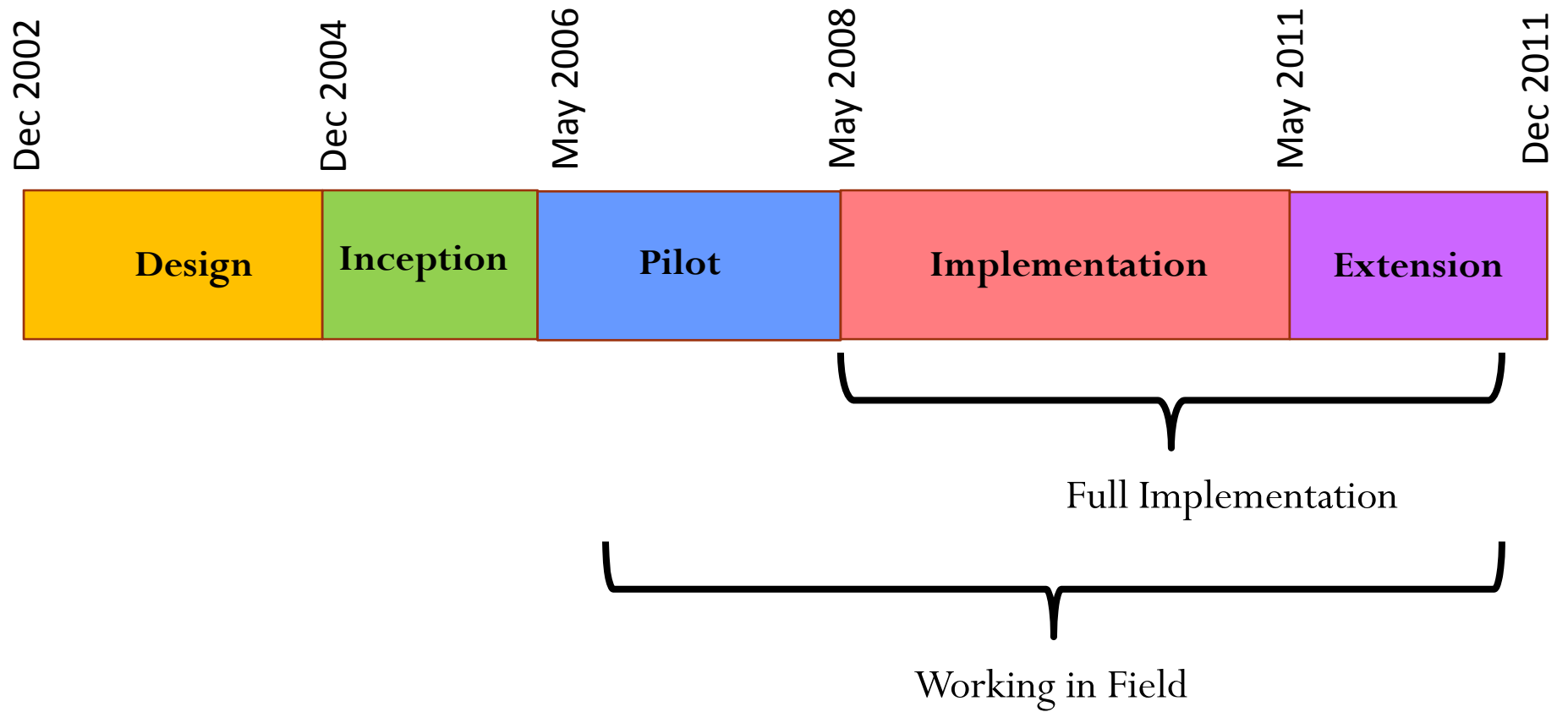
Sadia Ahmed

DCED Seminar on Trends and Results in PSD
Session 4, Thursday 19 January 2012

PROPCOM: Outline of presentation

- Introduction to PrOpCom
- The Standard results measurement system – our story
- Interventions in Fertilizer
- How it helped us
- In the end....it did really matter

PrOpCom



Implementing DCED Standard

Up to Jun 2008	RCs used by programme management only	Pre-Standard
Jul - Dec 2008	Institutional changes Examples and advice from Katalyst	
Jan - Jun 2009	Tried the Standard results measurement initiative Consultant to help with market study and analysis	Standard + self
Jul - Dec 2009	Getting better! Outline of first Intervention Guidelines (IG) done. Start looking for specialist to guide monitoring	
Jan - Jun 2010	Senior Monitoring Specialist starts work Consultants hired to make IG for all interventions Hans and Harald run results measurement course	Standard + experts
Jul - Sep 2010	Monitoring field staff now increased to 6 Mock audit – positive result	
Oct '10-Dec '11	Fine-tune, use to extend program Measure and aggregate impact for programme closing	Norm

Fertilizer



- No good distribution channel
- No innovation necessary

- Un-reliable supply
- Usage information
- Funds

- Affordability
- Availability
- Education

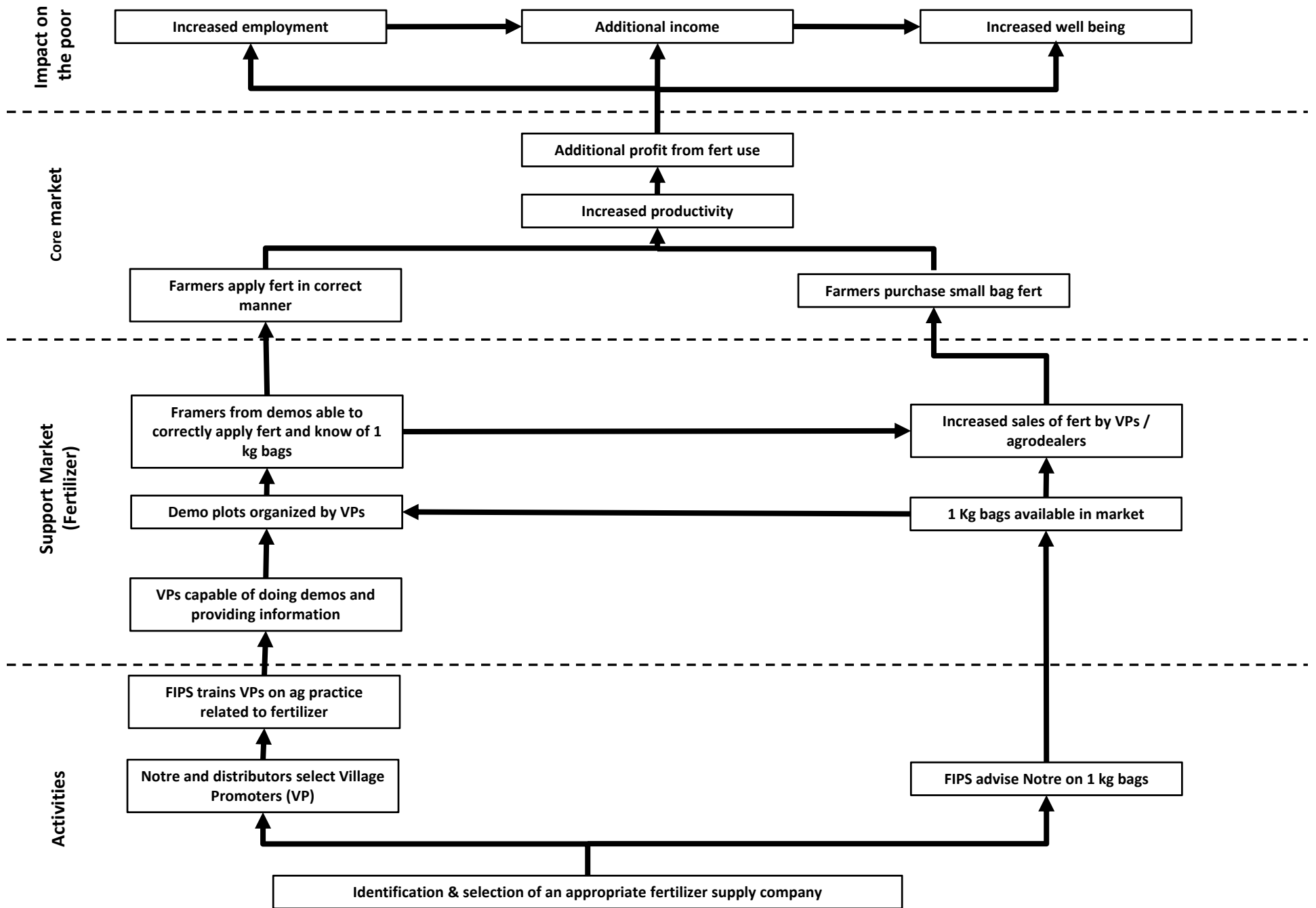


Intervention(s)

- Will it work? Pilot in 2 States (Fast Track): Oct 2009 – May 2010
 - Did it work?
 - Make a Results chain
 - Measure at the end of the season
- Scale up to 12 States (On-Track): Mar 2010 – Jan 2011
 - Signs of change
 - Measure changes
 - Connect to log frame indicators
- Sustainable? (2011 Scale up): Feb 2011 – Oct 2011
 - Can the company continue?
 - Measure results

Fast Track

The Pilot Intervention

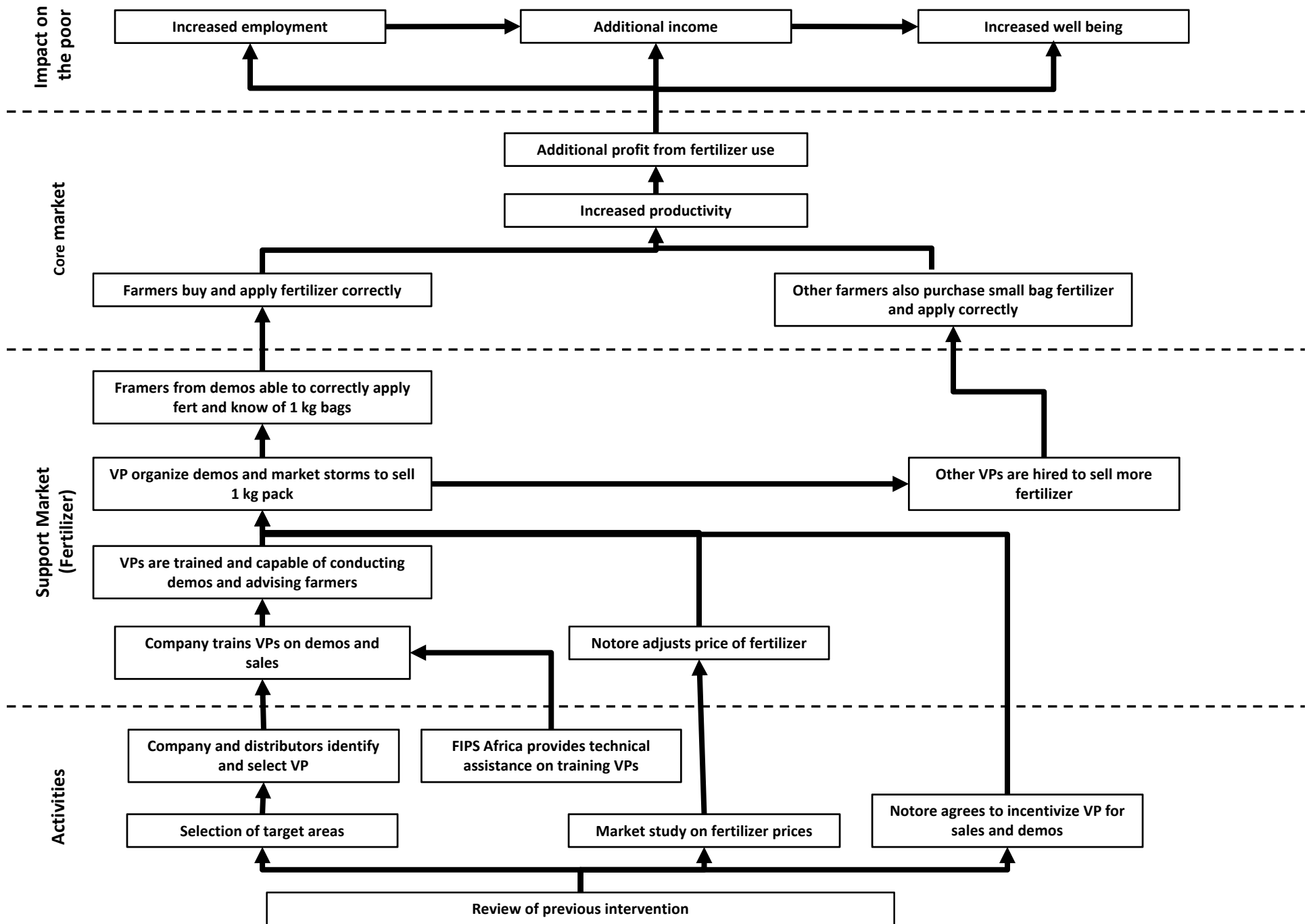


Fast track – Measuring results

- Results chain
 - What have we done to achieve what change
- Measure results
 - No baseline
 - Go beyond support market
 - Finding control groups – 10 users vs. 10 non-users
- Review intervention – Quarterly
 - Price – sales, anecdotes
 - Distribution structure
 - Farmer education process – who learned better and how

On-track

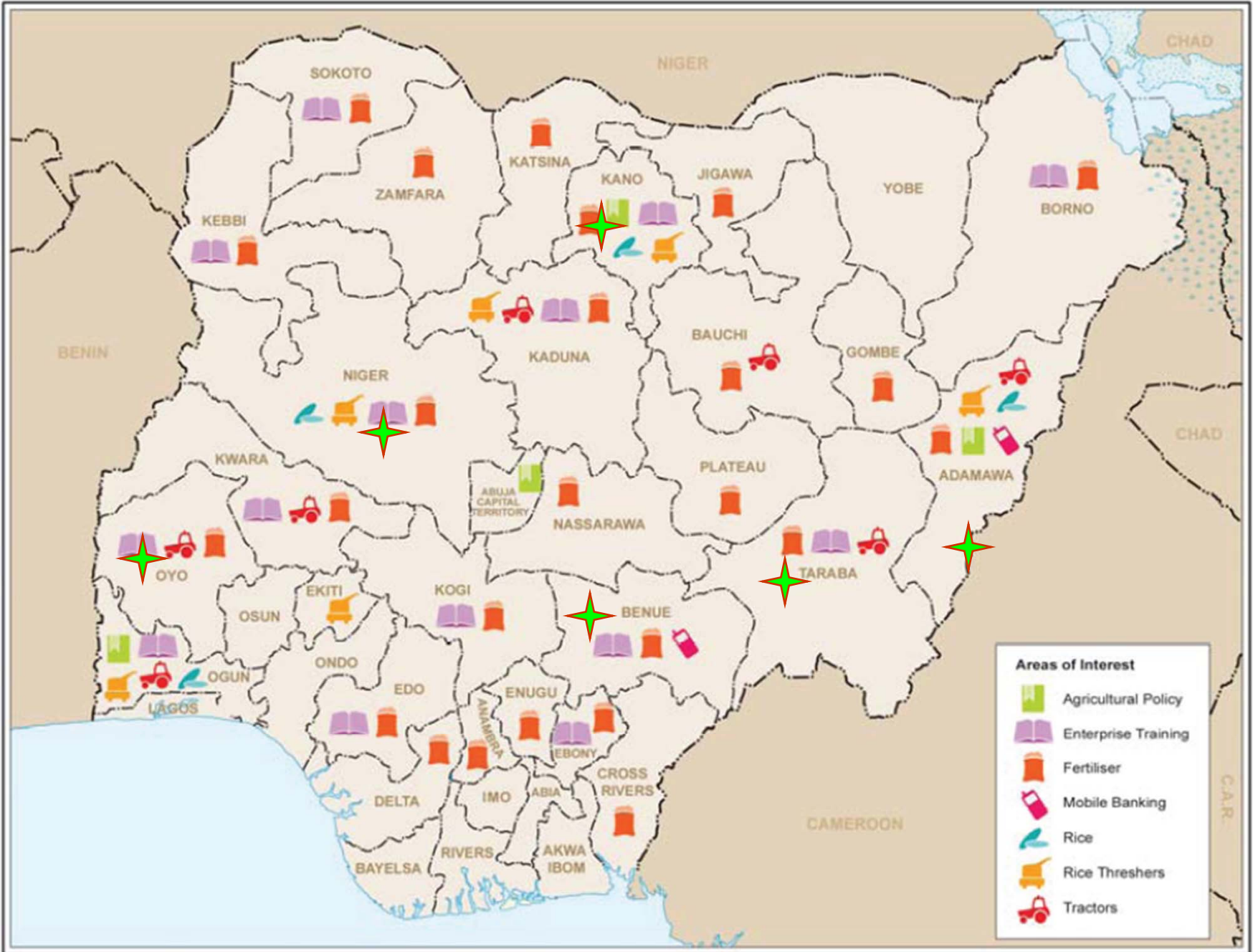
The Scale up to 12 States



On-track

- What really is key for the intervention
 - What can show efficiency of partner/process
 - What can show change in farm level
- Results chain
- Measuring
 - Where to measure: 6 states
 - Using control farmers: 10 users vs. 10 non-users
 - Aggregating across Nigeria
- Review over the year
- Extension period

Intervention & assessment areas



Achievements of the intervention

	No. of demonstrations	No. of states covered	Sales (kg)
Fast Track	~100	2	7,168
On-Track	843	12	217,254
2011 Scale up	703	25	1,821,000

	FTE jobs	Number of Farmers	Increased income
Fast Track		2,084	36,857,624 £146,592
On-Track	137	60,589	84,145,422 £334,667
2011 Scale up	750	1,003,418	1,020,476,106 £4,042,610

How it helped the program

- Running the program
 - Solidifying case for interventions being run
 - Structuring information needs for new intervention ideas
 - Catalytic Intervention Managers (CIM's) reporting
- Making a case for extension
 - How long
 - Areas of work
 - Value For Money

In the end – it really does matter

- Planning of results measurement
- Measurement of results, extrapolation and validation
- Methodologies, triangulation etc.
- Special studies
- Programme closing
- Next steps



Thank you