



Better Markets, Better Lives

## Successes & Lessons: Managing the KMT MRM System

DCED Seminar 2018: Crowne Plaza Hotel Nairobi  
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# Our Vision and Mission.....

What do we want  
to achieve?



## Our Vision

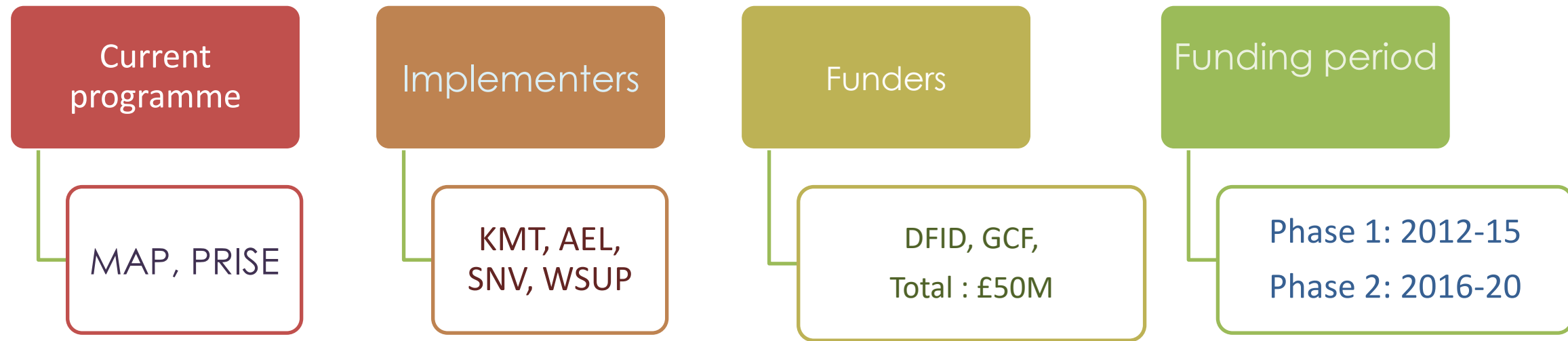
Large scale **wealth creation**  
through **sustainable**,  
**competitive** and **inclusive**  
transformation of market  
systems.



## 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

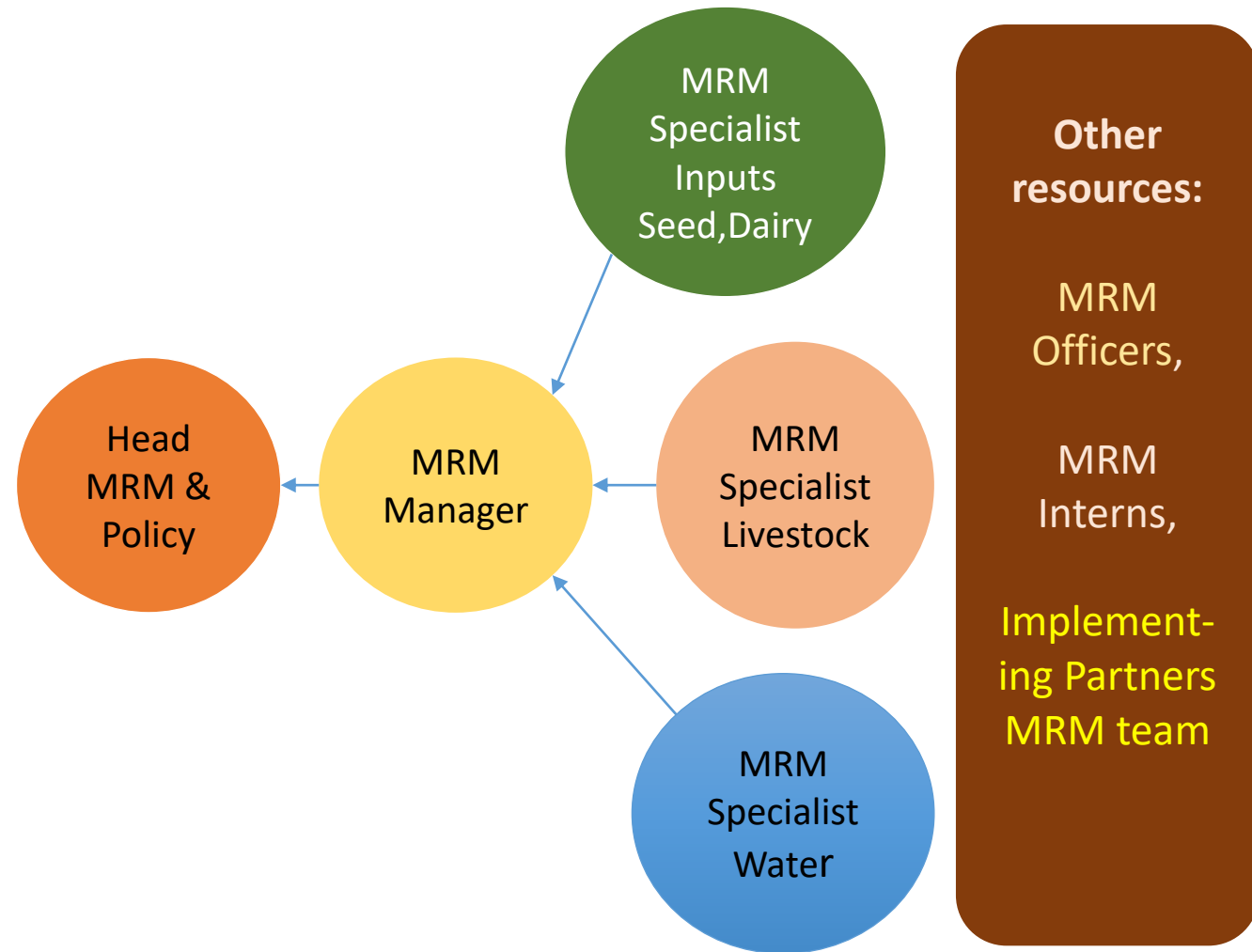
# Managing the KMT MRM System

Successes, Lessons

# MRM system is well articulated



## 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.....

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- ❖ 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



Pass!

## 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

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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.

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**thank  
you!**