

# STRATEGY & APPROACH

## Support Services for Processing Factories

**Away4Africa**

offers support services

and implementation of **FactoryLink**, training & capacity building to processing factories. For this, the

following strategy has been developed, based on 25 years of dedicated experience in the African agribusiness sector.

**We developed services for empowering coops through 6 main steps:**

1

### Organizational capacity assessment

An in-depth assessment of plant capacity, including the quantity and quality of products supplied, supply, market and financial profitability, environment, and institutional and legal context. This also includes analyzing the use of data for decision-making using the FactoryLink method.

2

### Digital data strategy & service delivery models

Development of a data-driven strategy to improve service delivery for factory processes. With a plan for collecting, analyzing, and using data with FactoryLink to support informed decision-making for process optimization and better product positioning in the market. With possibilities to make traceability reports, view stock position, salary status and spare parts consumption.



3

### Business forecasting & Financial projections

Development of a business plan with financial projections, through a practical tool based on the production schedule and projected buy-sell. The monitoring of the production plan and the cash flow is done by FactoryLink.

### Capacity building & Agro-ecological practices

Tailored training programs, when needed, aimed at strengthening organizational capacity of factories on the collection, analysis, and sharing of production and maintenance data with FactoryLink to optimize cost-effective and sustainable production.

4

5

### Corporate Social Responsibility (CSR)

CSR support is based on a diagnosis of governance, social and environmental aspects and followed by an action plan. Specific tools are used, such as decent income, forced and child labor, child labor, the carbon footprint and the analysis of electricity usage with supporting policies.

6

### Certification support & Auditing

Assistance with identification of the added value of appropriate certifications. Production data is available and well-structured, supported by questionnaires during internal audits with FactoryLink. Controlled data sharing is possible with external organizations and customers.

**Away4Africa provides tailored support services to cooperatives and factories in agricultural value chains, enhancing their operational efficiency and long-term sustainability**



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