

Service Provider Model and Starter Package for Smallholder Mechanization in Southern Africa

Smallholder mechanization is the call of the day in southern Africa. Learning from 30 years of experience in Bangladesh, CIMMYT has adapted a **Service Provider Model** to the conditions of southern Africa to drive transformational change in rural areas. For sustainable uptake of mechanization, it is important to focus not only on introducing the appropriate scale machinery but implement a full mechanization package solution including essential training and capacity building (machinery operators, mechanics, and manufacturers/suppliers), and establishing after sale services and spare parts supply network. This model and the equipment involved are following the philosophy of no free hand outs, farming as a year-round business and climate-smart agriculture.

What equipment is needed for the starter package?

- A **16 HP two-wheel tractor** providing traction force to attached ancillary equipment (trailer, seeder, toolbars, etc.) and to power other equipment (sheller, feed mill, pump etc.)
- A **1.5 t trailer** that enables Service Providers (SPs) to provide transport services.
- A **two-row no-till direct seeder** for climate smart seeding services suitable for most of the grain crops grown in the region.
- A **sheller** to provide shelling services.
- A **toolbar** to attach ancillary equipment.

How does the Service Provider Model work?

- Interested and preferably young farmers, who bring a certain level of education and business interest are selected to become Service Providers (SPs).
- The prospective SPs are required to raise USD 500 as a commitment fee.
- This enables them to get access to the basic equipment starter package, which they have to pay back in monthly instalments after a grace period of 3 months.
- To ensure that payments are made, a lease-to-own contract is signed between the SP and the providers of equipment and payback is carefully monitored.
- After the value of the equipment is paid off, it becomes the asset of the SP.
- Prospective SPs receive a basic training on machinery operation, repair and maintenance, developing a small business enterprise (SME), creating demand for mechanization services. The basic training is followed by a refresher course on specific details.
- A network of service providers, local mechanics, spare parts suppliers and farmers is established for smooth operations.



A two-wheel tractor with toolbar and no-tillage direct seeders attached

Key benefits for this intervention suggest that:

- Service providers can successfully provide seeding and shelling services for 30-50 (up to 100) farmers annually.
- Transport services are in high demand and can serve between 150-500 farmers annually;
- Reduced time and labour for crop establishment (2 hours instead of 23 hours/ha);
- Reduced drudgery for seeding (0 km of walking instead of 61 km/ha);



Double-cob maize sheller



Service Provider transporting residues from the field



Two-wheel tractor with a single row no-tillage direct seeder attached



Multi-crop thresher for grain crops

Where can all this machinery be purchased?

Kurima Machinery & Technology, 5 Hood Rd, Southerton, Harare

Phone: +263778480843 or +263787421839

[Email:sales@kurimamachinery.com](mailto:sales@kurimamachinery.com)

Catalogue: <https://wa.me/c/263778480843>



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For more information please contact:
CIMMYT, Southern Africa Regional Office
P.O. Box MP 163
Mt. Pleasant, Harare, Zimbabwe
Tel +263780518401
www.cimmyt.org