



# FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

## SCALE-UP OF EASYMA MILK WEIGHING SYSTEM

### The Problem

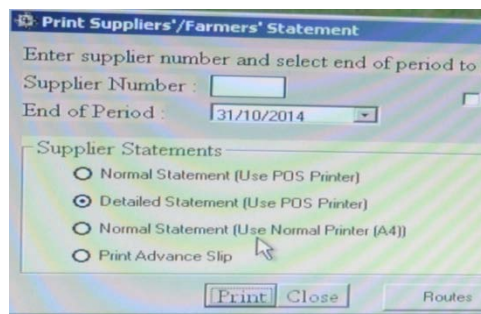
- Dairy farmers do not get value for their milk deliveries due to weight losses as a result of manual weighing at collection centers.
- Farmers do not get immediate payments for milk delivered, cannot easily access finance, and lack market information, regular extension services and breeding knowledge.
- Chilling plants supplied by farmers need to mitigate their cash flow challenge by having quality data and sharing the data with banks.

### The Innovative Solution

Amtech has devised EASYMA 6.0 – a software-driven innovation synchronized with digital weighing scales for milk, and real time transmission of data to farmers’ phones. EASYMA 6.0 is a robust, flexible and scalable web-based solution that allows dairy farmers to weigh milk at the farm gate and at designated buyer collection centers, and get a receipt for the delivery, which is immediately reflected at the buyers’ main office and the farmers’ Savings and Credit Co-operative (SACCO). The SACCO is linked to the buyer database. This allows the farmer to immediately receive advance payment from the SACCO based on the real-time amount of milk delivered and personalized customer relationships. The system keeps track of all advances; deductions for artificial insemination, feeds and hardware supply; and loans and payments made to the farmer. EASYMA 6.0 links the SACCOs to their main banking partner, thus allowing farmers access to their money through an ATM or a point-of-sale location anywhere in Kenya or abroad.



*Stark contrast between the traditional paper-based system and EASYMA 6.0*



### About the Award

Following an open and competitive process in 2014, Amtech Technologies was among seven innovations which won a seed funding and technical assistance award from USAID through Feed the Future Kenya Innovation Engine.

**Award duration:** Sep 2014 – Nov 2015

**Award Amount:** KES 6.9 million (\$81,000)

**Technical Assistance:** Governance planning, financial processes and systems

**Target Counties:** Nandi and Bomet

**Targeted Value Chain:** Dairy

### About the Innovator

**Pius Sigei** is Head of Operations at Amtech Technologies, Ltd., a systems development company with projects in the agricultural, government, financial and hospitality sectors. A seasoned software engineer, Pius has almost 15 years' experience in systems development.

He holds a Bachelor's Degree in Computer Science and a Master's Degree in Computer Application. Prior to joining the company in 2007, Pius worked as a Systems Analyst and Developer with the Cooperative Bank of Kenya.



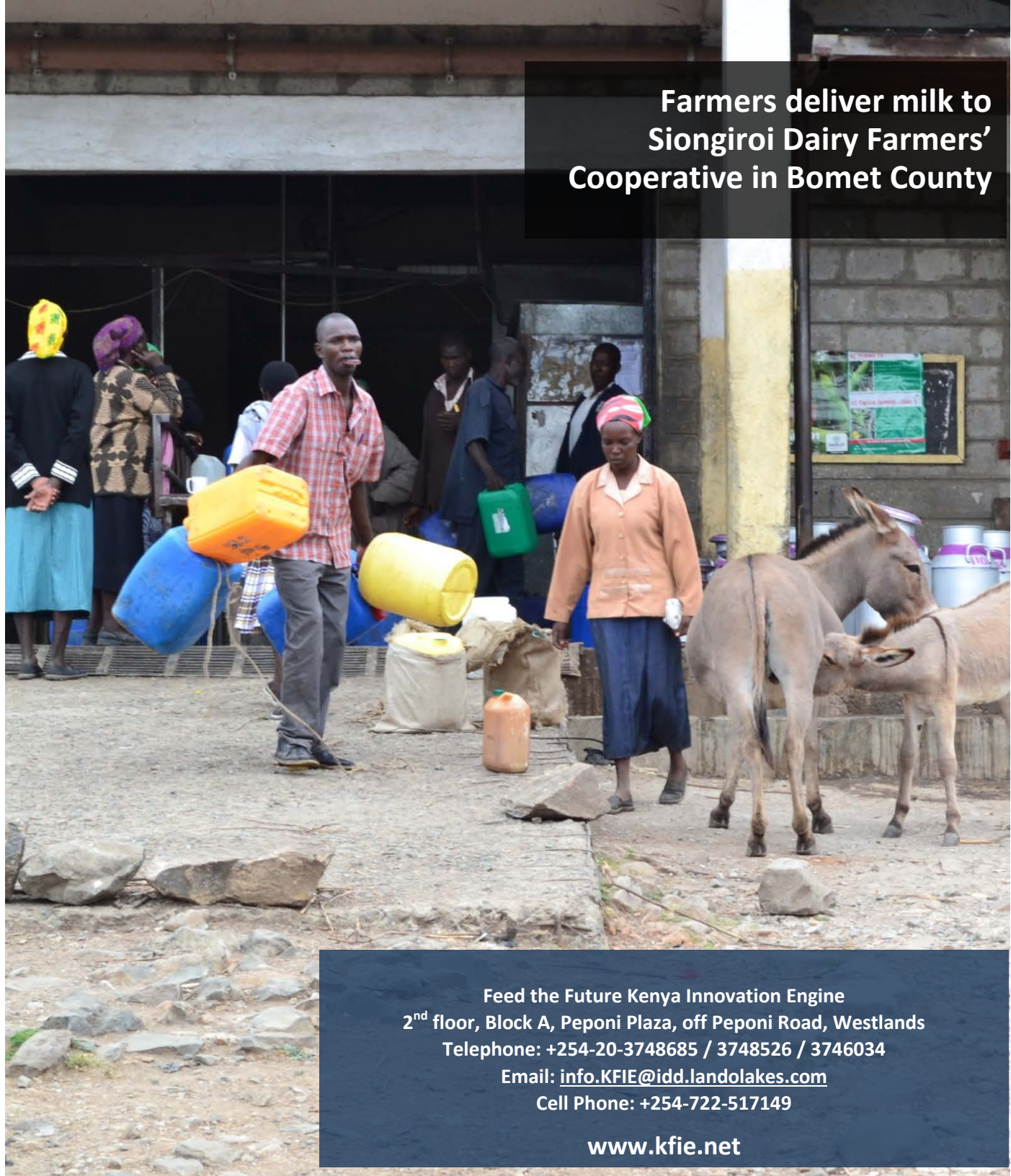
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KENYA INNOVATION ENGINE



## Achievements under the Award

- Customized and successfully tested EASYMA 6.0 in identified collection centers.
- Almost **22,000 farmers** are benefitting from this one-stop automated supply chain solution for the dairy sector.
- So far, EASYMA 6.0 has helped increase smallholder farmer **milk sales by up to 18%** in target counties. The innovation has also improved efficiency for chilling plants in Nandi and Bomet Counties.
- Enabled dairy farmers to access livestock insurance services in the target counties.
- Facilitated provision of extension services to farmers to help boost productivity and quality of milk through the new system.
- Contributed to increased access to finance and financial inclusion to help enable better farming practices and entry of youth and women into the sector in large numbers.

Updated May 2016



Farmers deliver milk to  
Siongiroi Dairy Farmers'  
Cooperative in Bomet County

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