

SUCCESS ALLIANCE INDONESIA CONCEPTUAL FRAMEWORK

INPUTS/PROCESSES	OUTPUTS	OUTCOMES	IMPACT
Identification of needed services by cocoa industry players based on identified constraints to their competitiveness			
Identification of BSPs providing services or with potential to provide services to cocoa industry players in Sulawesi			
Evaluation of BSPs capacity to participate in program	Selection of BSPs project will work with based on clear evaluation criteria		
One-on-one TA to selected BSPs on business plan development for the provision of promising services to cocoa industry players to be partially financed by the project	BSPs develop business plans to be partially financed by the project with a clear plan for phase out of project financing (receding subsidy) and commercial sustainability after project support ends - INDICATOR 1	Increase in number of agreements (written/verbal), MOUs, and/or contracts for services between BSPs and clients - INDICATOR 4	
TA to BSPs in general business management (marketing, finance and accounting training, human resource management, business planning and strategy, etc)	BSPs trained in general business management - INDICATOR 2		Increase in number of cocoa industry stakeholders using services from BSPs on a fee for service basis - INDICATOR 6
Targeted TA to BSPs in service-specific subjects suitable to their skill set and market need/demand (eg. farmer group strengthening, cocoa marketing training, access to finance, access to markets, composting business/input supply)	BSPs trained in service-specific subjects - INDICATOR 3	Increased value of BSP service MOUs, agreements (written/verbal), and contracts for services - INDICATOR 5	
Identification of potential BSP clients	BSPs linked to potential clients (eg cocoa buyers, exporters, farmer groups, banks)		