

Annex 1:

Tools for Acceleration – The Community of Practice’s Shared Arsenal

Over the course of the Community of Practice (CoP), several practical tools and frameworks were developed, tested, and refined across partner organisations. These tools became the scaffolding that helped translate discussion into discipline and strategy into action.

Rather than prescribing a single approach, each tool addressed a distinct need. From diagnosing FPO business readiness to structuring buyer conversations, planning finances, or tracking governance performance. Collectively, they enabled partners to think commercially, act systematically, and measure progress consistently.

While the detailed templates remain proprietary to each organisation, the underlying intent of these tools can be understood through their purpose:

◆ Tools for Institutional Diagnostics and Growth Tracking

This suite includes the Build-Operate-Train-Transfer (BOTT) Tool, Maturity Assessment Index, FPO Health Metrics, and Producer Institution Capacity Assessment Tool (PICAT). Together, they help BSOs and FPOs assess where they stand in their institutional journey by benchmarking performance across governance, financial systems, compliance, member participation, and business operations.

More than just measurement frameworks, these tools provide a guided progression model that helps BSOs identify capacity gaps, design targeted interventions, and gradually transition FPOs from supported operations to self-sustaining institutions.

◆ Tools for Exit Readiness

This framework evaluates how prepared an FPO and its promoting organisation (BSO) are for independent operation. They look at leadership depth, financial stability, governance maturity, and market linkages to assess whether an FPO can sustain growth post-project.

The focus is not on ending support but on enabling graduation with confidence, ensuring that both the FPO and its supporting BSO are ready for the next stage of autonomy.

◆ Business Plan Templates

These templates help BSOs and FPOs prepare single and multi-commodity business plans. They enable structured thinking on crop economics, infrastructure, procurement, risk, and finance, turning broad aspirations into clear, data-driven strategies adaptable to local contexts.

The CoP didn’t standardise tools; it standardised clarity.

Each organisation left with an arsenal of approaches that could be adapted to its own context, enabling scale without losing flexibility.



Stories of Success – Learning from the Field

To complement the CoP's collective learning, Vrutti documented four detailed case studies of FPOs promoted by BSOs beyond the partners who participated in the CoP.

Each story highlights how thoughtful strategy and grounded execution enable FPOs to thrive. They demonstrate how patient institution-building, women-led value addition, market diversification, and prudent financial management can create sustainable growth. The common thread across them is clear that success emerges when FPOs make deliberate choices, balance ambition with discipline, and align operations with market and member realities.

Rather than reproducing them here, each blurb below offers a glimpse into what these journeys look like in practice.

Scan the QR code alongside each to explore the full narrative, data insights, and voices from the field.



Case Study 1



Case Study 2



Case Study 3



Case Study 4

