

# LDFA

Livestock, Dairy, Fisheries, Poultry & Agriculture

Exhibition & Seminar

Saturday 10<sup>th</sup> & Sunday 11<sup>th</sup> February 2018  
Shehr-e-Benazir Larkano



# LDFA

Livestock, Dairy, Fisheries, Poultry & Agriculture

## Exhibition & Seminar

### SAU-HARVEST BUSINESS PLAN COMPETITION 2018

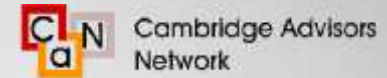
Azhar Rizvi

CEO and Director, Cambridge Advisors Network



Cambridge Advisors  
Network

# Building Entrepreneurial Ecosystem Since 2007



- Business Acceleration Program 2007-2015/ US AID Funded
- 5 months
- 450+ IT Firms
- Pool of Mentors - Both local and International
- Over 100 Crossed Multi Million Dollar Valuation Mark
- Total Impact Over USD 1.0 B
- USAID Funded 2015

MIT Enterprise  
Forum of  
Pakistan



- To Work with Government , Industry & Academia
- BPC at Universities
- Government . HEC , MOIT, PSEB, MOIT
- Industry Academia Linkage

Cambridge  
Advisors  
Network



# CAN OVERVIEW

## Projects with Academia



Business Plan Competitions: Discover, Invent & Pakathon

65 Universities

15000 Students

Industry Mentors

Finals and Awards

Incubation

Established Ventures and Exits

# University Level Start-ups Examples

**Zarai Otaq**  
USD 450K

**Saltech**  
Solar Ponds

**Artificial Brain**  
Sold USD  
110K

**Wonderful  
Engineering**  
Sold USD 1.1M

**Futeron Int –**  
USD 150K

**Capital Valley –**  
Crowd Funding

**X Gear**

**Gropic Int.**  
USD 1.0M  
investment

**Tazi Kennel –**  
Exports

**Sweet Treats –**  
E Commerce  
Portal

**Cholistan Food**  
– Ethnic Food

**Travelly –**  
Pakistani  
Version of Uber

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## SAU – HARVEST 2018 Agri-Business Plan Competition



## Sindh Agriculture Culture Sector Contribution to National Production

- 1 ) 41 % in Rice
- 2 ) 31 % in Sugarcane
- 3 ) 14.8 % in Cotton
- 4 ) 21 % in Wheat
- 5 ) 30 % in Vegetables ( Excl. Potato )
- 6 ) 33 % in Fruit Production
- 7 ) 20 % in Livestock
- 8 ) 60 % in Fisheries
- 9 ) 38 % in Dairy

# SBI and SEDF Vision

- Value Addition
- Developing Entrepreneurial Ecosystem
- Training and Development at Agriculture Universities
- Incubation for Innovation and Commercialization
- Domain Experts, Mentors and Coaches Community
- Skilled Manpower with Intrapreneurial Mindset for Industry
- Helping Entrepreneurs to Establish Small Scale Business
- Visiting Faculty of Practitioners



# Creating Role Models SAU – Harvest Program Objectives

- Impart Workshop Trainings for Faculty and Students to relate technical skills with business opportunities at Tando Jam and Sindh.
- Train Students, and faculty to think in terms of Business Planning and execution.
- Expose participants to BP Methodology, Strategies and Process
- Select 5 top team and incubate their ideas at the SAU Incubation Center
- Create a pool of mentors of domain experts from Tando Jam Hyderabad and Tando Allayar to work with students on their projects.
- Encourage domain experts to link into the University system as for specialized training and mentoring opportunities for student – industry joint projects

# Key Thematic Areas

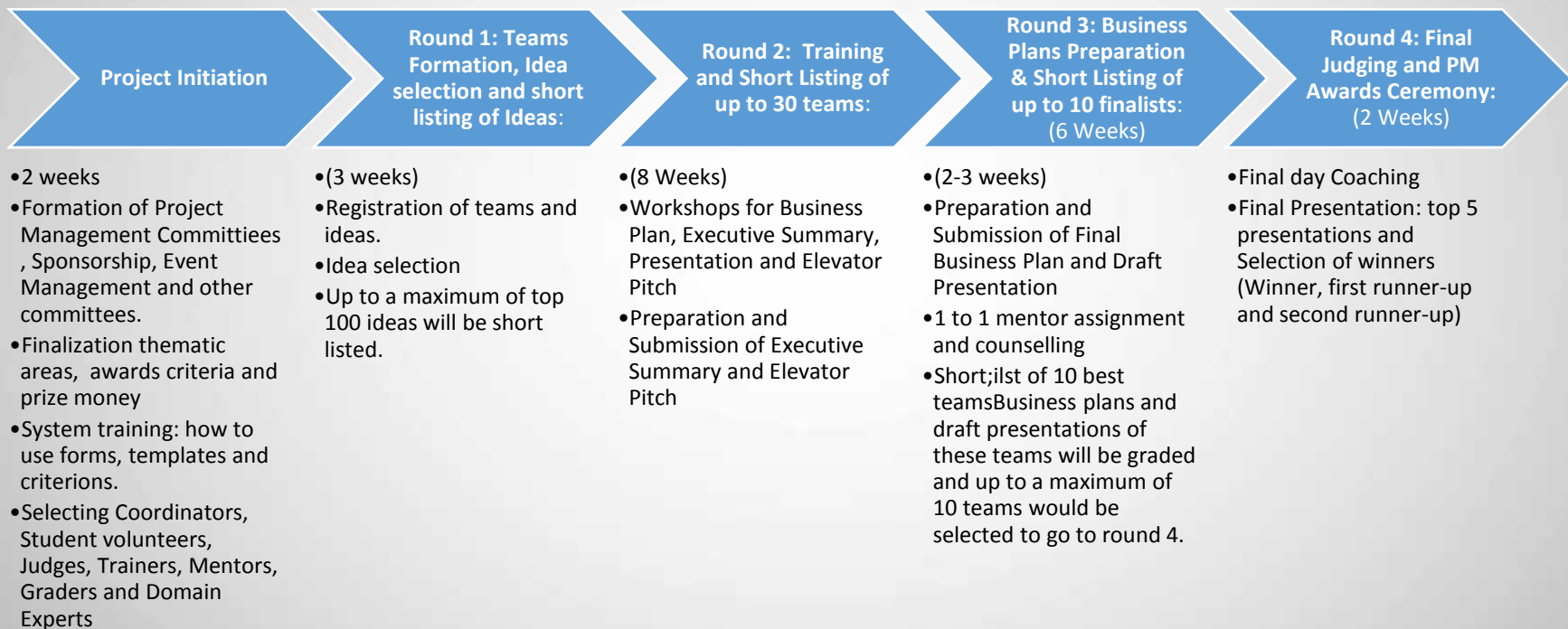
The following industries will be the focus of business plan competition in keeping with the theme of Agri-preneurship. A list of thematic initiative areas is also given. However, ideas or projects identified by the students other than list given below would also be welcomed.

Agricultural Engineering	Animal Husbandry and Veterinary Sciences	Crop Production	Crop Protection	Other
<ul style="list-style-type: none"><li>•Resource Management</li><li>•Farming Technologies</li><li>•Farming Structures</li><li>•Supply Chain Solutions</li><li>•Produce Management</li></ul>	<ul style="list-style-type: none"><li>•Hatchery</li><li>•Breeding</li><li>•Supply Chain</li><li>•Feed and Animal Health</li><li>•Value added yield</li></ul>	<ul style="list-style-type: none"><li>•Soil Sciences</li><li>•Agronomy,</li><li>•Horticulture,</li><li>•Plant Breeding &amp; Genetics,</li><li>•Biotechnology,</li><li>•Crop Physiology</li></ul>	<ul style="list-style-type: none"><li>•insect pests controls</li><li>•Entomology</li><li>•Plant Pathology and Plant Protection</li><li>•Crop Health and Disease Prevention</li></ul>	<ul style="list-style-type: none"><li>•Farm to Fork</li><li>•Food Preservation and Packaging</li></ul>

# Program Timeline

## 3 Months - 3 Rounds

### 10 Shortlist - 3 Winners



# Projects Focus



**Adoption:** Application/Introduction of Products, Services, Technologies, Processes, Business Models that already exist in other parts of Pakistan, region or the world, but may be new to a particular locality, city, or Pakistan.

**Adaptation:** Modification of Products, Services, Technologies, Processes, Business Models that already exist in other parts of Pakistan, region or the world to suite local conditions and then Application/Introduction in a locality, city or Pakistan.

**Creation:** Coming up new Products, Services, Technologies, Processes and Business Models that do not exists anywhere in world; then Application/Introduction of the same in a locality, city or Pakistan.

# Outcomes of The Competition



- Top 5 teams would be awarded prize money incubated at SAU to take their ideas forward.
- Top 10 teams would have detailed help from a panel of experts to improve the business knowledge, skills and presentation style.
- Further more all participants would get a key takeaways as to how to become more entrepreneurial and focused towards developing successful agribusinesses

# Impact on University Culture



- Build Self Confidence Among Youth and Faculty to explore business opportunities
- Help them Focus on the Real Issues and Needs of the Masses to build solutions and services .
- Assist in establishing and growing their businesses.

# THANK YOU

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**CaN** Cambridge Advisors  
Network

## Azhar Rizvi

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League and others

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