



Australian Government

Australian Centre for
International Agricultural Research

ACIAR's engagement with the private sector



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Engagement with the private sector

The Australian Government's aid policy has private sector engagement at its core because it is the private sector that is the engine of economic growth. Nine out of ten jobs are created by it. We know that sustainable economic development, led by the private sector, is the most effective and proven way to reduce poverty. Through partnerships with the private sector, Australia's international aid dollars go further—creating jobs, boosting incomes and increasing economic security in our region.

The Australian Centre for International Agricultural Research (ACIAR) has a long track record working with the private sector in agricultural research. Brokering high payoff partnerships with private companies and enterprises in support of Australia's foreign policy objectives is a core capability for ACIAR.

By working to enhance agricultural competitiveness and sustainability, and increasing market access and value-chain efficiencies and effectiveness, ACIAR contributes to economic diplomacy and the aid-for-trade agenda of the Australian Government.

Innovative research partnerships delivering lasting solutions

Most of the world's food is grown by smallholder farmers, and in many countries the majority of these farmers are women. Innovative approaches in the delivery of aid, that engage the private sector, can create economic opportunities for these smallholders. This, in turn, fosters broad-based economic growth that reduces inequality and generates prosperity.

ACIAR encourages Australian agricultural researchers to use their expertise for the benefit of developing countries. We seek to build on the strengths of current private sector partnerships and explore new ways to support inclusive business models, which connect smallholder farmers and their families to business opportunities and markets that can help lift them out of poverty.

What does ACIAR offer the private sector?

ACIAR offers the private sector strong partnerships built on trust, transparency, complementarity and mutual benefit that enable greater innovation in research for development and, as a result, direct and indirect benefits to the economies of developing countries and Australia.

ACIAR has four key contributions to make to these partnerships:

1. High quality research along value chains
2. Delivering impacts from agricultural research
3. Networks
4. Credibility





What does the private sector offer ACIAR?

The private sector offers ACIAR resources, capabilities, networks and partners that are complementary to ACIAR's strengths in stimulating local economic development.

The private sector has five key contributions to partnerships with ACIAR:

1. Pathways to greater scale and impact
2. Diversity of partnership models within value chains
3. Access to value chain knowledge, technologies and innovation capacity
4. Potential to leverage private sector investment
5. Access to markets

Guiding principles

ACIAR is mindful that developing strong partnerships takes conscious effort and time, over an extended period. While delivering on the potential of private sector engagement for greater impact, mutual benefits and sustainability of outcomes, we will ensure that we enter all relationships with 'eyes wide open', with due diligence and appropriate risk settings.

Being innovative—**doing things better by doing things differently**—is ACIAR's mandate. Through partnerships with the private sector, ACIAR is well positioned to deliver on the Government's agenda. By testing, trialling and developing new collaborations with private partners, ACIAR's projects will make a real difference to the livelihoods of the world's poorest people.

We welcome inquiries from private sector entities who may wish to work with ACIAR on projects of mutual benefit to Australia and our developing country partners.

ACIAR's Position Paper on engagement with the private sector is available on our website <http://aciar.gov.au/node/24822>

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