

Importance of partnerships to ground reality

- FFB traceability is difficult
- Post-traceability probably even harder
- Too big or difficult alone
- Single-party 'solutions' not applicable everywhere
- Partnerships can help









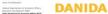
How can partnerships add value?

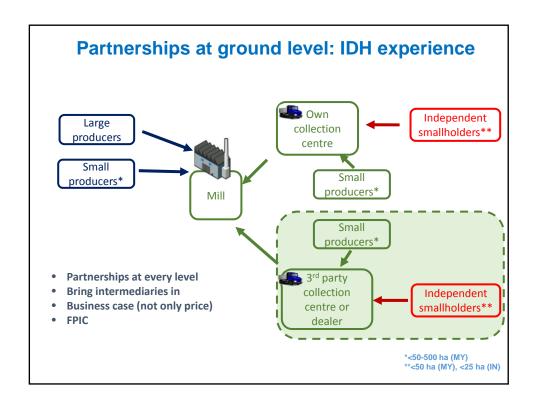
- Leverage different abilities, skills and knowledge
- Helps market to respond
- Avoids duplication and allows learning











Partnerships at industry level: Traceability Working Group (TWG) experience

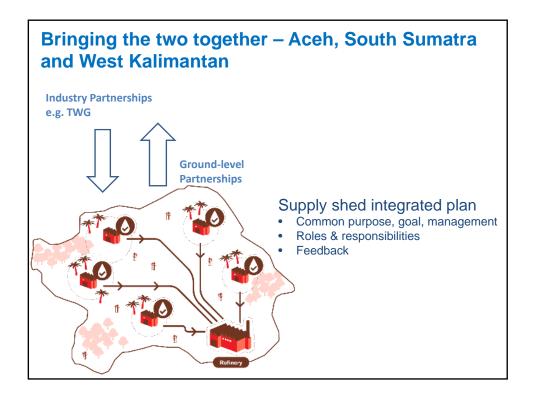
- Founded in 2014 by committed group of growers, manufacturers and traders
- Agreed common definition of traceability and road map
- Protocols for verification and risk assessment
- Sharing
- Helps others to understand different perspectives











Conclusion

- Alone is difficult
- Partnerships:
 - Skills, resources, abilities
 - Support the market
 - Different levels
 - Business case
- Companies welcome to join TWG or our work in Aceh, South Sumatra and West Kalimantan







