

## The Business model Canvas for Country Networks of SpNF - Yemen

### **Main objective in next five years:**

To developed country Network SpNF which include WUAs communication and cooperation (Farmer to Farmer communication and cooperation) , WUAs communication and cooperation with partners and related departments, and communication between WUAs and local, regional, and international donors.

### **Main system of working**

- Review all WUAs and defined the contact person/ (2or 3)persons
- Establish SpNF in the country.
- Activated the SpNF in all spate areas in the country

### **Partners:**

NIP, MAI (GID), SFD, TDA, WUAs, and Water councils

### **Key Activities**

- Developed cooperation and coordination between WUAs and farmers in spate areas to exchange knowledge and experiences locally , nationally and international.
- Developed best way of communication between WUAs and farmers to farmers, and partners
- Documentation all experience in wadis
- Developed trainings for WUAs members and farmers in different field (awareness, communications, and exchange knowledge and experiences)
- De veloped communication between WUAs/ farmers and local, regional, and international donors

### **Value Proposition/ Service to Different Groups**

- For Nip, MAI (GDI)
- SFD and TDA
- For WUAs and irrigation water councils
- WUAs members
- SpNF members
- Farmers
- Local population
- Related departments and authorities

### **Customer Relationships**

Give financial support and advisors from partners and donors to WUAs, and farmers, and have water saving, increase crop productivity, increase products marketing. In addition, to the documentation of good knowledge and experiences and share it all of them

### **Customer Segments**

All spate areas beneficiaries

### **Beneficiaries**

WUA's members  
Farmers,  
All partners  
Local population  
Related departments and authorities

### **Governance (including link with WUAs and preferred official/ legal status)**

Law No. 1 for the Year 2001 concerning Associations and foundations, and Law No. 39 for the Year 1998 concerning collaborative Associations and Federations

### **Key Resources and Assets**

- SpNF surface for farmers
- WUAs Surface for farmers
- Irrigation surfaces fees
- Support from related ministries, authorities, and departments.
- Local , regional, and international donors

### **Channels/ outreach**

Communication by Telephone Whats up, SMS, email if available, and making meetings, workshop, trainings, and conferences

<b><u>Cost structure (estimated budget and breakdown)</u></b>		<b><u>Outcome &amp; Impact</u></b>	<b><u>Revenue Streams/ Sources of Finance</u></b>
<ul style="list-style-type: none"> <li>- Developing country data base of WUA's ( 9500 USD)</li> </ul>	<p>USD <b>9500</b></p>	<ul style="list-style-type: none"> <li>- Established the SpNF</li> </ul>	<ul style="list-style-type: none"> <li>- SpNF surface for farmers</li> </ul>
<ul style="list-style-type: none"> <li>- Introducing SPN &amp; WUA's Network to different farmers and WUA's members in different Spate regions in the country by making meetings, workshops, lectures.....etc locally and regional . (6 meeting (18000 USD))</li> </ul>	<p><b>18000</b></p>	<ul style="list-style-type: none"> <li>- Established communication and cooperation between WUAs members and farmers in different regions with partners and donors.</li> </ul>	<ul style="list-style-type: none"> <li>- WUAs Surface for farmers</li> <li>- Irrigation surfaces fees WUAs areas</li> </ul>
<ul style="list-style-type: none"> <li>- Knowledge development of WUA's member and farmers in different Spate regions in the country by organizing and implementing awareness short training (3 trainings (24000 USD))</li> </ul>	<p><b>24000</b></p>	<ul style="list-style-type: none"> <li>- Documented the good experience in all country spate regions</li> </ul>	<ul style="list-style-type: none"> <li>- Support from related ministries, authorities, and departments.</li> </ul>
<ul style="list-style-type: none"> <li>- Organize cross-regions farmers' knowledge and experience sharing workshop (3 workshop (24000 USD))</li> </ul>	<p><b>24000</b></p>	<ul style="list-style-type: none"> <li>- Exchange knowledge and experiences locally between WUAs members and farmers, and</li> </ul>	<ul style="list-style-type: none"> <li>- Local , regional, and international donors</li> </ul>
<ul style="list-style-type: none"> <li>- Organize cross-country farmers' knowledge and experience sharing workshops (one time (15000 USD))</li> </ul>	<p><b>15000</b></p>	<ul style="list-style-type: none"> <li>- nationally between different regions, and international between partners countries</li> </ul>	
<ul style="list-style-type: none"> <li>- Prepare at least 6 practical notes and communication product for each research theme: Water Use Efficiency and conflict management , Managing soil moisture , and water harvesting from roads. (3000 USD)</li> </ul>	<p><b>3000</b></p>		
<ul style="list-style-type: none"> <li>- Implement at least two action researches which will solve some of the WUA's water problems in the spate areas ( one in every region). (20000 USD)</li> </ul>	<p><b>20000</b></p>		
<p><b>Total budget in USD</b></p>	<p><b>113500</b></p>		