

Research & Technology Transfer Management Framework



SATI
SOUTH AFRICAN TABLE
GRAPE INDUSTRY

CREATING A PROGRESSIVE,
EQUITABLE AND SUSTAINABLE
TABLE GRAPE INDUSTRY



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Overview

- Introduction
- SATI Strategy
- Strategic Toolbox & Budget
- Research & Technology Transfer:
 - Structure & Process
 - Research Inputs from Producers
- Research and Technology Transfer Cycle
- Research Spend: 2003 – 2013
- Conclusions : Areas of new/renewed focus

Introduction & Historical Background

Pre-1994: Regulated Agriculture

- Single channel, centralised statutory power, protection for commercial farmers

Post-1994: Deregulated Agriculture

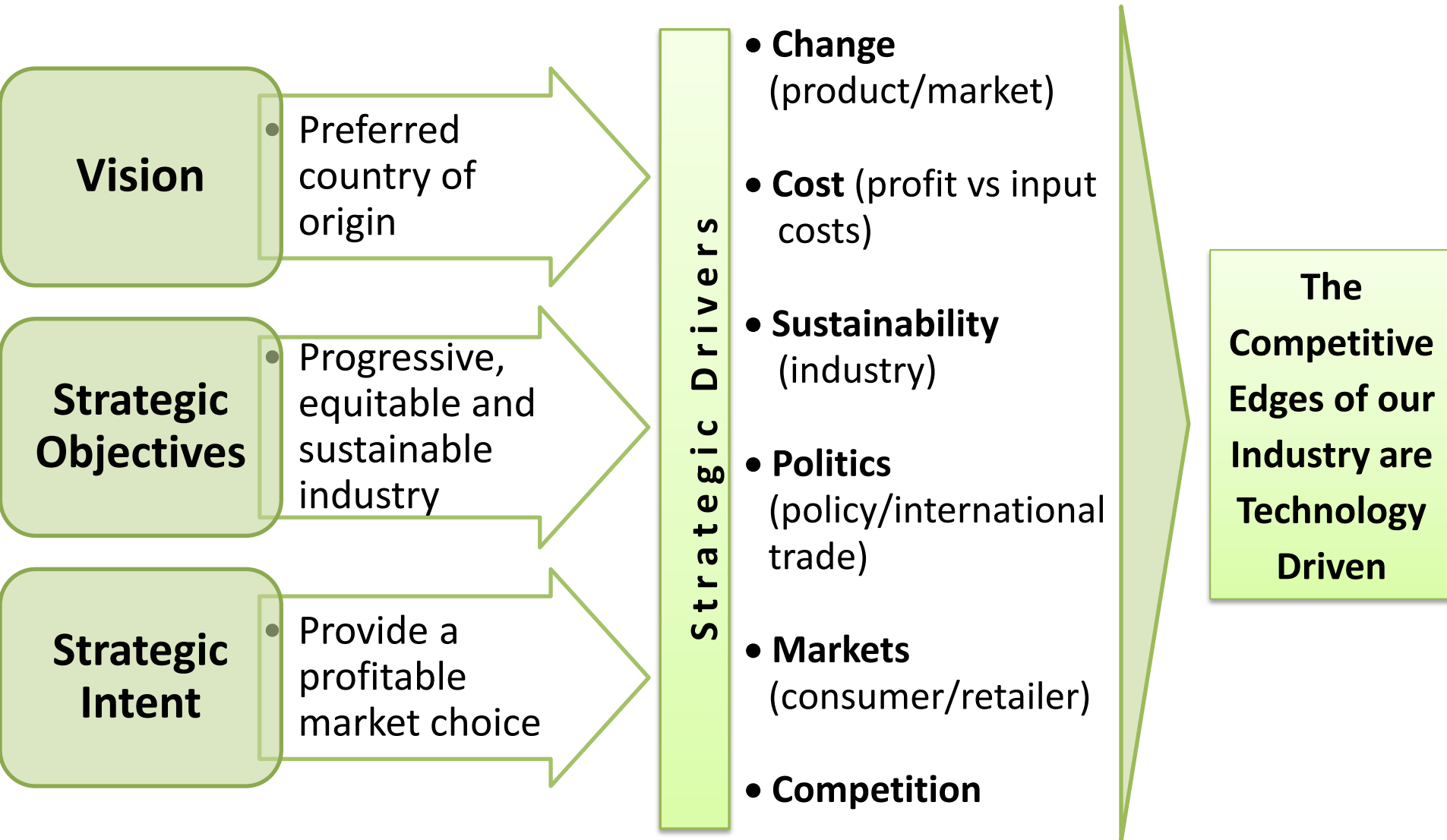
- Free market, growers exposed, services inadequate, voluntary grower associations



SATI:

- Non-for Profit Company (Section 21)
- Mandated to *empower* Table Grape Producers in terms of:
 - ✓ Market Access: Trade & Development
 - ✓ Knowledge Management
 - Industry information
 - Market Intelligence
 - ✓ Transformation & Training
 - ✓ **Research & Technical Transfer**
 - **Until 2011 through Hortgro**

SATI Strategy



Strategic Toolbox

TOOLS

BUDGET



Market Access

20 %



Knowledge Management

15 %



Transformation and Training

20 %



Research and Technology Transfer

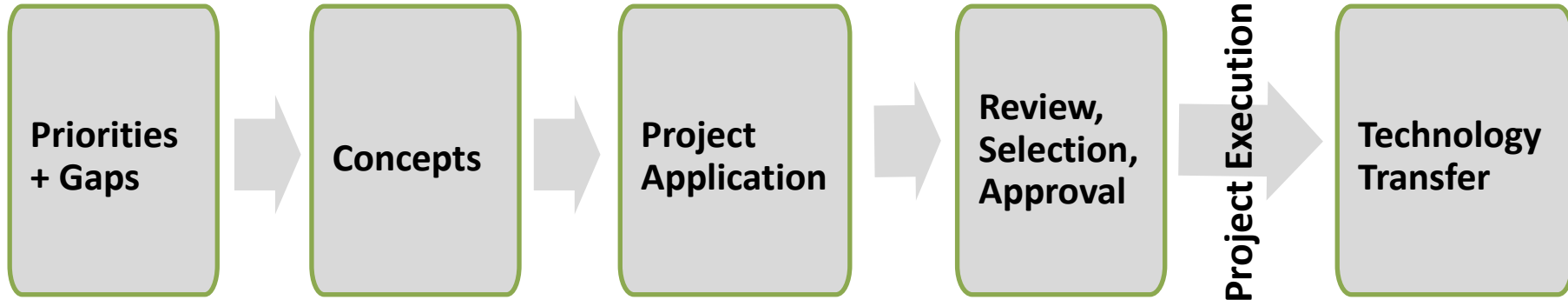
35 %

Administration

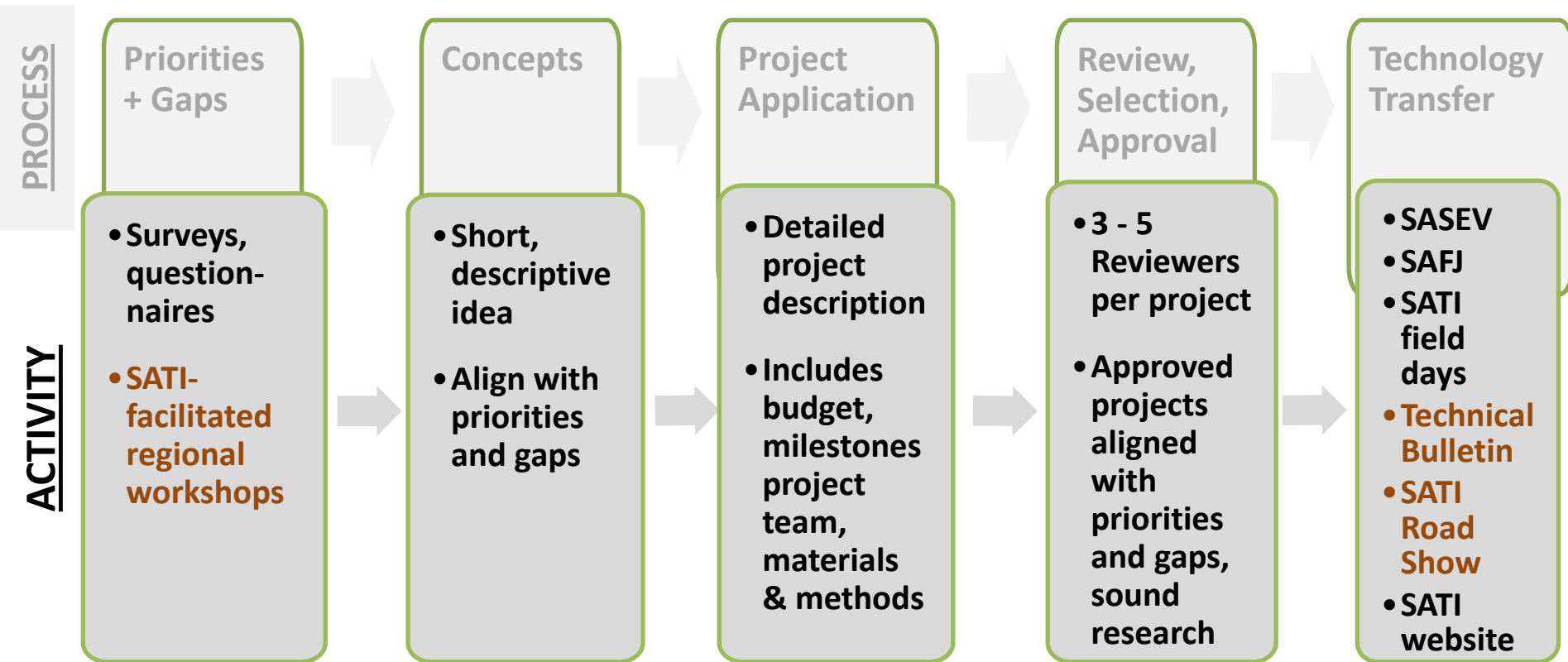
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Research & Technology Transfer

PROCESS



Research & Technology Transfer



Research & Technology Transfer

PROCESS

Priorities + Gaps

- Surveys, questionnaires
- **SATI-facilitated regional discussion workshops**

Concept

- Short, descriptive idea
- Aligned with priorities and gaps

Project Application

- Detailed project description
- Includes budget, milestones, project team, materials and methods

Review, Selection, Approval

- 3 - 5 Reviewers per project
- Approved projects aligned with priorities and gaps, sound research

Technology Transfer

- SASEV
- SAFJ
- SATI field days
- Technical Bulletin
- SATI Road Show
- SATI website

STRUCTURE

- Producers
- Researchers
- Retailers
- Exporters
- Technical Experts
- SATI Management

- SATI R&D Committee
- SATI Research Manager
- Researchers
- Technical Experts

- SATI Research Manager
- Project team

- Scientific and Technical experts
- SATI R&D Committee
- SATI Research Manager

- SATI Research Manager
- SATI Technical Manager
- SATI Communications Manager
- Researchers

Research inputs from Producers



- During September/October each year
- Solicit R&D and TT needs
- Produce gross list

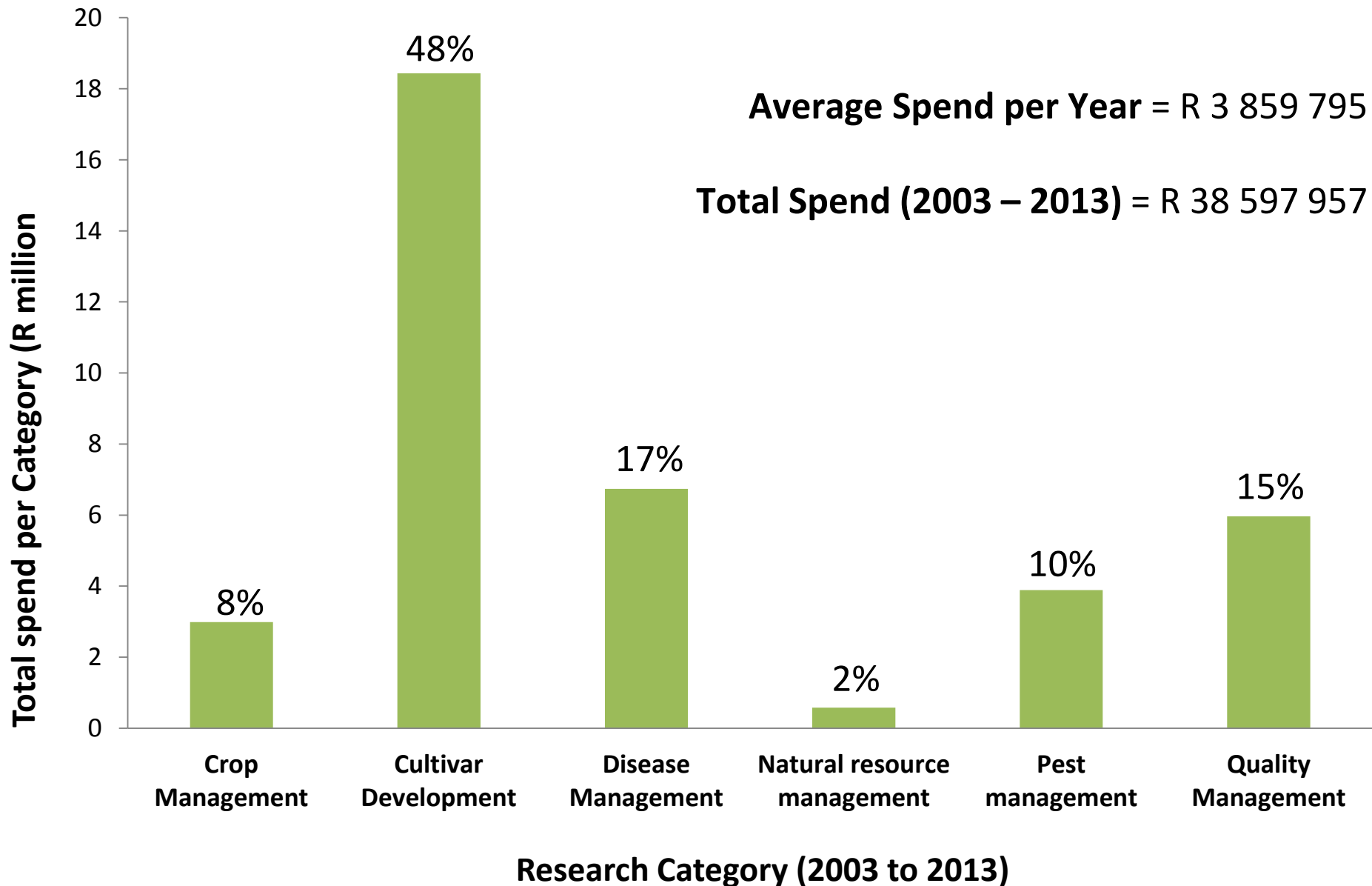
- SATI to process gross list of producer inputs
- Identify TT issues and *New Research*
- TT issues – plan publications and information sharing

- Identify any previous work and/or *New Research*
- Existence of extensive work, share information
- Plan site visits where research is required
- Establish urgency of research

- Results of process fed back to producers
- Indicate where TT is the appropriate action

- Researchers to submit project proposal
- Proposal will filter through SATI review process
- Projects funded: Urgent research, available finances

Research Spend: 2003 - 2013



Conclusion : Areas of new/renewed focus

1. Clear research strategy

Operational (1 – 5 years)	Tactical (5 – 10 years)	Strategic (>10 years)
<ul style="list-style-type: none">• Applied research• On-farm trials• Technical research• Commercial co-funding	<ul style="list-style-type: none">• Basic research• Longer term projects – outcome not immediate• Focus on industry sustainability• Traditional sources of co-funding	

2. Research

- Breeding Programme – Commercial focus
- Increased Stakeholder Engagement

3. Technical Transfer

- SATI Website (to be updated)
- SASEV Information Initiatives
- Technical Bulletin
- SATI Road Shows
- Stakeholder Engagement
 - Technical Experts

Thank you

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