



NIGER

LOCAL AND REGIONAL PROCUREMENT: FASTER, CHEAPER, HIGHER IMPACT

Mercy Corps successfully implemented three Local and Regional Procurement (LRP) projects in Niger from 2010-2011, benefitting over 220,000 people and procuring more than 12,000 MT of food from local and regional businesses to meet urgent food and nutrition needs. When compared to transoceanic shipments of U.S commodities, the three LRP projects procured food an average of 4 months faster and saved an estimated \$1.4 million dollars.



improved the lives of
+220,000 people

12,000 MT of food
PROCURED



when compared to transoceanic shipments, the **LRP PROJECTS** were:



\$1.4 MILLION CHEAPER



4 MONTHS FASTER



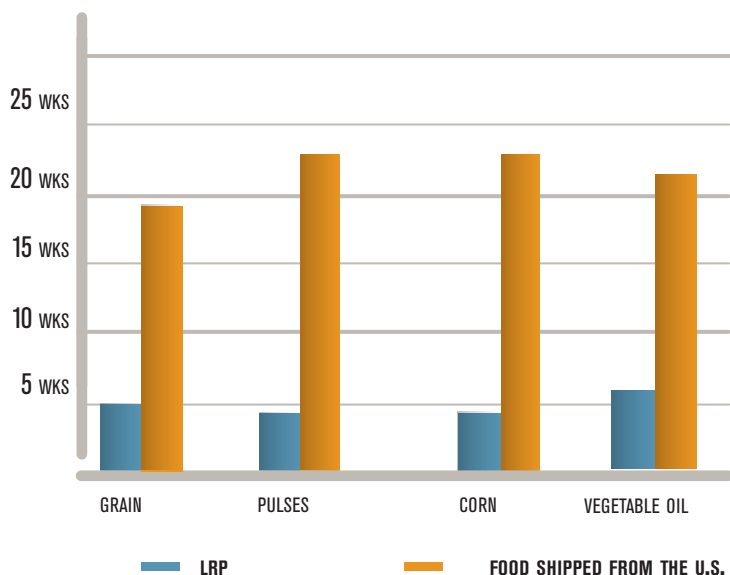


A beneficiary from Tarbiyat (Abala Commune) transporting her food rations on a donkey cart.



TIME TO DELIVERY : 78% FASTER

A **CORNELL UNIVERSITY** report on Mercy Corps Localized Immediate Drought Response (LIDR) program found that locally procured food reached beneficiaries over 4 months faster and cost significantly less than transoceanic shipments of U.S. commodities. The following graphs show findings from Cornell's analysis. The full report can be found on the Learning Alliance website, which will be launched in November.



SPENDING: 44% CHEAPER

LOCAL PROCUREMENT of grains for the LIDR project cost 44% less than transoceanic shipments of U.S. commodities, according to Cornell. This means that with the same amount of money local and regional procurement (LRP) could purchase nearly twice as much grain for people in the midst of a food crisis.

	TRANSOCEANIC	LRP	COST SAVINGS
COMMODITY TYPE	SORGHUM	MILLET	
COMMODITY PRICE (\$/MT)	306.46	399.02	
OCEAN FREIGHT RATE (\$/MT)	230.68		
ISTH (\$/MT)	178.62		
TOTAL (\$/MT)	715.76	399.02	44%



MARKET DEVELOPMENT: HIGHER IMPACT

PRIVATE SECTOR ENGAGEMENT through the Niger LIDR program linked private businesses to supply cereal banks using a competitive tender process.

Interviews with local private sector vendors who were selected through the tender indicated that their participation in the LRP program had increased their business. One maize supplier said he was not only able to expand his business two to three times in volume, but he had also contributed to improving the local economy by hiring 20-25 people to help him stock and transport maize and cowpeas. While vendors also claimed that their businesses had grown as a result of increased name recognition and new customers who received their commodities at the distribution centers.

In places where markets are functioning, LRP provides a more sustainable approach to food aid, by facilitating linkages between private businesses and communities in need. Each project carefully analyses markets to ensure that procurements do not have an adverse effect on prices.

ABOUT MERCY CORPS

Mercy Corps helps people in the world's toughest places turn the crises of natural disaster, poverty and conflict into opportunities for progress. Driven by local needs and market conditions, our programs provide communities with the tools and support they need to transform their own lives. Our worldwide team of 3,700 professionals is improving the lives of 16.7 million people in more than 40 countries. For more information, see mercycorps.org.

All Photos: Cassandra Nelson/Mercy Corps

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