

CABI BioProtection Portal

10 Most Frequently Asked Questions



1. What is the BioProtection Portal?

A tool to enhance the awareness and uptake of biocontrol and biopesticide products among growers and advisors. Available as an online and offline website, the BioProtection Portal helps users to identify, source and correctly apply biocontrol and biopesticide products for their particular crop-pest problems. The tool is viewable on smartphones, tablets and desktop computers so as to accommodate the different needs of its users.

2. Who is it for and what are the specific benefits?

Farmers and advisors who need current and reliable information, on-demand, regarding the availability and correct use of effective, lower toxicity products that are registered locally and meet market requirements. It is particularly beneficial for farmers who are looking to replace the use of more toxic chemical pesticides with biological products in order to meet market/export standards, or simply to increase the range of biological products that they currently use. This tool is also of potential interest to biocontrol manufacturers who are looking to promote wider uptake of their products, as well as governmental regulators (pesticide registrars) and private sector decision-makers, e.g. out-grower schemes, cooperatives, organisations operating voluntary certification schemes.

3. Will users be required to pay for the BioProtection Portal?

No, the portal will be free for end users.

4. What will be the specific content accessible through the app and website?

Users enter their country and crop-pest query to begin a search. This search generates a list of biocontrol and biopesticide products (together with their active ingredient and manufacturer) that are registered for use in the specified country for the particular crop-pest combination. Information is sourced directly from national governments' lists of registered pesticides.

Detailed information about each of the products listed is also provided, for example, mode of action, packet sizes available, specific storage/application instructions, market standards it conforms to, addresses and contact details of the nearest distributors/agri-input dealers, etc. Links to product labels, manufacturers' websites, product factsheets, safety data sheets, are also embedded in the portal. This information enables users to make an informed decision as to which product to buy and how to use it correctly.

The content of the portal will be updated every 3-6 months during the launch period. This frequency will be reassessed once data flow processes and mechanisms between CABI and the partner biocontrol manufacturers are well understood.

5. What is the current geographical coverage of the BioProtection Portal and how will this develop over time?

The BioProtection Portal will be launched officially in January 2020 at which point in time it will have complete information on registered biopesticides for Kenya.

The plan for further development of geographical coverage over 2019 is as follows: June 2020: 6 countries, August 2020: 10 countries, September 2020: 14 countries, December 2020: 18 countries.

The countries to be included in the portal will be selected in collaboration with Development Consortium members.

6. Will the BioProtection Portal be available in different languages?

Yes, users will be able to navigate around the website in multiple languages, which will be selected according to the countries chosen to be included in the portal.

7. How is the BioProtection Portal funded?

The Database must receive funds to ensure it is developed and maintained as a free-to-use, up-to-date and reliable global source of biocontrol and biopesticide product information. Three funding schemes are foreseen to meet the budget requirements:

1. *Partner Membership* – partners (e.g. private sector biocontrol manufacturers, distributors, etc.) will make a three-year commitment to developing the Database and will pay fixed annual partnership fees built around their annual biocontrol revenues, as outlined in the table below.

Annual Biocontrol Product Sales	Partner Membership Fees*
Euro < 0.5 M	Euro 720
Euro 0.5-1 M	Euro 960
Euro 1-2 M	Euro 1,440
Euro 2-5 M	Euro 3,840
Euro 5-10 M	Euro 5,760
Euro 10-50 M	Euro 7,680
Euro 50-100 M	Euro 14,400
Euro > 100 M	Euro 19,200

* Annual Partner Membership Fee will be reassessed after the Initial Period of three years to ensure future sustainability of the Database.

2. *Sponsorship* – sponsors (e.g. private sector stakeholders) may contribute through a tiered annual sponsorship towards the development and maintenance of the Database (Bronze: Euro 1,000; Silver: Euro 2,500; Gold: Euro 5,000 and Platinum: Euro 10,000).
3. *Donor funding scheme* – CABI will seek contributions from governmental agencies and foundations to develop and maintain the Database according to their priorities, focus countries and funding schemes.

8. What is the Development Consortium?

Partners, Sponsors and Donors are invited to participate actively in the Development Consortium to review project deliverables and milestones, as well as to provide advice on strategic and technical issues relevant for the future development of the Database. Membership to the Development Consortium brings the following privileges:

- Influence on the development of the Database, through one seat at bi-annual meetings of the Development Consortium, or equivalent input through correspondence with CABI. This includes making a final decision on the name of the Database and prioritizing the sequence of countries covered by the Database
- Clear acknowledgement of their Partner, Sponsor and Donor Membership on the Database through display of their logo, with links through to their website, and relevant Database-related marketing communications
- Complimentary access to basic Database analytics, e.g. number of users per country per week/month, overview of crop-pest searches, etc.

9. What are the benefits of becoming a partner to the BioProtection Portal?

Partners will enjoy the following privileges:

- Opportunity to contribute product data (e.g. labels, product technical factsheets, application information, distributor information, etc), in local languages, relating to registered biological control products in the countries included in the Database
- Complimentary access to Market Analytics Reports from the Database for the Initial Period (3 years) and a 10% discount from the annual purchase price of the Market Analytics Reports for the first three years after the Initial Period
- A 10% discount from the annual Partner Membership Rate for the first three years after the Initial Period

10. How will the BioProtection Portal be marketed to ensure rapid and widespread uptake?

CABI is in a unique position, being governed by 49 Member Countries and having multiple additional networks of partners for its research, international development and publishing work across the globe. CABI will therefore use its existing connections to spread the word about the BioProtection Portal and encourage its uptake among the farming communities, governments and other relevant institutions. We will also develop and deploy a digital marketing strategy, using numerous communication channels, for large-scale marketing of the BioProtection Portal. Partners of the portal will also be encouraged to market the tool among their customer base and distributor networks. User analytics will enable us to assess uptake and use of the portal among different user groups across multiple countries.