



# Create weather ecosystems to make climate services more efficient in developing countries

EGU 2020

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A Matter of Streams

# Our activities



**Consulting  
Services**



**Weather  
Ecosystems**



**Weather  
Intelligence  
Services**

# Focus on the Weather Ecosystems

## Weather Ecosystems

The big challenge for the NMHS in developing countries, which are generally limited in resources, is to keep up with rapidly increasing demands for more sophisticated services and advances in technology.

At WeatherForce, we believe that co-operation with NMHS is essential.

Indeed, our partnerships with NMHS strengthen their fundamental role and contribute to the emergence of weather ecosystems that promote :

- dialogue between private actors and public authorities,
- collaboration for better policies,
- new business opportunities
- and sustainable development.



« Currently, we don't target end users. We need some help to refine the weather data according to the customers' needs and to develop a business approach. »

*Jean-Louis Moulot, CEO of Sodexam (Ivorian NMHS)*



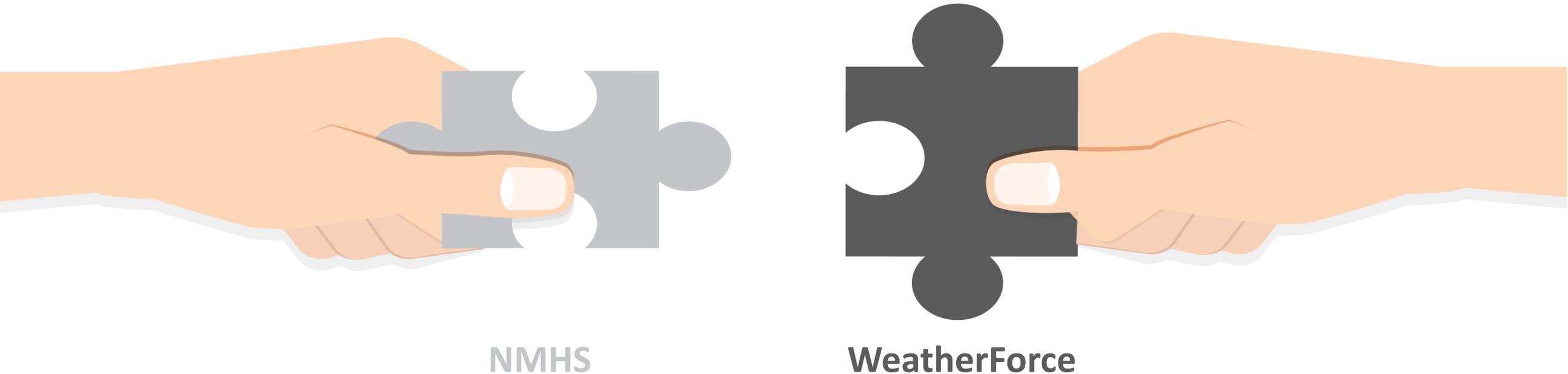
# The partnership with NMHS

**NMHS** produces the best expertise data taking into consideration local and sectoral specificities

**WeatherForce** creates tailored weather services and offer a go-to market strategy.

Regarding the **business model**, it is based on revenue sharing:

WeatherForce develops the business plan of the co-developed services to private companies and shares part of the revenues with the NMHS.

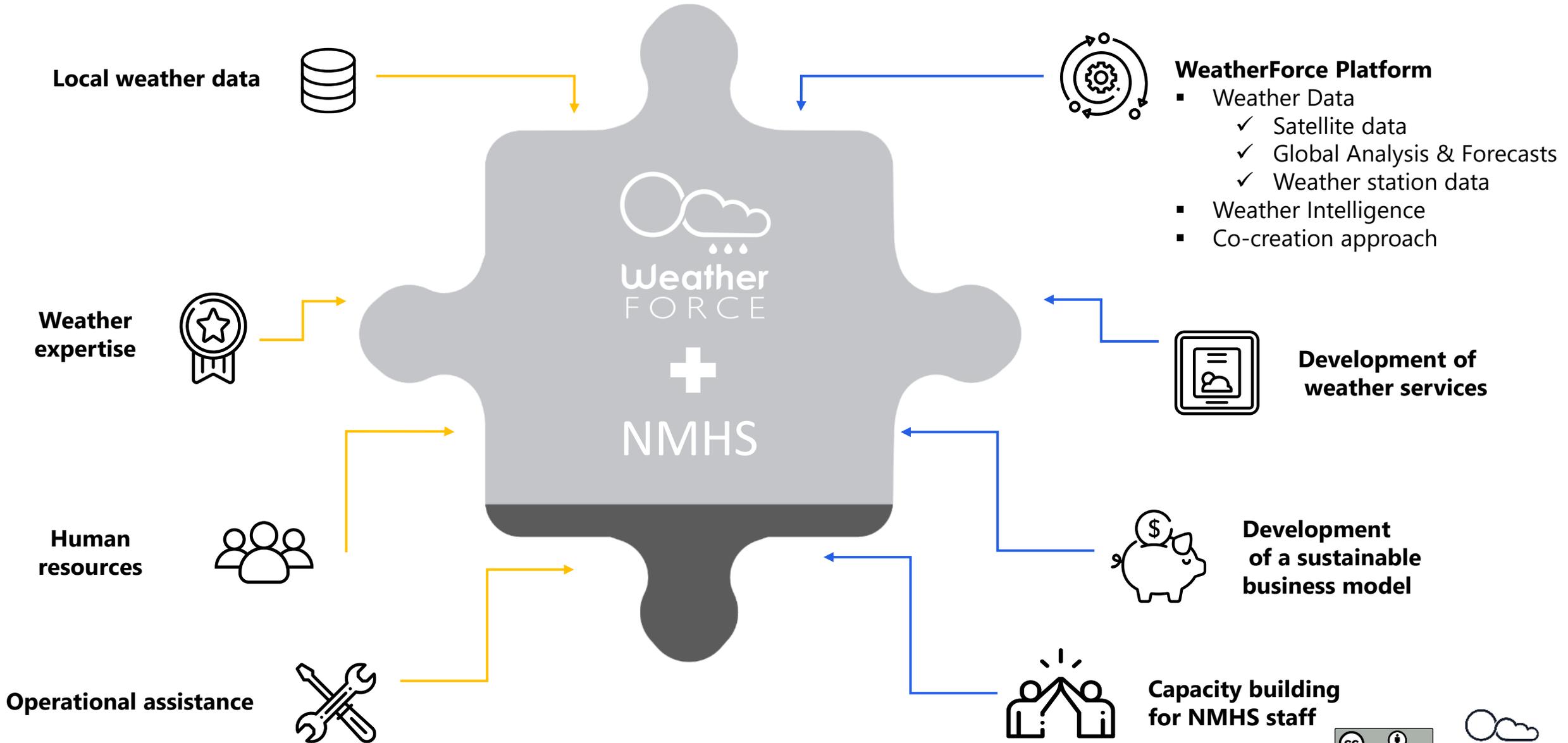


**Efficient and sustainable weather and climate services**

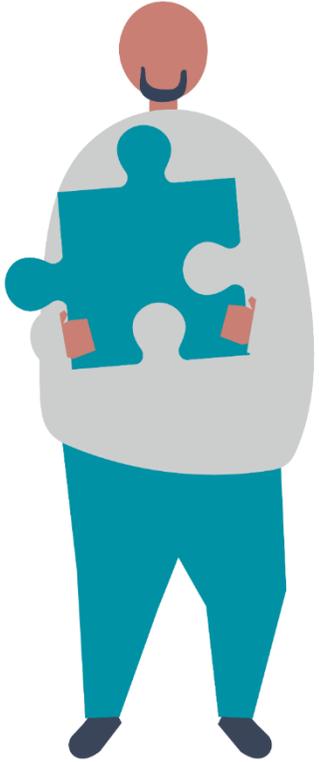


# NMHS

# WeatherForce

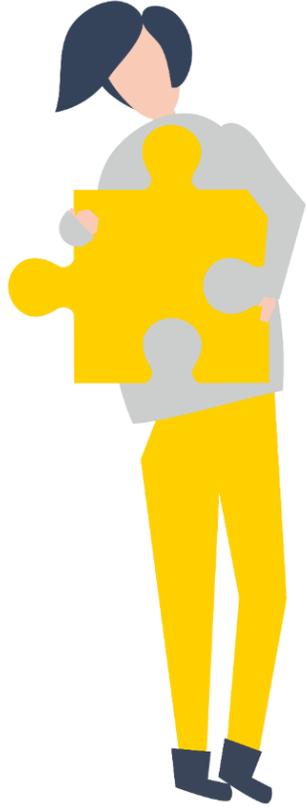


# Weather Ecosystem : Actors and contributions



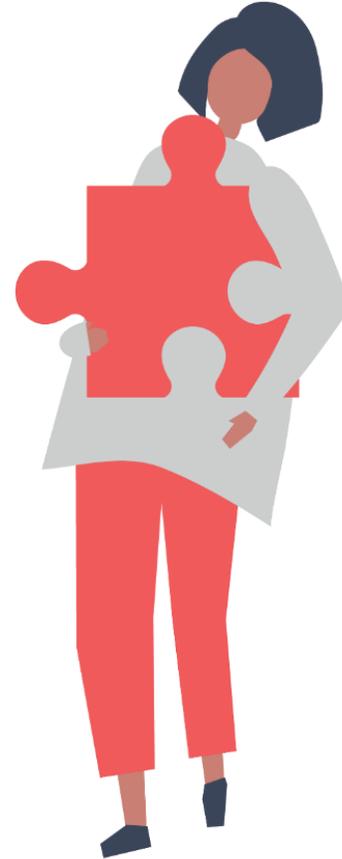
## Public institutions

- Local expertise
- Work sharing



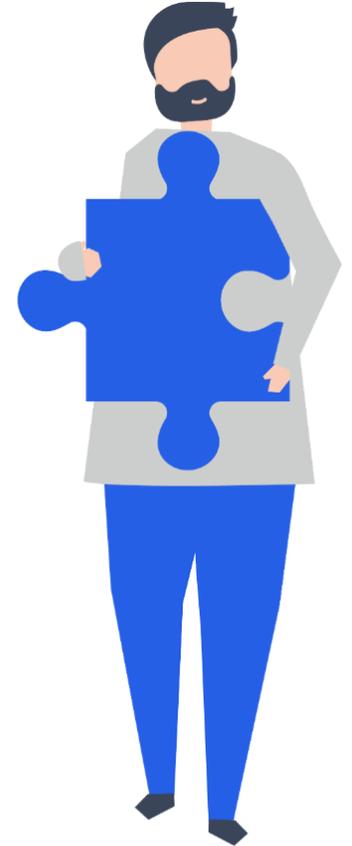
## Universities and Research institutes

- Scientific knowledge
- Sectorial data



## Start-ups incubators and Distributors

- New indicators
- Innovative local solutions



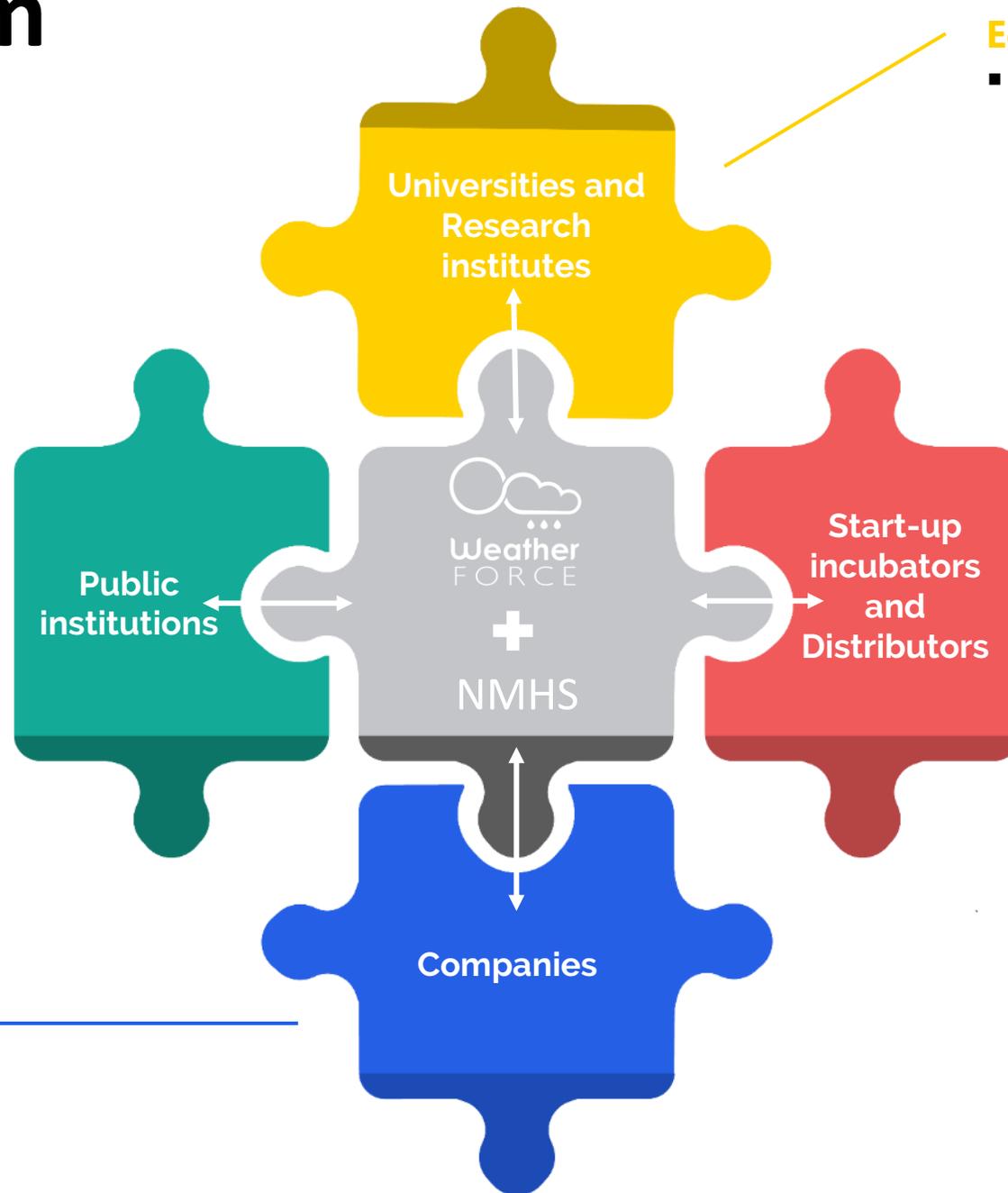
## Companies

- Sustainability

# The Ecosystem

## Ecosystem benefits

- Access to weather data for more effective agricultural policies



## Ecosystem benefits

- Access to weather data and a working environment to develop algorithms

## Ecosystem benefits

- Access to weather data to create and market new digital services

## Ecosystem benefits

- Weather services to enlighten their decisions



# Example of achievements

# Context



**Country**  
Côte d'Ivoire



**End users**  
Agricultural advisers



**Deliverable**  
POC – July 2020



**Public Institutions**  
FIRCA / ANADER



**NMHS**  
SODEXAM



**Funding**  
World Bank

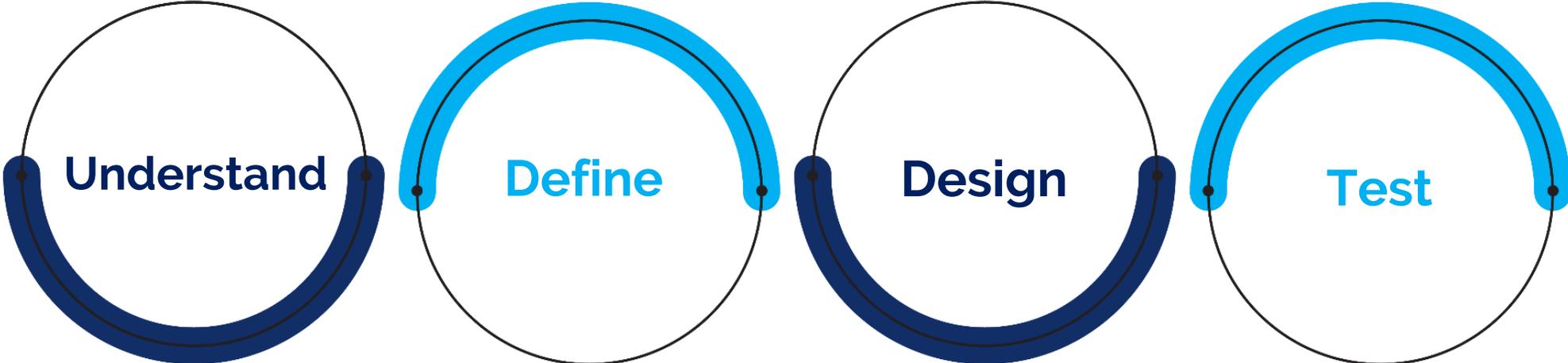


**Objective**  
Deliver evolutive weather indicators according to the cashew farming phases.



# Co – creation approach

We believe at WeatherForce that it's best to create for users' standards and needs rather than providing a solution that is not suited for their activity. That's why end users play a central role in our process from beginning to end.



We met with Sodexam's team member the end users to understand the **impact of the weather on their activity**



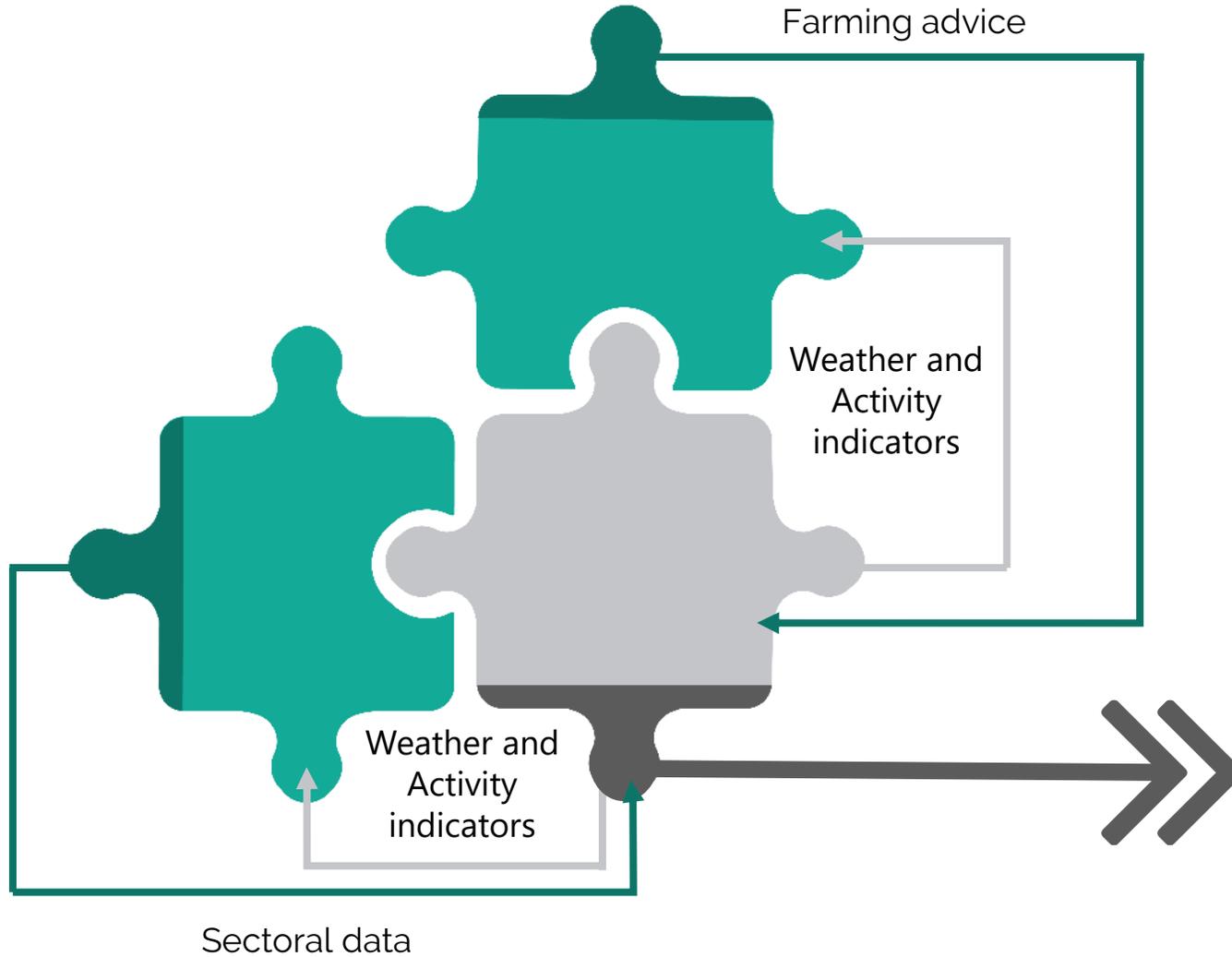
We defined with Sodexam **the most relevant data** and the best **access mode** according to the end users' **problematic**

This is where the solution began to take shape in the form of a **first prototype**

We organized **user test sessions** to validate the **relevance of the solution and the user experience** of the mobile application.

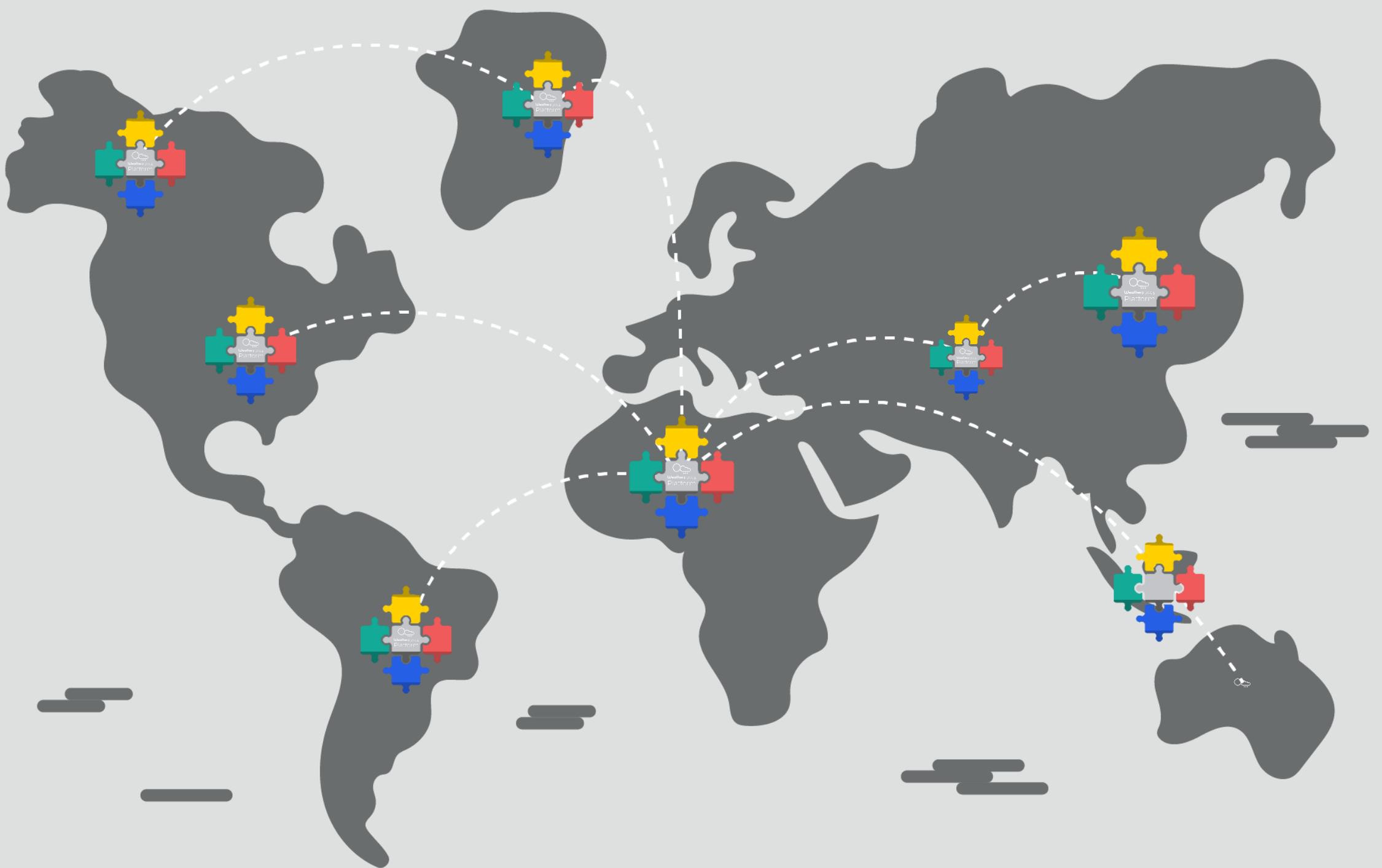


# How it works



- **Weather Indicators**
  - ✓ Identification of dry periods
  - ✓ Rainfall monitoring
  - ✓ Behaviour of the current season compared to normal
  - ✓ Frequency of rainy event
- **Agricultural advice**
- **Feedbacks from users**
- **News**







**Weather**  
FORCE

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