



ADVISORY SERVICES



Tropical plant sourcing

1 Providing Research and Development samples

Botanical expertise :

- Access to an international network of experts
- Search for potential suppliers
- Respect of the Nagoya protocol

Search for plant samples :

- Sample collection
- Organisation of supply chain
- Cost analysis

2 Plant market survey

Studies and analysis :

- Botanical market analysis : production and organisation of sales
- Analysis of existing supply chain
- Comparative analysis of supply chain

Field audit :

- Identification of key actors in a given supply chain and its organisation
- In-depth study of production zones including farming methods and socio-economic data
- Comparative (SWOT) analysis and selection of best supply chain(s)

3 Optimisation of supply chains

Studies and analysis :

- Study of agronomical environment
- Field audit of supply chain
- Analysis of factors influencing quality and/or quantity

On-site support for supply chain stakeholders :

- HACCP of supply chain
- Assistance at all stages of production from sowing to post-harvesting activities
- How to export the product
- Drawing up of sales agreements



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**SOURCING
WITH RESPECT**

Strategy and Branding

1 Integrating Ethics into the plant supply chain as an added value:

Respect of :

- Biodiversity
- Sustainability of natural products
- Producers
- International agreements and legislation (CITES, CDB, Nagoya Protocol)
- National legislation (supplier countries)

2 Image and communication partners :

- Identification and selection of local partners : non-government organisations, village groups, etc.
- Implementation of business partnerships : Development agencies or organisations, Southern Group of Villages