

CLIENT SELF-ASSESSMENT FORM

Purpose: This self-assessment enables you to evaluate your organization's current position, readiness, and strategic priorities across the agricultural value chain. Your responses will be used exclusively to tailor this proposal to your specific needs. Please complete all sections as thoroughly as possible.

Instructions: Rate each statement on the scale below, then provide narrative detail where indicated. Return the completed form to info@adalidda.com or submit via [portal link].

Rating Scale: 1 = Not applicable / Not started 2 = Early stage / Exploratory 3 = In progress / Partially implemented 4 = Advanced / Mostly operational 5 = Fully mature / Best-in-class

2.1 Organization Profile

Field	Response
Organization Name	
Country / Region of Operations	
Sector	☐ Agribusiness ☐ Food Processing ☐ Commodity Trade ☐ Cooperative ☐ Investment Fund ☐ Government / DFI ☐ Multinational Corporation ☐ Other:
Annual Revenue (USD)	☐ < \$1M ☐ \$1M–\$10M ☐ \$10M–\$50M ☐ \$50M–\$200M ☐ \$200M+ ☐ Prefer not to disclose
Number of Employees	

Field	Response
Number of Smallholders / Outgrowers (if applicable)	_____
Primary Commodities / Products	_____
Current Export Markets (if any)	_____
Target Export Markets (if different)	_____
Decision-Maker Name & Title	_____
Proposal Requested By (if different)	_____
Preferred Contact Method	☐ Email ☐ Phone ☐ LinkedIn DM ☐ Video Call

2.2 Strategic Context & Motivation

2.2.1 In 2–3 sentences, describe your organization's primary strategic challenge or opportunity right now:

2.2.2 What triggered your interest in executive advisory at this time?

- ☐ Regulatory pressure (EUDR, FSMA 204, phytosanitary requirements)
- ☐ Loss of a major buyer or market access
- ☐ Board mandate for AI / digital transformation
- ☐ Preparing for DFI / institutional investment
- ☐ Agro-industrial park development or expansion
- ☐ Entering a new geographic market
- ☐ Post-harvest losses or supply chain inefficiencies
- ☐ Competitor gaining advantage through technology
- ☐ Other: _____

2.2.3 What is your target timeline for achieving measurable results?

- ☐ 0–3 months ☐ 3–6 months ☐ 6–12 months ☐ 12–24 months ☐ 24+ months

2.2.4 What is your approved or anticipated budget range for this engagement?

- ☐ < \$10,000 ☐ \$10,000–\$50,000 ☐ \$50,000–\$150,000 ☐ \$150,000–\$300,000 ☐ \$300,000+
- ☐ To be determined after scoping

2.3 Five Pillars AgriAI Readiness Assessment

Rate your organization's current capability in each area. This maps directly to the Five Pillars AgriAI framework and will determine which pillars are prioritized in your engagement.

PILLAR 1 — Sustainable Production & Contract Sourcing

#	Statement	Rating (1–5)
1.1	We maintain a precise Farm → Block → Plot hierarchy with GIS polygon mapping of all cultivated land.	☐
1.2	We follow a structured biological pipeline (Pre-Planting → Bio Development → Harvest → Post-Harvest → Distribution) with documented SOPs.	☐
1.3	We have formalized contract farming agreements with smallholders, including production planning and quality specifications.	☐
1.4	We use AI-powered or data-driven agronomic recommendations (crop rotation, fertilizer optimization, localized pest diagnostics).	☐
1.5	We maintain digital twins or digital records of farmland that can be presented to auditors or investors on demand.	☐

Narrative: Describe your current production and sourcing model, key gaps, and any technology currently in use:

PILLAR 2 — Agro-Industrial Processing & Value Addition

#	Statement	Rating (1–5)
2.1	We operate our own processing facilities that transform raw commodities into higher-value products (e.g., cassava → starch, cocoa → butter).	☐
2.2	We track transformation yields, input-output ratios, and grade consistency digitally.	☐
2.3	We apply "Smart Farming" logic (sensor data, automation, predictive maintenance) to our processing operations.	☐
2.4	Our processing output meets international industrial standards (ISO, HACCP, GMP, or equivalent).	☐
2.5	We have identified and costed opportunities for further value addition or product diversification.	☐

Narrative: Describe your current processing capabilities, capacity utilization, and value-addition ambitions:

PILLAR 3 — Digital Trust: Traceability, Quality & Global Compliance

#	Statement	Rating (1–5)
3.1	We can provide GPS-verified geolocation proof that our commodities are deforestation-free (EUDR compliant).	☐
3.2	We maintain digital QA/QC logs including pesticide MRL tracking, laboratory test results, and global certifications.	☐
3.3	We have a centralized Compliance Vault containing phytosanitary certificates, certificates of origin, and destination-specific regulatory checklists.	☐
3.4	Our shipments clear customs without detention or delay due to documentation issues.	☐
3.5	We can provide buyers with "Audit-Ready" transparency before a shipment leaves the dock.	☐

Narrative: Describe your current compliance posture, any recent port detentions or rejections, and target market regulatory requirements:

PILLAR 4 — Global Market Penetration & Trade Orchestration

#	Statement	Rating (1–5)
4.1	We use a structured CRM pipeline (Kanban or equivalent) to manage buyer relationships from Initial Inquiry → Negotiation → Confirmed Contract.	☐
4.2	Critical trade documents (LOI, FCO, SCO, SPA) are linked to buyer profiles in a centralized digital vault — not scattered across emails.	☐
4.3	We have multilingual negotiation capability or AI translation tools to communicate with buyers across multiple languages.	☐
4.4	We have an automated or transparent commissioning structure for multi-user sales splits.	☐
4.5	We have active relationships with international buyers in at least two geographic regions (EU, USA, Asia, Middle East).	☐

Narrative: Describe your current sales and trade operations, buyer relationships, and market access challenges:

PILLAR 5 — Executive Intelligence & Strategic Governance

#	Statement	Rating (1–5)
5.1	Our executive board has a single-pane-of-glass command center to monitor yield, sales performance, and compliance status in real time.	☐
5.2	We use a structured digital submission workflow for budget approvals and operational pivots (not paper-based or ad hoc).	☐
5.3	We track real-time KPIs on sales pipelines, commission payouts, and agricultural productivity via dashboards.	☐
5.4	We have access to AI-driven strategic recommendations on value-chain productivity and buyer-supplier matchmaking.	☐
5.5	Our governance structure supports multi-stakeholder oversight (board, investors, DFIs) with transparent reporting.	☐

Narrative: Describe your current governance, reporting, and decision-making infrastructure:

2.4 Advisory Domain Priority Matrix

Rank the following advisory domains from 1 (highest priority) to 7 (lowest priority) based on your organization's immediate needs.

Priority Rank (1–7)	Advisory Domain
_____	AI-Powered Agricultural Transformation & Value Chain Digitization
_____	Smart Agro-Industrial Park Development & Feasibility
_____	Export Readiness, Compliance & International Market Expansion
_____	Global Buyer & Supplier Matchmaking
_____	Agricultural Investment Strategy & Project Financing
_____	Contract Farming, Supply Chain Optimization & Processing Development
_____	International B2B Partnerships & Government Relations

2.5 Engagement Model Preference

Indicate your preferred engagement structure. Multiple selections are acceptable.

Model	Interest (Yes / No / Discuss)	Notes
Executive Strategy Session (from \$700/hour)	☐ Yes ☐ No ☐ Discuss	
Monthly Retainer — Silver (\$5,000/month)	☐ Yes ☐ No ☐ Discuss	
Monthly Retainer — Gold (\$12,000/month)	☐ Yes ☐ No ☐ Discuss	
Monthly Retainer — Platinum (\$20,000+/month)	☐ Yes ☐ No ☐ Discuss	
Project-Based Advisory (scoped after confidential strategy session)	☐ Yes ☐ No ☐ Discuss	
DFI / Institutional Engagement (structured to funding cycle)	☐ Yes ☐ No ☐ Discuss	
Five Pillars AgriAI Platform Access (included or standalone)	☐ Yes ☐ No ☐ Discuss	

2.6 Technology & AI Readiness

#	Question	Response
6.1	Do you currently use any agricultural technology platforms? If yes, name them.	_____ _____
6.2	Do you have an internal IT / digital team?	☐ Yes (size: ____) ☐ No ☐ Outsourced
6.3	Have you previously attempted AI or digital transformation? If yes, what was the outcome?	_____ _____
6.4	What is your organization's appetite for adopting a new enterprise platform (e.g., Five Pillars AgriAI)?	☐ High — ready to deploy immediately ☐ Medium — need evaluation period ☐ Low — advisory only, no platform ☐ Unsure — need guidance
6.5	Do you have existing data infrastructure (databases, cloud storage, ERP systems)?	☐ Yes (specify: _____) ☐ Partial ☐ No
6.6	Are there data sovereignty, security, or regulatory constraints we should be aware of?	_____ _____

2.7 Export & Market Access Readiness

#	Question	Response
7.1	Do you currently export? If yes, to which markets and what volume?	_____ _____
7.2	Have you experienced shipment rejections, port detentions, or compliance failures? If yes, describe.	_____ _____
7.3	Are you EUDR-aware? Have you begun deforestation-free verification?	☐ Fully compliant ☐ In progress ☐ Aware but not started ☐ Not aware
7.4	Are you US FSMA Section 204-aware? Do you have digital traceability records?	☐ Fully compliant ☐ In progress ☐ Aware but not started ☐ Not aware
7.5	Do you hold current phytosanitary certificates, certificates of origin, and relevant quality certifications?	☐ Yes (list: _____) ☐ Partially ☐ No
7.6	Do you have identified target buyers or are you seeking introductions?	☐ Identified (names: _____) ☐ Seeking introductions ☐ Both

2.8 Investment & Financing Readiness

#	Question	Response
8.1	Are you currently seeking external investment or financing?	☐ Yes ☐ No ☐ Exploring
8.2	What type of capital are you targeting?	☐ DFI (IFC, AfDB, FMO, etc.) ☐ Institutional / PE ☐ Strategic corporate ☐ Government grants ☐ Debt financing ☐ Other: _____
8.3	Do you have an investment-ready business plan and financial model?	☐ Yes ☐ Draft ☐ No
8.4	Have you previously engaged with DFIs or institutional investors? If yes, what was the outcome?	_____ _____
8.5	What is the approximate capital amount you are seeking (if applicable)?	_____ _____

2.9 Organizational Fit & Commitment

This section helps us ensure mutual alignment. The Premium Executive Advisory Service is designed for organizations with serious commitment to execution.

#	Statement	Agreement
9.1	Our organization has board-level or C-suite sponsorship for this engagement.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree
9.2	We are committed to implementing recommendations, not just receiving a report.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree
9.3	We have allocated internal resources (team, time, budget) to support execution.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree
9.4	We view this as a strategic partnership, not a transactional vendor relationship.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree
9.5	We believe Africa's agricultural future lies in processing, technology, and global trade — not solely in raw commodity export.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree
9.6	We are prepared to grant the advisor access to relevant operational data, stakeholders, and facilities.	☐ Strongly Agree ☐ Agree ☐ Neutral ☐ Disagree

If you answered "Disagree" to any statement above, please explain:

2.10 Additional Information

2.10.1 Is there anything else you would like the advisor to know before preparing your tailored proposal?

2.10.2 How did you learn about this service?

- ☐ LinkedIn ☐ Referral (name: _____) ☐ dekoholding.com ☐ Conference / Event
☐ Publication / Article ☐ Other: _____

2.10.3 Preferred language for engagement deliverables:

- ☐ English ☐ French

2.11 Self-Assessment Summary (For Advisor Use Only)

This section is completed by Kosona Chriv upon review of the client's responses.

Assessment Area	Client Rating (Avg.)	Maturity Level	Priority
Pillar 1 — Production & Sourcing	___/5	☐ Nascent ☐ Developing ☐ Advanced	☐ High ☐ Med ☐ Low
Pillar 2 — Processing & Value Addition	___/5	☐ Nascent ☐ Developing ☐ Advanced	☐ High ☐ Med ☐ Low
Pillar 3 — Digital Trust & Compliance	___/5	☐ Nascent ☐ Developing ☐ Advanced	☐ High ☐ Med ☐ Low
Pillar 4 — Market Penetration & Trade	___/5	☐ Nascent ☐ Developing ☐ Advanced	☐ High ☐ Med ☐ Low
Pillar 5 — Executive Intelligence	___/5	☐ Nascent ☐ Developing ☐ Advanced	☐ High ☐ Med ☐ Low

Recommended Engagement Model: _____

Recommended Pillars for Phase 1: _____

Estimated Engagement Scope: _____

Advisor Notes: _____

2.12 Client Declaration

I confirm that the information provided in this self-assessment is accurate to the best of my knowledge. I understand that this form is used solely to tailor the Executive Advisory proposal and does not constitute a binding commitment to engage.

Field	Response
Name	
Title	
Organization	
Signature	
Date	

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