

# “Kisan Setu”: A New Paradigm in Agricultural Commerce

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**Abstract**—The agricultural sector forms the backbone of India’s economy, employing nearly half of the country’s workforce and contributing significantly to its GDP. Yet farmers often face challenges in accessing fair markets and optimal prices for their produce. Farmers often face challenges in accessing direct markets, leading to exploitation by intermediaries. This paper explores the development of a Mobile Application that connects farmers directly to buyers and retailers, addressing the inefficiencies of traditional agricultural supply chains. Key features such as a dedicated farmer community for collaboration, live negotiation capabilities, and voice message support distinguish this platform from existing solutions in the Indian market. With the aid of these innovations, the platform aims to enhance market transparency, empower farmers, and foster a more equitable agricultural ecosystem.

**Index Terms**—Agriculture Sector, Farmer Community, Mobile Application, Direct Market, Supply Chain, Market Transparency, Fair Pricing, Intermediaries, Live Negotiation, Voice Message Support

## I. INTRODUCTION

Agriculture is the backbone of India, yet farmers frequently struggle to receive fair prices for their produce. Traditional supply chains are often convoluted, with multiple intermediaries taking a significant cut of the profits. This not only reduces the income of farmers but also limits their ability to negotiate prices effectively. Recent advancements in technology offer new opportunities to bridge the gap between farmers and consumers. This paper presents a unique solution that combines advanced technology with user-friendly features tailored to the Indian agricultural landscape, discusses a platform designed to connect farmers directly with buyers and retailers, emphasizing its unique features that set it apart from existing solutions in the Indian market.

## PROBLEM STATEMENT

The Indian agricultural market suffers from several key issues:

**Intermediary Dominance:** Farmers rely heavily on intermediaries, leading to reduced profits and lack of price transparency.

**Lack of Networking:** Farmers rarely have opportunities to collaborate or share knowledge with peers.

**Communication Barriers:** Many platforms fail to account for language diversity and the technological challenges faced by rural populations.

**Inefficient Pricing Mechanisms:** Fixed or non-negotiable pricing limits farmers' ability to maximize earnings.

## CHALLENGES FACED BY FARMERS

- 1) **Market Access:** Many farmers lack direct access to markets, forcing them to rely on local middlemen who often exploit their lack of bargaining power.
- 2) **Price Volatility:** Farmers are subject to fluctuating prices, which can lead to financial instability.
- 3) **Information Asymmetry:** Farmers often lack access to real-time market information, making it difficult to make informed decisions about when and where to sell their produce.

## II. LITERATURE REVIEW

While several platforms exist to connect farmers with buyers, many fail to address the core issues of negotiation and communication. Most applications focus on listing products without facilitating real-time interactions, leaving farmers at a disadvantage. Examples include:

eNAM (National Agriculture Market): A government initiative to provide a unified online market for agricultural commodities. <https://www.enam.gov.in/web/>

AgriBazaar: A platform that connects farmers with buyers through an online marketplace. <https://www.agribazaar.com/>

DeHaat: Offers services such as crop advisory, input procurement, and market linkage. <https://agrevolution.in/>

**Krishi Network:** Focuses on community engagement for farmers with video-based content and networking opportunities. <https://krishinetwork.asia/>

While these platforms have been instrumental in streamlining agricultural trade, they present certain limitations:

**Limited Community Interaction:** Most existing platforms do not prioritize peer-to-peer farmer networking or community-building features.

**Pricing Rigidities:** Static or predefined pricing models restrict dynamic pricing opportunities.

**Communication Gaps:** Text-based systems dominate, excluding farmers with low literacy or technological familiarity.

## THE CURRENT LANDSCAPE OF AGRICULTURAL COMMERCE IN INDIA

### III. PROPOSED WORK

**Objectives:** The platform aims to achieve the following objectives:

- 1) Establish a digital community where farmers can collaborate, share insights, and learn from each other.
- 2) Enable direct connections between farmers, buyers, and retailers, bypassing intermediaries.
- 3) Introduce live negotiation features to promote dynamic pricing and improve market fairness.
- 4) Integrate voice messaging for seamless communication, especially for non-techsavvy users.

### A DEDICATED FARMER COMMUNITY PLATFORM.

#### *Features of the Platform —*

##### **Direct Connection to Buyers and Retailers:**

The platform allows farmers to create profiles and list their products, enabling direct access to potential buyers without intermediaries.

**Live Negotiation Feature:** This innovative feature allows farmers and buyers to engage in real-time negotiations. By facilitating direct communication, farmers can negotiate prices based on current market conditions, enhancing their bargaining power.

**Voice Messaging Capability:** Recognizing that many farmers may not be comfortable with text-based communication, the platform includes a voice

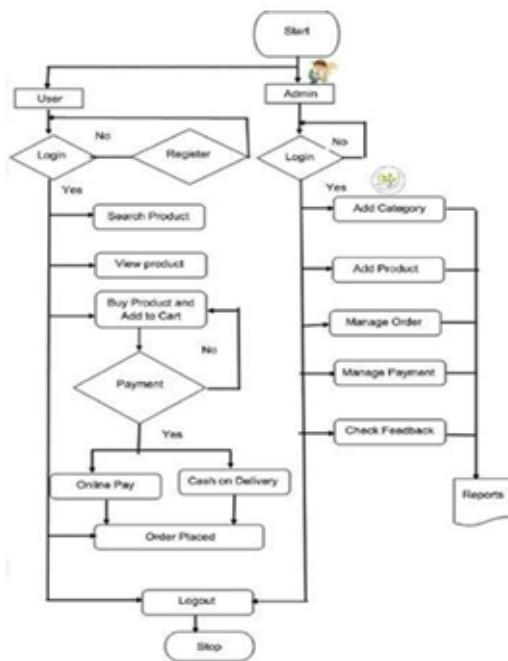


Fig. 1: System Flow -Diagram

messaging feature. This allows farmers to communicate their needs and negotiate deals more effectively, fostering a more personal connection with buyers.

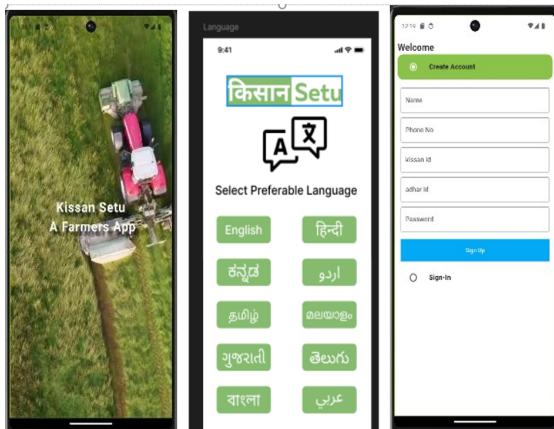


Fig. 2: Mobile App Snapshot 1

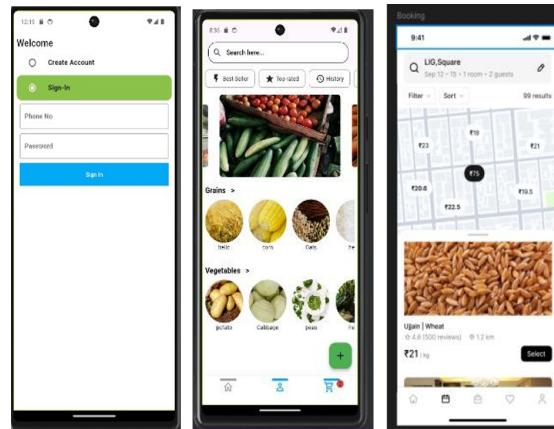


Fig. 3: Mobile App Snapshot 2

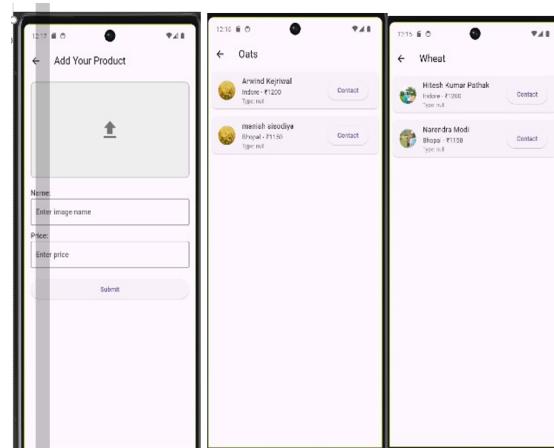


Fig. 4: Mobile App Snapshot 3

#### A DEDICATED FARMER COMMUNITY PLATFORM.

The platform differentiates itself from existing solutions by incorporating the following unique features: **Farmer Community:** A dedicated space for farmers to connect, discuss challenges, and exchange best practices. Access to expert advice and curated content on farming techniques, market trends, and government schemes.

**Live Negotiation:** Real-time bidding and negotiation tools allowing farmers to interact directly with buyers and retailers. Transparent pricing mech-

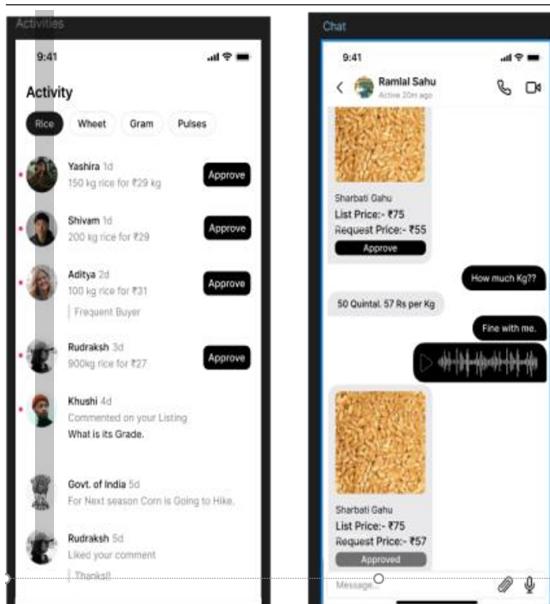


Fig. 5: Mobile App Snapshot 4

in their income after using the “Kisan Connect” feature to sell directly to retailers & direct buyers.



Fig. 6: Income indicators

anisms that ensure fair deals for both parties.

**Voice Messaging Support:** A multilingual voice messaging system to facilitate communication. Simplifies interaction for farmers who may face literacy or technological barriers.

#### BENEFITS OF THE PLATFORM

**Empowerment of Farmers:** By providing tools for direct negotiation and communication, the platform empowers farmers to take control of their sales process.

**Increased Income:** Direct access to buyers can lead to better prices for farmers, improving their overall income and financial stability.

**Market Transparency:** The platform promotes transparency in pricing, helping to reduce exploitation by intermediaries.

#### CASE STUDIES AND SUCCESS STORIES

To illustrate the effectiveness of this platform, we can look at several case studies of farmers who have successfully utilized the features to enhance their market access and income. For instance, a group of farmers in Maharashtra reported a 30% increase

### III. CONCLUSION

The agricultural sector in India stands at the brink of a transformative era, and Kisan Setu is designed to be at the forefront of this change. By directly connecting farmers with consumers, retailers, and institutional buyers, the platform eliminates the dependence on intermediaries that often erode farmers' profits. This direct market linkage not only ensures fair and transparent pricing but also empowers farmers with greater control over their produce and earnings. Kisan Setu introduces groundbreaking features such as real-time price negotiation, integrated voice messaging, and localized language support, making technology accessible to farmers regardless of their literacy or digital experience levels. These features enable seamless communication and dynamic interaction between farmers and buyers, fostering trust and collaboration within the agricultural ecosystem. The platform's data-driven insights, smart recommendations, and market analytics further enhance decision-making for both sellers and buyers, promoting efficiency and sustainability throughout the supply chain. By bridging logistical gaps and sim-

plifying transactions, Kisan Setu creates a transparent, efficient, and farmer-centric digital marketplace.

This research underscores the urgent need for such innovative solutions in India's agricultural landscape. Kisan Setu is not just a digital platform — it is a movement toward empowerment, inclusivity, and modernization of the farming community. As we continue refining and expanding its features, our focus remains on building a robust ecosystem that uplifts farmers, strengthens rural economies, and brings long-term resilience to India's agricultural sector.

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