



## CALL FOR EXPRESSION OF INTEREST



AGRICULTURAL BUSINESS INITIATIVE

### Consultancy to Develop Innovations, Business and Marketing Plan and Feed Formulation Protocols on Black Soldier Fly (BSF) Production and Commercialization

**Advertised on behalf of:** Hatches limited

<b>Date:</b>	20 <sup>th</sup> January 2022
<b>Location :</b>	Home-based
<b>Application Deadline :</b>	27 <sup>th</sup> March 2022 (Midnight EAT)
<b>Additional Category :</b>	Consultant Firm
<b>Type of Contract :</b>	Consultant Contract
<b>Post Level :</b>	National Level
<b>Languages Required :</b>	English
<b>Starting Date :</b> (date when the selected candidate is expected to start)	
<b>Duration of the Contract :</b>	35 days
<b>Expected Duration of Assignment :</b>	30 days

#### 1.0 Background

Hatches Ltd in partnership with Agricultural Business Initiative (aBi) and Ento Feeds Ltd is implementing a project titled “Increasing Market Access and Productivity of the Poultry Value Chain through effective and environmentally efficient Inputs in Central and Eastern Uganda”.

#### About Hatches Ltd

Hatches Ltd is a Poultry breeding, inputs supply company established and registered in 2003 as a private limited company. With a goal of “Addressing our client needs and nurture people’s dreams of living a better and decent life” and a mission of “Providing the best quality agro-inputs, products and services that address our clients’ needs and nurture people’s dreams of living a better and decent life”; Hatches Ltd’s vision is “To be the most reliable, valued and client centric green growth company in Uganda”.

#### Hatches Core Values:

Hatches Ltd is committed to achieving workforce diversity in terms of gender, nationality and culture. All applications will be treated with the strictest confidence.

Hatches Ltd with ethics have Zero tolerance to unethical behavior that include but not limited to sexual exploitation and abuse, any kind of harassment, including sexual harassment, and discrimination and Hatches may conduct rigorous background checks on selected candidates to validate the quality of those selected.

## **About Ento Feeds Ltd:**

Ento Feeds is a privately owned business based in Buikwe district that provides farmers of poultry, fish and piggery with an alternative protein to silverfish/mukene through Black Soldier Fly (BSF) larvae to make the nutritious 'Protmeal' The meal is pressed from dried larvae, removing a portion of the oil to provide a high protein ground product that can be used in a variety of livestock, aquaculture, piggery and pet manufactured feed products. Other products include BSF frass and BSF oil.

## **About aBi ltd**

The **Agricultural Business Initiative (aBi)** is a multi-donor entity devoted to private sector agribusiness development. aBi follows a long-term commitment by being both a catalyst in support of the Ugandan agricultural sector and a conduit through which development partners and investors can build the capacity of the agricultural sector. aBi was jointly founded by the Governments of Denmark and Uganda in 2010. Other Development Partners are; USAID, SIDA, UKAid, and KfW.

### **2.0. Project Intervention Objectives:**

- a. Provision of high-quality Day-old chicks to both model farmers and open market poultry farmers;
- b. Promote the use of Black Soldier Flies (BSF) as an alternative to traditional protein sources for quality poultry feeds at fair and stable prices;
- c. Establish sustainable market linkage options for farmers with off takers; and to
- d. Enhance farmer knowledge on modern poultry farming through training and demonstration.

In order to ensure sustainability of the program a deliberate, structured way of knowledge transfer to farmers and other stakeholders, under the technical leadership of Hatches Ltd and Ento Feeds. Hatches is therefore looking for competent persons/firm to support it in developing training material to support a sustainable, continuous and large outreach to BSF farmers and entrepreneurs in the country starting with the districts of Mukono, Buikwe, Jinja and the immediate neighborhoods.

3.0. Need for the Home Based Consultant Firm for BSF farming and commercialization to produce the following outputs:

I. Innovations in Black Soldier Fly Larvae (BSFL) Production through Waste Survey

This output will provide an insight into the feasibility and access of food and market waste as a substrate for Black Soldier Fly Farming. This is in line with food/market waste as an emerging opportunity in providing feeding, green growth solution, economic empowerment and the Circular economy for BSF farmers.

II. BSF Business Plan

This involves the development of a Business Plan for Hatches BSF Implementing partner Ento Feeds Ltd to support the intuitional development of the firm. BSF Post Harvest Management and Processing of the whole BSF value chain as well as Technology use and innovations. The Plan will be in line with BSF Business Management principles including aspects of Business planning, budgeting, farm records and costing and financial management amongst others. Other areas to be covered include: Business risks and effective mitigation strategies

III. Feed Formulation Report

The firm will develop a BSF Feeds Formulation and Nutrition plan comparing brewery waste, animal waste (chicken droppings) and food/market waste. The Feed Formulation report will recommend the most efficient, cost effective and nutritious substrate for modern commercial BSF farming compliant to minimum Bio Security and Bio Safety standards.

IV. BSF Marketing Plan

The Marketing Plan thereof is expected to improve marketing and awareness of BSF among the intended beneficiaries The Marketing Plan should provide essential information that all small, medium and large scale BSF farmers can make use of to be efficient and resilient to the business challenges and penetrate new markets.

#### **4.0. Intervention Outputs**

- i. Waste Survey Report
- ii. Business Plan for BSF Partner Ento Feeds Ltd
- iii. BSF Marketing Plan
- iv. BSF Feed Formulation Report

#### **5.0. Methodology**

The consultant firm is expected to:

- i. Map existing documents, research and training tools linking BSF farming including global best practices and resources to be included in the various reports and Plans
- ii. To the extent possible integrate the above knowledge sources with additional resources stemming from other credited sources, with particular regards to global and regional case studies and best practices as well as inputs from the client, key stakeholders and or the clients appointed agents during the development of the various outputs.
- iii. Engage Hatches Ltd and Ento Feeds Project Management Team through regular communication by distance (via email, videoconference, phone, etc.) for technical guidance.
- iv. Adapt existing documentation to compile in a script format and complement it with live examples (computations, work plans, schedules e.g feeding regiments, names, graphics, designs and dimensions of structures, pictures, graphic presentations in case studies and additional content

#### **6.0 Other terms and conditions:**

- a. No working space shall be provided to the consultant firm as this is a home based consultancy
- b. Periodic travel to the Ento Feeds BSF farm is required to for this consultancy (i) . Consultants shall be advised to use internet and other related support infrastructure that don't require travel to complete this task. However, where travel to the field is required, this shall be

budgeted accordingly and justified.

- c. For the successful delivery of this consultancy, it is expected that all sources are correctly cited according to the international academic standards for no copyrights to be breached.
- d. By accepting to perform this task consultant will have acknowledged the material will be property of Hatches Ltd and it can be shared with Hatches Ltd partners.

## 7.0. Responsibilities

Under the direct supervision of the Project Manager, the consultant will be responsible for the delivery of the following products:

Outputs	Activity and deliverable	Timeframe
1. Market Waste Survey Report	<b>Deliverable 1.</b> Agreed and finalized Market Waste Survey Report	7 days
2. Feed Formulation Plan	<b>Deliverable 2.</b> Agreed and finalized Report of the Feed Formulation Plan, integrated and finalized resources, links, pictures, infographics	7 days
3. BSF Business Plan	<b>Deliverable 3.</b> Agreed draft of the BSF Business Plan	7 days
4. BSF Marketing Plan	<b>Deliverable 4.</b> Agreed draft of the BSF Marketing Plan	7 days

## **8.0. Competencies**

### **8.1. Core Values and Guiding Principles:**

#### **i. Integrity:**

Demonstrate the values of Hatches Ltd and Ento Feeds Ltd, act without consideration of personal gain, avoid unprofessional or unethical behavior.

#### **ii. Professionalism:**

Show pride in work and achievements, demonstrate professional competence and mastery of subject matter, conscientious and efficient in meeting commitments and achieving results, motivated by professional rather than personal concerns, show persistence when faced with challenges, and remain calm in stressful situations.

#### **iii. Respect for Diversity:**

Work effectively with people from all backgrounds, treat all people with dignity and respect, treat men and women equally, show respect for and understand diverse opinions by examining own biases and behaviors to avoid stereotypical responses, and do not discriminate against any individual or group.

## **8.2. Required Skills and Experience**

### **i. Education**

The Consultant Firm should have experts in the various field in Agriculture Science, Animal Husbandry and Livestock Management, Climate Change and Food Production, Agroforestry, Agriculture and Veterinary, Entomology (and in particular Black Soldier Fly), Business Development or other related fields with a Minimum of Bachelor's Degree or equivalent.

### **ii. Experience**

- a. Combined experience of at least 5 years working experience in the various fields above
- b. Experience in developing technical Reports and Plans
- c. Deep knowledge on BSF farming and BSF technology
- d. Knowledge of BSF farming challenges and opportunities in East Africa Region

### iii. Language Requirements

All the Deliverables will be in English and therefore Fluency in English is required

### 12. Duration of Assignment and Duty Station

The time required for the consultancy is 30 days. The consultancy will be home-based with travels except where strongly justified.

### 13. Evaluation

Applications will be evaluated based on the cumulative analysis.

- i. Technical Qualification (100 points) weight; [70%]
- ii. Financial Proposal (100 points) weight; [30%]

Note:

- i. A two-stage procedure is utilized in evaluating the applications, with evaluation of the technical application being completed prior to any price proposal being compared.
- ii. Only the price proposal of the candidates who passed the minimum technical score of 70% of the obtainable score of 100 points in the technical qualification evaluation will be evaluated.

### iii. Technical qualification evaluation criteria:

The total number of points allocated for the technical qualification component is 100. The technical qualification of the individuals is evaluated based on following technical qualification evaluation criteria:

Technical Evaluation Criteria	Obtainable Score
<b>A) Education</b> Team with Minimum of Bachelor's Degree or equivalent in Agriculture Science, Animal Husbandry and Livestock Management, Climate Change and Food Production, Agroforestry, Agriculture and Veterinary, Entomology (in particular BSF), Business Development or other related fields Experience	30%
<b>B) Methodology</b> i. Clarity and adherence to the ToR	20%

<p><b>C) Substantive experience and skills</b></p> <p>i. At least 4 years working experience in the field of livestock management in particular commercial poultry farming</p> <p>ii. Previous experience as a trainer on issues related to Commercial BSF farming</p> <p>iii. Previous experience in developing content on BSF and Business Development</p> <p>iv. Deep knowledge and experience on BSF farming and BSF technology preferably on a commercial scale</p> <p>v. Deep knowledge of BSF farming challenges and opportunities in East Africa Region</p>	<p>40%</p>
<p><b>D) Reporting writing, editing and language skills</b></p> <p>i. Fluency in English is required</p>	<p>10%</p>
<p><b>Total Obtainable Score</b></p>	<p><b>100%</b></p>

***Financial/Price Proposal evaluation:***

Tenders will be checked for completeness of the bids and confirming that all items were priced. correction of arithmetic errors will be done and application of unconditional discounts offered.

**Submission of application**

Interested candidates are encouraged to submit electronic application to [recruitments@hatchesltd.com](mailto:recruitments@hatchesltd.com) with -cc to [rumacharlie@gmail.com](mailto:rumacharlie@gmail.com), [nyamie78@gmail.com](mailto:nyamie78@gmail.com), [mugisystems@gmail.com](mailto:mugisystems@gmail.com), [fistonchiri2@gmail.com](mailto:fistonchiri2@gmail.com); with the email subject “Consultancy to Develop Innovations, Business and Marketing Plan and Feed Formulation Protocols on Black Soldier Fly (BSF) Production and Commercialization” **no later than 27<sup>th</sup> March 2022, midnight EAT.**

***Submission package includes:***

- Curriculum vitae
- Technical Proposal with Clear Methodology
- Financial proposal: the financial proposal shall specify deliverable fees breaking down into the professional fee per day and per deliverable.

**Note:** Hatches Ltd is not bound to accept the lowest price proposal or any proposal he may receive.





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