



Request for Proposals (RFP) on Projects Furthering Tilapia Genetic Improvement for East Africa

December 27, 2018

I Introduction

Msingi is an independent industry development organization that supports the transformation of high potential industries in East Africa (Kenya, Uganda, Tanzania and Rwanda). Msingi identifies high-potential industries in East Africa and supports their growth through a range of initiatives such as investment and technical assistance to pioneer businesses, policy support, or development of key industry institutions.

One of Msingi's focus industries is aquaculture; Msingi aims to develop a competitive, inclusive and resilient aquaculture industry over the long term. Msingi believes that East Africa has a strong comparative advantage in aquaculture, with good natural water resources and climate, genetic resources, and a rapidly growing population leading to increasing demand for protein.

I.1 Objectives of this RFP

Msingi has been working closely with industry players to support the development of the aquaculture industry since 2016. In addition to genetics, Msingi is involved in improving producer capacity, access to markets, feed quality and availability as well as supporting the environmental sustainability of the aquaculture industry.

One of the key levers in unlocking the potential of the industry lies in enabling the industry to access genetic strains of fish with improved performance (whether growth rates, disease resistance or other key attributes) that enables significantly improved farm performance.

Msingi's initial research indicates that the Tilapia genetics currently used by the overwhelming majority of farms in East Africa are largely unimproved. This contributes to weaker performance in some key areas as compared to other regions of the world.

Msingi is therefore supporting the East African industry to build strong capabilities in applied fish genetics and to conduct long-term genetics initiatives such that farmers across the region and across the spectrum from pond to cage and commercial smallholder to large farm will have access to appropriate improved genetics that enable better farm growth, competitiveness and resilience.

The purpose of this RFP is therefore to solicit proposals for Msingi support to sound projects that will drive progress in improvement of the Tilapia genetics available to farmers across East Africa.

I.2 Scope of this RFP

Although Msingi is focused on supporting the East African aquaculture industry at large, including both Tilapia and Catfish, the predominant focus of the industry is on Tilapia. As such Msingi is at this stage soliciting proposals with a predominant (albeit not necessarily exclusive) focus on *Tilapia* genetics. Msingi is likely to consider support to initiatives focused primarily on catfish genetics, but that will be in future and not as part of this RFP.



Msingi's focus on developing the aquaculture industry at large also means that Msingi is seeking proposals for projects that are geared towards benefiting the wider industry as opposed to benefiting only individual farms or a limited number of players/farms in the industry.

Msingi is not committed to a particular approach to improving the Tilapia genetics available in East Africa and is aware that different (or indeed a combination of) approaches are in reality viable. Msingi is therefore open to supporting several different projects at this stage.

Genetics efforts tend to be iterative and long-term in nature. Msingi is also aware that different industry stakeholders have different types of competencies and may understandably be at different stages in their commitment, planning and development of Tilapia genetics initiatives. As such, Msingi is open to supporting projects at different stages – this could be, for instance, a research project that is likely to be a key starting point for possible future genetics initiatives; or it could be support to the establishment/development of a fully scoped out genetics improvement initiative with a full business plan, the necessary partners committed, etc. These are examples only.

Given the above, Msingi does not place limitations on the amount of funding the proposals should request – but simply that the proposals should strongly exhibit clear value for money in furthering efforts towards improving the genetics available in East Africa. Where the activities being funded are generating a commercial return, Msingi prefers to provide capital on commercial terms. However, Msingi is open to providing different types of support: technical assistance from experts, grants or investment (debt or equity).

Msingi also recognizes the benefit of collaboration and partnerships in projects of this nature and is very open to project proposals that include several parties.

2 Evaluation criteria

Given the variables above, each proposal will be judged on its own merits in terms of its level of potential value add in achieving the above objectives. However, there are some key common criteria against which all proposal submissions will be reviewed:

1. Proposals must generate material progress towards the objective of this RFP and fall within its scope – both as set out above.
2. The proposed project(s) must form part of a longer-term roadmap towards advancement of the Tilapia genetic improvement effort for East Africa; especially clarifying the long-term envisaged structure, design and business model of such a programme, even if just at a high-level at this stage. The proposed projects must be of benefit to the overall industry as opposed to individual or a limited number of farms/players in the industry.
3. The capabilities, capacity and experience/track record of the parties to the proposal to execute their functions as per the proposed project, including but not limited to: operational, technical, financial and governance capabilities.
4. The value for money of the proposed project. This will be assessed based on the proposed funds to be committed by both Msingi and any other funding partners envisaged, as against the extent to which the project achieves progress towards the objective above – i.e. the improvement of the Tilapia genetics available to farmers across East Africa. Msingi will also view positively proposals that show a viable strategy to draw in funding from sources beyond just Msingi (e.g. from other

project partners or stakeholders), but we acknowledge this may not be viable in the near-term for all projects.

3 Guidelines on content of proposals

Completed proposals must include the following information:

- A detailed description of the project(s) being proposed, clearly demonstrating: (i) the envisaged activities including operational and technical aspects, and an associated activity plan and timeline; (ii) responsibilities of the different partners involved
- A detailed description of the anticipated outcomes from the proposed activities, and how these fit into and advance the objectives of improving the Tilapia genetics available to farmers across East Africa in the long-term. This will include a description of the long-term vision for the improvement of Tilapia genetics for East Africa, including where possible business model and implementation partners, even if at a very high-level.
- Profiles of all implementation partners to the immediate proposed project(s) including their capabilities and relevant experience.
- A budget with detailed line item costs for components/phases of the project(s).

4 Proposal deadline and envisaged next steps after the deadline

The deadline for receipt of proposals is 1700Hrs EAT on Friday, 8th March 2019. Proposals should be submitted by email to the contact provided below.

Once proposals are submitted, Msingi will select proposals to be advanced by the end of February 2019. There will then be more detailed discussions and assessments with the relevant partners, the nature of this will be determined by the type of funding/partnership proposed (e.g. if a significant financial investment from Msingi is proposed, there will need to be a more detailed due diligence process/discussions; for smaller amounts/lighter-touch partnerships, these assessments/discussions will be more brief).

5 Contact information

Inquiries and clarifications regarding this RFP are welcomed and should be directed in writing to the email address below.

To: James Gichuhi, Industry Manager
Msingi East Africa Ltd
james.gichuhi@msingi.com

Copy: Ben Gimson, Deputy Director
Msingi East Africa Ltd
ben.gimson@msingi.com