

Request for Proposal (RFP)

Scoping and Landscape Analysis for High-Quality Cassava Peel (HQCP) and Black Soldier Fly (BSF) Enterprises in Nigeria

Project: Sustainable Entrepreneurship Poultry Transformation Program (SEPTP)

Issued by: International Livestock Research Institute (ILRI)

1. Background

The Sustainable Entrepreneurship Poultry Transformation Program (SEPTP) is designed to address one of the biggest challenges facing Nigeria's poultry sector today: the rising cost and scarcity of quality livestock feed. Feed accounts for over 70% of poultry production costs, and dependence on maize and soy makes the system vulnerable to price shocks, climate risks, and import pressures¹.

To reduce this dependence and build resilience, the program is investing in alternative, climate-smart feed solutions. High-Quality Cassava Peel (HQCP) and Black Soldier Fly Larvae (BSFL) offer affordable, locally available, and sustainable feed options that can unlock value from waste, promote circularity, and create new economic opportunities.

Focusing initially on areas with strong cassava production and poultry farming, the program will establish HQCP factories and BSFL enterprises as entry points for scaling alternative feed. This effort comes at a critical time when demand for poultry products is growing, yet farmers struggle with feed affordability.

2. Objectives of the Assignment

- Map supply chains of cassava peels and organic waste, including availability, seasonality, and logistics pathways.
- Assess poultry production potential in target states to identify demand anchors for HQCP and BSFL feed.
- Conduct scoping and site selection for HQCP and BSFL factories in Ogun, Delta, Benue, Nasarawa and FCT SEPTP states.
- Analyse the economic potential and unmet demand for alternative livestock feed.
- Map feed market structures, profiling small (toll) and large-scale commercial millers, their operations, and locations.
- Identify institutional, policy, and financial enablers or barriers to inclusive enterprise development.

The consultant/firm will be expected to undertake the following tasks:

a. Supply Chain & Landscape Mapping

- Map cassava processing hubs and quantify the availability of cassava peels.
- Profile organic waste streams with potential for BSFL production.
- Assess poultry production clusters to establish demand linkages for HQCP and BSFL.

b. Scoping & Site Selection

- Develop clear criteria for identifying suitable sites for HQCP and BSFL enterprises.
- Carry out field visits in targeted states to identify key stakeholders and partners.

¹ <https://www.mdpi.com/2077-0472/14/10/181>

- Recommend optimal sites based on feedstock availability, infrastructure, and market accessibility.
- c. Economic Potential Analysis**
 - Quantify the current and projected feed demand gap in target states.
 - Identify untapped opportunities for scaling HQCP and BSFL adoption.
 - Assess enterprise viability by examining key programs, market dynamics, and the wider ecosystem.
- d. Feed Market Structure Mapping**
 - Profile toll millers and large-scale feed producers, documenting operational characteristics and geo-referenced locations.
 - Map procurement practices and assess the readiness of feed millers to integrate HQCP and BSFL products into their operations.

3. Deliverables

- Inception Report (within 1 week) detailing methodology, workplan, and tools.
- Supply Chain & Landscape Mapping Report (cassava peels, organic waste, poultry production potential).
- Scoping & Site Selection Report with recommended sites for HQCP and BSFL factories.
- Economic Potential Brief highlighting demand gaps and enterprise opportunities.
- Feed Market Structure Report profiling small (toll) and large-scale millers (with maps).
- Final consolidated report with recommendations, GIS maps, and an enterprise setup roadmap.

4. Scope, Duration and Level of Effort

Duration: 6 weeks (October- December 2025). Estimated level of effort: ~30 working days. This is to be conducted Ogun, Delta, Benue, Nasarawa States and the Federal Capital Territory.

5. Consultant/ Firm Profile

The consultant or firm should demonstrate the following qualifications and expertise:

- Advanced degree or expertise in Market research, Agribusiness, Agricultural Economics, Livestock Production, or a related discipline.
- 7–10 years of proven experience conducting similar work not limited to market research, value chain analysis, agribusiness modelling, or livestock feed systems.
- Strong technical expertise in cassava and/or livestock value chains within Nigeria and West Africa.
- Demonstrated experience in supply chain mapping, GIS tools, business model assessments, and High-Quality Cassava Peel (HQCP) or any alternative feed technologies.

- Familiarity with feed industry structures, policy frameworks, and market systems.
- Strong track record in designing and implementing gender, youth, and inclusion sensitive approaches.

6. Proposal Submission Requirements

Interested consultants/firms should submit:

- Technical Proposal (max. 15 pages) including: understanding of the assignment, methodology, workplan, relevant experience, references, team composition and CVs.
- Financial Proposal with detailed budget in NGN
- Supporting Documents (company/consultant profile, registration documents, tax clearance, sample of past relevant assignments).

7. Evaluation Criteria

Proposals will be evaluated on the following basis:

- Understanding of assignment and methodology – 30%
- Relevant experience in similar assignments – 25%
- Team qualifications and expertise – 20%
- Financial competitiveness – 15%
- Gender and youth inclusion considerations – 10%

8. Management & Reporting

The consultant will report to the Nigerian Country Representative (ILRI) and collaborate with consortium specialists and implementing partners.

9. Submission Details

Deadline for submission: 26th October 2025

Proposals should be sent electronically to Hurt Chris C.Hurt@cgiar.org and copy Ab.Adebayo@cgiar.org with subject line “RFP Scoping & Landscape Analysis for HQCP and BSFL Enterprises”.

Clarifications and Enquiries

Interested applicants may submit questions or requests for clarification regarding this RFP on or before 20 October 2025. All enquiries should be submitted in writing to the designated contact provided in the RFP. Responses to all questions will be shared with all prospective applicants to ensure equal access to information.

Only shortlisted applicants will be contacted.