



## Q-Point B.V. - Experience all over the world



Our core business and experience (national and international) is in:

- Value chain management, optimizing chain processes (e.g. development, coordination and project management of international supply chain projects);
- Food-safety, integrated quality management and sustainability systems;
- Business development;
- Public-private partnerships;
- Market research;
- Training (interactive training methods, ToT approach);
- Organizational capacity building in leadership, management, gender mainstreaming, stakeholder engagement, resource mobilization;
- Establishment of training and innovation centers and agricultural marketing support units (Albania, Macedonia), and support for the setting up of quality management consultancy firms and certification bodies.

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### Introduction



Q-Point B.V. is an independent Dutch consultancy firm, specialized in consultancy projects for agri and food businesses (agriculture, floriculture, bakery, fish & meat, dairy & eggs; from producer to retailer), donors and public institutions. We

provide a full range of integrated services across multiple industries. Our clients include large retail companies, trade associations, governments, donors/NGOs and educational institutions, all looking for a partner that can provide a new kind of thinking and take on complex problems.

These last years Q-Point is involved in many international projects in the field of food security, value chain management, quality management and food safety in the agri and food sector and in integrated water resource management projects in East-Africa, Asia, Middle East, South America and Europe. Q-Point has experience all over the world. In this newsletter you can read about a lot of our projects. I hope you'll enjoy reading.

Carel Jaspers  
Director Q-Point B.V.



## Africa

### South Africa

#### Tailor-made training “Ad Luck Poultry”

Q-Point has had the lead in a value chain project with Ad Luck Poultry in the South African Poultry sector. This project included training on value chain development, quality management and food safety, assistance in business development and linking of South African farmers and Ad Luck Poultry to Dutch companies in genetics (Verbeek and Novogen), feed (De Heus), processing (Stork), and others (Vencomatic group, Pas Reform).



*Participants of the Tailor-made training “Ad Luck Poultry”.*

Client: Embassy of the Kingdom of The Netherlands  
(NFP-TM14/84)

Duration: 2014 - 2015

### Ethiopia

#### Value chain management and agribusiness

This Nuffic/Niche project “Supporting the development of Commercial Agriculture Programmes at Ethiopian universities AGRIBIZZ” started in 2010. Results of this project are 4 student-centred BSc programs on Agri Business and Value Chain development in line with labour market needs developed operational at 4 Universities. These programs were developed by a joint approach of all universities (including 4 new universities, so in total 8 universities). At the end of the project the BSc course will be operational at all 8 universities. The first batch in 2014 was 156 graduates. Staff of the universities have been trained on competence based learning (Ethiopia and The Netherlands), applied research, linking with private/public sector stakeholders, change management and gender mainstreaming. Assistance in these various areas has led to strengthened structures, policies and procedures to excel in service delivery and to link structurally with the private/public sector.



*During the poultry linkage training for staff members of 8 universities, they visited several farms.*

Client: Nuffic/Niche (ETH/019)

Duration: 2010 - 2016

### Ethiopia

#### Small scale and micro irrigation

In 2013, Q-Point started the project “Capacity Development of Agarfa A-TVET College on small scale and micro-irrigation for Agarfa A-TVET College, project reference (NICHE/ETH/178)”. The project aims to develop the college in such a way that the graduates are able to provide up to date technical and organizational advice to villages involved in the design, construction, operations, management and repair of small-scale irrigation schemes and micro-irrigation (SSI/MI). Partners in this project are Haramaya University, HEZBEZ, HAS Den Bosch and IPC Groene Ruimte. So far the project has facilitated practical skill enhancement of the academic staff in irrigation, BSc & MSc trainings, a labour market need assessment to strengthen service delivery, management training, a gender need assessment and gender policy development.



*Surveying with handmade level equipment, during the practical training in small scale irrigation (SSI) and micro irrigation (MI).*

Client: Nuffic/Niche (ETH/178)

Duration: 2013 - 2017



## Kenya

### Water management and livestock

In October 2014 the project “Innovative ways of learning, demonstration farming and water management for enhanced food security and income generation in coastal regions” started with Pwani University. This project is still in its initial stage. The project aims to

1. enhance service delivery of Pwani University and
2. establish a sustainable demonstration farm at the University in livestock, crop production and water management for training, research, outreach and supply of quality genetic materials to stakeholders.

Partners in this project are TU Delft, DLV Dier, KI Samen and Egerton University.



*Rainwater harvesting, water used for consumption and irrigation.*

Client: Nuffic/Niche (KEN/212)

Duration: 2014 - 2018

## Kenya

### Aquaculture and integrated water resource management (IWRM)

In the project “Capacity Building to deliver competent human resources in IWRM and aquaculture of equitable and sustainable livelihoods in Kenya’s ASAL lands and beyond”, Q-Point plans to strongly include the management of South Eastern Kenya University (SEKU), School of Water Resources Sciences and Technology in the further development and implementation of innovations. The aim is to educate teachers to a high level both in their field of expertise as well as their pedagogical skills, and develop distributed leadership. Partners in this project are Ghent University, TU Delft, SAS and Egerton University.



*Entrepreneurship Aquaculture Hatchery; skilled people with strong hygiene regime.*

Client: Nuffic/Niche (KEN/158)

Duration: 2012 - 2016

## Kenya

### Course development horticulture, dairy and value chain management

In November 2011, Q-Point started a 4 years Nuffic project in Kenya “Capacity building for improvement dairy and horticulture programmes to meet the requirements of the labour market and to contribute to food security and the commercialization of the sector in Kenya” with Bukura College (BAC).

So far two revised programs were approved and started in September 2013. Capacity building activities have taken place in various ways leading to staff development, academic leadership skill enhancement, quality management improvements (ISO certification), gender mainstreaming efforts within the College service delivery and collaborative structures with private and public sector stakeholders in the horticulture and dairy sector.



*Exposure visit of the Dairy team in Kenya. Inside the Milk processing plant at Egerton University.*

Client: Nuffic/Niche (KEN/124)

Duration: 2011 - 2016



## Kenya

### Strengthen the linkage between post-secondary education and the private sector

Q-Point is involved as a consortium partner in the project “Strengthening linkages between post-secondary education and the private sector for more effective food security and water management”. Maastricht School of Management is the lead organisation, other consortium partner is the East African Business Council and the requesting organisation is LIWA Kenya Trust. LIWA Kenya Trust is an industry lead initiative that ensures academia develops skilled and relevant human capital that is critical in driving Kenya's Vision 2030. This project is still in the initial stage. The project aims to strengthen the organisational capacity of LIWA.

Client: Nuffic/Niche (KEN/211 )

Duration: 2015 - 2018

## Kenya

### Training of Trainers for Practical Dairy training Centres PDTC’s Eldoret region.

The project objective is to strengthen education and trainings capacity of relevant Kenyan institutions ((Dairy Training Institute (DTI), Bukura College (BAC)) , farms and Practical Dairy Training Centers in the dairy sector. This should be accomplished by first of all the development and implementation of a “Training of Trainer” program (ToT). Secondly by the development of practical dairy programs for farmers, students, based on ATVET law approved curricula. And thirdly by structurally linking educational institutions, extension and cooperatives to the Practical dairy training centers as proposed by the Eldoret Dairy Farmers Association EDFA and Dutch Dairy Development Partners DDDP for this project.



*Milk processing (demo) unit at Baraka Farm.*

Client: Rijksdienst voor Ondernemend Nederland (RVO)

Duration: September 2014 – April 2016

## Mozambique

### Agro food processing and water supply

In November 2012, Q-Point started a 4 years Nuffic project in Mozambique “Improving Food Security and Economic Growth in Mozambique through Higher Polytechnic Education Provision” with the Instituto Superior Politécnico de Gaza (ISPG). This project aims at strengthening the capacity of ISPG to provide better agricultural education, research and technical assistance services especially in the areas of agro processing and agriculture hydraulic and water supply according to the needs of the market with a gender perspective. By doing so it expects ISPG to be better able to contribute to food security and economic growth in Mozambique through the provision of qualified professionals for the market. Q-Point consortium partners are CBE International, IPC Groene Ruimte, Aequator Groene Ruimte B.V., University of the Free State (South Africa) and Egerton University (Kenya).



*Labour market need assessment: Sausage processing*

Client: Nuffic/Niche (MOZ/150)

Duration: 2012 - 2016

## Mozambique

### Agro food processing and biotechnology

In November 2012, Q-Point started a 4 years Nuffic project in Mozambique “Enhance ISPM’s Institutional Capacity to provide quality education in Agriculture” with ISPM- Higher Polytechnic Institute of Manica. This project will play a role in solving the several shortcomings, while preparing ISPM to respond to actual and future challenges. Expected outputs are the establishment of a reference centre to improve practical skills of lecturers and researchers and to offer integrated technical assistance to farmers and community, with emphasis on women. And to open two new courses, at bachelor and master level; one in biotechnology and one in agro processing / food technology, fully responding to market needs and with a gender perspective.



Q-Point consortium partners are CBE International; University of the Free State (South Africa) and Egerton University (Kenya).



*Participants of the Training of Trainers (ToT) workshop on gender, which took place at the Campus of ISPM.*

Client: Nuffic/Niche (MOZ/151)  
Duration: 2012 - 2016

## Rwanda Sustainable potato

In 2009, 4% of the households were considered having poor Food Consumption Scores, and 17% had borderline Food Consumption Scores. It is estimated that roughly 50% of Rwandan children suffer from chronic malnutrition. Irish Potatoes are an integral component of the diet in Rwanda, so it is important to improve production and revenues from potato, thereby increasing food availability and nutrition for rural poor households. The project's objective is that CAVM/Busogo Campus contributes to sustainable food security systems in Rwanda through increased productivity of the potato value chain through provision of qualified graduates and relevant research programmes. Partners in the project are HAS Hogeschool, DLV Plant B.V., University of Pretoria and Egerton University.



*Introduction meeting at CAVM/Busogo Campus.*

Client: Nuffic/Niche (RWA/185)  
Duration: 2014 – 2018

## Rwanda Pig and poultry value chain

In 2013, Q-Point started a 4 years Nuffic project in Rwanda "Social-Economic Improvement through an Integrated Crop & Livestock System (ICLS)" The overall project objective is formulated as follows: To contribute to food security in Rwanda by building capacity in integrated and sustainable animal feed, pig and poultry livestock sector. Livestock production in Rwanda is underdeveloped. The livestock sector is mainly confined to unproductive pastoral cattle systems and small scale dairy production. Poultry production is limited to backyard systems. Pig production is low. With a rapidly growing population, the demand for meat protein particularly among the emerging middle classes offers an expanding market opportunity for livestock producers in Rwanda and a means of income generation and poverty reduction for rural families. The project must fill the gap of training graduates in the practical skills required for the development of the livestock sector in Rwanda. Additional training programs will be developed for farmers in the form of short courses and extension programmes at village level, targeting women. Project partners are DLV Rundvee Advies B.V., HAS Hogeschool, Egerton University, WEACS Ltd (Wakala East Africa Consulting Services).



*Stakeholders meeting in Kigali.*

Client: Nuffic/Niche (RWA/173)  
Duration: 2012 – 2017

## Rwanda Access to fair markets

Q-Point is implementation partner in the project "Farmer-led cooperative reorientation towards sustainable growth through institutional performance indices - or Cooperative Performance Indices "CPIs, focusing on youth and women participation for equitable prosperity".



As cooperatives are expected to continue to play a central role in Rwanda's market-oriented agriculture, it is essential that their capabilities be enhanced by gradually subjecting them to periodic performance evaluation; and continually unified along key commodity value chains.

The implementation consortium for this project is: UR-CAVM (lead organisation), Kf.TRUST Agb Ltd, INATEK and Q-Point B.V.

Client: ICCO-ASDF

Duration: 2014 – 2016

## Asia

### Afghanistan

#### Value chain management

Training on "Value Chain simulation training to Business Development Service Officers (BDSOs) of Afghanistan Rural Enterprise Development Program (AREDP)". By this training, AREDP is able to support the private sector (focus on Small and Medium sized Enterprise (SMEs) in Afghanistan) with value chain development. AREDP is "the partner" for value chain development for the private sector. Because of safety reasons, training of 20 BDSO officers was in Istanbul in Turkey.

Client: Nuffic/Niche (TMT80AGF)

Duration: 2012 - 2013

### China

#### Integrated quality management systems (IQMS) for food companies

As part of the WUR project, Q-Point has been involved in the development of a conceptual framework for ecological standards and integrated management systems for food processing at "ECO-Valley". Eco Valley is a large compound in the South West Beijing area and an initiative to develop a sustainable agriculture demonstration project. The initiative taken by COFCO industries, aimed to create besides innovative agriculture and a landscape park also a large area for food processing companies. Q-Point was asked to develop an integral management system for future participants. This integral management system is inspired by the international norm on Sustainability and / or Corporate Social Responsibility (CSR, People Planet Profit, ISO 26000).



*Interview with operators during visit at China food packing materials company.*

Client: COFCO industries

Duration: 2012 – 2013

### Nepal

#### Improving product quality of dairy and cheese

In this training of trainers project, Phanthi staff was trained on quality management and food safety issues for the dairy sector. Based on the intervention Phanthi implemented several measures to optimise production of ice-cream, yoghurt, cheese and also to fulfill the hygiene requirements.



*Inception meeting Phanthi management and Q Point.*

Client: Nuffic TMT (NFP-TM.14/19)

Duration: 2014 - 2015

### Vietnam

#### Food safety and food technology exposure visit to the Netherlands

In the beginning of 2015 Q-Point organised a training and exposure visit in the Netherlands for staff of the Centre for Research of Agro-food Processing (CRAFP) from Vietnam on food safety and food technology in the field of fruits, vegetables, green peas, soy milk and rice.



*Workshop Food Safety in Wageningen*

Client: CRAFP

Duration: 2015



**Indonesia**  
**Capacity Building in Fish Processing Technology**

Q-Point is involved as a consortium partner in the project “Capacity building in fish processing technology”.

Stichting Dienst Landbouwkundig Onderzoek / Centre for Development Innovation is the lead organisation, other consortium partner is Dayseaday Frozen B.V. and the requesting organisation is Sekolah Tinggi Perikanan (STP) - The Jakarta Fisheries University (JFU) of the Agency of Human Resources Development – Ministry on Marine Affairs and Fisheries (MMAF) Indonesia. The project aims to:

1. enhance the expertise and competences of staff of the Fish Processing Technology Department of STP on aquatic food processing, waste utilisation, HACCP, food safety standardisation, certification and branding;
2. upgrade facilities, and equipment for applied research and practical training programmes;
3. strengthen management and administrative capacity of staff.



*Fresh boneless milkfish manual process by student of SMK Perikanan*

Client: Nuffic/ Niche (NICHE/IDN/225)  
 Duration: 2014 - 2018

**Europe**  
**Belgium**  
**Supporting monoalgae producer to ISO 9001**

Q-Point successfully supported Tomalgae Ltd. Belgium in obtaining ISO 9001 and GMP+ certification Tomalgae is a start-up company producing monoalgae for the fish feed sector. The mono-algae are used for the hatchery phase in the aquaculture in order to feed shrimp larvae, and artemia cultures that successively are used to feed fingerlings from fish eating species for instance tilapia and pangasius.



*Q-Point is happy to have been part of this sustainable initiative.*

Client: Tolmalgae  
 Duration: 2014 - 2016

**The Netherlands**  
**Reduction of food waste in the Dutch hospitality sector**

In September 2012 Q-Point started a project in cooperation with the Royal Burgers' Zoo assigned/sponsored by Agentschap NL (now RVO) to reduce food waste in the hospitality sector. Optimization of processes and procedures within Burgers' Zoo (the 4 restaurants present) and throughout the supply chain form important elements in the approach used. Simple procedures and sophisticated programs are both part of the tools applied to realize reduced food waste. In a later stage the project successfully expanded to Apenheul. Food waste was 75% lower, whereas the same turnover was achieved with 28% less purchase.



*Visitors in the zoo have a lot of choice in the restaurant.*

Client: Royal Burgers' Zoo  
 Duration: 2012 - 2015

**Latin America**  
**Suriname**  
**Value chain development fruit and vegetables**

A market research was conducted in the recent past to explore the potential of typical Surinamese tropical fruit and vegetables for the Dutch market and the CARICOM region (Barbados and Trinidad and Tobago).

Client: Ministry of Agriculture, Livestock and Fisheries



## Middle East

### Egypt

#### Training on Cold Chain ICAPP

In November, during the launch Agro logistic Forum Egypt-The Netherlands in Cairo, Sebastiaan Hetterschijt and Cok Duijvestijn facilitated a two-day training on the cold chain for 15 participants.



*The participants of the training.*

Client: Ministry of Economic Affairs

Duration: 2014

### Egypt

#### Training on food safety, quality management and GLOBALG.A.P.

From January 2012, the Research Institute for a Sustainable Environment – RISE (former DDC), was transformed into a practical training & development centre for the horticultural sector in Egypt. RISE, supported by their partners from the Netherlands, has the ambition to become the most acknowledged provider for practice orientated training, applied research and demonstrations in the horticultural sector in Egypt. The focus of Q-Point was on quality management, food safety and GLOBALG.A.P. Q-Point is part of a consortium with AERES group and Royal Tropical Institute (KIT).



*A delegation of RISE visiting Royal Fruit-mastersGroup in The Netherlands.*

Client: Nuffic/Niche (Egy/108)

Duration: 2011 - 2015

### Other projects Middle East

Other projects in the Middle East in the recent past include:

- A zero-assessment and implementation of GLOBALG.A.P. in Emirates Farm (tomato, sweet pepper);
- A study in the fruit and vegetable sector named “Marketing Study Kingdom of Saudi Arabia (KSA) Vegetable & Fruit Sector” for the marketing initiative of the Agricultural Development Fund (ADF), (as part of the DLV Plant consortium);
- Development of a Request For Proposal rules and legislation to revise the Kingdom of Saudi Arabia (KSA) legislation, technical regulations and standards related to the production, handling and marketing of fresh fruit and vegetable products, to reach safe and good quality fresh fruit and vegetable products and successful marketing systems (as part of the DLV Plant consortium).

## Colophon

On the website of Q-Point you can find more information about our international projects. Look at [www.q-point-bv.nl](http://www.q-point-bv.nl) under heading Projects.



*From top left to bottom right: Standing: Sebastiaan Hetterschijt, José van Aken, Anita van Drimmelen, Cok Duijvestijn, Marjolein van der Elst, Tom den Hertog. Sitting: Alma Ruting, Victor Volkers, Carel Jaspers, Olivia Ansenk. Missing: Mark Bos, Corinne de Roos*

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