Terms of Reference

Feedlot Induction Review

Proposal due: 5pm (AEDT) 12 November 2026

Submit to: nbaker@livecorp.com.au

The Livestock Export Program (LEP)

The Australian Livestock Export Corporation (LiveCorp) is the rural Research and Development Corporation for the livestock export industry in Australia. LiveCorp's mandate is to provide research, development, extension (RD&E) and marketing services that maximise the productivity, sustainability and competitiveness of Australia's livestock export industry.

Meat & Livestock Australia (MLA) is a research development corporation representing Australia's livestock producers.

LiveCorp and MLA have an active collaboration through a joint program known as the Livestock Export Program (LEP). The LEP delivers animal welfare improvements in Australia and overseas markets through funding programs in:

- Livestock management, health and welfare
- Market access and development
- Supply chain improvements
- Communication and stakeholder relationships
- Research, development and extension.

Background and benefits

Southeast Asia (SEA) remains the main market for live cattle exports from Australia, representing more than 80% of total Australian cattle exports. Although businesses have adopted localised strategies for building profitable supply chains across the region, lot feeding cattle remains a key profit driver for many businesses and underwrites their ability to purchase Australian cattle.

As markets, industries and systems have developed, however, the increase in input, biosecurity and regulatory costs, currency exchange fluctuations and low gross profit margins are threatening to impact longer term trading conditions. As a result, ensuring that feedlots are operating as efficiently as possible is an integral part of the long-term sustainability of the trade.

Following foot and mouth disease (FMD) and lumpy skin disease (LSD) outbreaks across SEA over the past 5–10 years (depending on the market), lot feeders have had to introduce more extensive induction practices to allow for multiple vaccinations, health checks and drafting. The LEP in-market program has received advice from a range of feedlots in Indonesia that since the introduction of these additional processes, the shrinkage rate has increased by 2–3% and in some instances by more than 5% (compared to rates of shrinkage pre-2022). The importance of managing shrinkage rates was also highlighted as a recommendation from an LEP RD&E Program project – Optimising Australia's Live Cattle Supply Chain for Global Competitiveness across Indonesia and Vietnam (LC.RDE.0047).

The LEP is seeking a suitably qualified consultant to undertake a feedlot induction review across Indonesia, Vietnam and other SEA markets. The project will analyse the state of infrastructure, handling and induction practices and procedures and provide recommendations for efficiency improvements to inform future LEP RD&E and in-market priorities and activities.

A key focus will be measuring the shrinkage caused by induction handling, and a risk-benefit analysis of vaccination.

Potential benefits include:

- A reduction in shrinkage during feedlot induction
- Enhanced feedlot profitability
- A clear evidence base on the benefit of vaccination (FMD and LSD in particular)
- Improved understanding of industry capability, training and infrastructure needs
- Adoption of LEP R&D outcomes and best practice cattle management
- Data collection and analysis throughout the supply chain
- Positive industry engagement to support strong bilateral relationships

Strategic alignment

STRATEGIC ALIGNMENT	Rationale
Animal welfare and continuous improvement	Supports improved animal welfare and husbandry outcomes through recommendations for best practice infrastructure and handling.
Extension, adoption and capability development	Provides a platform to review feedlot R&D needs, identify opportunity for adoption of existing technologies and outcomes to support animal welfare and performance.
International development and industry sustainability	Strengthens capability and relationships across the region while increasing feedlot performance and driving long term industry sustainability.

Objectives

The objectives of the project are to:

- Consult with SEA lot feeders and review a representative sample of their induction processes to identify capability gaps, infrastructure improvements, training needs and technology requirements
- Quantify the shrinkage attributable to vaccination and associated induction handling, and assess the risk–benefit of vaccination compared with the weight loss, reduced performance and mortality risk associated with infection
- Develop a set of recommendations for participating feedlots to action
- Building on existing LEP resources (such as the Manual of Designs) and a consolidation of review findings, develop a technical resource recommending best practice feedlot induction processes in SEA
- Identify opportunities for data collection and sharing across the supply chain

Outputs

Key outputs of the project will include:

- Specific feedback to participating feedlots
- Consolidated industry report
- Analysis of vaccination-related shrinkage, including a risk–benefit assessment of vaccination
- Best practice feedlot induction process manual
- Detailed business case for any further work

Stakeholder consultation undertaken during this project will ensure industry needs and expectations are incorporated into the design process. The successful consultant will be provided with knowledge of previous LEP RD&E Program outcomes so that opportunities for adoption of existing technologies can be identified. Using the recommendations and data collected during the project, future RD&E opportunities will be reviewed to guide future project development, with follow-up support available through the LEP in-market team.

Project requirements

In developing their proposal, tenderers should address the following:

- Demonstrated experience in feedlot induction and cattle handling across international markets, particularly SEA
- A proposed approach to selecting a representative sample of feedlots, developed with the LEP in-market team, including clear participation guidelines
- Methods to ensure actual induction procedures are observed within the project timeframe (e.g. video footage), and use of technology to reduce travel time and costs where possible
- A proposed methodology for isolating shrinkage attributable to vaccination (FMD and LSD in particular) from other induction and transport factors, and for assessing the risk–benefit of vaccination
- Any infrastructure recommendations must be accompanied by a clear expected return on investment (ROI)
- A review of existing LEP, MLA and LiveCorp material associated with feedlot induction, biosecurity and husbandry to avoid duplication and leverage existing resources
- Data collection that complies with MLA and LiveCorp privacy policies, with participants informed of data usage before participation

Fees and proposal format

The proposal should include an outline of the proposed plan, deliverables and fees in a table with the below elements (this may be elaborated on in keeping with the proposal's design).

Milestones				
Milestone	**Milestone Details**	**Date Complete**	**Research/ Service Organisation Fees**	**Expenses**
Milestone #	*[Insert details of the Milestone that must be achieved, such as the provision of a Service or Deliverable or a particular stage of the Project that must be met]*	*[Insert the date by which the Milestone will be met]*	*[Insert the funds payable to the Research Organisation for this Milestone or particular rates/material basis]*	*[Insert the funds for expenses incurred by the Research Organisation for this Milestone or particular rates/material basis]*

If travel fees are to be sought separately from the costs of the project, an estimate of this cost should also be included (which will be reimbursed by LiveCorp based on actual expenditure).

Project timing

It is anticipated that the project will be **delivered within 12 months** of the signing of the agreement. However, the tenderer should indicate if more/less time will be required.

Tender selection

In line with governance requirements to deliver value for money, this project will be put out for tender to identify the best-placed consultant to deliver the Terms of Reference.

The LEP RD&E Management Committee will review each proposal. The Management Committee will select the proposal that offers the most appropriate project plan and demonstrates the best value for money. They may also select a short list of tenderers to supply further details (if required).

Resources and skills required

The proposal should include all resources and personnel required to undertake the project together with a complete budget. This includes any subcontractors, their details, roles and expected fees.

Tenderers should demonstrate the skills and qualifications that position the proposed team as being the most appropriate for the project execution.

The submission should also detail two examples of previous work completed that is relevant to this project.

Terms of Agreement

Where no previously negotiated agreement is in place, unless stated otherwise, all terms of the standard agreement (see Appendix 1) will be deemed to be accepted by the tenderer. If the tenderer is proposing any variations to those terms, the tenderer must identify the clause, detail the reasons for non-acceptance and, if appropriate, provide the tenderer's proposed alternative wording to the clause.

The consultant should advise in the proposal if they intend to introduce any background Intellectual Property (IP) or if they intend to seek any ownership of the final IP of this project.

Other terms

LiveCorp may seek to use the successful tenderers branding/logo (in line with style guides and branding/logo requirements) on the final outputs.

Confidentiality

The terms and details of any proposal will be treated as confidential.

Conflict of interest

Where tenderers identify that a conflict of interest might arise in the provision of goods or services contemplated by this request for tender, tenderers are to identify that potential conflict of interest in their tender.

Further information

If you have questions regarding this project, contact:

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Appendix 1 – Standard Research & Development Services Agreement