



Food and Agriculture
Organization of the
United Nations



First physical meeting of the FAO Technical Working Group on the Progressive Management Pathway for Improving Aquaculture Biosecurity (PMP/AB TWG 3/2022)

Gaeta, Italy
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TOOLKIT 7: Training modules

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DESCRIPTION

- ☐ Supports PMP/AB Stages 1, 2, 3 and 4;
- ☐ Provide acquaintance for the Competent Authorities about aquaculture and specifically about biosecurity paving the way for PMP/AB;
- ☐ Provide technical background for a pragmatic approach in aquaculture biosecurity for the competent authorities, stakeholders and specialists;
- ☐ Supports capacity building in NSAOH.

- **Preliminarily**
- [?] Study previous initiatives (FAO Academy, FAO Risk Analysis training course, OIE, NACA, producers organizations...)
 - Contents
 - Methods
 - Lessons learned
 - Assessment with targeted audience

■ Planning

■ Target audience

1. Competent authorities (Fisheries and Aquaculture, Sanitary, environmental...)

- Decision level
- Technical level

2. Stakeholders

- Hatchery, farm and plant managers,
- Technicians
- Service providers (laboratories)

- **Planning**

- Target audience

3. Specialists

- Academe
 - Researchers
 - Extensionists
 - Consultants
 - Instructors
- ### 4. Others...?







■ Contents

- Building Public Private Partnership (PPP)
- Introduction to aquaculture and biosecurity
- PMP / AB structure and management
- PMP / AB Toolkits
 - Biosecurity planning
 - Emergency preparedness and response
 - Risk assessment
- Digital Tools

DESCRIPTION

PMP / AB

TRAINING MATRIX

PAÍS	CA	STAKEHOLDERS	TECHNICIANS	?
Introduction aquaculture				
Disease economics				
Animal health programs (FAO, OIE)				
Aquaculture biosecurity				
PMP / AB management				
Tools (kits and digital)				

- **Description**

- **Duration**

- According to content per audience (ex. 5 to 15 days)
- Divided in modules

- **Methods**

- Online and physical meetings
- Multidisciplinary team
- Country nationals participation (knowledge about the sector, network, language)
- Content level adapted to the targeted audience
- Case studies

- **Description**

- **Methods cont...**

- Simulations / dynamics
- Visit to farms, hatcheries,
- Practical classes (samplings, analysis, monitoring...list practical activities).
- **Training platform - FAO elearning Academy (upload of contents, manage activities)**
- Massive online courses (MOOCs), webinars, workshops
- University master's and postgraduate degree programmes.

■ **Methods**

- [?] Free of charge and tailored to country-specific needs
- [?] Partnership with universities and other institutions
- [?] PMP AB International and National meetings for the exchange of experiences
- [?] Communication channels for all participants
- [?] Social media for engagement

■ SCOPE

- Develop a Training Program with a step-wise guidance for the different targeted audiences in the private sector and government competent authorities

■ Assessment tools and other requirements

- [FAO Guidelines and Manuals]
- [WOAH Manual and Guidelines]
- <https://www.awe.gov.au/sites/default/files/sitecollectiondocuments/fisheries/aquaculture/aquaculture-farm-biosecurity-plan.pdf>

■ Training requirements

- ✓ Train of trainers (TOT)
- ✓ Multidisciplinary team (aquaculture, biosecurity, food safety, quality control, pathologists, Risk Analysis, HACCP, SWOT...)
- ✓ PMP AB Training contents
- ✓ ☐ Platform and online tools
- ✓ ☐ Training skills

■ Technical competencies of members of SubTWG

- ✓ Multidisciplinary competences, experience in aquaculture and animal health training, background in biosecurity, aquatic animals epidemiology, diagnosis and analysis, aquaculture economics.
- ✓ Motivated
- ✓ Suggested names to be targeted and/or call for expression of interest

■ Links to relevant documents

- ✓ 2030 Agenda for Sustainable Development

<https://www.un.org/sustainabledevelopment/development-agenda/>

- ✓ WOAH Code and Manual

- ✓ <https://www.woah.org/en/what-we-do/standards/codes-and-manuals/#ui-id-4>

- ✓ <https://www.woah.org/en/what-we-do/standards/codes-and-manuals/#ui-id-3>

■ Other information:

- ✓ <https://elearning.fao.org/>
- ✓ Biosecurity training initiatives:
- ✓ Smart Aquaculture Biosecurity (SAB) KOREA FAO (KOFAP)
- ✓ <https://www.fao.org/in-action/smart-aquaculture-biosecurity/en/>
- ✓ <https://www.awe.gov.au/sites/default/files/sitecollectiondocuments/fisheries/aquaculture/aquaculture-farm-biosecurity-plan.pdf>
- ✓ <https://training.gov.au/Training/Details/SFIBIO401>
- ✓ <https://www.isvma.org/wp-content/uploads/2019/10/Module15SpeakersNotes.pdf>
- ✓ <https://www.aphis.usda.gov/aphis/ourfocus/animalhealth/nvap/NVAP-Reference-Guide/Aquatic-Animal/Aquatic-Animal-Health-Activities>
- ✓ Other training material for animal health

THANK YOU



■ Contents

- [?] Disease economics (losses, trade barriers)
- [?] Trade and barriers
- [?] 2030 Agenda for Sustainable Development
- [?] OIE Aquatic Animal Health Strategy and One Health Approach
- [?] Regulations (international, national, voluntary)
- [?] Aquaculture biosecurity
- [?] PMP / AB structure and management
- [?] PMP / AB Toolkits
- [?] Digital Tools

THE PROBLEM

In this slide, you will need to address the following questions as simple and concise as you can be

01.

WHAT IS THE PROBLEM

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02.

HOW DO YOU KNOW IT'S A PROBLEM

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03.

WHO ARE YOU SOLVING THE PROBLEM FOR

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THE SOLUTION



BUSINESS MODEL



01.

R

Revenue

How you will/are driving revenue and a profit.

02.

\$

Pricing

What are your current costs to get the product or service to market and what could they be in the future with funding/sales.

03.

S

Sales & Distribution

Your plan for marketing, sales and distribution of product.

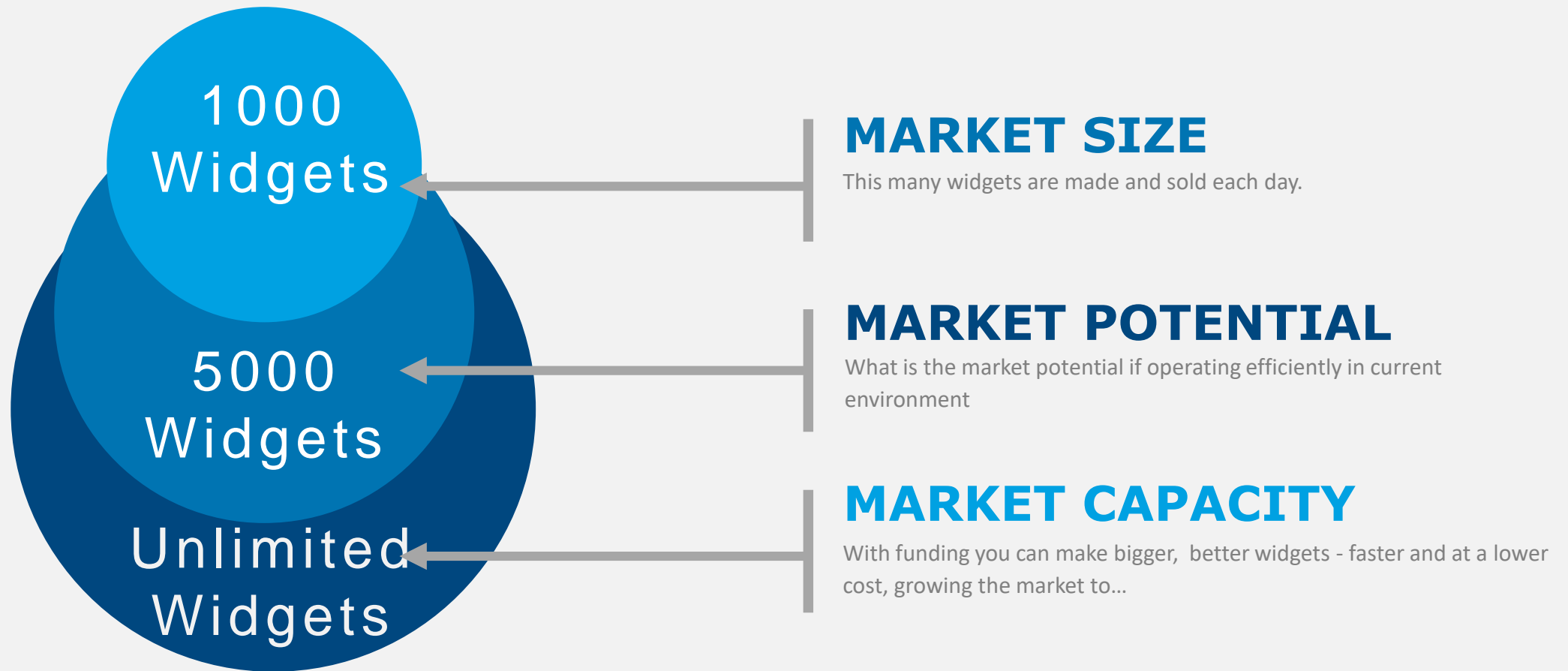
04.

V

Lifetime Value

How your product/service will remain viable and profitable long term.

FUTURE GROWTH



TRACTION

In this slide, you will need to answer the question on each investor's mind, is this a good opportunity for me?



How many customers do you have? Who are they?



How much revenue are you generating?



What does your monthly growth look like?



Are you profitable?



Do you have key partnerships?



COMPETITION

Capitalize on low hanging fruit

	CHARACTERISTICS	YOUR ADVANTAGES
COMPETITOR 1	Characteristics	Advantages
COMPETITOR 2	Characteristics	Advantages
COMPETITOR 3	Characteristics	Advantages

3

THE XYZ TEAM

GISSELA

Make a type specimen book
unknown printer took a galley
of type and scrambled it to
make a type specimen book

Team Work

85%



GLADICE

Make a type specimen book
unknown printer took a galley
of type and scrambled it to
make a type specimen book

Team Work

85%



ROBBERT

Make a type specimen book
unknown printer took a galley
of type and scrambled it to
make a type specimen book

Team Work

85%



THOMAS

Make a type specimen book
unknown printer took a galley
of type and scrambled it to
make a type specimen book

Team Work

85%



The team slide is your chance to showcase why you are exceptional and why investors should bet on your team.

Demonstrate that you are a founder, that stand out in some way, and that you excel in the things you do. Investors look for a strong and diverse team with relevant expertise.

Showcase your teams expertise and play to your strengths.

THE ASK

We Are Looking For \$480,000 In Funds

The funds will be used to cover the cost of data capture and management platform, upgrade website an e-commerce, launch a digital advertising campaign and hire new staff members .

IT Development

Explain the need, value and benefits.

Advertising

Provide details of the campaign, focus, benefits and expected ROI.

01

02

03

04

Website Upgrade

Provide details, why upgrade is needed and benefits related to ROI

Hire New Staff

Make the case for need to hire additional staff and how this will contribute to the growth and bottom line

