

Entrepreneurship Developed Through PDBP

A Success Story of Muhammad Nawaz Biogas Construction Company under PDBP



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District Wise Map of Punjab (Pakistan)

Beneficiary's Profile

General Info

Beneficiary Muhammad Nawaz Shad

Age 60 Years

Occupation Manager of Muhammad Nawaz BCC
(Rtd. Chief Technician – Pakistan Air Force)

Village 455-JB

Tehsil Jhang

District Jhang

Province Punjab, Pakistan



Muhammad Nawaz Biogas Construction Company (BCC) Info

Establishment	Manager	Plant Constructions		Work Force			Distinctions
		BDBP	Non-PDBP	Supervisors	Masons	Labor	
October 2009	Muhammad Nawaz Shad	237 +	35 +	1	4	15	Toper of 1 st Quarter 2014

Pakistan Domestic Biogas Programme promises to enhance living standards of rural community especially of the farmers and domestic women. Since the launch of the programme it has contributed a lot in betterment of their livelihood, social status and in other aspects of their life through provision of biogas facility. The aforementioned core objective of the programme is being met with provision of biogas plan construction services through biogas construction companies (BCCs) comprising on local masons and contractors that were trained in technical service provision, management, quality assurance and after sale services provision. The BCCs have been established in all twelve districts where the PDBP operates. The maximum strength of BCCs under the programme went up to 50 including over 450 masons, but the commitment for quality assurance persuades to periodically assess the working and progress of the BCCs which eventually rank them in best, good, satisfactory and inactive. So the current number of active BCCs in the programme range is 27. The assessment is conducted on monthly basis at Quality Control Centers (QCCs) at district level, and a quarterly progress review is conducted at entire programme level that awards the progressive BCCs in first, second and third positions. The successful BCCs in the quarter are given more targets and opportunities to increase their revenues. This approach encourages BCCs to work efficiently and ensure quality services to the clients. All the BCCs have benefited from the programme so much that they have become successful entrepreneurs and generating surprising revenues from this business. They have become financially sound and now supporting livelihood of their employees.

Muhammad Nawaz Shad from 455-JB, Jhang is one of the privileged persons who got training and established Muhammad Nawaz Biogas Construction Company in Jhang. He is heading a 25-member family including his 8 sons and his grandchildren. Qualified as an Associate Engineer, Muhammad Nawaz has served Pakistan Air Force (PAF) as Chief Technician.

After his retirement from the government service he was concerned about the financial needs of his family for their survival and happy living because the pension from the PAF was not sufficient to meet the needs of his big family. Family's food, children's education, their marriages and a variety of other expenditures were his major concerns. He started thinking income generation ideas and established a general store in his village. The income from this general was also not sufficient so he opened another general store to increase his income. But the situation remained same. With the passage of time he concluded the general stores as they were of no profit but only wastage of his efforts and time.

Somewhere in 2009 he felt that the most appreciated business in the rural setup was agriculture so he started it with a hope that it would provide him with opportunity to meet entire needs of his family. The idea worked and he started earning and fulfilling the needs of his family. With passage of time the needs of his family increased and he started thinking for a supplementary business.

In the same year the Pakistan Domestic Biogas Programme (PDBP) was launched by Rural Support Programmes Network (RSPN) in twelve districts of the central Punjab. Muhammad Nawaz's elder son who was somehow linked with the programme as a mason gave him idea to establish a biogas construction company that provides construction services for biogas plant under the PDBP. Muhammad Nawaz agreed and established 'Muhammad Nawaz Biogas Construction Company' in October 2009 under PDBP. He got several trainings as a mason, BCC manager, basic accountancy and finance management. He is one of the luckiest beneficiaries who went to Bangladesh for exposure and training under the programme.



Muhammad Nawaz and his Son Sitting in the BCC Office

After the capacity building through the trainings and proper technical and moral support he established a proper office in his home and started working with commitment and dedication. He started making incomes from this business and increased his revenues through the accomplishments. He spread his services across the district Jhang and inducted employees in his BCC. His BCC comprises on 21 employees including a supervisor, 4 masons and 15 laborers. The employees include 5 of his sons, one as Supervisor and 4 as masons. This inclusion was made to generate more incomes for his family. Each laborer in his BCC is given Rs. 10,000 monthly salary. He is very supporting and accommodating to his employees. Most of his employees are given advance salary and every one of them is covered with health and life insurance under the BCC.



Muhammad Nawaz during Construction of Plant along with his Sons



Muhammad Nawaz BCC Constructing 3 new Biogas Plants in Chak 4997-JB

The achievements of Muhammad Nawaz Biogas Construction Company, includes construction of over 272 biogas plants so far. These include over 237 completions under PDBP and over 35 on self marketing out of the PDBP area. 8 more biogas plants are under construction in Tehsil Shorkot of Jhang. Muhammad Nawaz says that this success is due to his quality of services and good dealings with the clients. Muhammad Nawaz has developed a proper monitoring and supervision mechanism that ensures delivery of quality services. He says that the PDBP technicians and the clients are witness of his quality services. Muhammad Nawaz Biogas Construction Company was awarded 1st position in the 17th BCC Review conducted at entire programme level. This was due to completion of maximum quarterly targets and provision of quality services to the clients.



Muhammad Nawaz declared "Best Performer of the Quarter" in 17th BCC Review Meeting with completion of more than 37 Biogas Plants

The impact of the business on his family is also visible. As Muhammad Nawaz told, his net salary in each month amounts up to Rs. 200,000/, that is more enough to meet the needs of entire family. 3 of his sons are studying in 7th, 8th and 9th class. The family has become prospered and more social than before. They have now links with all status holders, even with notable politicians; bureaucrat etc. they had only 2 cattle before establishing BCC, but now they own 12. The BCC has also added more assets including 5 motorcycles and a loading rickshaw. The further intentions of Muhammad Nawaz include building a new home, buying a Suzuki Mehran Car, and going for Hajj in near future.



Happy Family of Muhammad Nawaz Including his 8 Sons and Grandchildren

Apart of a finding BCC the best business opportunity for his family, Muhammad Nawaz considers it a platform contributing in social, economic and environmental development of the society as well. He says that provision of livelihood opportunity to his employees is also a social service. He adds that construction of biogas plants results stoppage of woodcutting, smoke and soot that eventually protects the environment from hazardous effects. He feels that contribution in social development is a noble act. Expending his public welfare interventions he has donated his village with paved drains and street.



Pavement of Streets and Drains in the Village done by Muhammad Nawaz

Muhammad Nawaz is very conscious for sustainability and development of his BCC as well as of the PDBP. He has taken various steps in marketing and promotion of the programme including biogas labels on the motorcycles of his BCC, printed T-shirts and banners etc. He says that this has resulted in goodwill and reputation in the market not only in Jhang but in other districts of Punjab as well.



Labeled Motorcycle, T-Shirts and Billboard for Promotion of BCC



Muhammad Nawaz's Son and Grandchildren Encircling a Biogas Plant in Their House