



RFP for Consultancy Services-WWF Pakistan

Subject:

**Development and implementation of Eco-tourism—based
Alternate Livelihood Plans for the Indus River Dolphin Sites**

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1) INTRODUCTION & BACKGROUND

Contract type: Field work and desk review, capacity building
Duration of assignment: 20 June 2023 till 30 November 2023

The Indus River dolphin *Platanista minor* is a flagship species, which is listed as Endangered (EN) in the IUCN Red List of Threatened Species. The Indus river dolphin is only found in the Indus River system, with the only viable population located within the geographical boundaries of Pakistan, with only a few dolphins having been reported in the Beas River in India, a tributary of the Indus. Indus river dolphin conservation is challenging because of the enormous pressures on its habitat and in future, as water infrastructure plans develop and the challenges of climate change exacerbate, the viability of the species needs to be ensured through collective actions. The Indus River Dolphin Conservation Adoption Project supported by the Engro-Foundation aims to enhance the efforts to protect the Indus River dolphin and its innate habitat and halt the threats by using advanced tools and approaches. The project focuses on its core habitat between the Taunsa and Sukkur barrages.

2) GENERAL CONDITIONS

- 1) The WWF-PAKISTAN reserves the right to reject or accept any proposal. The WWF-PAKISTAN reserves the right to proceed with the implementation of any Service, in whole or in part, as described in the Proposal.
- 2) The WWF-PAKISTAN reserves the right to engage in discussions with any BIDDER to clarify responses or discuss certain issues with regards to the proposal or services requested. The WWF-PAKISTAN has no obligation to notify the other BIDDERS of the discussions, clarifications, or other information provided by a BIDDER. Any additional information required for preparation of the BID shall be distributed to all participants at the same time.
- 3) The WWF-PAKISTAN reserves the right to award the proposal based on experience, qualification, completion date, service cost and other criteria, and not necessarily the lowest cost.
- 4) Based on the RFP BID the WWF-PAKISTAN is entitled to change/replace or omit any clause/part of the preliminary defined scope of services of the proposal. The WWF-PAKISTAN shall conduct negotiations with WWF to achieve the full compliance to the requirements.
- 5) The WWF-PAKISTAN reserves the right in the event the successful CONSULTANT fails to comply with the terms and conditions as listed, to cancel this contract and award it to another CONSULTANT without penalty or action against the WWF-PAKISTAN. The RFP does not constitute an agreement or order.
- 6) The RFP is not a binding agreement between the parties, submission of a proposal or response by a proponent is voluntary.
- 7) By submitting a bid, the BIDDER is deemed to have acknowledged all of the undertakings, specifications, terms and conditions, **WWF Fraud and Corruption Prevention and Investigation Policy (Annex 2)** contained in the RFP, and to be

bound by them if the BID is accepted. All expenses incurred by the Bidder in connection with the preparation of its proposal are to be borne by the RFP participant, and the WWF-PAKISTAN shall not incur any obligation whatsoever toward the Bidder regardless of whether such bid is accepted or rejected.

The primary objective of this consultancy is to promote community stewardship through implementation of community-based ecotourism as an alternative livelihood option for the fishers dependent on the fisheries of Indus River for their livelihoods. Ecotourism is a rapidly growing sector worldwide, with a pivotal role in both economic development and biodiversity conservation. The project area located between Taunsa-Sukkur Barrages holds immense ecological and cultural significance, presenting substantial potential for ecotourism. The ecotourism initiatives would offer poor fisher communities an alternative means of livelihood, generating economic benefits for them. These economic incentives not only support the communities but also serve as a motivation to conserve the natural and cultural resources crucial for income generation. Additionally, efforts will be made to enhance technical knowledge and skills within the communities, while establishing a few demonstration models to showcase successful approaches.

Area:

The project will focus on the core habitat of approximately 500 km Indus River stretch between Taunsa and Sukkur barrages.

Consultancy Outputs:

- Identification of beneficiaries' using a pre-defined and approved selection criteria and gender-inclusive approach
- Develop two eco-tourism plans including sustainability and business linkages development targets (one for Sindh and other for Punjab site) in English and their translation in Urdu and Sindhi
- Develop a training manual and their translation in Sindh and Urdu
- Conduct two trainings of selected local community.
- Upgrade/ revamp two existing boats with the traditional and ecological designs, artwork and enrichment of relevant equipment and safety gears.
- Monitor Indus Dolphin watching boat safaris organized during the life of this assignment.

4) DELIVERABLES

The consultant(s) is expected to submit the following deliverables by the end of this consultancy:

- A list of beneficiaries identified using a pre-defined and approved selection criteria and gender-inclusive approach
- Two eco-tourism plans -one for Sindh and other for Punjab site) in English and their translation in Urdu and Sindhi
- Eco-tourism training manual and their translation in Sindh and Urdu
- Two trainings for selected local community.
- Upgrade/ revamp atleast two boats with the traditional and ecological designs, artwork and enrichment of relevant equipment and safety gears.
- Monitor Indus Dolphin watching boat safaris organized during the life of this assignment

5) PROJECT/ ASSIGNMENT TIMELINE

The consultant/Firm shall provide detailed service provision timeline per milestones and phases. The assumed commencement date of the assignment is **June 20, 2023** and the completion date is **November 30, 2023**

Note:

Timelines may be amended based on actual agreement dates and Mutual Consent of Both Parties)

6) REQUIREMENTS

The interested consultant(s) should meet the following criteria:

Minimum Requirements:

- Atleast a master's degree in relevant fields
- At least 5 years of experience of working in the development sector with proven track record of the developing and implementing eco-tourism based sustainable livelihood and business models . Prior experience of working with local communities from the Indus River would be considered an asset.
- Well reputed firm/individual capable to undertake the desired assignment as described in the Scope of work and at least 5–10 year experience in the work on in the development sector with proven track record of the developing and implementing eco-tourism based sustainable livelihood and business models . Prior experience of working with local communities from the Indus River would be considered an asset.;
- Previous experience of alternate livelihood, eco-tourism-based programme, its marketing and capacity of rural communities of Pakistan.

Required documents:

Interested individual consultants/consultancy must submit the following documents/information to demonstrate their qualifications:

- Proposal: (i) Explaining why they are the most suitable for the work, previous work experiences; (ii) Provide a detailed methodology including community outreach and engagement plan with timelines on how they will approach and conduct the work
- Profile of the applicant
- Financial proposal (including fee, travel cost (if any), and other relevant expenses)
- Curriculum Vitae of the team engaged in the Project

7) CORRESPONDENCE & SUBMISSION OF PROPOSAL

1. Interested consultants should submit the Proposal and can send their Queries through Email by attentionto the Following:

To: Faiza khan (fkhan@wwf.org.pk)

Cc: Muzzammil Ahmed (mahmed@wwf.org.pk)
Maham Zahara (mzahara@wwf.org.pk)

2. The BID submission deadline mentioned on WWF-Website.
3. Any information and responses to enquiries will be made in writing and distributed by email to all proponents. Enquiries after the foregoing deadline will not receive a response.

8) FORMAT OF THE PROPOSAL

The BID submitted by the participant must be structured as per the below provided instructions:

- 1) **Application Form available at WWF-Website** - General information about the Bidder, covering, qualificationand experience, CV.
- 2) **Experience:**
 - a) **Description of the complete projects:** the list and general information about the complete projects, description of the role in the project, other accomplishments of the Consultant.
- 3) **Proposal outlining scope consultancy service-** Description of scope and working process, stages, deliverables, exclusions, conditions;
- 4) **Provide template of already complete similar type of reports-** the WWF-PAKISTAN may request additionally;
- 5) **Service Provision Timeline** – Provide Detailed Work Plan as per Deliverable and TORs.

- 6) **Financial Proposal**- the prices shall be provided in Pak Rs, the total price shall include all costs related to service provision including applicable taxes.

Note:

Templates of all Information is provided on Application form available at WWF-Website. Any Additional Information related to the RFP can be attached along with application Form.

9) FINANCIAL PROPOSAL

The proposed prices shall be provided in PKR, the total price shall include all costs related to service provision including all Direct and Indirect taxes, Travel, Boarding & Lodging shall be based on actual receipt up to max Ceiling (If Any).

The Payment Term: shall be defined by the contract to be concluded between WWF -Pakistan and the consultant.

10) EVALUATION PROCESS

Applicant's proposal shall be evaluated based on Quality and Cost Based Selection (QCBS) method. Under QCBS both technical and financial proposals shall be evaluated as per following criteria against a maximum score of 100 points.

- a) Technical Proposal 70%
- b) Financial Proposal 30%

The following criteria shall be used as a basis for evaluation of technical proposals:

Qualifications (maximum 30 points)

- Experience relevant to the assignment (maximum 30 points)
- Adequacy of the proposed methodology and work plan (maximum 20 points)
- Skills & Competencies for the assignment (maximum 10 points)
- Prior experience with WWF-Pakistan (maximum 10 points)

Note: Late/ incomplete submissions will not be accepted. Only three (03) top-ranked firms will be included in the comparative process

11) DOCUMENTATION AND CONFIDENTIALITY

All documents completed based on requirements of the present RFP shall be the property of the WWF-Pakistan, and shall not without the consent of the WWF-Pakistan be used, reproduced or made available to third parties beyond what is necessary in respect of the fulfilment of the Project. All documents issued and information given to the BIDDER shall be treated as confidential.