



# **RFP for Consultancy Services-WWF Pakistan**

## **Subject:**

"Hiring of capable individual/Firm with a sound understanding of the cetaceans in the Northern Arabian Sea in Pakistan to develop a draft National Plan of Action for conservation of marine cetaceans in Pakistan and associated threats to fisheries bycatch"

---

CONTENT

1) Introduction & Background .....	2
2) General Conditions .....	2
3) Purpose of Consultancy .....	2
4) Deliverables.....	3
5) Project/Assignment Timelines .....	3
6) Requirements .....	3
7) Correspondence and Submission of Proposal .....	4
8) Format of Proposal.....	4
9) Financial Proposal.....	4
10) Evaluation Process .....	5
11) Budget.....	5

## 1) INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	From signing of Contract
Type of Consultant:	Individual/Firm

### Background of Project & Assignment:

The World-Wide Fund for Nature-Pakistan (WWF-Pakistan), the global conservation organization, has a mission to stop the degradation of the planet's natural environment and to build a future in which humans live in harmony with nature by

- Conserving the world's biological diversity;
- Ensuring that the use of renewable natural resources is sustainable; and
- Reducing pollution and wasteful consumption

Under its global mission, WWF-Pakistan works with central and local government agencies, the private sector, civil society organizations (CSOs), and the local communities to implement its various conservation programmes in the six thematic areas, including energy and climate, forest, freshwater, wildlife, food and market, and ocean. WWF Pakistan has substantial experience in working with international donors.

WWF Pakistan, founded in 1970, is Pakistan's most significant independent nature conservation NGO, with over 20 offices nationwide. WWF Pakistan has a mission to preserve the country's incredible biodiversity and natural resources through the practices above. Since its inception, WWF Pakistan has implemented over 200 projects and programmes. WWF Pakistan works closely with local and national partners, government, private partners, research, and communities.

### Brief Project Description:

National Workshop on Strengthening Conservation and Management Measures (CMMs) to bridge multilateral environmental agreements (MEAs); a way forward for adopting and implementation of National Plan of Action (NPOA) for Cetaceans in Pakistan.

Pakistan has a coastline of 1050 km and an EEZ of approximately 290,000 km<sup>2</sup> with the territorial waters covering an area of 24,000 km<sup>2</sup>. It borders the productive Northern Arabian Sea and is famous for its upwelling phenomenon. The continental shelf of Balochistan only measures 15-40 km, which makes it dynamic in the fisheries sense and provides livelihood opportunities for fishers residing along the coast of Pakistan. The coast of Balochistan is comprised of sandy beaches, whereas the Sindh coast consists of creeks and the continental shelf is shallow, unlike Balochistan which is steep. Both coastlines support a wide variety of marine species. The Balochistan and Karachi coasts are famous for nesting sites of green turtles, where around 140 species of elasmobranchs and 19 species of cetaceans have been recorded from Pakistan's waters. This showcases the rich marine resources of Pakistan and its potential to support the livelihood of around 1 million people.

Bycatch is considered the biggest threat to Cetaceans in the Indian Ocean. According to estimates provided by scientists, around 60-80,000 individuals (dolphins) are killed annually due to the impact of fishing activities. These fishing activities include the pre-dominant use of drift gillnets, longline, and purse seine. The drift gillnets used by the coastal states are reported to be longer than 2.5 km and are considered to be around 12-15 km long. This is in contravention of the United Nations General Assembly (UNGA) resolution (46/215) on delimiting the length (2.5 km or less) and area of operation (ban in the high seas) for drift gillnets. Moreover, a similar resolution (17/07) has also been adopted by the regional fisheries management organization in the Indian Ocean which bans the use of drift gillnets (2.5 km or above) in the area of competence managed by the Indian Ocean Tuna Commission (IOTC).

WWF-Pakistan requires a technical consultant to develop a document (National Plan of Action) on cetacean bycatch and measures of mitigation to be further shared with relevant departments for endorsement.

## 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 regard 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 the 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 full compliance with 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, of **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.

### 3) PURPOSE

#### **Objectives of the Assignment:**

The overall objective of the consultancy is to:

To clearly underline the status of cetaceans in Northern Arabian Sea in the National Plan of Action, to demonstrate the lack of effective governance, considering cetaceans are highly migratory species. For example, at present poor fisheries management practices may be the result of multiple factors including a lack of fisheries management capacity (human and financial), lack of prioritization in government policies, gaps in policy and legislation, political pressure, and/or lack of political will and/or corruption.

Terms of reference:

- Develop a document of the National Plan of Action specifically on cetacean bycatch and conservation.
- To clearly articulate and develop practical/realistic measures/actions as part of bycatch mitigation to manage cetaceans in Pakistani waters
- How to improve data collection and reporting to tuna Regional Fisheries Management Organizations (tRFMOs), explore mechanisms for collection of information on the catch, discards, and the post-release mortality of cetaceans in tuna drift/gillnet fisheries among other fisheries
- Identify species-specific, and/or fisheries-specific, management measures that can be implemented at regional scales to prevent further overexploitation.
- To explore transboundary issues and explore whether they are an impediment to cetacean management in the NIO.

### 4) Deliverables

Delivery of a draft NPOA based on the above-described work. This will largely require desk and fieldwork (if required). There is a general expectation that facts are cross-checked with key experts in and on the region in particular.

### 5) REQUIREMENTS

The Consultant/Consultancy Firm should possess the following qualifications and expertise:

### Minimum requirements

- The consultant should have demonstrated expertise, and experience to develop the draft NPOA or documents like plan of actions.
- Familiarity with fishing operations and associated bycatch in Pakistan.
- Excellent knowledge and understanding of the Arabian Sea and associated coastline.
- Proactive and able to work with minimal supervision and a high degree of initiative, reliability, flexibility, motivation, and resourcefulness
- Professionalism: flexibility to make ad-hoc changes as and when the need arises; ability to perform under stress; willingness to keep flexible working hours.
- Excellent data collection and analysis skills
- Able to work with minimum supervision
- Experience in providing quality technical reports
- Knowledge of WWF's work globally and regionally is an asset.
- Identifies and aligns with the core values of the WWF organization: Courage, Collaboration, Respect & Integrity
- Demonstrates WWF behaviors in way of working: Strive for Impact, Listen Deeply, Collaborate Openly, Innovate Fearlessly;
- Adheres to WWF's brand characteristics, which are: Knowledgeable, Optimistic, Determined and Engaging

### Timeline

- 45 days (1st November 2023 to 15th December 2023)
- By November 10, 2023 – tools, methodology, and plot for developing the plan are developed and shared
- By the middle of November 2023 – at least an outline of the plan will be shared
- By the end of November 2023 – A draft plan of action will be shared with WWF for review.
- By the middle of December 2023 – The final draft Plan of Action will be shared to further expedite the process.

## 6) CORRESPONDENCE & SUBMISSION OF PROPOSAL

1. Interested consultants should submit the Proposal and can send their Queries through Email by attention to the following:

**To:** Faiza khan ([fakhan@wwf.org.pk](mailto:fakhan@wwf.org.pk))

**Cc:** Muzzammil Ahmed ([mahmed@wwf.org.pk](mailto:mahmed@wwf.org.pk))

2. The RFP submission deadline is mentioned on the website.
3. Any information and responses to inquiries will be made in writing and distributed by email to all proponents. Inquiries after the foregoing deadline will not receive a response.

## 7) 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 qualification and 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, and 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, and 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 the application Form.

## 8) 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 and lodging shall be based on actual receipt up to max Ceiling (If Any).

The consultant will submit the cost of the assignment in a lump sum, including all applicable taxes according to the Government of Pakistan and the Government of KP

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

## 9) EVALUATION PROCESS

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

A) Technical Proposal (70%)

- Detailed work plan
- Expression of interest (EOI)
- Company or individual Profile
- Detailed methodology

B) Financial Proposal (30%)

- Detailed financial proposal which should be inclusive of all applicable taxes and out-of-pocket expenses. The financial proposal should follow a breakdown structure i.e., specifying cost(s) to each head and subhead
- Company's registration certificate
- NTN detail(s)
- Any legal or technical certification required for the task
- Audited Accounts Report (if available) of last FY

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

**Conditions:**

- WWF-Pakistan reserves the right to accept any proposal or reject all proposals.
- Only shortlisted consultants will be contacted for further consideration.
- Only remuneration will be paid to the consultant, the boarding and lodging will be their own responsibility

**Copyrights:** WWF-Pakistan will have the copyright for the entire data and reports; the consultant(s) will have no right to use the data/reports in any form or publication.

## 10) 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 for respect to the fulfillment of the Project. All documents issued and information given to the BIDDER shall be treated as confidential.

## 1) BUDGET

Total Budget for this activity is **700,000/-** Inclusive of all Direct and Indirect Taxes and Out of Pocket Expenses