



Consultancy Ref No: 192/BMZ/SOUTH/24-25

# **RFP FOR CONSULTANCY SERVICES WWF-PAKISTAN**

**SUBJECT:**

**Formulate a project exit strategy that ensures the long-term sustainability of the project's activities beyond its completion.**

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**Application Submission:**

Interested consultants should submit the Proposal on the **Application Form Available Online** Following Link:

<https://forms.gle/XpZyoSsjK4HfR4af6>

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..... 3

8) Format of Proposal..... 4

9) Financial Proposal ..... 4

10) Evaluation Process ..... 4

11) Documentation and Confidentiality..... 5

## 1) INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	45 Days
Type:	Firm/Individual.

The World Wide Fund for Nature-Pakistan (WWF-Pakistan), the global conservation organization, has a mission to reduce 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 the most significant independent nature conservation NGO in Pakistan, with over 20 offices nationwide and an average annual budget of 5.06 million euros, mainly financed by private and public funding. WWF Pakistan has a mission to preserve the country's incredible biodiversity and natural resources through the aforementioned practices. 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.

A 50-year vision (2006-2056) for the Indus Delta was developed as a central part of WWF-Pakistan's Conservation Strategy for the coastal areas. Through participatory co-management, it has been endeavouring to protect mangrove forests and their associated biodiversity while promoting sustainable fisheries for local communities' livelihood and food security. So far, more than 14,000 hectares of mangrove forest have been reforested in the Indus Delta region through cooperation between WWF Pakistan, the Sindh Forest Department, local communities, and businesses. WWF- Pakistan, jointly with SFD and its regional partners, has planned to continue its work on conserving and co-management mangroves in Keti Bundar, Kharo Chan, and Shah Bunder under the framework of BMZ. Funded "Sustainable mangrove management and community development in the Indus Delta II." Project till December 2024.

**Brief Project Description:** The Project "Sustainable Mangroves Management and Community Development in Indus Delta-II" is the continuity of phase I. The project is being implemented in 36 villages of the lower Indus delta, comprising the sites of Keti Bunder, Kharo Chan, and Shah Bunder. The inhabitants of the project area are extremely poor and vulnerable to climate change. Most of them earn their livelihood exclusively from fishing and the natural resources of the mangrove ecosystem. The mangroves are used for firewood, construction timber, animal grazing and feed, the harvest of crabs and mollusks, etc. Decades of continuous overexploitation resulted in severe loss and degradation of the Indus Delta mangroves. Lack of resources and coordination between relevant authorities further hinder the adequate protection of mangroves, despite their legal guardian. Frequent climate-induced natural disasters like cyclones and, lately, the impact of the Covid-19 pandemic have exacerbated the local population's poor living conditions.

In Phase 1, community-based natural resource management was introduced in 6 mangrove areas of 14,000 ha. The communities organized themselves to protect their mangroves, afforested 3,000 ha, and improved 4,000 ha of degraded mangroves. They introduced a rotating livestock grazing system to protect the mangroves from overexploitation and young mangrove sprouts from destruction for the first time. Alternative livelihood opportunities, improved value chains, and village development measures reduced poverty and increased the resilience of the local population. Nevertheless, success is still fragile. The second phase of the project aims at consolidating the achievements and out-scaling the sustainable management of the mangroves to an additional 19 villages in two other mangrove areas.

## 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 and WWF's Environment Social & Safeguard for consultant agreement** 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

- **Objective of the Consultancy:**

The project in the lower Indus Delta has achieved significant progress in mangrove restoration, community-based natural resource management, and enhancing community resilience. However, to ensure the long-term sustainability and consolidation of these achievements, a well-defined exit strategy is essential. This consultancy is needed to develop a comprehensive exit strategy that ensures the continued impact of project interventions that includes active community participation & engagement, effective resource management, long term sustainability of natural resources and Governmental and institutional support mechanism beyond the project life cycle. Moreover, the consultant is required to build capacity of the staff on implementation of the exit strategy in best possible manner.

Preferably deliver training on exit strategy to ensure the quality of the delivery keeping in view the importance and need of engaging the staff/participants as the strategy should incorporate inputs from relevant stakeholders to enhance ownership and ensure sustainability.

This consultancy, therefore, requests technical and financial proposals from the most suitable individuals or firms to undertake this technical consultancy for the Sustainable mangrove management and community development in the Indus Delta II project being implemented in 36 villages existing in Keti Bunder, Kharo Chan, and Shah Bunder, Sindh.

#### Term of Reference:

- Review project documents, reports, and stakeholder consultations to understand project achievements, challenges, and lessons learned.
- Conduct a situational analysis of the current status of mangrove management, community resilience, and socio-economic conditions in the project area.
- Develop a detailed exit strategy outlining the way forward of the project interventions along with ensuring the sustainability.
- Identify key sustainability measures, including institutional arrangements, capacity building needs, and effective engagement of all key stakeholders.
- Facilitate workshop with community representatives, local District Coordination Committee, Sindh Forest Department, local CSOs, and other relevant partners to present the draft exit strategy and incorporate their feedback and recommendations.
- A draft version of the modules/curriculum will be submitted to WWF-Pakistan before the delivery of the workshop and staff training.

#### 4) Deliverables

- Inception Report outlining methodology and work plan.
- Develop exit strategy document in Sindhi and English languages
- Draft Project Exit Strategy and Sustainability Plan for review.
- Conduct the workshop to present the draft strategy and gather feedback
- Final Project Exit Strategy and Sustainability Plan incorporating workshop inputs
- Comprehensive final consultancy report documenting the process, findings, and recommendations
- Develop comprehensive report of the activity

#### 5) REQUIREMENTS

##### a. Qualification

- Masters in Social Sciences, Sociology, Environmental Sciences, Development Studies and any relevant discipline
- Demonstrated experience of 7-10 years in developing project exit strategies and sustainability plans in environmental conservation, community development or natural resource management projects.
- Expertise in participatory approaches and stakeholder engagement, especially with local communities and government agencies.
- Strong analytical skills and familiarity with climate change resilience and sustainable development practices.
- Fluency in English, Urdu and Sindhi languages.
- Cultural awareness and sensitivity to gender issues.
- Experience in providing quality technical reports.
- Knowledge of WWF's work globally and regionally is an asset;

#### 6) CORRESPONDENCE & SUBMISSION OF PROPOSAL

1. Interested consultants should submit the Proposal on the Application Form Available Online or can access through the following Link:
2. <https://forms.gle/XpZyoSsjK4HfR4af6>
3. If Any Queries may send through Email by attention to the Following:
4. If Any Queries may send 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))

The RFP submission deadline mentioned on WWF-Website.

5. 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.

## 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 and all related Information.
- 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 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 & 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

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%)
  - Detailed workplan
  - Expression of interest (EOI)
  - Company's 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 / individuals will be included

in the comparative process

## 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 in respect of the fulfilment of the Project. All documents issued and information given to the BIDDER shall be treated as confidential.

## 11) BUDGET

The total Budget for this activity inclusive of all taxes and Out of Pocket expenses is **PKR. 700,000/-**