



Consultancy Ref No: 64/DFCD/South/24-25

RFP FOR CONSULTANCY SERVICES WWF-PAKISTAN

SUBJECT:

Scoping Study of Value Chain of potential businesses to be considered for DFCD-II

Application Submission:

Interested consultants should submit the Proposal on the **Application Form Available Online** or can access through the following Link:

<https://forms.gle/HD8x6J1EoQUyByXx6>

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INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	Four months, Days Starting from 1 st Jan 2025 till 30 th April 2025
Type:	Consultancy Firm/Individual

Background of Project & Assignment:

Launched in December, 2019, the Dutch Fund for Climate and Development (DFCD) is managed by a pioneering consortium of **Climate Fund Managers (CFM)**, **World Wide Fund for Nature Netherlands (WWF-NL)** and **SNV Netherlands Development Organization**, led by the Dutch Entrepreneurial Development Bank (**FMO**) and supported by the **Ministry of Foreign Affairs of the Netherlands**.

The DFCD consortium aims to serve as a leading example for institutional partnerships, to attract and deploy public and private capital in well-designed and impactful climate-friendly projects. The consortium connects the long-standing project development expertise of SNV Netherlands Development Organization and WWF-NL to the capital raising and investment capabilities of Dutch Entrepreneurial Development Bank (FMO) and Climate Fund Managers.

In late 2019, WWF-Pakistan submitted the Indus Ecoregion as potential landscape before the DFCD, and was subsequently chosen out of 61 submissions. The Indus Delta Ecoregion hence is among the first few Landscapes to be selected by the DFCD to pilot and develop what it terms as “Bankable Projects”, that is conservation projects that have the ability to be financially self-sustaining i.e. investment-based conservation.

The idea behind investment-based conservation is to move away from the grants-based model to a type of self-sustaining, for-profit model for conservation projects. Moreover, it is to establish and forge partnerships with the private sector who would be willing to invest and pilot in such conservation projects. Moreover, this type of approach looks at conservation at the landscape level. Despite numerous studies having been conducted in various landscapes to identify and assess environmental pressures, vulnerabilities, poverty-environment linkages, and natural capital, most of these have been limited in scale and scope to a few sites and do not look at the landscape as a whole. Therefore, the Landscape Approach provides a platform to integrate conservation, sustainable use and where necessary restoration across a whole landscape mosaic to sustain biodiversity and ecosystem services, whilst ensuring room for subsistence and commercial activities.

The Indus Delta Ecoregion (924470 hectares) has been ranked 40th amongst the G200 most biologically rich ecoregions in the world. The Indus Ecoregion covers approximately 65% of the province of Sindh, while a small north-western part of the ecoregion extends slightly into Balochistan. Located in a semi-arid environment, the ecoregion harbors riverine forests along the Indus River, wetlands, mangrove forests in the coastal areas, and desert ecosystems occupy the periphery of the ecoregion.

Sites: (i) Keenjhar Lake and surrounding areas in Thatta District; (ii) Chotiari Reservoir and surrounding parts in Sanghar District; (iii) Nara Canal and surrounding communities in Khairpur District; (iv) Manchar Lake and surrounding communities in Jamshoro District; (v) Keti Bunder and surrounding communities in Thatta District; (vi) Kharo Chann and surrounding communities in Sajawal District; (vii) District Umer Kot; and (viii) District Mirpus Khas.

GENERAL CONDITIONS

- All tasks under the contract shall be carried out as required by and to the satisfaction of Project Management Team;

- The contract may be terminated by Project Management Team through written notice in the event of breach of any condition of the ToRs;
- All reports, reference material data, collected under this assignment and papers written including field samples and photographs prepared under the contract shall be the property of the Project and shall not be used, published or distributed by the Consultant without the prior written permission of the Project Management Team;
- The field expenses including boarding, lodging, traveling, porter service and photocopying of the reference literature cited for the project office record as desired etc. will be borne by the consultants.

PURPOSE

I. Objective of the Consultancy:

The primary purpose of this consultancy is to identify, evaluate, and recommend bankable projects within the Indus Delta Ecoregion Landscape that align with WWF and DFCD objectives. The focus will be on:

- Projects delivering measurable conservation and development outcomes.
- Financially sustainable projects creating new revenues or reducing operational costs.

Note:

Excluded sectors: Palm oil, Tobacco, Alcohol related beverage product.

SCOPE OF WORK

1. Bankable Project Identification:

- Conduct desk and field research to identify projects with financial and conservation viability.
- Map private sector entities aligned with DFCD's goals.
- Ensure projects align with WWF and DFCD goals, delivering measurable conservation and development outcomes.

2. Project Assessment:

- Evaluate potential projects for financial feasibility, scalability, and alignment with DFCD objectives.
- Develop a selection framework based on sustainability, governance, and market viability criteria.
- Evaluate potential corporate partners based on balance sheet size (30-50 million USD/Euro or above) and debt demand (10 million Euro+).
- Preference for companies with dollar/euro-denominated exports and existing sustainability certifications.
- Ensure companies have good corporate governance, audited balance sheets for the past three years, and a positive market reputation.

3. Business Case Development:

- Prepare concise business cases for up to six shortlisted projects, including financial projections, project capacity, and potential benefits.

4. Stakeholder Engagement:

- Facilitate initial discussions with private sector partners to gauge interest and align objectives.
- Establish relationships with financial institutions to explore funding opportunities for identified projects.

5. Engage Financial Institutions:

- Map financial sector institutions relevant to the projects.

- Identify and engage with financial institutions that can support bankable projects through investments or loans.

Deliverables

1. A list of 15-20 potential bankable projects and private sector partners.
2. Business case briefs for six selected projects, detailing:
 - Financial viability.
 - Conservation and sustainability outcomes.
 - Potential risks and mitigation strategies.
3. A summary report on funding opportunities and financial institution engagement.

REQUIREMENTS

Minimum Requirement:

The successful consultant/contractor/firm/ agency will meet the following minimum requirements:

- Education: At least Master's or above in Business Development, Developmental Economics, and / or Finance;
- At least 7-10 years past working experience on Business Development and with a focus on sustainability/ conservation/ green economy particularly in the Indus Delta Ecoregion Landscape areas would be an added advantage;
- Good understanding of climate change, environmental considerations, entrepreneurship, bankable projects;
- Cultural awareness and sensitivity to gender issues;
- Excellent writing skills and fluency in English (Sindhi language would be an additional advantage).
- The individual having experience of working with DUCTH businesses/firms would be preferred.

Competencies:

- Demonstrates openness to change and ability to manage complexities;
- Demonstrates ability of analytical work and excellent report writing;
- Proactive and able to work with minimal supervision and 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.

CORRESPONDENCE AND SUBMISSION OF PROPOSAL

1. **Application Submission:** Interested consultants should submit the Proposal on the **Application Form Available Online** or can access through the following Link:
2. <https://forms.gle/HD8x6J1EoQUyByXx6>
3. **If Any Queries may be sent through email, by attention to the following:**
 - To: Faiza khan (fakhan@wwf.org.pk)
 - Cc: Muzzammil Ahmed (mahmed@wwf.org.pk)
4. The RFP submission deadline is mentioned on the 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.

FORMAT OF THE PROPOSAL

The BID submitted by the interested candidates 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 list of the completed projects and their description, along with general information and other accomplishments, should be mentioned by the interested candidates;
- 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 are provided on the Application form available on the website. Any Additional Information related to the RFP can be attached along with the application Form.

FINANCIAL PROPOSAL

1. 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, which shall be based on actual receipt up to max Ceiling (If Any).
2. 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 Sindh.
3. **The Payment Term:** shall be defined by the contract to be concluded between WWF -Pakistan and the consultant.

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.

- Detailed work plan
- Expression of interest (EOI)
- Company profile
- Detailed methodology 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.

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

BUDGET

To be discussed and disclosed at the time of finalization