



Consultancy Ref No: 124/ABNJ/South/24-25

RFP FOR CONSULTANCY SERVICES

WWF-PAKISTAN

SUBJECT:

Consultancy for Conversion of Gillnet Vessels to Longline Operations and Associated Capacity Building

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

<https://forms.gle/zPZQxQb8xNNtyLWV8>

Terms of Reference (ToRs)

Title:

Duration: Approximately 4 - 6 weeks, including mobilization, installation, training, and follow-up.

Location: Karachi, Pakistan (Boat conversions at designated harbour/fishing port)

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1. Background

WWF-Pakistan, under the FAO-GEF project (GCP/GLO/1000/GFF), is piloting the conversion of tuna gillnet vessels to longline operations as a bycatch mitigation strategy to enhance sustainable tuna harvesting practices. The organisation seeks to convert existing gillnet vessels into longline-capable boats. The selected consultant will lead the technical conversion of 10 gillnet vessels and provide operational training and post-installation support to fishing crews. The intervention aims to promote sustainable tuna fishing, reduce interactions with endangered, threatened, and protected (ETP) species, and enhance catch value.

2. Objectives

- To install hydraulic haulers and associated components on 10 designated vessels.
- To build the capacity of local fishers in longline fishing techniques, handling, and post-harvest practices.
- To prepare an instructional manual for longline gear installation and operation.
- To support market linkage exploration and identify processing facilities for longline-caught species.

3. Scope of Work:

The consultant/ Engineering Works firm or its designated technical team shall be responsible for the following:

a. Technical Installation (for 10 boats):

- Prepare and mount timber/fiberglass benches for hydraulic units.
- Modify main engine pulleys for hydraulic pump integration.
- Assemble and align the hydraulic pump unit with belts.
- Install and connect hydraulic tank, suction lines, cooler, and hoses.
- Construct and install control and roller units.
- Commission, start, and test the fully installed systems.

b. Training and Capacity Building:

- Conduct classroom sessions (2 max) on longline fishing operations, including:
 - Gear types and preparation
 - Tuna and swordfish handling onboard

- Gilling, gutting, and cold storage practices
- Conduct practical onboard training sessions.

c. Development of Technical Manual

- Develop a comprehensive Longline Installation & Operations Manual in English for vessel owners and crew detailing step-by-step procedures for installation, gear setup, safe operation and maintenance

d. Post-Installation Support

- Monitor gear function and performance post-installation.
- Conduct minor repairs and ensure proper functioning of the installed system or adjustments as needed.

e. Market Linkage Support

- Identify fish processors and market opportunities for longline-caught fish species
- Recommend value chain improvements for longline operations in Pakistan

4. Deliverables

- Successful conversion of 10 gillnet boats into operational longline vessels.
- At least two (2) training sessions (classroom + onboard practical).
- One illustrated and professionally formatted longline gear installation and usage manual.
- Post-installation review report including feedback, recommendations, and repair logs.
- List of identified fish processors and market contacts.

5. WWF-Pakistan's Responsibilities

- Provide one local carpenter and fibreglass technician per boat for prep work.
- Provide access to local welding, lathe, and hydraulic services near the port area.
- Supply accessories and consumables (e.g., oil, pulleys, V-belts, hoses, clamps).
- Cover the cost of accessory alterations if needed due to boat design.
- Ensure the following logistics:
 - Return air tickets and visas for a 5-member team
 - Hotel accommodation (3-star minimum)
 - Ground transportation (hotel-port)
 - Site safety and working permits

6. Timeline and Payment Terms

- Mobilisation: Within 3 weeks after signing the agreement and advance payment.
- Installation period: 10–12 days post-arrival in Karachi.
- Payment Schedule:
 - 50% Advance
 - 25% after first 5 boats
 - 25% after final 5 boats

7. Qualifications of Consultant

- Proven track record in converting vessels for longline fisheries
- Expertise in marine hydraulic systems, longline fishing gear installation, and crew training
- Ability to deliver manuals and technical documentation

8. Key Performance Indicators (KPIs)

- 10 boats successfully converted and operational.
- 5 Pakistani skippers independently install gear under guidance.
- Gear manual finalized and distributed.
- At least 2 full training sessions completed.
- 100% submission of required photo documentation and reports.

9. Reporting & Supervision

The consultant will report to WWF-Pakistan's Karachi Regional Head and will coordinate closely with the project focal person in Karachi.

10) CORRESPONDENCE & SUBMISSION OF PROPOSAL

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2. <https://forms.gle/zPZQxQb8xNNtyLWV8>

If Any **Queries** may send through Email by attention to the Following:

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

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

The RFP submission deadline mentioned on WWF-Website.

1. 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.

11) 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.

Financial Proposal				
Description	Units	Quantity	Rate	Total Amount
1. Remuneration: • Field • Office	Man Days [MD] / Man Months [MM]			
2. Air Travel	N/A	N/A	N/A	0
3. Road Travel	Road travel cost for trainer and trainees will be paid by WWF on actual basis.			
4. Boarding/Lodging	Boarding and lodging cost for trainer and trainees will be paid by WWF on actual basis.			
5. Others (Please specify) Training Material, Printing, Photocopies, Colour printing, practical demonstration equipments e.g candler				
Grand Total Inclusive of All direct or indirect Taxes and Out of Pocket Expenses				

Note:

- If there is not Air, Road Travel/Boarding and Lodging and others then simply Write Not applicable.
- In case Road travel cost for trainer and trainees will be paid on actual basis.
- In case Boarding and lodging cost for trainer and trainees will be paid on actual basis

12) 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.

