



Consultancy Ref No: 168/Freshwater/25-26

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

**SUBJECT: Hiring of consultancy for conducting a Comprehensive Environmental and Economic Footprint Analysis (LCA & LCC) of 1m<sup>2</sup> of Finished Bovine Leather in Pakistan**

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**Application Submission:**

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

<https://forms.office.com/e/sxNStCNxPM>

HIRING OF CONSULTANT



**WWF-Pakistan** is looking for qualified and experienced International consultants having local offices for the purpose of following Projects Titles

“Hiring of consultancy for conducting a Comprehensive Environmental and Economic Footprint Analysis (LCA & LCC) of 1m<sup>2</sup> of Finished Bovine Leather in Pakistan” The deadline for submission is **19<sup>th</sup> September 2025** at **17:00** hours.

Interested consultants who meet the eligibility criteria are encouraged to review the detailed Terms of Reference (TORs) available on the WWF-Pakistan website:

<https://wwf.org.pk/consultancy/>

To address any queries, please contact us at **fakhan@wwf.org.pk**.

**Sealed Technical and Financial Proposal shall be submitted by mentioning Title on Envelope on below Address**

**Manager Procurement & Consultancies  
WWF-Pakistan Head Office, Inside Ali Institute  
Ferozpur Road Lahore**

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## 1) INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	The duration of study and final report submission is 90 days from signing of contract. <ul style="list-style-type: none"><li>- 15 days for inception report.</li><li>- 90 days for draft report along with presentation to WWF and its stakeholders.</li><li>- 15 days for submission of final report.</li></ul>
Type:	International Firms only

### Background of Project & Assignment:

The project titled "Pakistan Leather Sector: Traceability, Cleaner Production and Circularity" is funded by UK International Development under the SMEP Programme and implemented by WWF- Pakistan.

As part of this initiative, WWF-Pakistan plans to carry out a complete Life Cycle Assessment (LCA) and Life Cycle Costing (LCC) of 01 sq. meter of finished bovine leather manufactured in Pakistan. This study will follow a cradle-to-grave approach, covering the full chain — from animal farming, slaughterhouses, hide traders, and tanneries, to factories, brands, consumers, and finally disposal or end-of-life of leather products.

The study will provide a clear picture of the total environmental and economic footprint of leather made in Pakistan, highlight hotspots where impacts are highest, and include practical recommendations for cleaner production. It will also review the chemicals used across tannery recipes (beamhouse, tanning, crusting, finishing) and suggest safer alternatives adapted to Pakistan's local context (climate, supply restrictions, cost).

This study will help the Pakistani tanners understand how to make production more sustainable and at the same time improve its competitiveness and export potential in the EU and other international markets, especially with new export regulations coming up.

## 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

#### a. Objective of the Consultancy:

To conduct the Life Cycle Assessment (LCA) and Life Cycle Costing (LCC) of one square meter of finished bovine leather in Pakistan. The work will cover the value chain from animal farming, slaughtering and all tannery processes (beamhouse, tanning, crusting, finishing), conversion into finished leather, product manufacturing, brand/retail stage, consumer use, and end-of-life disposal.

The findings should:

- Provide data on environmental and economic footprints (water, energy, waste, emissions, chemicals) associated with Pakistani bovine leather.
- Identify hotspots and recommend step-by-step improvements in process efficiency, chemical substitution, and cleaner production practices.
- Align Pakistan's leather sector with EU and global market requirements on cleaner production, sustainability, competitiveness, and traceability.

#### b. Specific Tasks:

- Collect primary data to conduct LCA & LCC analysis of 01 sq m of Pakistani bovine finished leather from animal farms, slaughterhouses, hide traders, tanneries (beamhouse, tanning, crusting, finishing), factories, brands, consumers, and disposal sites.
- Define the functional unit "01 sq. meter of Pakistani finished bovine leather" for LCA and LCC analysis.
- Prepare Life Cycle Inventory (LCI) on primary data collection including:
  - Water, energy, chemicals, solid waste, wastewater, air emissions, packaging, logistics, and disposal.
  - Farming inputs (feed, veterinary, land use), slaughterhouse data (energy, by-products), trade and transport, tannery operations (beamhouse → tanning → crusting → finishing), factory-level manufacturing, retail/brands, consumer use (maintenance, product life), and end-of-life (recycling, landfill, incineration)
- Cover 15-20 tanneries across Pakistan, taking raw to finished leather processes for primary data collection for representative tannery data and map the core processes within the tannery boundary involved in turning raw salted hides into finished leather, upstream and downstream flows, including chemicals inputs at different stages and outputs.
- For cleaner production review the existing tannery chemicals used in tannery recipes at each stage and suggest practical alternatives in line with international leather manufacturing standards complementing Pakistan's local manufacturing conditions i.e., harsh hot climate and import restrictions.
- Conduct LCA modeling covering goal and scope, inventory analysis, impact assessment, interpretation and continuous improvement, using internationally recognized tools such as SimaPro, GaBi, TRACI impacts, with proper impact categories including water footprint, energy footprint, GWP, eutrophication, toxicity and related indicators and figure out the complete environmental footprint (LCA) of 1m<sup>2</sup> of finished bovine leather in Pakistan.
- Carry out Life Cycle Costing (LCC) using internationally recognized tools across the whole chain, covering: farming inputs, slaughterhouse operations, hide transport/trade, tannery processes, chemicals, energy, waste handling, labor, and disposal costs and figure out the complete economic footprint (LCC) of 1m<sup>2</sup> of finished bovine leather in Pakistan.
- Evaluate hotspots for environmental and cost impacts along the chain.
- Review available literature and earlier reports to cross-check data and fill missing data gaps, if any.
- Organize consultation meetings with WWF-Pakistan and industry experts to validate findings, and results and for feedback.
- Prepare and submit a draft and final report on LCA, LCC, and with recommendations for improving efficiency, reducing chemicals, cutting footprints, and making the Pakistani leather sector more sustainable and competitive.

#### Report Guidelines:

- Reports must rely on primary field data, interviews, discussions, and properly cited secondary sources.
- References prior to 2020 should be avoided unless justified.
- All submissions must be plagiarism-free and aligned with WWF-Pakistan's communication guidelines.
- LCI data, tables, and figures must be provided in editable formats (not pictures).
- Multiple revisions may be required until WWF and the consultant agree on the final draft.

### 4) Deliverables

- Inception Report (methodology and work plan) within two weeks of contract signing.
- Draft LCA & LCC and recommendations report within 90 days of assignment start.

- Final Report within two weeks after receiving WWF’s comments. Multiple revisions may be required to finalize the report in mutual agreement with WWF
- Editable versions of LCI data, all figures, tables and datasets used in the analysis are to be provided separately in high resolution.
- Study’s summary brief for wider stakeholder communication.
- Study’s short technical brief.
- PowerPoint presentation summarizing the study.
- Study’s one pager summary.
- One policy brief for industry and regulators.
- A technical report with best practices and detailed recommendations to improve sustainability, chemical use, competitiveness, and export potential.
- 03 study dissemination presentations in online sessions.

## 5) REQUIREMENTS

### a. Qualification

Advanced degree in Leather Technology, Chemistry, Chemical, or Environmental Engineering/Sciences.

### b. Eligibility

- Demonstrated expertise in LCA and LCC methodologies, preferably in leather or related industrial sectors.
- Knowledge of leather-related standards (LWG, SLF, EU regulations) and sustainability reporting standards.

### c. Experience

- At least 10 years of professional experience in conducting LCA & LCC analysis. Past LCA, LCC experience for leather sector or environmental assessments will be preferred.
- Proven record in supply chain mapping for international leather or beef industries.
- Experience in applying LCA tools and generating industry-level footprint studies.
- Strong communication skills to present findings in workshops and stakeholder consultations.

## 6) CORRESPONDENCE & SUBMISSION OF PROPOSAL

### 1. **Application Submission:**

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

<https://forms.office.com/e/sxNStCNxPM>

### 2. 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:** Assad Ullah ([assadullah@wwf.org.pk](mailto:assadullah@wwf.org.pk))

The RFP 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.

## 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, 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.

## 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 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

Total Budget for this activity inclusive of all taxes and Out of Pocket expenses is **PKR 7,000,000/-**