



Consultancy Ref No: 255/IPLCs/26-27

RFP FOR CONSULTANCY SERVICES

WWF-PAKISTAN

Development of Private Sector Engagement Strategy and **Benefit-Sharing Roadmap for the implementation of the Nagoya** **Protocol in Pakistan**

Application Submission:

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

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

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1) INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	15 th June to 31 st August 2026
Type:	Individual / Firm

Background of Project & Assignment:

- i. WWF-Pakistan has been awarded a project preparation grant (PPG) by the Global Biodiversity Framework Fund (GBFF) housed under the GEF for its concept note titled "Accessing the Benefits of Biodiversity for Pakistan's IPLCs: Working Towards the National Legislation and Implementation of the Nagoya Protocol".
- ii. Currently being implemented in partnership with the Ministry of Climate Change & Environmental Coordination (MOCC&EC), the project will seek to strengthen the national implementation of the Nagoya framework through the development and operationalization of Access & Benefit Sharing legislation and , and related institutional mechanisms
- iii. More importantly, however, this project shall ensure that the benefits – both monetary and non-monetary - derived from the utilization of genetic resources (GR) and associated Traditional Knowledge (TK) are shared fairly and equitably with the providers and custodians of these resources, particularly Indigenous Peoples and Local Communities (IPLCs).
- iv. This consultancy is essential to map these users and develop frameworks required to identify potential benefit-sharing mechanisms and financing pathways that could generate monetary and non-monetary benefits for IPLCs
- v. As part of the PPG stage, WWF-Pakistan is required to develop a Private Sector Engagement Strategy that will guide the project's approach and engagement with the private sector to transform them from being mere "users" of resources to active partners in an equitable and regulated ABS (Access and Benefit Sharing) framework and is looking to onboard a consultant to develop the same.

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:**

The objective of this consultancy is to develop a comprehensive Private Sector Engagement Strategy and Benefit-Sharing Roadmap. The consultant will identify potential private sector partners and users, assess sectors and value chains with potential for equitable ABS partnerships involving genetic resources and associated traditional knowledge.

b. **Specific Tasks:**

- i. Conduct a non-exhaustive review of existing ABS frameworks in other jurisdictions which relate to the sharing of monetary benefits with IPLC groups. Should ensure that the review consists of jurisdiction(s) within the Global South as well.
- ii. Identify and profile key private and public sector entities utilizing genetic resources or associated knowledge in Pakistan prioritizing sectors with high commercial relevance and potential engagement in ABS mechanisms.
- iii. Meet with relevant government ministries and stakeholders to assess existing government readiness and policy gaps relating to ABS implementation. This includes, but is not limited to: the Intellectual Property Organization, NARC, provincial wildlife, forest, and fisheries department (including marine fisheries);
Review the current private sector landscape regarding awareness, incentives and potential barriers of the Access and Benefit-Sharing (ABS) regime;
- iv. Identify high-potential genetic resources that are of interest to commercial industries along with mapping providers;
- v. Conduct a targeted review of the specific needs and procurement standards regarding traceable and ethically sourced genetic resources.
- vi. Support the mapping of local community custodians and their Traditional Knowledge (TK) to identify potential commercial "matchmaking" opportunities while respecting applicable safeguards and community rights.
- vii. Develop a business case demonstrating how private sector engagement in ABS can contribute to GBF Target 15 and Target 19.

- viii. Facilitate engagement with potential private sector partners and support the initiation of at least two non-binding Expressions of Interest (EOI) from companies to participate in the full 28-month project rollout.

4) Deliverables

1. One (1) Report which shall consist of:
 - i. Inception report and workplan
 - ii. Stakeholder and private sector mapping matrix
 - iii. Summary assessment of institutional and private sector readiness
 - iv. Private Sector Engagement Strategy and Benefit-Sharing Roadmap
 - v. Documentation of consultations and potential partnership opportunities

5) REQUIREMENTS

- i. At least 8–10 years of experience in private sector engagement, economics, and business development;
- ii. The individual consultant, or the lead expert proposed by the firm Must have Bachelor's in economics, Business Management, Finance, and all other related fields.
- iii. Familiarity with the Nagoya Protocol and Access and Benefit-Sharing (ABS) frameworks is highly desirable.
- iv. Strong stakeholder consultation, facilitation, and analytical writing skills
- v. Experience in developing technical documentation for multilateral funds (e.g., GEF, GBFF).

6) CORRESPONDENCE & SUBMISSION OF PROPOSAL

1. Application Submission: Application Submission: Application Submission: Interested consultants should submit the Proposal on the Application Form Available Online or can access through the following Link: <https://forms.office.com/e/sxNStCNxPM>

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

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

Cc: Assadullah (assadullah@wwf.org.pk)

The RFP submission deadline mentioned on WWF-Website.

2. 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.

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 costs for consultants will be reimbursed on actual basis.			
4. Boarding/Lodging	Boarding and lodging costs for consultants will be paid on actual basis.			
5. Others (Please specify) Training Material, Printing, Photocopies, Colour printing, practical demonstration equipments e.g candling	Please separate remuneration and out-of-pocket expenses.			
Grand Total Inclusive of All direct or indirect Taxes and Out of Pocket Expenses				

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

Legends:		Maximum Points
Q	Qualifications/CVs of team is mandatory	30
E	Experience relevant to the assignment	30
A	Adequacy of the proposed methodology and work plan	20
S	Skills & Competencies for the assignment	10
P	Prior experience with WWF-Pakistan	10

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 are **USD 5000/-**