WWF-Pakistan
Terms of References (ToRs)
Consultant – Longline Gear Conversion

The assignment is aimed to seek services of a capable individual with sound understanding of operations of fishing vessels and industry for the conversion of 11 gillnet fishing boats into fully operational longline fishing boats.

Contract type: Field work, on vessels, Desk Based and consultation with key stakeholders

Pakistan has a coastline of 1050 km, and an EEZ of approximately 290,000 km2 with the territorial waters covering an area of 24,000 km2. It borders the productive Northern Arabian sea and is famous for its upwelling phenomenon. The continental shelf of Balochistan only measures 15-40 km, which makes it dynamic in the fisheries sense and provides livelihood opportunities for fishers residing along the coast of Pakistan. The coast of Balochistan is comprised of sandy beaches, whereas the Sindh coast is consisting of creeks and continental shelf is shallow unlike Balochistan which is steep. Both the coastlines support a wide variety of marine species. The Balochistan and Karachi coasts are famous for nesting sites of green turtles, where around 140 species of elasmobranchs and 19 species of cetaceans have been recorded from Pakistan’s waters. This showcases the rich marine resources of Pakistan and its potential of supporting livelihood of around 1 million people.

Fisheries are the major economic resource and comprise of around 1% GDP of Pakistan. It is being exploited unsustainably and has server pressure, with increasing vessel number operating in the Northern Arabian Sea and resource practices it is important to put a cap on the exploitation of these resources. Although Pakistan’s fishing fleets are mostly small scale in nature, there is no regulation and the practices are artisanal fisheries at risk. In order to better understand the nature of artisanal fisheries and their use of bait in fisheries, it is important to encompass knowledge and management efforts to secure the vested interests of artisanal fishers.

WWF-Pakistan required technical consultant to convert 11 gillnet vessels into longline in its project “Sustainable Management of Tuna Fisheries and Biodiversity Conservation in the Areas Beyond National Jurisdiction supported by GEF and FAO.

Functions / Duties and output expectation from the Technical Consultant:

The current assignment focuses on converting 11 gillnet vessels into longline vessels and to build capacity of fisher’s for installing and operations through longline gear. Key deliverables of the consultants are as follows:
Installation of 11 sets of longline gear on tuna gillnet vessels.
Build capacity of WWF-Pakistan and MFD staff and fishermen on installation of longline gear and fishing operations through longline fishing gear.
Develop a manual on installing and usage of longline fishing gear.
Plan-out and share process of consultation that includes but not limited to capturing reflection of fishermen and their fishing operations.
Ensure a post installation monitoring and repairs at least 3 months after the installation of fishing gear.

Specific Tasks
- Installation of longline gears provided by WWF-Pakistan
- Train skippers on use of longline gear operation and maintenance
- Develop a report and manual on installation and operations of longline gear
- Conduct on field training session for the WWF-Pakistan and MFD staff demonstrating longline gear operation
- Ensure a post installation monitoring and repairs at least 3 months after the installation of fishing gear,

Delivery on the above-described work will largely require desk and field work. There is a general expectation that facts are cross-checked with key experts in and on the region and in particular. WWF-Pakistan will facilitate in arranging stakeholder meeting and workshops to capture their feedback during the installation process where required.

Required Competencies and Qualifications:
- Bachelors/Masters/Engineering/Diploma or equivalent in naval architect/ marine or mechanical sciences with 5 to 10 years of experience.
- Experienced and well versed in fishing operations of gillnet and longline gear and understands vessel dynamics
- The consultant should have demonstrated expertise, experience and to carry out the aforementioned tasks:
- Familiarity with longline and other type of gears used in fishing operations.
- Excellent knowledge and understanding of the Arabian sea and associated coastline.
- Proactive and able to work with minimal supervision and a 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.
- Excellent data collection and analysis skills

Proposed Timeline:
- By October 30, 2021 – tools, methodology and plan for installation is developed and shared
- By end- November 2021 – at least 5 vessels converted and operations initiated
Performance indicators:
The activities should satisfactorily meet the quality and completeness, accuracy of statistical data and reports, timeliness of delivery.

1. Documents to be included when submitting the proposal
Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

- Proposal: Explaining why they are the most suitable for the work;
- Work Plan: Provide a brief methodology on how they will approach and conduct the work
- Financial proposal (including fee, travel cost (if any), and other relevant expenses)
- Curriculum Vitae

2. Timeline:
The overall time period for this consultancy from 15th October 2021 till 30th December 2021.

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Criteria of Evaluation
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.

- Technical Proposal 70%
- Financial Proposal 30%

The following criteria shall be used as a basis for evaluation of technical proposals:

- Qualifications (maximum 30 points)
- Experience relevant to the assignment (maximum 30 points)
- Adequacy of the proposed methodology and work plan (maximum 20 points)
- Skills & Competencies for the assignment (maximum 10 points)
- Prior experience with WWF-Pakistan (maximum 10 points)
Budget

The tentative budget threshold for this specific assignment is PKR 2,000,000/- (approx.) inclusive of all applicable taxes and out of pocket expenses. Evaluation process will be competitive; therefore, all the required documents should be submitted.

Note: Late/ incomplete submissions will not be accepted. Only three (03) top ranked firms will be included in the comparative process.