



Request for Proposals (RfP)

Call for Experts- Assessment of Socio-economic Role of Mangroves and their Conservation Framework in Kenya

**IUCN Eastern and Southern Africa Regional Office,
Marine and Coastal Resilience Programme**

Issue Date: 26 August 2020

Closing Date and Time: 20 September 2020 23.59 EA time

IUCN Contact :

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PART 1 – INSTRUCTIONS TO PROPOSERS AND PROPOSAL CONDITIONS

1.1. About IUCN

IUCN is a membership Union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Headquartered in Switzerland, IUCN Secretariat comprises around 950 staff in more than 50 countries.

Created in 1948, IUCN is now the world's largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,300 Member organisations and some 10,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.

Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people's well-being.

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1.2. Summary of the Requirement

IUCN invites you to submit a Proposal for the “Assessment of the Socio Economic Role of Mangroves and their Conservation Framework in Kenya”. The detailed Terms of Reference can be found in Part 2 of this RfP.

1.3. The procurement process

The following key dates apply to this RfP:

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|--------------------------------------|----------------------------------|
| RfP Issue Date | 26 August, 2020 |
| RfP Closing Date and Time | 20 September, 2020 23.59 EA time |
| Estimated Contract Award Date | 1 October 2020 |

1.4. Conditions

IUCN is not bound in any way to enter into any contractual or other arrangement with any Proposer as a result of issuing this RfP. IUCN is under no obligation to accept the lowest priced Proposal or any Proposal. IUCN reserves the right to terminate the procurement process at any time prior to contract award. By participating in this RfP, Proposers accept the conditions set out in this RfP.

Proposers must sign the “Proposer’s Declaration” and include it in their Proposal.

1.5. Queries and questions during the RfP period

Proposers are to direct any queries and questions regarding the RfP to the above IUCN Contact. No other IUCN personnel are to be contacted in relation to this RfP.

Proposers may submit their queries no later than 23.59 EA time, 20th September 2020.

As far as possible, IUCN will issue the responses to any questions, suitably anonymised, to all Proposers. If you consider the content of your question confidential, you must state this at the time the question is posed.

1.6. Amendments to RfP documents

IUCN may amend the RfP documents by issuing notices to that effect to all Proposers and may extend the RfP closing date and time if deemed appropriate.

1.7. Proposal lodgement methods and requirements

Proposers must submit their Proposal to IUCN no later than 23.59 EA time on 20 September 2020 by email to Celestine.Chemorkok@iucn.org; The subject heading of the email shall be [RfP –:“Assessment of the Socio-Economic Role of Mangroves and their Conservation Framework in Kenya” - [Proposer Name]]. Electronic copies are to be submitted in PDF and native (e.g. MS Word) format. Proposers may submit multiple emails (suitably annotated – e.g. Email 1 of 3) if attached files are deemed too large to suit a single email transmission.

Proposals must be prepared in English and in the format stated in Part 3 of this RfP.

1.8. Late and Incomplete Proposals

Any Proposal received by IUCN later than the stipulated RfP closing date and time, and any Proposal that is incomplete, will not be considered. There will be no allowance made by IUCN for any delays in transmission of the Proposal from Proposer to IUCN.

1.9. Withdrawals and Changes to the Proposal

Proposals may be withdrawn or changed at any time prior to the RfP closing date and time by written notice to the IUCN contact. No changes or withdrawals will be accepted after the RfP closing date and time.

1.10. Validity of Proposals

Proposals submitted in response to this RfP are to remain valid for a period of 90 calendar days from the RfP closing date.

1.11. Evaluation of Proposals

The evaluation of Proposals shall be carried out exclusively with regards to the evaluation criteria and their relative weights specified in part 3 of this RfP.

PART 2 – THE REQUIREMENT

Call for experts: Assessment of the socio-economic role of mangroves and their conservation framework in Kenya

The Eastern and Southern Africa Regional Office (ESARO) of the International Union for Conservation of Nature (IUCN) is looking for a consultant (or group of consultants) to undertake profiling of mangroves' socio-economic role and status in Kenya as well as the impact of conservation on the latter.

Background

This work is part of [Save Our Mangroves Now!](#), an international mangrove conservation initiative initiated in 2016 by the German Federal Ministry for Economic Cooperation and Development (BMZ), World Wide Fund for Nature (WWF), and IUCN. Its second phase (2020-22) brought on board WWF and IUCN offices in the Western Indian Ocean (WIO) region and Wetlands International. The initiative focuses on (1) International policy agenda setting, (2) National and regional policy work in the WIO region and (3) Building partnerships. The second work package includes the profiling of mangroves' socio-economic role and status in Kenya, Tanzania, Mozambique and Madagascar, as well as the impact of conservation on the latter.

Following the assessment of the [legal frameworks for mangrove governance, conservation and use in Kenya, Tanzania, Mozambique and Madagascar](#) during the first phase of [Save Our Mangroves Now!](#), in-depth profiles underpinning the 'Kenyan case' and identifying the 'key entry points' for mangrove conservation shall be developed (the subject of this call for experts), thereby addressing the recognised knowledge gap of valuation studies in Eastern Africa, covering the full suite of ecosystem services, and providing these estimates at the regional and national level (Vegh *et al.*, 2014).

Ecosystem services are defined as the direct and indirect contributions of ecosystems to human wellbeing (TEEB, 2010). Understanding the linkages between ecosystem services and human wellbeing at the local and regional level facilitates sustainable development. Local stakeholders report that socio-economic issues have often been conducted in a fragmented manner following institutional needs, hence this effort aims to complement existing frameworks and to achieve comparability at a regional level. Next to provisioning services particularly their high intrinsic value (e.g. shoreline protection, carbon sequestration, biodiversity, amongst others) shall be considered, sometimes neglected as less readily quantifiable in market prices. This lack of information can make mangrove forests vulnerable when the choices are made between conservation and development. At the regional level, the overall value of mangroves has been denoted at US\$ 42.7 billion (Obura *et al.*, 2017). This profile shall include, inter alia, information on mangroves' direct and indirect contribution to the national economy, as well as examples of sustainable use schemes, supporting an economic valuation of mangroves in the Western Indian Ocean region.

Additionally, this profile shall form a suitable basis for informing national coastal policy and development planning and shall allow e.g. the identification of investment priorities for mangrove conservation and restoration, i.e. mapping where mangroves provide exceptionally high disaster risk reduction benefits or other valuable ecosystem services. It will thus serve multiple purposes to help translate scientific knowledge into actionable policy in Kenya and at the regional level, including:

- Assessment of the natural capital mangroves provide (considering both terrestrial and marine aspects) and valuation of their contribution to various sectors of the economy, including to the economic dynamics of the coastal region where they occur and to the income of local communities, as well as their (beyond monetary) significance to local communities, their livelihoods and resilience strengthening;
- Assessment of the state and possible/sustainable optimisation of the main economic values of mangroves; identification of common features and best practices, which can inform national development planning and implementation (e.g. National Mangrove Management Plan, Integrated Coastal Zone Management (ICZM) and Marine Spatial Planning (MSP)), overall policy and legal reforms, and examination whether tools to enhance the identified values (e.g. Payment for Ecosystem Services (PES), compensatory measures, legislation) may be applicable/ worthwhile – always considering environmental and social safeguards;
- Making the (business) case for mangroves, i.e. substantiating strong arguments for mangroves and their conservation with locally relevant scientific/economic evidence (e.g. from Thailand: while a shrimp farm may be more economically rewarding than preserving mangroves when looking at private profits only (especially when there are subsidies for shrimp farms) the tables turn when taking into account both public benefits from mangroves (ecosystem services) and public cost of restoration (Barbier, 2014).

The assignment will go beyond a desk study, using (household) surveys, interviews, and other methods to ascertain the valuation of mangroves, indicate their socio-economic importance, and assess the effectiveness of the related spatial planning framework.

Scope of work

The consultant will analyse the socio-economic benefits related to mangroves and their inclusion in national development planning to provide:

- Figures and data on mangroves' direct and indirect contribution to the national economy and human wellbeing, mangrove stressors/threats and drivers of their loss, as well as examples of sustainable use schemes. This will draw on ecosystem services provided by mangroves and hence also require looking into environmental data and resource accounts (e.g. wood supply, carbon storage, non-woody benefits, etc.);
- The status of national development plans like ICZM and MSP (Lamu County) as mangrove conservation tools as well as of policy and legal frameworks in defining socio-economic relevance of mangroves in Kenya and recommendations or strategies how to improve on the way mangroves are captured and reflected here.

Ecosystem services valuation of mangroves shall be looked at comprehensively (monetary and non-monetary), covering Provisioning (i.e. direct use values such as the provision of raw material and food (via nursery and habitat function); Regulating (i.e. indirect use values such as mitigation of and adaptation to climate change impacts, e.g. coastal protection); Supporting (i.e. non-use values such as biodiversity); and Cultural services (e.g. aesthetic, spiritual and cultural heritage values such as marine trade routes). As the latter is a recognized knowledge gap (de Souza Queiroz *et al.*, 2017; Himes-Cornell, Grose and Pendleton, 2018) information on the social and cultural importance of mangroves for local communities (Huxham *et al.*, 2017) shall be given particular attention in this analysis. Suitable valuation methods include (but are not limited to) Avoided or replacement cost, Benefits transfer, Contingent valuation (willingness to pay), Factor income/production function, Hedonic pricing, Market value/price, Opportunity cost, Participatory

valuation, Social cost of carbon. As part of the assignment, the consultant shall justify why/which methodology to be used for each ecosystem service to gain the best possible results. It must be ensured that the methodologies chosen are in line with the Guidelines on Methodologies for the Valuation of Coastal & Marine Ecosystems developed in the framework of the WIO-LaB Strategic Action Programme (WIOSAP) (Annex 3, attached to this call).

Next to the economic value of mangroves *human development* related to or derived from mangroves shall be described, including the characterisation of mangrove-dependent communities and their perceptions of benefits derived from mangroves, including non-woody. *Matrix 2* gives ideas what this aspect could entail, though these research questions shall be reviewed and prioritised in the course of the assignment (namely in step 4). Suitable methodologies include the Ethnographic approach and SPEAKING model (Situation, Participants, Ends, Act sequence, Key, Instrumentalities, Norms, Genres) and will likely revolve around household surveys. Again, the consultant will propose which exact methods and indicators to use based on literature review, including consultation of the SDG monitoring framework and similar international/national existing frameworks/datasets. It is the consultant's responsibility to ensure the methodology appropriately balances geographical coverage for representative data at the national level.

The consultant will gather the above-mentioned information through the following sources:

- Literature, including technical and scientific, studies, reports;
- Government statements and records;
- Interviews and surveys conducted with civil society, government actors, experts (e.g. following the Delphi technique as described in Mukherjee *et al.*, 2014), communities (household surveys), practitioners, and other stakeholders;
- Regional, national and sub-national legal and policy instruments, including case law where relevant;
- Other means suggested by the consultant to be discussed and agreed in consultation with the client.

Procedure of assignment completion

- Literature review/identification of status quo: gathering and analysis of all information already available from existing sources (secondary data) to populate the provided matrices (see Annex 1);
- Identification of gaps (thematic or geographic) to be investigated deeper as part of this assignment (new/original collection or primary data) to allow for a comprehensive/holistic understanding and to complete the provided matrices (see Annex 1) while taking into account other ongoing efforts;
- Proposal of methodology to achieve the objectives and expected results;
- Joint review of methodology and matrices with all four national consultants and us (in September);
- Data collection and resource mapping following validated methodology;
- Preparation of report (draft version early December, then implementation/inclusion of feedback/comments provided by us to attain final version of the report by end of December).

Deliverables

The consultant will provide the following deliverables:

- Collection of all *data sources used*, i.e. scientific/technical literature as well as legal and policy instruments and other documentary sources that have been consulted, and all data created in the framework of this assignment (e.g. survey responses, notes from interviews);
- *Dataset* on and inventory of the socio-economic role and status of mangroves emphasizing ecosystem services derived from mangroves and their conservation, using the provided matrices (see Annex 1, to be discussed and refined jointly with consultants working on this assessment in the other three countries);
- *Report* profiling the socio-economic role of mangroves (quantitatively and qualitatively) as well as the status of their representation in national development planning, including recommendations how to improve on both and to the benefit of people and nature (if applicable including an estimation of the opportunity cost thereof in the short and medium-term as well as future scenarios considering certain developments like e.g. migration, infrastructure development, large scale private investments) written in English language and recognising the provisional outline (see Annex 2);
- Participation in a regional (virtual) *meeting* for coordination (methodology), as well as *presentation* and comparison of findings from Mozambique, Tanzania and Madagascar to the project and to inform development planning.

Qualifications

The consultant shall have the following qualifications:

- Advanced qualification or equivalent experience in Environmental Science, Economics or other related fields (minimum: graduate degree);
- At least 5 years' experience in related topics, ideally specifically the assessment of the economic or socio-economic value of ecosystems or economic valuation of ecosystem services; previous work with people-centered approaches to biodiversity conservation, local communities, environment, and sustainable livelihoods; experience in mangroves or related ecosystems;
- Knowledge and experience on environmental issues, particularly on sustainable resource use and climate change mitigation and adaptation strategies;
- Prior work experience in Kenya and strong cultural awareness and sensitivity to diversity;
- Excellent analytical and research skills, able to work and deliver results independently and within a team;
- Strong interpersonal skills are essential, capacity to develop partnerships with a wide range of stakeholders;
- Excellent presentation and communication skills;
- Mastery of computer tools: Microsoft Word, Excel, PowerPoint and other as applicable (particularly recommended: bibliographic management software);
- Advanced written and verbal proficiency in English as well as Swahili. Knowledge of relevant local dialects would be an asset; and

- Willingness to travel locally and internationally as required.

Consultancy duration

The consultancy is expected to take 3 months, starting 01 October 2020 and be completed no later than 31 December 2020.

Terms of payment

Payment will be based on service provision and is subject to the prior production of an original invoice; advance payment can generally not be granted. Mission costs will be covered directly based on the travel request form to be completed by the contractor before the mission and travel expense claim to be submitted along with supporting documents no later than 5 days after the mission. The consultant is required to comply with our procedures for assignments. We reserve the right to not accept expenditure beyond the agreed budget or whose supporting documentation is not in accordance with our procedures, and to suspend payments in the absence of appropriate deliverables.

Working relationships

The consultant will carry out the assignment under IUCN ESARO's technical supervision (Thomas Sberna, Regional Technical Coordinator – Marine and Coastal Resilience Programme and incoming Programme Manager - Coastal and Ocean Resilience, Kenya) and in close collaboration with the other three national consultants (regional link facilitated by Lilian Nyaega, Regional Programme Officer, Wetlands International Eastern Africa).

The consultant is to allow for at least 7 working days after receipt of deliverables for us to provide comments and remarks. The consultant will have 5 working days to implement/include this feedback.

Application procedure

Interested experts are invited to submit a proposal to Celestine Chemorkok by email celestine.chemorkok@iucn.org; by 20th September 2020, 23:59pm EA time, including;

- Curriculum Vitae of the consultant(s) indicating experience relevant to the subject of this assignment with professional references and area of specialisation;
- Letter of motivation (including demonstration of an excellent understanding of the assignment's purpose and aims);
- Technical offer (including proposed procedure, timeline and methodology);
- Financial offer (budget broken down by major activities, specifying the number of days and daily fee of consultants, as well as expenses such as travel, and detailing taxes or exemption thereof).

Admissible tenders will be assessed by an evaluation committee based on the following criteria:

| | |
|--|-----|
| Relevant experience | 60 |
| <ul style="list-style-type: none"> • Understanding of the assignment’s purpose and aims 20 • Appropriateness of proposed methodology 20 • Experience in the field of studies 20 | |
| Qualifications and skills of key personnel | 40 |
| Technical offer total | 100 |

If the technical offer is below the score of 70/100, it is immediately eliminated without consideration of the financial offer. The candidate with the highest score, subject however to the results of the professional reference check, is recommended to be the successful candidate and is invited to the financial negotiations. The final decision will consider the financial offer and its analysis will be based on the budget available for this activity within the project. If the negotiations are not successful, we move on to the second candidate and so on.

Reservation note on the cancellation of this call for tenders

This tender may be cancelled under one of the following conditions:

- No offer in accordance with the tender requirements received;
- Insufficient number of competitive offers;
- The offers exceed the available budget.

References

- Barbier, E. B. (2014) ‘Valuing ecosystem services as productive inputs’, *Economic Policy*, 22(49), pp. 178–229. doi: 10.1111/j.1468-0327.2007.00174.x.
- Himes-Cornell, A., Grose, S. O. and Pendleton, L. (2018) ‘Mangrove Ecosystem Service Values and Methodological Approaches to Valuation: Where Do We Stand?’, *Frontiers in Marine Science*. Frontiers Media SA, 5. doi: 10.3389/fmars.2018.00376.
- Huxham, M. *et al.* (2017) ‘Mangroves and People: Local Ecosystem Services in a Changing Climate’, in Rivera-Monroy, V. H. *et al.* (eds) *Mangrove Ecosystems: A Global Biogeographic Perspective: Structure, Function, and Services*. Cham: Springer International Publishing, pp. 245–274. doi: 10.1007/978-3-319-62206-4_8.
- Mukherjee, N. *et al.* (2014) ‘Ecosystem service valuations of mangrove ecosystems to inform decision making and future valuation exercises’, *PLoS ONE*, 9(9), pp. 1–9. doi: 10.1371/journal.pone.0107706.
- Nchimbi, A. A. and Lyimo, L. D. (2019) ‘Socioeconomic Determinants of Mangrove Exploitation and Seagrass Degradation in Zanzibar: Implications for Sustainable Development’, *Journal of Marine Biology*. Edited by H. Felbeck. Hindawi, 2019, p. 7684924. doi: 10.1155/2019/7684924.
- Obura, D. *et al.* (2017) *Reviving the Western Indian Ocean Economy: Actions for a Sustainable Future*. Gland, Switzerland. Available at: http://d2ouvy59p0dg6k.cloudfront.net/downloads/wwf_wio_main_report_low_res_2017.pdf.
- de Souza Queiroz, L. *et al.* (2017) ‘Neglected ecosystem services: Highlighting the socio-cultural

perception of mangroves in decision-making processes', *Ecosystem Services*. Elsevier B.V., 26, Part A, pp. 137–145. doi: <https://doi.org/10.1016/j.ecoser.2017.06.013>.

TEEB (2010) 'Socio-cultural context of ecosystem and biodiversity valuation', in Kumar, P. (ed.) *The Economics of Ecosystems and Biodiversity Ecological and Economic Foundations*. London and Washington: Earthscan. Available at: <http://www.teebweb.org/our-publications/teeb-study-reports/ecological-and-economic-foundations/>.

Vegh, T. *et al.* (2014) *Mangrove Ecosystem Services Valuation: State of the Literature*, NI WP. Durham, NC. doi: NI WP 14-06.

Annex 1: Matrices for assessment of the socio-economic role of mangroves in Kenya

To be discussed and refined jointly with consultants working on this assessment in the other three countries to ensure comparability

- *Matrix 1 – Valuation of mangrove ecosystem services*

| Ecosystem service | Source (study author and year, or reference to own assessment) | Value (2020US\$/ha/year and/or relative importance/ rank e.g. following Delphi technique) | Remarks |
|--|--|--|----------------|
| Provisioning | | | |
| Food (finfish, invertebrates such as crab and molluscs, honey,...) | | | |
| Raw material (fuelwood/charcoal, timber, fodder, tannins, ...) | | | |
| Other | | | |
| Regulating | | | |
| Climate regulation | | | |
| Erosion prevention / coastal protection | | | |
| Moderation of extreme events | | | |
| Regulation of water flows | | | |
| Water quality/filtration | | | |
| Other | | | |
| Supporting | | | |
| Maintenance of biodiversity (including genetic diversity) | | | |
| Maintenance of life cycles of migratory species | | | |

| Ecosystem service | Source (study author and year, or reference to own assessment) | Value (2020US\$/ha/year and/or relative importance/ rank e.g. following Delphi technique) | Remarks |
|--|--|--|----------------|
| Other | | | |
| Cultural | | | |
| Aesthetic | | | |
| Opportunities for tourism and recreation | | | |
| Spiritual experience | | | |
| Other | | | |
| Total Economic Value of Mangroves | | | |

- *Matrix 2 – Quantification of socio-economic indicators: human development related to / derived from mangroves*

| Socio-economic indicators | Source (study author and year, or reference to own assessment) | Value | | | Remarks |
|--|--|---------------|---------------|---------------|----------------|
| | | Men | Women | Total | |
| National parameters (desk study) | | | | | |
| Population | | # | # | # | |
| Population growth (absolute and relative) | | #/year and % | #/year and % | #/year and % | |
| Population migration | | #in and #out | #in and #out | #in and #out | |
| Per capita income | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |

| | | | | | |
|---|--|--|--|--|--|
| Population living below the national poverty line | | # and % | # and % | # and % | |
| Prevalence of moderate or severe food insecurity in the population, based on the Food Insecurity Experience Scale | | # and % | # and % | # and % | |
| Mortality rate | | ‰ | ‰ | ‰ | |
| Coverage of essential health services | | % | % | % | |
| Literacy | | # and % | # and % | # and % | |
| Population with access to electricity | | # and % | # and % | # and % | |
| Number of persons directly affected by natural disasters | | (#) | (#) | # | |
| Mangrove area | | n/a | n/a | ha | |
| Characterisation of the population living within 10km of mangroves (desk study) | | | | | |
| Number of people living near (within 10km of) mangroves | | # | # | total # and #households | |
| Population growth (absolute and relative) | | #/year and % | #/year and % | #/year and % | |
| Population migration into and out of areas within 10km of mangroves | | net migration rate (positive=immigration, negative=emigration) | net migration rate (positive=immigration, negative=emigration) | net migration rate (positive=immigration, negative=emigration) | |
| Per capita income | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |

| | | | | | |
|---|--|---------------|---------------|---------------|--|
| Population living below the national poverty line | | # and % | # and % | # and % | |
| Prevalence of moderate or severe food insecurity in the population, based on the Food Insecurity Experience Scale | | # and % | # and % | # and % | |
| Mortality rate | | % | % | % | |
| Coverage of essential health services | | % | % | % | |
| Literacy | | # and % | # and % | # and % | |
| Population with access to electricity | | # and % | # and % | # and % | |
| Number of persons directly affected by natural disasters | | (#) | (#) | # | |
| Socio-economic indicators derived from mangroves (household surveys) | | | | | |
| Total and average household <i>income</i> in communities near (within 10km of) mangroves | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |
| 1. Overall | | | | | |
| 2. Directly derived from mangroves | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |
| 3. Indirectly derived from mangroves | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |
| Total and average household <i>spending/consumption</i> on basic necessities (food, | | 2020US\$/year | 2020US\$/year | 2020US\$/year | |

| | | | | | |
|--|--|---|---|---|--|
| health, etc) in communities near (within 10km of) mangroves | | | | | |
| Number of people earning their living directly from mangroves and their resources | | # | # | # | |
| Number of income sources per household (general and specifically highlighting those related to mangroves) | | # | # | # | |
| Household asset index related to mangroves in households near (within 10km of) mangroves | | # | # | # | |
| Perceived value of mangroves (e.g. improved wellbeing as a result of CBNRM), ideally broken down by ecosystem service (or at least higher-level categories like woody vs. non-woody) | | | | | |
| Food and nutrition security (in general and specifically related to mangroves) | | #months with hunger | #months with hunger | #months with hunger | |
| | | #Months of Adequate Household Food Provisioning | #Months of Adequate Household Food Provisioning | #Months of Adequate Household Food Provisioning | |
| | | #hunger days per month | #hunger days per month | #hunger days per month | |

| | | Dietary Diversity Score | Dietary Diversity Score | Household Dietary Diversity Score | |
|---|--|---------------------------|-----------------------------|-----------------------------------|--|
| - Community self-assessment capacity | | | | | |
| - Qualitative “most transformative/significant change” type question | | | | | |
| Mangrove use (household surveys) | | | | | |
| <i>if possible, define if any activity is majorly conducted by certain subgroup (e.g. young men)</i> | | | | | |
| Number of people involved with or dependent on mangrove-related cultural activities such as (eco) tourism (specify the type of activity in remarks) | | # | # | # | |
| Number of fishers dependent on mangroves as fishing ground or nursery habitat | | # | # | # | |
| Number of species frequenting and/or dependent on mangroves that are of nutritional/ subsistence/ economic value (list species in remarks) | | # (of value to fishermen) | # (of value to fisherwomen) | # | |
| Number of people involved with income-generating activities based on | | # | # | # | |

| | | | | | |
|---|--|----------------------|------------------------|---|--|
| mangroves as raw material (timber, fuelwood, ...) | | | | | |
| Number of people involved with mangrove-dependent income-generating activities other than the above (specify activities in remarks) | | # | # | # | |
| Mangrove management (household surveys) | | | | | |
| Number of <i>civil society and community-based organizations</i> involved in mangrove conservation, management and/or restoration | | (# if any male-only) | (# if any female-only) | # | |
| Number of <i>people actively</i> involved in mangrove conservation, management and/or restoration | | # | # | # | |
| Access right to mangroves as natural resources | | | | | |

Annex 2: Provisional report outline

1. Executive summary
2. Introduction
3. Methodology
 - a. Research questions
 - b. Desk study: a review of existing literature
 - c. Gap-filling: primary data collection
 - i. Valuation of mangrove ecosystem services
 - ii. Socio-economic indicators related to mangroves (incl. study site selection etc.)
4. Results
 - a. Valuation of mangrove ecosystem services
 - b. Socio-economic indicators related to mangroves
5. Discussion (incl. identification of 'key entry points' for mangrove conservation; identification of investment priorities for mangrove conservation and restoration, i.e. mapping where mangroves provide exceptionally high disaster risk reduction benefits or other valuable ecosystem services; possible/sustainable optimisation of the main economic values of mangroves; identification of common features and best practices; making the (business) case for mangroves, i.e. substantiating strong arguments for mangroves and their conservation with locally relevant scientific/economic evidence)
6. Conclusions (recommendations informing national development planning for policies aiming at better mangrove protection for the benefit of people and nature)
7. References

Annex 3: Guidelines on Methodologies for the Valuation of Coastal & Marine Ecosystems developed in the framework of the WIO-LaB Strategic Action Programme (WIOSAP)

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<https://www.nairobiconvention.org/CHM%20Documents/WIOSAP/WIOSAP%20docs%20for%20website/Third%20WIOSAP%20PSC/Guidelines%20on%20Methodologies%20for%20Valuation%20Draft%201.pdf>

(pdf to be inserted)

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PART 3 – THE EVALUATION MODEL

| | |
|--|-----|
| Relevant experience | 60 |
| • Understanding of the assignment’s purpose and aims | 20 |
| • Appropriateness of proposed methodology | 20 |
| • Experience in the field of studies | 20 |
| Qualifications and skills of key personnel | 40 |
| Technical offer total | 100 |

If the technical offer is below the score of 70/100, it is immediately eliminated without consideration of the financial offer. The candidate with the highest score, subject however to the results of the professional reference check, is recommended to be the successful candidate and is invited to the financial negotiations. The final decision will consider the financial offer and its analysis will be based on the budget available for this activity within the project. If the negotiations are not successful, we move on to the second candidate and so on.

PART 4 – INFORMATION TO BE PROVIDED BY PROPOSERS

By participating in this RfP, Proposers are indicating their acceptance to be bound by the conditions set out in this RfP.

This Part details all the information Proposers are required to provide to IUCN. Submitted information will be used in the evaluation of Proposals. Proposers are discouraged from sending additional information, such as sales brochures, that are not specifically requested.

Each of the following must be submitted as a separate document, and will be evaluated separately.

4.1. Declaration

Please read and sign the [Declaration](#) and include this in your proposal.

4.2. Technical information/Service Proposal

Proposers are required to submit the following details in their technical proposal

- Executive Summary of proposal
- Candidate 'background including CV
- List of similar projects with the last 5 years
- At least one relevant example demonstrating the expert's experience with Mangrove Conservations and their Socio Economic Role
- Project Methodology, including description of how the expert intends to undertake the delivery of tasks, providing justification approach
- Work plan
- List of institution the candidate has worked with
- Contact details of 3 referees, familiar with the proponent's experience

4.3. Pricing information

Prices include all costs

Submitted rates and prices are deemed to include all costs, insurances, taxes, fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Requirement. Any charge not stated in the Proposal as being additional, will not be allowed as a charge against any transaction under any resultant Contract.

Applicable Goods and Services Taxes

Proposal rates and prices shall be exclusive of Value Added Tax.

Currency of proposed rates and prices

Unless otherwise indicated, all rates and prices submitted by Proposers shall be in EURO

PART 5– DEFINITIONS

For the purposes of this Request for Proposal (RfP) the following definitions apply:

| | |
|--------------|---|
| Contract | Means any contract or other legal commitment that results from this Request for Proposals. |
| Contractor | Means the entity that forms a Contract with IUCN for provision of the Requirement. |
| Instructions | Means the instructions and conditions set out in Part 1 of this Request for Proposals. |
| IUCN | Means IUCN, International Union for Conservation of Nature and Natural Resources. |
| IUCN Contact | Means the person IUCN has nominated to be used exclusively for contact regarding this Request for Proposals and the Contract. |
| Proposal | Means a written offer submitted in response to this Request for Proposals. |
| Proposer | Means an entity that submits, or is invited to submit, a Proposal in response to this Request for Proposals. |
| Requirement | Means the supply to be made by the Contractor to IUCN in accordance with Part 2 of the RfP. |
| RfP | Request for Proposals |