Supporting the implementation of the integrated ecosystem management approach for landscape restoration and biodiversity conservation in Tanzania

Request for Proposals (RfP)

Undertaking an assessment of Public and Private Financing Mechanisms for Sustainable Landscape Restoration (SLR) in Tanzania

Issue Date: 31 August 2022

Closing Date and Time: 13 September 2022; 23:59 EAT

IUCN Contact:
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PART 1 – INSTRUCTIONS TO BIDDERS AND PROPOSAL CONDITIONS

1.1. About IUCN

IUCN is a membership Union uniquely composed of both government and civil society organizations. It provides public, private, and non-governmental organizations 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 organizations 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 where diverse stakeholders, including governments, NGOs, scientists, businesses, local communities, indigenous peoples organizations, 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.

www.iucn.org

1.2. Summary of the Requirement

IUCN invites you to submit a proposal to conduct a study on ‘Public and private financing mechanisms for sustainable landscape restoration (SLR) in Tanzania. IUCN will accept applications from individuals and organizations that can provide all services required. The applicants can find detailed Terms of Reference in Part 2 of this RfP.
1.3. The procurement process
The following key dates apply to this RfP:

<table>
<thead>
<tr>
<th>RfP Issue Date</th>
<th>31 August 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>RfP Closing Date and Time</td>
<td>13 September 2022, 23.59 EAT</td>
</tr>
<tr>
<td>Estimated Contract Award Date</td>
<td>27 September 2022</td>
</tr>
</tbody>
</table>

1.4. Conditions
IUCN is not bound to enter into any contractual or other arrangements with any Bidder due to 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 before contract award. By participating in this RfP, Bidders accept the conditions set out in this RfP. IUCN requires Bidders to refrain from corrupt and fraudulent/prohibited practices in participating in this procurement. To this end, Bidders must sign the "Bidder's Declaration" and include it in their proposal.

1.5. Queries and questions during the RfP period
Bidders are to direct any queries and questions regarding the RfP to the above IUCN Contact. Bidders should not contact any other IUCN personnel about this RfP. Bidders may submit their queries no later than 8 September 2022, 16:30 EAT. As far as possible, IUCN will issue the responses to any questions, suitably anonymized, to all Bidders. If you consider the content of your question confidential, you must state this when the question is posed.

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

1.7. Proposal lodgement methods and requirements
Bidders must submit their proposal to IUCN no later than 23.59 EAT on 13 September 2022 by email to: doyi.mazenzele@iucn.org, copying, cleophas.mkuyu@iucn.org. The subject heading of the email shall be [RfP – SLR financing mechanisms- [Bidder Name]]. Electronic copies are to be submitted in PDF and native (e.g., M.S. Word) format. Bidders 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 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 incomplete proposal will not be considered. IUCN will make no allowance for any delays in transmission of the Proposal from Bidder to IUCN.

1.9. Withdrawals and Changes to the Proposal
Proposals may be withdrawn or changed at any time before 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 valid for 60 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
2.1. Background
IUCN, International Union for Conservation of Nature, is supporting the Vice President’s Office and the UN Environment in the implementation of the Project entitled “Supporting the implementation of the integrated ecosystem management approach for landscape restoration and biodiversity conservation in Tanzania”. The Global Environmental Facility (GEF) funds the Project. The Project implementation timeframe is 2021 to 2025.

The overall objective of this project is to strengthen integrated natural resources management and restoration of degraded landscapes for building resilient socio-ecological systems in Tanzania. Specifically, the project will:

(i) enhance national enabling environment and capacity of actors for sustainable landscape restoration (SLR) efforts and commitment to SLR;
(ii) improve landscape management through the implementation of restoration plans and integrated landscape management practices in selected project sites;
(iii) develop and share knowledge, disseminate good practices, and appropriate monitoring and evaluation (M&E) systems and financing arrangements that support adaptive management of SLR interventions and strategies.

The project interventions are implemented at two levels. At the national level, the project entail working with the central government of Tanzania to support the establishment and operationalization of Sustainable Landscape Restoration (SLR) governance and regulatory structures. At the ground level, the project works to improve landscape management through the implementation of restoration plans and enhance the adoption of innovative SLR practices. The project operates in seven districts councils, four in Greater Ruaha Sub-Basin (Iringa, Wanging’ombe, Mbarali and Mbeya) and three in Lake Rukwa Basin (Sumbawanga, Mpimbwe and Tanganyika).

The current incentives and capacities to mobilize resources for SLR initiatives and constraints in raising funds are not known by the partners. To address this, under activity 3.3.1.1., the Project sets out to undertake an assessment of the available resources, and the structure of public and private financiers that have an interest in financing SLR. This assessment will provide guidance and tools for private sector engagement to attract investments in Sustainable Landscape Restoration.

2.2. Objectives of the Consultancy
To analyse public and private financing mechanisms for sustainable landscape restoration (SLR) in Tanzania

Specific objectives:

• Mapping available sources of public and private funds for SLR in Tanzania
• Analysing mechanisms of funding and channels through which funds reach SLR actors on the ground
• Entry points for public and private sector investment in SLR.
• Analysis of barriers and incentives to public and private sector investment in SLR
• Evaluation of the investment potential of priority SLR interventions
• Analysis of investment risks and risk mitigation instruments available for landscape restoration in Tanzania
3. Scope of the Study

The study will be conducted as desktop analysis complemented by stakeholder consultations in terms of virtual and in-person interviews to achieve the objectives presented above. The study requires close collaboration with IUCN and VPO. Key institutions to be consulted include Government Ministries, Departments and Agencies (MDAs), Global and Regional Funds, NGOs (local and international) and Private sector (including financial institutions).

4. Deliverables

<table>
<thead>
<tr>
<th>Phase</th>
<th>Deliverables</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inception</td>
<td>An inception report detailing the tools and methodology for the study as well as a timeframe.</td>
</tr>
</tbody>
</table>
| Data Collection, Initial Findings, Reporting, and Validation | • Draft Report in MS Word  
• PowerPoint presentation with key findings  
• Excel database of financing (sources, mechanism, and channels) |
| Final reporting                | • Final Report in MS Word  
• PowerPoint presentation with key findings  
• Excel database of financing (sources, mechanism, and channels) |

Note:
- Draft versions of reports, PowerPoint presentations and excel sheet to be delivered to IUCN to request comments, feedback, and recommendations before finalizing.
- Final versions of the deliverables shall include any additional round of final comments of the technical team.
- All materials should be delivered in English.

5. Timeline

The total duration of the work will be tentatively from 27 September 2022 to 17 October 2022. The exact dates for the tasks listed above will be determined together with the selected Bidders.

- Draft versions: 1.5 weeks
- Final versions: 0.5 weeks
- Final comments: 0.5 weeks
- Submission of final versions: 0.5 weeks

6. Cost

Maximum up to USD 15,000.00 including all the costs and taxes.

7. Requirements/Qualification

A consultant/firm with diverse skills and qualifications including:
- PhD or Masters in Natural Resources Management, Ecological Restoration, Environmental Economics, Finance or related field
- At least 10 years’ working experience in natural resources management, forest and landscape restoration or related fields
- A track record on the execution of similar financing studies in Tanzania and Eastern and South Africa Region.
- Proficiency in written and spoken English and Swahili

PART 3 – THE EVALUATION MODEL

The selection criteria will consist of a technical and financial component. A weighting will be provided to each component as follows: Technical Weighting Factor 90%, Financial Weighting Factor 10%, with the total score a combination of these two percentages. The evaluation of proposals shall be carried out
Supporting the implementation of the integrated ecosystem management approach for landscape restoration and biodiversity conservation in Tanzania

exclusively with regards to the evaluation criteria and their relative weights specified in the table below:

<table>
<thead>
<tr>
<th>Evaluation Criteria</th>
<th>Maximum attainable points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Appropriate educational background and expertise</td>
<td>30</td>
</tr>
<tr>
<td>2. Relevant experience on landscape restoration financing</td>
<td>30</td>
</tr>
<tr>
<td>3. Quality of technical proposal</td>
<td>30</td>
</tr>
<tr>
<td>4. Price score</td>
<td>10</td>
</tr>
<tr>
<td><strong>Total score</strong></td>
<td><strong>100</strong></td>
</tr>
</tbody>
</table>

A Price Score (PS) is assigned to all Proposals applying the following formula:

\[ PS = 10 \times \frac{LP}{PP} \]

Where:
- PS is the Price Score of the offer under evaluation;
- 10 is the maximum score in points obtainable in the Price evaluation;
- LP is the value of the lowest Budget (a sum of the Staff Input Budget and the Expenses Budget) offered by all Proposals in the Price evaluation;
- PP is the value of the Budget (a sum of the Staff Input Budget and the Expenses Budget) offered through the proposal under evaluation.

The contract will be awarded to the proposal, which has obtained the highest total score.

PART 4 – INFORMATION TO BE PROVIDED BY BIDDERS

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

This Part details all the information Bidders are required to provide to IUCN. Submitted information will be used in the evaluation of Proposals. Bidders 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

Bidders are required to submit the following details in their technical proposals:

1. A brief technical proposal (2-4 pages)
2. Summary of previous technical work and CV
3. Sample report of previous relevant technical work
4. Financial proposal

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 inclusive of Withholding tax (WHT) – 5% and 15% for nationals and foreigners respectively.

**Currency of proposed rates and prices**

Unless otherwise indicated, all rates and prices submitted by Bidders shall be in United States Dollars

### 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**

- **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.

- **Bidder**
  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