



# REQUEST FOR PROPOSAL (RFP)

## FOR SERVICES

<b>Project Title:</b>	<b>Preferred supplier for services to support the work of SPC FAME</b>
<b>Nature of the services</b>	Coastal fisheries management Legal Livelihoods Community-based fisheries management
<b>Location:</b>	Home-based with possible travel in the Pacific Region
<b>Date of issue:</b>	10/11/2023
<b>Closing Date:</b>	18/12/2023
<b>SPC Reference:</b>	RFP23-5965

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## Part 1: INTRODUCTION

### 1.1 About the Pacific Community (SPC)

The Pacific Community (SPC) is the principal scientific and technical organisation of the Pacific region, established by treaty in 1947 with the signing of the Agreement Establishing the South Pacific Commission (the Canberra Agreement).

SPC has our headquarters in Noumea, New Caledonia and has regional offices in Fiji, the Federated States of Micronesia, Vanuatu and Tonga, as well as an office in France. SPC works across the Pacific and has staff in nearly all of our Pacific Island Country and Territory members.

SPC works for the well-being of Pacific people through the effective and innovative application of science and knowledge and is guided by a deep understanding of Pacific Island contexts and cultures. Our unique organisation covers more than 20 sectors and is renowned for knowledge and innovation in such areas as fisheries science, public health surveillance, geoscience and conservation of plant genetic resources for food security.

For more information about SPC and the work that we do, please visit our website: <https://www.spc.int/>.

### 1.2 SPC's procurement activities

SPC's procurement activities are guided by the principles of high ethical standards, value for money, open competition and social and environmental responsibility and are carried out under our Procurement Policy.

SPC's *Procurement Policy* provides the framework for ensuring that SPC obtains the best value for its purchases, in terms of both cost and quality; demonstrates financial probity and accountability to its members and development partners; manages and prevents the potential for conflicts of interest; reduces its environmental impact and manages any other risks.

At SPC, all procurement follows the same main steps: planning; statement of needs; requisition; solicitation; evaluation; award; receipt; and payment. Different procedures apply depending on the value of the goods, services and works to be procured.

For further information or enquiries about SPC's procurement activities, please visit the procurement pages on our website: <https://www.spc.int/procurement> or email: [procurement@spc.int](mailto:procurement@spc.int).

### 1.3 SPC's Request for Proposal (RFP) Process

At SPC, procurement valued at more than EUR 45,000 must be advertised through a Request for Proposal (RFP) with any bids received evaluated by SPC's Procurement Committee to determine the offer that provides the best value for money.

This RFP sets out SPC's requirements and it asks you, as a bidder, to respond in writing in a prescribed format with pricing and other required information. The RFP contains detailed instructions and templates to enable you to submit a compliant bid. It sets out the overall timetable; it confirms the evaluation criteria that SPC will use to evaluate proposals; it explains the administrative arrangements for the receipt of the bids; and it sets out how bidders can request further information.

Your participation confirms your acceptance of SPC's conditions of participation in the RFP process.

## Part 2: INSTRUCTIONS TO BIDDERS

### 2.1 Background

SPC invites you to submit a bid to deliver the services as specified in [Part 3](#).

SPC has advertised this RFP on its website and may send it directly to potential vendors. The same specifications, submission and other solicitation requirements will be provided to all vendors.

SPC has compiled these instructions to guide prospective bidders and to ensure that all bidders are given equal and fair consideration.

Please read the instructions carefully before submitting your bid. For your bid to be considered, you must provide all the prescribed information by the closing date and in the format specified.

### 2.2 Submission instructions

Your submission must be clear, concise and complete and should only include information that is necessary to respond effectively to this RFP. Please note that you may be marked down or excluded from the procurement exercise if your submission contains any ambiguities or lacks clarity.

Your proposal must include the following documents (annexes of [Part 5](#) of the RFP):

- a) Bidder's Letter of Application (Annex 1);
- b) Conflict of Interest Declaration (Annex 2);
- c) Information about the bidder and Due diligence (Annex 3);
- d) Technical proposal submission form (Annex 4) with:
  - Detailed CV(s)
  - Copy of diplomas and certificates
  - Cover letter detailing expertise against the selection criteria of the work area
  - Copy of your business registration
- e) Financial proposal submission form (Annex 5).

Your proposal must be submitted in **two separate emails**.

You must submit your **Technical proposal** (Annexes 1 to 4 and all their supporting documents) in English as an attachment to one email. No financial information may appear in the technical proposal.

You must submit your **Financial proposal** (Annex 5) in a separate email. All prices in the proposal must be presented in EURO. Your Financial proposal is to be password protected. SPC will request the password in the event that it is required.

Both emails are to be sent to [procurement@spc.int](mailto:procurement@spc.int) with the subject line of your email as: **Submission RFP23-5965 – work area n°**.

Your proposal must be received no later than **18/12/2023 by 4.00 PM Noumea time**. Only one bid per bidder is permitted.

SPC will send a formal acknowledgement to each proposal received before the deadline.

SPC reserves the right to exclude from consideration any proposal not received by the deadline, with incomplete information or in incorrect form.

## 2.3 Clarifications

You may submit questions or seek clarifications on any issue relating to this RFP. The questions are to be submitted in writing to [procurement@spc.int](mailto:procurement@spc.int) with the subject line: **Clarification RFP23-5965**. The deadline for submission of clarifications is **4/12/2023 by 4.00 PM Noumea time**.

Details will be kept of any communications between SPC and bidders. This assists SPC to ensure transparency of the procurement process. While SPC prefers written communication in the RFP process, at any point where there is phone call or other conversation, SPC will keep a record or a file note of the exchange with prospective bidders.

## 2.4 Evaluation

### Validity

Each proposal will be assessed for compliance with the submission requirements by the Bids Opening Committee. At this stage, basic due diligence will also be undertaken.

To assist in the examination, evaluation and comparison of proposals, SPC may ask the bidder for clarification of its proposal or additional information. The request for clarification will be in writing.

### Technical

All valid proposals will be assessed against the technical evaluation criteria set out in Part 4. The criteria are provided with weighted scores according to the relative importance of each. SPC will not change the evaluation criteria set out in the RFP at any stage of the procurement process. Any changes in the evaluation criteria will result in the RFP process being re-issued.

Bidders are expected to familiarise themselves with local conditions and take these into account in preparing their proposal. Where minimum qualifications are set as specific evaluation criteria (which may include educational qualification, professional accreditation or certification, licensing, experience and expertise), proposals submitted must necessarily meet these criteria.

### Financial

Any bids that pass the minimum technical evaluation requirements will pass onto financial evaluation.

During the financial evaluation, if there is a discrepancy between the unit price and the total price, the lower price shall prevail. If there is a discrepancy between words and figures the amount in words will prevail.

The total cost of the proposal must be submitted inclusive of taxes in accordance with the applicable legislation, and is not subject to revision.

## 2.5 Contract award

The purpose of this RFP is to implement Preferred Supplier Agreements (PSAs) based on work areas. Initial contract will be for one (1) year, and can be renewed for three (3) more years based on performance.

SPC may award the contract once the Procurement Committee has determined that a bidder has met the prescribed requirements and the bidder's proposal has been determined to be the most responsive to the RFP documents, provide the best value for money and best serve the interests of SPC.

SPC's [General Terms and Conditions of Contract](#) will apply to any contracts awarded under this RFP, unless otherwise agreed. **Any requested changes to the General Terms and Conditions of Contract must be foreshadowed in the submission when submitting the bid and attached to the Technical Proposal.**

In the absence of requests for changes, the General Conditions of Contract and the terms of the PSA contract shall be deemed to be known, understood and accepted by the bidder.

The award of the contract will be made by contract signed and dated by both parties.

## 2.6 Key dates

Please see the proposed procurement timetable in the table below. This timetable is intended as a guide only and while SPC does not intend to depart from the timetable, it reserves the right to do so at any stage.

STAGE	DATE
RFP advertised	10/11/2023
Pre-bid meeting (pre-registration by email to <a href="mailto:procurement@spc.int">procurement@spc.int</a> required by 27/11/2023 4.00pm Noumea time)	29/11/2023
Deadline for seeking clarification	4/12/2023
RFP Closing Date	18/12/2023

## 2.7 Legal and compliance

**Child and vulnerable adult protection:** SPC is committed to the well-being of children and vulnerable adults. All SPC contractors are required to commit to the principles of SPC's Child and Vulnerable Adult Protection Policy ([XI.G Manual of Staff Policies](#)). Breach of this requirement can result in SPC terminating any contract with a successful bidder. Any allegations of potential misconduct in relation to this RFP involving children or vulnerable adults should be sent to [complaints@spc.int](mailto:complaints@spc.int).

**Confidentiality:** Unless otherwise agreed by SPC in advance or where the contents of the RFP are already in the public domain when **shared** with the bidder, bidders shall at all times treat the contents of the RFP and any related documents as confidential. SPC will also treat the information it receives from the bidders as confidential.

**Conflict of interest:** Bidders must take all necessary measures to prevent any situation of conflict of interest. You must notify SPC in writing as soon as possible of any situation that could constitute a conflict of interest during the RFP process. If you have any familial connection with SPC staff, this must be declared, and approval will then be sought for you to engage in the RFP process. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder.

**Cost of preparation of proposals:** Under no circumstances will SPC be liable for any proposal submission costs, expenditure, work or effort that you may incur in relation to your provision of a proposal (including if the procurement process is terminated or amended by SPC).

**Currency, validity, duties, taxes:** Unless specifically otherwise requested, all proposals should be in EURO and must be net of any direct or indirect taxes and duties and shall remain valid for 120 days from the closing date. The successful bidder is bound by their proposal for a further 60 days following notification they are the preferred bidder so that the contract may be awarded. No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during this period.

**Eligibility:** Bidders are required to disclose to SPC whether they are subject to any sanction or temporary suspension imposed by any international organisation, or whether they are subject to bankruptcy proceedings. You may not be bankrupt or suspended, debarred, or otherwise identified as ineligible by any international organisation. Failure to disclose such information may result in debarment and termination of any contract issued to the bidder by SPC.

**Fraud and corruption:** SPC has zero tolerance for fraud and corruption. All contractors have an obligation to report potential fraud and corruption. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder. Allegations of potential misconduct by an SPC staff member or contractor involving fraud or corruption can be sent to [complaints@spc.int](mailto:complaints@spc.int).

**Good faith:** The information in this RFP is provided by SPC in good faith. No representation, warranty, assurance or undertaking (express or implied) is or will be made, and no responsibility or liability will be accepted by SPC in relation to the adequacy, accuracy, completeness or reasonableness of this RFP or any information provided by SPC in relation to this RFP.

**Modifications:** Any clarifications, corrections or modifications will be published on the SPC website prior to deadline. In the event a bidder has submitted a bid before the clarification, correction or modification, the bidder will be informed and may modify the bid. The modified bid will still need to be received before the deadline.

**No offer of contract or invitation to contract:** This RFP is not an offer to contract or an invitation by SPC to enter into a contract with you.

**Privacy:** The bidder is to comply with the requirements of applicable legislation and regulatory requirements in force for the use of personal data that is disclosed for the purposes of this RFP. SPC will handle any personal information it receives under the RFP in line with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

**Right to amend, seek clarity, withdraw, not award:** SPC reserves the right to: (1) amend, add to or withdraw all or any part of this RFP at any time, or to re-invite bids on the same or any alternative basis; (2) seek clarification or documents in respect of any bidder's submission; (3) choose not to award a contract as a result of this RFP; (4) make whatever changes it sees fit to the timetable, structure or content of the procurement process, depending on approvals processes or for any other reason. Please note that while SPC will not change the evaluation criteria set out in the RFP without the RFP process being re-issued, SPC does reserve the right at the time of award of contract to vary the quantity of services and goods specified in the RFP and to accept or reject any proposal at any time prior to award of the contract without incurring any liability to the affected bidder or any obligation to inform the affected bidder/s of the grounds for SPC's action.

**Right to disqualify:** SPC reserves the right to disqualify: (1) any bidder that does not submit a proposal in accordance with the instructions in this RFP; (2) any bidder that misrepresents information to SPC; (3) any bidder that directly or indirectly canvasses any SPC employee concerning the award of a contract.

**Use of material:** Bidders shall not use the contents of the RFP or any related material for any purpose other than for the purpose of considering submitting, or submitting, a bid to SPC.

**Warranty, representation, assurance, undertaking:** The bidder acknowledges and agrees that no person has any authority to give any warranty, representation, assurance or undertaking on behalf of SPC in connection with any contract which may (or may not) follow on from this RFP process.

## 2.8 Complaints process

Bidders that consider they were not treated fairly during any SPC procurement process may lodge a protest. The protest should be addressed to [complaints@spc.int](mailto:complaints@spc.int). The bidder must provide the following information: (1) full contact details; (2) details of the relevant procurement; (3) reasons for the protest, including how the alleged behaviour negatively impacted the bidder; (4) copies of any documents supporting grounds for protest; (5) the relief that is sought.

## Part 3: Terms of Reference

### Background/context

#### SPC

The Pacific Community (SPC) is the principal scientific and technical organisation supporting development in the Pacific region. It is an international organisation established by treaty (the Canberra Agreement) in 1947 and is owned and governed by its 26 members including all 22 Pacific Island countries and territories (PICTs).

Through its secretariat, the Pacific Community has been providing the Pacific Islands region with essential scientific and technical advice and services. To achieve genuine and lasting improvement in people's lives, its focus is on working with all members, at all levels, to deliver integrated services that advance their progress towards addressing their development challenges and achieving their aspirations.

#### FAME

The FAME Division provides specialist expertise and technical assistance to support fisheries management and sustainable development in the Pacific. Partnering with all 22 PICTs and both regional, sub-regional and national entities working in the marine sector, FAME's goal is to ensure fisheries resources of the Pacific region are sustainably managed for economic growth, food security and environmental conservation.

FAME's goal is that the fisheries and aquaculture resources of the Pacific region are resilient, and managed sustainably for economic growth, food security, and cultural and environmental conservation.

FAME is composed of two programmes: the Oceanic Fisheries Programme (OFP) and the Coastal Fisheries and Aquaculture Programme (CFAP).

OFP functions as the Pacific Community's regional centre for tuna fisheries research, fishery monitoring, stock assessment and data management. OFP has three sections: Stock Assessment and Modelling (SAM), Data Management (DM) and Fisheries and Ecosystem Monitoring and Analysis (FEMA).

CFAP provides coastal fisheries and aquaculture science and management advice to members to realise sustainable and equitable use of coastal fisheries and aquaculture resources for social and economic wellbeing of the Pacific people. CFAP has three sections: Aquaculture, Coastal Fisheries Management and Livelihood (CML) and Coastal Fisheries and Aquaculture Science.

OFP and CFAP supports and implements all seven of the FAME Business Plan objectives:

**Objective 1** – Enhance strategic oversight, efficient operational systems, partnership, and collaboration with other SPC divisions, our members, and partners

**Objective 2** – Provide, and facilitate access to and interpretation of fisheries, aquaculture, and marine ecosystems information and knowledge

**Objective 3** - Enhance data collection and provide data management services for fisheries, aquaculture, and marine ecosystems

**Objective 4** - Provide scientific research, analysis, and advice for evidence-based fisheries management.

**Objective 5** - Strengthen the contributions of Pacific islands aquaculture and fisheries toward sustainable, biosecure, equitable and more secure food systems

**Objective 6** - Identify diverse and sustainable livelihood options for SPC member PICTs



**Objective 7** - Support the development of national capacity and enhance capabilities in fisheries and aquaculture among PICTs

## Scope of services

This RFP aims at identifying individuals or entities interested in providing consultancy services in one or more of the areas of work detailed below.

### Work Areas

Preferred Service Providers could be expected to provide technical services and capabilities within one or more of the following work areas.

#### **1. Sustainable livelihoods, fisheries development, post-harvest and value-adding**

- Identify suitable and appropriate livelihoods options /alternatives for communities.
- Conduct training on identifying appropriate livelihood options for communities.
- Linking communities to markets so that communities can get optimal value of their product.
- Financial literacy training to support income generation.
- Coordinate and run practical workshops to train seafood processors (youth, women, men) on seafood preservation and value-adding methods (e.g. sun-drying, smoking, etc.) including seafood spoilage, personal hygiene and hygienic working practices, construction of small-scale low technology processing equipment, record keeping for business management, labelling and marketing.
- Developing information materials, training modules in fishing techniques, and post-harvest handling.
- Assist national and sub-national fisheries in developing and establishing sustainable livelihoods programmes

#### **2. Coastal fisheries and aquaculture policies and management plans and strategies**

- Provide assistance in reviewing, revising, or developing new national or subnational policies, management & development plans, strategies for coastal fisheries and aquaculture, while ensuring that any recommended changes are aligned with other national or subnational policies or legislations, as well as any regional or international commitments.
- Provide assistance in drafting of national or subnational policies, management & development plans, strategies on coastal fisheries and aquaculture, making sure that any recommended changes are aligned with other national or subnational policies or legislations, as well as any regional or international commitments.
- Conducting stakeholder consultations for development, review, and updating of coastal fisheries and aquaculture plans, policies or strategies, as well as collaborating with national fisheries and legal authorities, as well as with relevant CROP agencies and partners
- Prepare technical presentations, training materials on coastal fisheries and aquaculture management for capacity building or stakeholder consultations, targeting PICTs government agencies and other stakeholders that are involved in managing fisheries resources
- Take responsibility for drafting the necessary policies, strategies and/or management plans as require to ensure effective governance and sustainable practices in coastal fisheries and aquaculture.

#### **3. Community-Based Fisheries Management**

- Facilitation of regional and subregional workshops (virtual / face-to-face) and stakeholder meetings with an emphasis on ensuring all stakeholders' views are aired and considered.

- Lead a review of the Pacific Framework for Action on Scaling-up CBFM. This includes assisting in facilitating a regional workshop that brings CBFM practitioners to contribute in the review of the CBFM Framework.
  - Identify challenges, gaps, lessons learnt and successes stories and provide recommendations on how to scale-up CBFM at community, sub-national and national levels.
  - Develop simple data collection methods that links to fisheries management for communities.
  - Develop regional guidelines for community-management plans, community monitoring, community MCS&E, etc
  - Identify and document coastal fisheries traditional practises and knowledge that supports/enhanced community-led management approaches
- 4. Coastal fisheries and aquaculture monitoring, control, surveillance and enforcement (MCS&E)**
- Working with national or sub-national fisheries authorities and/or communities undertake assessments of coastal fisheries compliance teams to identify areas of development in MCS&E inspection best practices, including the management, reporting and decision making for noncompliant case files in conjunction with national legislative requirements, and advice on operational structure of fisheries compliance teams.
  - Aid national and/or sub-national fisheries authorities and/or communities to establish or enhance coastal fisheries and aquaculture MCS&E processes and practices that promotes operational MCS&E health and safety for fisheries officers by using basic verbal and non-verbal communications skills to resolve conflict when working in small close knit coastal fisheries communities.
  - Raise the profile and importance of coastal fisheries and aquaculture MCS&E at the national, sub-national and community levels.
  - Identify and assess the potential for emerging and innovative technologies such as small craft Vessel Monitoring Systems (VMS) and Unmanned Aerial Vehicles (UAVs) and other new equipment to assist with coastal fisheries and aquaculture MCS&E.
  - Undertake cost benefit analysis for any proposed technology along with identifying logistics and infrastructure requirements that would be required to make such technology work in the Pacific Islands region.
  - Preparing, [reviewing, and assessing SPC's] training materials on fisheries and/or aquaculture compliance, specifically targeting PICTs government agencies that are involved in marine resources management.
- 5. Coastal fisheries and aquaculture legislation**
- Provide assistance in reviewing national and subnational legislation on coastal fisheries and aquaculture, to identify any gaps in regulatory provisions, including those dealing with the sustainable use of marine species, community-based fisheries management, human rights-based approaches, ecosystem approach to fisheries management, aquatic biosecurity, voluntary compliance and enforcement, and other related topics.
  - Provide assistance in drafting national or subnational legislation on coastal fisheries and aquaculture, making sure that any recommended changes to laws and regulations are aligned with other national or sub-national policy or legislation addressing marine resources management, as well as any regional or international commitments.
  - Facilitate stakeholder consultations on coastal fisheries and aquaculture law, and work closely with national fisheries, aquaculture and legal authorities, as well as with relevant CROP agencies and partners.
  - Prepare training materials and deliver training on coastal fisheries and aquaculture legal frameworks, specifically targeting PICTs government agencies that are involved in marine resources management.

## Duration of the work

Preferred service providers identified through this process will be engaged in non-exclusive contracts for an initial period of one (1) year. Specific ToRs will be done as per the actual needs from the Division with clear deadlines for that specific work.

The performance during the implementation contracts will be assessed and if their performance is deemed satisfactory during the trial period their preferred supplier status could be extended for a period of up to three (3) additional years.

## Institutional arrangements

The consultant(s) will report to Director FAME, or Deputy Director Coastal Fisheries and Aquaculture Programme who will be responsible for signing off on the agreed outputs and approving payments. The consultant(s) will be expected to work closely with relevant staff within SPC FAME and other SPC divisions.

The Consultant(s) will have primary responsibility for the completion of documented outputs. The provision of data from SPC (if necessary) will be subject to strict data confidentiality agreements and data provided to the consultant cannot be retained at the end of the contract.

## Skills and qualifications

Consultant(s) will be identified for preferred service provider status in the areas identified in scope of services above. The expected skills and qualifications that are required for each work area are outlined below:

1. **Sustainable livelihoods, fisheries development, post-harvest and value-adding**
  - Recognised qualification in a field relevant to fisheries, aquaculture, economics or social development.
  - Demonstrated experience in business literacy training, in providing mentoring to enterprises preferably in fisheries, aquaculture, ecotourism, alternative livelihoods or relevant areas in the marine and/or social development sectors.
  - Demonstrated experience in small-scale post-harvest systems for seafood preservation and value-adding (e.g. sun-drying, smoking, fish silage, etc.).
  - Demonstrated experience in organising and conducting training workshops to the terms of reference provided.
  - Experience working in Pacific Island countries or territories.
  - The ability to work in both French and English would be an advantage for this work area.
2. **Coastal fisheries and aquaculture policies and management plans and strategies**
  - Postgraduate qualification in fisheries or aquaculture management, planning, policy, development or related field.
  - Demonstrated experience in writing concise fisheries or aquaculture policies, strategies and management plans incorporating the views collected through stakeholder consultations.
  - Experience in undertaking stakeholder consultations at all levels (government, public and private sectors) and summarizing this to document all views.
  - Experience working in PICTs.
  - Prepare training materials and deliver training on coastal fisheries and aquaculture policy frameworks, specifically targeting PICTs government agencies that are involved in marine resources management.

- The ability to work in both French and English would be an advantage for this work area.

### **3. Community-Based Fisheries Management**

- Demonstrated extensive practical experience in coastal fisheries management and CBFM in the Pacific region and have experienced in mentoring young or emerging Pacific Islanders during consultancy work.
- Understand the approaches and principles of Scaling-up Community-based Fisheries Management (CBFM) and its implementation in the Pacific Islands region.
- Familiar with cross-cutting issues that affect CBFM (e.g. climate change, natural disasters, gender, human rights based approach).
- Experience in developing and implementing community-based management plans, facilitation, monitoring and enforcement with simple analysis protocols for communities.
- Demonstrated experience in developing and undertaking reviews of guidelines, policies, implementation plans.

### **4. Coastal fisheries and aquaculture monitoring, control, surveillance and enforcement (MCS&E)**

- Demonstrated 5 years or more of practical and operational delivery of fisheries MCS and Enforcement services including the management of operational fisheries compliance teams.
- Demonstrated experience in applying national legislation working in an MCS and Enforcement related agency or related compliance environment.
- Demonstrated experience in preparing training materials and to deliver training to coastal fisheries officer's health and safety when working in an operational situation including the use of tactical communication skills when having to deal with difficult people and in a difficult environmental situation.
- Facilitate stakeholder consultations on coastal fisheries and aquaculture MCS and Enforcement particularly with a focus on the interface and linking of customary lore or traditional approaches to MCS&E with contemporary common law systems.
- Demonstrated practical experience in providing advice, developing and/or managing fisheries case files and electronic case file management systems or databases.
- Demonstrated experience in developing MCS and Enforcement learning materials and delivering MCS and Enforcement training courses.
- Working knowledge of emerging technology being applied operationally in the MCS&E field.
- Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues relating to compliance and enforcement approaches to Coastal based Fisheries Management and fisheries management principles generally.
- Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc.) and local community members.

### **5. Coastal fisheries and aquaculture legislation**

- Postgraduate degree in law.
- Demonstrated experience in reviewing, revising, drafting and advising on fisheries, aquaculture or environmental legislation in collaboration with national or sub-national authorities, preferably in the Pacific region.

- Demonstrated experience in providing training on legal matters related to national and international law on marine resources.
- Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues related to evidence-based management, institutional capacity, community-based management, aquatic biosecurity, compliance and enforcement, and human rights.
- Ability to facilitate stakeholder consultations and excellent communication skills (oral and written).
- Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc.) and local community members.

### **Duty station and travel**

The consultant(s) will generally be home based. Depending on the nature and extent of work, travel to Noumea, New Caledonia, or other sites within the Pacific Islands region, may be required. Economy class airfares and per diems at SPC rates, in accordance with SPC Travel policy, will be covered separately by SPC.

## Part 4: PROPOSAL EVALUATION MATRIX

### 4.1 Evaluation criteria & Score Weight

A two-stage procedure will be utilised to evaluate the proposals, with evaluation of the **Technical proposal** being completed prior to any **Financial proposal** being opened and compared.

The competencies which will be evaluated are detailed in [Part 3](#).

The evaluation matrix below also reflects the obtainable score specified for each evaluation criterion (technical requirement) which indicates the relative significance or weight of the items in the overall evaluation process.

The technical component, which has a total possible value of 700 points, will be evaluated using the following criteria.

Evaluation criteria	Score Weight (%)	Points obtainable
<b>Mandatory requirements</b>		
<b>EMAIL 1</b> <ul style="list-style-type: none"> <li>- Bidder's Letter of Application (Annex 1);</li> <li>- Conflict of Interest Declaration (Annex 2);</li> <li>- Information about the bidder and Due diligence (Annex 3);</li> <li>- Technical proposal submission form (Annex 4)</li> <li>- Copy of your business registration or Tax Identification number as it applies by your local legislation.</li> </ul> <b>EMAIL 2</b> <ul style="list-style-type: none"> <li>- Financial proposal submission form (Annex 5) <b>password protected</b>.</li> </ul>		Bidders will be disqualified if any of the requirements are not met
<b>Technical requirements</b>		
<b>Work area 1: Sustainable livelihoods, fisheries development, post-harvest and value-adding</b>		
<ul style="list-style-type: none"> <li>• Recognised qualification in a field relevant to fisheries, aquaculture, economics or social development</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in business literacy training, in providing mentoring to enterprises preferably in fisheries, aquaculture, ecotourism, alternative livelihoods or relevant areas in the marine and/or social development sectors</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in small-scale post-harvest systems for seafood preservation and value-adding (e.g. sun-drying, smoking, fish silage, etc...)</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in organising and conducting training workshops to the terms of reference provided</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Experience working in Pacific Island countries or territories</li> </ul>	15%	105
<ul style="list-style-type: none"> <li>• Ability to work in both French and English</li> </ul>	5%	35
<b>Total score work area 1</b>	<b>100%</b>	<b>700</b>

<b>Qualification score work area 1</b>	<b>70%</b>	<b>490</b>
<b>Work area 2: Coastal fisheries and aquaculture policies and management plans and strategies</b>		
<ul style="list-style-type: none"> <li>• Postgraduate qualification in fisheries or aquaculture management, planning, policy development or related field</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in writing concise fisheries or aquaculture policies, strategies and management plans incorporating the views collected through stakeholder consultations</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Experience in undertaking stakeholder consultations at all levels (government, public and private sectors) and summarizing this to document all views</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Experience working in Pacific Island countries or territories</li> </ul>	15%	105
<ul style="list-style-type: none"> <li>• Prepare training materials and deliver training on coastal fisheries and aquaculture policy frameworks, specifically targeting PICTs government agencies that are involved in marine resources management</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Ability to work in both French and English</li> </ul>	5%	35
<b>Total score work area 2</b>	<b>100%</b>	<b>700</b>
<b>Qualification score work area 2</b>	<b>70%</b>	<b>490</b>
<b>Work area 3: Community-Based Fisheries Management</b>		
<ul style="list-style-type: none"> <li>• Demonstrated extensive practical experience in coastal fisheries management and CBFM in the Pacific Region and have experienced in mentoring young or emerging Pacific Islanders during consultancy work</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Understand the approaches and principles of Scaling-up Community-based Fisheries Management (CBFM) and its implementation in the Pacific Islands region</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Familiar with cross-cutting issues that affect CBFM (e.g. climate change, natural disasters, gender, human rights based approach</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Experience in developing and implementing community-based management plans, facilitation, monitoring and enforcement with simple analysis protocols for communities</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in developing and undertaking reviews of guidelines, policies, implementation plans</li> </ul>	20%	140
<b>Total score work area 3</b>	<b>100%</b>	<b>700</b>
<b>Qualification score work area 3</b>	<b>70%</b>	<b>490</b>

<b>Work area 4: Coastal fisheries and aquaculture monitoring, control, surveillance and enforcement (MCS&amp;E)</b>		
<ul style="list-style-type: none"> <li>• Demonstrated 5 years or more of practical and operational delivery of fisheries MCS and Enforcement service including the management of operational fisheries compliance teams</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in applying national legislation working in an MCS and Enforcement related agency or related compliance environment</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Demonstrated experience in preparing training materials and to deliver training to coastal fisheries officer's health and safety when working in an operational situation including the use of tactical communication skills when having to deal with difficult people and in a difficult environmental situation</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Facilitate stakeholder consultations on coastal fisheries and aquaculture MCS and Enforcement particularly with a focus on the interface and linking of customary lore or traditional approaches to MCS&amp;E with contemporary common law systems</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Demonstrated experience in developing MCS and Enforcement learning materials and delivering MCS and Enforcement training courses</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Working knowledge of emerging technology being applied operationally in the MCS&amp;E field</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues relating to compliance and enforcement approached to Coastal based Fisheries Management and fisheries management principles generally</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc...) and local community members</li> </ul>	10%	70
<b>Total score work area 4</b>	<b>100%</b>	<b>700</b>
<b>Qualification score work area 4</b>	<b>70%</b>	<b>490</b>
<b>Work area 5: Coastal fisheries and aquaculture legislation</b>		
<ul style="list-style-type: none"> <li>• Postgraduate degree in law</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in reviewing, revising, drafting and advising on fisheries, aquaculture or environmental legislation in collaboration with national or sub-national authorities, preferably in the Pacific region</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Demonstrated experience in providing training on legal matters related to national and international law on marine resources</li> </ul>	20%	140
<ul style="list-style-type: none"> <li>• Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues related to evidence-based management, institutional capacity, community-based management,</li> </ul>	20%	140



aquatic biosecurity, compliance and enforcement, and human rights		
<ul style="list-style-type: none"> <li>• Ability to facilitate stakeholder consultations and excellent communication skills (oral and written)</li> </ul>	10%	70
<ul style="list-style-type: none"> <li>• Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc.) and local community members</li> </ul>	10%	70
<b>Total score work area 5</b>	<b>100%</b>	<b>700</b>
<b>Qualification score work area 5</b>	<b>70%</b>	<b>490</b>

#### 4.2 Financial evaluation

The financial component of the proposal will be scored on the basis of overall costs for the delivery of the services and financial incentives and benefits provided to SPC. The lowest financial proposal will be awarded maximum 300 points and other financial offers and incentives will be awarded points as per the formula below:

$$\text{Financial Proposal score} = (\text{Lowest Price} / \text{Price under consideration}) \times 300$$

## Part 5: PROPOSAL SUBMISSION FORMS

### Annex 1: BIDDER'S LETTER OF APPLICATION

Dear Sir /Madam:

Having examined the Solicitation Documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply the required services for the sum as may be ascertained in accordance with the Financial Proposal attached herewith and made part of this proposal.

We acknowledge that:

- SPC may exercise any of its rights set out in the Request for Proposal documents, at any time;
- The statements, opinions, projections, forecasts or other information contained in the Request for Proposal documents may change;
- The Request for Proposal documents are a summary only of SPC's requirements and is not intended to be a comprehensive description of them;
- Neither the lodgement of the Request for Proposal documents nor the acceptance of any tender nor any agreement made subsequent to the Request for Proposal documents will imply any representation from or on behalf of SPC that there has been no material change since the date of the Request for Proposal documents, or since the date as at which any information contained in the Request for Proposal documents is stated to be applicable;
- Excepted as required by law and only to the extent so required, neither SPC, nor its respective officers, employees, advisers or agents will in any way be liable to any person or body for any loss, damage, cost or expense of any nature arising in any way out of or in connection with any representations, opinions, projections, forecasts or other statements, actual or implied, contained in or omitted from the Request for Proposal documents.

We undertake, if our proposal is accepted, to commence and complete delivery of all items in the contract within the time frame stipulated.

We understand that you are not bound to accept any proposal you may receive and that a binding contract would result only after final negotiations are concluded on the basis of the Technical and Financial Components proposed.

**For the Bidder:** *[insert name of the company]*

Signature:

Name of the Bidder's representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

## Annex 2: CONFLICT OF INTEREST DECLARATION

### INSTRUCTIONS TO BIDDERS

#### What is a conflict of interest?

A conflict of interest may arise from economic or commercial interests, political, trade union or national affinities, family, cultural or sentimental ties, or **any other type of relationship or common interest between the bidder and any person connected with the contracting authority** (SPC staff member, consultant or any other expert or collaborator mandated by SPC).

#### Always declare a conflict

The existence of a potential or apparent conflict of interest does not necessarily prevent the bidder concerned from taking part in a tender process. **However, the declaration of the existence of such a conflict by the persons concerned is essential and allows SPC to take appropriate measures to mitigate it and prevent the associated risks.**

Bidders are therefore invited to declare any situation, fact or link which, to their knowledge, could generate a real, potential or apparent conflict of interest.

#### Declaration at any time

Conflicts of interest may arise at any time during the procurement process or the implementation of a contract (e.g. new partner in the project) or as a result of a change in personal life (e.g. marriage, inheritance, financial transaction, creation of a company). If such a relationship is found and could be perceived by a reasonable person as likely to influence a decision, a declaration of the situation is necessary. In case of doubt, a conflict situation must be declared.

#### Declaration for any person involved

A declaration must be completed for each person involved in the tender (principal representative of the bidder, possible subcontractors, consultant, etc.)

#### Failure

Failing to declare a potential conflict of interest may result in the bidder being refused a contract or placed on SPC's list of non-responsible suppliers.

## DECLARATION

I, the undersigned, *[name of the representative of the Bidder]*, acting in the name and on behalf of the company *[name of the company]*, declare that:

<input type="checkbox"/>	To my knowledge, I am not in a conflict-of-interest situation
<input type="checkbox"/>	There is a potential conflict of interest with regard to my <i>[Choose an item]</i> . relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , although, to the best of my knowledge, this person is not directly or indirectly involved in any stage of the procurement process
<input type="checkbox"/>	I may be in a conflict of interest with regard to my <i>[Choose an item]</i> relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , as this person is, to the best of my knowledge, directly or indirectly linked to the procurement process
<input type="checkbox"/>	To my knowledge, there is another situation that could potentially constitute a conflict of interest: <i>[Describe the situation that may constitute a conflict of interest]</i>

In addition, I undertake to:

- declare, without delay, to SPC any situation that constitutes a potential conflict of interest or is likely to lead to a conflict-of-interest;
- not to grant, seek, obtain or accept any advantage, whether financial or in kind, to or from any person where such advantage constitutes an unfair practice or an attempt at fraud or corruption, directly or indirectly, or constitutes a gratuity or reward related to the award of the contract;
- to provide accurate, truthful and complete information to SPC in connection with this procurement process.

I acknowledge that I and/or my company and/or my business partners who are jointly and severally bidding on the RFP *[SPC Reference]* may be subject to sanctions such as being placed on SPC's list of non-responsible vendors, if it is established that false statements have been made or false information has been provided.

**For the Bidder:** *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

### Annex 3: INFORMATION ABOUT THE BIDDER AND DUE DILIGENCE

Please complete the following questionnaire and provide supporting documents where applicable.

VENDOR INFORMATION				
Are you already registered as an SPC vendor?			<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>1. Please provide information related to your entity.</b>				
Company name	[Enter company name]	Address	[Enter address]	
Director/CEO	[Enter name of the executive person]	Position	[Enter position of the executive person]	
Business Registration/License number	[Enter company registration/license number (or tax number)]			
Date of business registration	[Enter date of business registration]			
Country of business registration	[Enter country of business registration]			
<b>Status of the entity:</b>				
<input type="checkbox"/> For-profit entity (company), <input type="checkbox"/> NGO, <input type="checkbox"/> International organisation, <input type="checkbox"/> Government body, <input type="checkbox"/> University, <input type="checkbox"/> Association, <input type="checkbox"/> Research Institute, <input type="checkbox"/> Other: [insert details]				
<b>2. Please provide relevant documentation to support and verify the legal existence of the entity, the authority of its officer and proof of its address, such as:</b>				
<input type="checkbox"/> Delegation of authority or power of attorney document <input type="checkbox"/> Certificate of business registration/license <input type="checkbox"/> Memorandum, Articles or Statutes of Association <input type="checkbox"/> Telephone, water, or electricity bill in the name of the entity <input type="checkbox"/> Bank account details bearing the name of the entity				
<b>3. How many employees does your company and its subsidiaries have?</b>			[provide answer]	
<b>4. Do you have professional insurance against all risks in respect of your employees, sub-contractors, property and equipment?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'No', what type of business insurance do you have?			[provide answer]	
<b>5. Are you up to date with your tax and social security payment obligations?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'No', please explain the situation:			[Provide details]	
<b>6. Is your entity regulated by a national authority?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please specify the name:			[Insert name of the national regulation authority]	
<b>7. Is your entity a publicly held company?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>8. Does your entity have a publicly available annual report?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No
Please send SPC your audited financial statement from the last 3 financial years if available				

DUE DILIGENCE					
<b>9. Does your entity have foreign branches and/or subsidiaries?</b>			<input type="checkbox"/> Yes	<input type="checkbox"/> No	
If you answered 'yes' to the previous question, please confirm the branches:					
• Head Office & domestic branches			<input type="checkbox"/> Yes	<input type="checkbox"/> No	
• Domestic subsidiaries			<input type="checkbox"/> Yes	<input type="checkbox"/> No	
• Overseas branches			<input type="checkbox"/> Yes	<input type="checkbox"/> No	
• Overseas subsidiaries			<input type="checkbox"/> Yes	<input type="checkbox"/> No	
<b>10. Does your entity provide financial services to customers determined to be high risk including but not limited to:</b>					
Foreign Financial Institutions	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Casinos	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Cash Intensive Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Foreign Government Entities	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Non-Resident Individuals	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Money Service Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<input type="checkbox"/> Other, please provide details:			[Provide details]		
<b>11.If you answered 'yes' to any of the boxes in question 10, does your entity's policies and procedures specifically outline how to mitigate the potential risks associated with these higher risk customer types?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please explain how:			[Provide explanation]		
<b>12.Does your entity have a written policy, controls and procedures reasonably designed to prevent and detect fraud, corruption, money laundering or terrorist financing activities?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please send SPC your policy in English.					
If 'No', what process does your entity have in place to prevent and detect money laundering or terrorist financing activities?				[provide answer]	
<b>13.Does your entity have an officer responsible for anti-corruption, or anti-money laundering and counter-terrorism financing policy?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please state that officer's contact details:			[Insert name and contact details]		
<b>14.Has your entity or any of its current or former directors or CEOs ever filed for bankruptcy?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please provide details:			[Provide details]		
<b>15.Has your entity or any of its current or former directors or CEOs ever been the subject of any investigations or had any regulatory or criminal enforcement actions resulting from violations of any laws or regulations, including those relating to money laundering or terrorism financing?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please provide details:			[Provide details]		

## SOCIAL AND ENVIRONMENTAL RESPONSIBILITY (SER)

<b>16.Does your entity have a written policy, controls and procedures to implement its Social and Environmental Responsibility (SER) commitments?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please send SPC your policy in English.					
If 'No', what process does your entity have in place to ensure your social and environmental responsibility?				[provide answer]	
<b>Does your Policy or Process cover the followings?</b>					
<input type="checkbox"/> Child protection <input type="checkbox"/> Human rights <input type="checkbox"/> Gender equality <input type="checkbox"/> Social inclusion <input type="checkbox"/> Sexual harassment, abuse or exploitation <input type="checkbox"/> Environmental responsibility					
Please, outline the major actions you have undertaken in these areas:			[provide answer]		
<b>17.Does your entity have an officer responsible for Social and Environmental Responsibility (SER)?</b>				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please state that officer's contact details:			[Insert name and contact details]		

## SUPPORTING DOCUMENTS (where relevant)

• Business registration/license proof	<input type="checkbox"/>
• Bank account details document	<input type="checkbox"/>
• Address of the entity and Authority of officer proofs	<input type="checkbox"/>
• Audited financial statement from the last 3 financial years	<input type="checkbox"/>
• Fraud, corruption, anti-money laundering and counter terrorist financing Policy	<input type="checkbox"/>
• SER Policy	<input type="checkbox"/>

I declare that the particulars given herein above are true, correct and complete to the best of my knowledge, and the documents submitted in support of this form are genuine and obtained legally from the respective issuing authority.

I declare that none of the funds received or to be received by my company will be used for criminal activities, including financing terrorism or money laundering.

By sending this declaration to SPC, I agree that my business and personal information may be used by SPC for due diligence purposes. I also understand and accept that SPC will treat any personal information it receives in connection with my proposal in accordance with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

**For the Bidder:** *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

## Annex 4: TECHNICAL PROPOSAL SUBMISSION FORM

### Your proposal must include the following documents:

- 1- Bidder's letter of Application (Annex 1)
- 2- Conflict of Interest Declaration (Annex 2)
- 3- Information about the bidder and Due diligence (Annex 3)
- 4- Technical proposal submission form including:
  - CV(s)
  - Copy of diplomas and certificates
  - Up to 3 samples of previous project for each work area you are bidding for
  - Cover letter detailing your expertise against the selection criteria
  - Any amendment to the Preferred Supplier Agreement template if requested
  - Copy of your business registration or Tax Identification Number (TIN) as applicable by your local legislation

### Please confirm the work area(s) you are bidding for:

- Work Area 1: Sustainable livelihoods, fisheries development, post-harvest and value-adding
- Work Area 2: Coastal fisheries and aquaculture policies and management plans and strategies
- Work Area 3: Community-based Fisheries Management
- Work Area 4: Coastal fisheries and aquaculture monitoring, control, surveillance and enforcement (MCS&E)
- Work Area 5: Coastal fisheries and aquaculture legislation

Work area 1: Sustainable livelihoods, fisheries development, post-harvest and value-adding	Bidder's response
<ul style="list-style-type: none"> <li>• Recognised qualification in a field relevant to fisheries, aquaculture, economics or social development</li> <li>• Demonstrated experience in business literacy training, in providing mentoring to enterprises preferably in fisheries, aquaculture, ecotourism, alternative livelihoods or relevant areas in the marine and/or social development sectors</li> <li>• Demonstrated experience in small-scale post-harvest systems for seafood preservation and value-adding (e.g. sun-drying, smoking, fish silage, etc...)</li> <li>• Demonstrated experience in organising and conducting training workshops to the terms of reference provided</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>



<ul style="list-style-type: none"> <li>• Experience working in Pacific Island countries or territories</li> <li>• Ability to work in both French and English</li> </ul>	
<b>Work area 2: Coastal fisheries and aquaculture policies and management plans and strategies</b>	<b>Bidder's response</b>
<ul style="list-style-type: none"> <li>• Postgraduate qualification in fisheries or aquaculture management, planning, policy development or related field</li> <li>• Demonstrated experience in writing concise fisheries or aquaculture policies, strategies and management plans incorporating the views collected through stakeholder consultations</li> <li>• Experience in undertaking stakeholder consultations at all levels (government, public and private sectors) and summarizing this to document all views</li> <li>• Experience working in Pacific Island countries or territories</li> <li>• Prepare training materials and deliver training on coastal fisheries and aquaculture policy frameworks, specifically targeting PICTs government agencies that are involved in marine resources management</li> <li>• Ability to work in both French and English</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>Work area 3: Community-Based Fisheries Management</b>	<b>Bidder's response</b>
<ul style="list-style-type: none"> <li>• Demonstrated extensive practical experience in coastal fisheries management and CBFM in the Pacific Region and have experienced in mentoring young or emerging Pacific Islanders during consultancy work</li> <li>• Understand the approaches and principles of Scaling-up Community-based Fisheries Management (CBFM) and its implementation in the Pacific Islands region</li> <li>• Familiar with cross-cutting issues that affect CBFM (e.g. climate change, natural disasters, gender, human rights based approach)</li> <li>• Experience in developing and implementing community-based management plans, facilitation, monitoring and enforcement with simple analysis protocols for communities</li> <li>• Demonstrated experience in developing and undertaking reviews of guidelines, policies, implementation plans</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>

<b>Work area 4: Coastal fisheries and aquaculture monitoring, control, surveillance and enforcement (MCS&amp;E)</b>	<b>Bidder's response</b>
<ul style="list-style-type: none"> <li>• Demonstrated 5 years or more of practical and operational delivery of fisheries MCS and Enforcement service including the management of operational fisheries compliance teams</li> <li>• Demonstrated experience in applying national legislation working in an MCS and Enforcement related agency or related compliance environment</li> <li>• Demonstrated experience in preparing training materials and to deliver training to coastal fisheries officer's health and safety when working in an operational situation including the use of tactical communication skills when having to deal with difficult people and in a difficult environmental situation</li> <li>• Facilitate stakeholder consultations on coastal fisheries and aquaculture MCS and Enforcement particularly with a focus on the interface and linking of customary lore or traditional approaches to MCS&amp;E with contemporary common law systems</li> <li>• Demonstrated experience in developing MCS and Enforcement learning materials and delivering MCS and Enforcement training courses</li> <li>• Working knowledge of emerging technology being applied operationally in the MCS&amp;E field</li> <li>• Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues relating to compliance and enforcement approached to Coastal based Fisheries Management and fisheries management principles generally</li> <li>• Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc...) and local community members</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>Work area 5: Coastal fisheries and aquaculture legislation</b>	<b>Bidder's response</b>
<ul style="list-style-type: none"> <li>• Postgraduate degree in law</li> <li>• Demonstrated experience in reviewing, revising, drafting and advising on fisheries, aquaculture or</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>

<p>environmental legislation in collaboration with national or sub-national authorities, preferably in the Pacific region</p> <ul style="list-style-type: none"> <li>• Demonstrated experience in providing training on legal matters related to national and international law on marine resources</li> <li>• Understanding of coastal fisheries and aquaculture in the Pacific Islands' context, including issues related to evidence-based management, institutional capacity, community-based management, aquatic biosecurity, compliance and enforcement, and human rights</li> <li>• Ability to facilitate stakeholder consultations and excellent communication skills (oral and written)</li> <li>• Experience in working in an integrated programme and ability to engage with a diverse audience, including government officers, scientific experts, private sector representatives (fishers, exporters, etc.) and local community members</li> </ul>	
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**For the Bidder:** *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

**Annex 5: FINANCIAL PROPOSAL SUBMISSION FORM**

<b>Work area 1: Sustainable livelihoods, fisheries development, post-harvest and value-adding</b>		
<b>Position of proposed staff</b>	<b>Years of experience</b>	<b>Daily rate (EUR)</b>

<b>Work area 2: Coastal fisheries and aquaculture policies and management plans and strategies</b>		
<b>Position of proposed staff</b>	<b>Years of experience</b>	<b>Daily rate (EUR)</b>

<b>Work area 3: Community-based Fisheries Management</b>		
<b>Position of proposed staff</b>	<b>Years of experience</b>	<b>Daily rate (EUR)</b>

<b>Work area 4: Coastal fisheries and aquaculture monitoring control, surveillance and enforcement (MCS&amp;E)</b>		
<b>Position of proposed staff</b>	<b>Years of experience</b>	<b>Daily rate (EUR)</b>

<b>Work area 5: Coastal fisheries and aquaculture legislation</b>		
<b>Position of proposed staff</b>	<b>Years of experience</b>	<b>Daily rate (EUR)</b>

**For the Bidder:** *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*