

**UNITED NATIONS DEVELOPMENT PROGRAMME  
REQUEST FOR PROPOSALS FOR THE  
VALUE CHAIN ANALYSIS AND ECONOMIC/FINANCIAL FEASIBILITY STUDY  
IN THE KALAHARI LANDSCAPE**

**1. Background**

Natural resources management in the Kalahari landscape is characterized by competition and conflict between conservation goals, economic development and livelihoods. Home to large herds of antelopes and iconic predators, the landscape was dominated by low-density wildlife with hunter-gatherer livelihoods until borehole farming enabled cattle ranching a few decades ago. The consequent rangeland degradation and ecosystem fragmentation threatens wildlife and economic development.

Wildlife Management Areas (WMAs) meant to support wildlife-based economic activities and secure migratory corridors linking the Kgalagadi Trans-Frontier Park and the Central Kalahari Game Reserve continue to be lost to livestock encroachment, due to delayed gazettement. Wildlife is under additional threat from poaching, wildlife poisoning and illegal wildlife trade (IWT). The ban on hunting has reduced benefits from Community Based Natural Resource Management (which in the context of Botswana has largely been based on consumptive use (i.e. hunting) of wildlife, arguably reducing incentives for conservation. There is limited planning capacity, institutional coordination and operational capacities to balance competing needs and optimize environment, social and economic outcomes.

Under Component 2 of the project, the aim is to establish 4 value chains including at least 3 ecotourism businesses to increase financial benefits from biodiversity conservation for local communities. The project will therefore support the identification of income-generation opportunities through the sustainable utilization (from harvesting, processing, marketing and sales) of locally-available natural resource products, including timber and non-timber forest products, small-stock (e.g. Angora goats for mohair) and identification of opportunities for setting up ecotourism opportunities. To that end, UNDP requires services of an experienced company/firm to conduct a value chain analysis and economic/financial feasibility study to determine the viability of the different value chains and support their development as appropriate.

**2. Submission Requirements**

Detailed terms of reference (TOR), submission requirements and terms and conditions for the assignment can be obtained at <http://procurement-notice.undp.org>

**3. General enquiries**

Enquiries regarding any part of the RFP may be addressed to either: [enquiries.bw@undp.org](mailto:enquiries.bw@undp.org) OR FAX: 3956093

4. 1 original and four (4) copies of the original shall be submitted in sealed envelopes, and clearly marked:

**“RFP: FEASIBILITY STUDY ON VALUE CHAIN ANALYSIS & ECONOMIC FEASIBILITY STUDY”  
– NOT TO BE OPENED BY REGISTRY**

5. Proposals shall be addressed to and delivered to the following address:  
The UNDP Resident Representative  
P.O. Box 54  
UN Building, Ground Floor Reception Desk  
Government Enclave,  
Corner Khama Crescent and Presidents’ Drive  
Gaborone, Botswana
6. Email submission are permissible and can be emailed to: [procurement.bw@undp.org](mailto:procurement.bw@undp.org)
7. Bids should reach the address specified above no later than **10<sup>th</sup> December 2018 16:00 PM Botswana Time**
8. The selection process will be free, fair and very transparent.