



## INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

Date: 10th February 2021

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**Country:** South Africa

**Type of Contract:** Individual Consultant

**Description of the assignment:** *Transactional Advisor for an online Biodiversity Economy Investment Portal*

**Project name:** BIOFIN

**Period of assignment/services (if applicable):** 12 months

Proposal should be submitted no later than **16h00 (South African time) Wednesday, February 24, 2021** through e-tendering system (<https://etendering.partneragencies.org>)

UNDP e-tendering user guide can be found on this link : [https://procurement-notices.undp.org/view\\_notice.cfm?notice\\_id=75260](https://procurement-notices.undp.org/view_notice.cfm?notice_id=75260)

**\*ONLY SUBMISSIONS RECIEVED THROUGH E-TENDERING SYSTEM WILL BE REVIEWED.**

**\* THE DETAILED FINANCIAL PROPOSAL MUST BE PROVIDED AS A PASSWORD PROTECTED DOCUMENT AS INSTRUCTED.**

Any request for clarification must be sent in writing, or by standard electronic communication to the address or e-mail indicated above. Procurement Unit, South Africa will respond in writing or by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all consultants.

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## **1. BACKGROUND**

The Biodiversity Finance Initiative (BIOFIN) is a global project implemented by the United Nations Development Programme (UNDP) with financial support from the Government of Germany and the Government of Switzerland. BIOFIN supports countries with a methodology that provides innovative steps to measure current biodiversity expenditures, assess financial needs, identify the most suitable finance solutions and supports implementation of these solutions to help achieve national biodiversity targets. In South Africa, the BIOFIN project is implemented at the national level by the UNDP in partnership with the Department of Environment, Forestry and Fisheries (DEFF).

In Phase 1 of BIOFIN, using the BIOFIN methodology, South Africa completed the Policy and Institutional Review, the Biodiversity Expenditure Review and the Finance Needs Assessment based on the National Biodiversity Strategy and Action Plan (NBSAP 2015-2025). These informed the completion of the Biodiversity Finance Plan (BFP) in which finance solutions for implementation in South Africa were identified.

BIOFIN Phase 2 in South Africa is currently in the implementation phase. One of the biodiversity finance solutions currently being implemented in this phase is the development and promotion of an online biodiversity economy investment portal.

South Africa's Biodiversity Economy has been growing consistently faster than the general economy for a number of years, contributing R3 billion to GDP in 2013 – almost double the contribution made by the sector in 2008. The National Biodiversity Economy Strategy (NBES) estimates that the sector's GDP contribution could be R14 billion by 2030. The Biodiversity Economy can play an important role in driving the transition to a low carbon economy.

Significant, sustained and targeted investment will be required in the Biodiversity Economy in order for the sector to make the envisaged GDP contribution by 2030, while simultaneously enhancing economic, social and environmental outcomes. A clear outline of finance needs and suitable finance opportunities is to be determined, in order to identify the current investment gap in the Biodiversity Economy. Policy makers can play an important role of closing this gap by using instruments to attract the participation of a wide range of financing and investment agencies, entities and initiatives.

## **2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK**

The role of the consultant is to develop business cases for 10 Biodiversity Stewardship sites within the Biodiversity Economy to promote trade and investment and to develop a guideline for project preparation and an investment prospectus template. In completing the work, the appointed Consultant will be required to following:

- i. Participate in an inception meeting and prepare an inception report that includes a clear methodology;
- ii. Conduct a socio-economic and biophysical assessment and profile per site and identify current and future opportunities for Biodiversity Economy / commercial activities at each site;
- iii. Develop a comprehensive needs analysis that includes financial and other resourcing needs to support the site economic opportunities both current and potential opportunities in the future;
- iv. Conduct a market competition assessment for each site and potential risks (environmental, economic, and social) associated with each business development plan;
- v. Develop a high-level roadmap per business development opportunity and based on the needs identified as key enablers;
- vi. Conduct a comprehensive stakeholder analysis per site;
- vii. Develop finance models for each site indicating opportunities for investment and partnership and include recommendations for the types of investments that each site should look for. Include strengths and weakness argument for each investment / partnership model;
- viii. Develop a high-level profile of the sites' economic opportunities set within the regional location node in which it resides;
- ix. Provide a high-level profile of site owner's skillsets and capacities in the biodiversity sector or other (complementary skillsets to that of the opportunities);
- x. Based on the completion of the above-mentioned activities; recommend business models and roadmaps for each business development opportunity for implementation at a community or land-owner level;

### **3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS**

#### **1. Required Skills and Experience:**

The successful Transactional Advisory consultant will have, but not limited to, the following competencies:

- Certified Qualifications and documented experience in business development / transaction advisory of key personnel to be assigned to the project;
- At least a Masters degree in environmental economics, environment/natural resource management, biodiversity studies, biodiversity economics/finance or a closely related field, or another field, e.g. MBA or a business degree combined with relevant work experience in business case development;

- At least 8 - 10 years of professional experience, preferably in the implementation of environment/biodiversity/finance projects;
- Documented experience in engaging with international and national experts and institutions as well as with community stakeholders;
- Documented experience in conceptualizing and writing successful project concept notes and proposals, developing funding applications and development of business case documentation;
- Exposure to and understanding of environmental issues or biodiversity is essential, with a focus in protected areas management in South Africa/Southern Africa being desired, including understanding of South Africa and Provincial dynamics;
- Track record and knowledge in the fields of environmental economies, conservation management and related biodiversity planning/management practices and project management;
- Sound understanding of key software packages (MS Office; MS PowerPoint; Prezi;)
- Documented past experience and competency in editing, layout, design, publishing and printings;
- Prior experience with UNDP projects is considered to be an asset;
- Additional functional competences of the Consultant will also be considered an asset:
  - Team skills;
  - Ability and willingness to take initiative and remain flexible;
  - Very good communication, report writing and presentation skills;
  - Socio-cultural competence;
  - Good conflict management skills;
  - Efficient, partner- and client-focused working methods; and
  - Interdisciplinary thinking is highly encouraged.
- Ability to communicate in additional local languages other than English would be advantageous.

#### **4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS.**

Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

1. Proposal:

(i) Explaining why they are the most suitable for the work

(ii) Provide a brief methodology on how they will approach and conduct the work (if applicable)

2. Financial proposal

3. Personal CV including past experience in similar projects and at least 3 references

#### **5. FINANCIAL PROPOSAL**

- **Lump sum contracts**

The financial proposal shall specify a total lump sum amount, and payment terms around specific and measurable (qualitative and quantitative) deliverables (i.e. whether payments fall in installments or upon completion of the entire contract). Payments are based upon output, i.e. upon delivery of the services specified in the TOR. In order to assist the requesting unit in the comparison of financial proposals, the

financial proposal will include a breakdown of this lump sum amount (including travel, per diems, and number of anticipated working days).

**Travel:**

The consultancy assignment will be home-based with travel for meetings in the field (where possible, and to be determined in light of possible future COVID-19 restrictions) and in Pretoria.

Foreseeable travel costs should be included in the Financial Proposal as part of the application submission documents. Unforeseeable travel, payment of travel costs including tickets, lodging and terminal expenses should be agreed upon, between the BIOFIN Team Leader and the Consultant, prior to travel and will be covered and paid by UNDP from the BIOFIN Project. In a case where they need travel, the costs including transport, lodging and terminal expenses will be covered and paid by UNDP on the basis of UNDP rates. The fare will always be “most direct, most economical” and any difference in price with the preferred route will be paid for by the consultant. UNDP will not cover any costs associated with moving to the Duty Station (Pretoria). There is no anticipated travel outside the country for this assignment.

**6. EVALUATION**

Individual consultants will be evaluated based on the following methodologies:

**1. Lowest price and technically compliant offer**

*When using this method, the award of a contract should be made to the individual consultant whose offer has been evaluated and determined as both:*

- a) responsive/compliant/acceptable, and*
- b) offering the lowest price/cost*

*“responsive/compliant/acceptable” can be defined as fully meeting the TOR provided.*

<b>Evaluation criteria</b>	<b>Max score(100)</b>
Proposed Methodology: A clear methodology must be described, and the methodology must outline how the Scope of Work will be carried out according to each deliverable and showcase an understanding of Biodiversity Economics in South Africa and biodiversity finance mechanisms in the context of the envisaged work.	15
Proposed Work Plan: Detailed work plan with milestones, timelines and resources and designated responsibilities of the consultant and any support members must be indicated in the proposal for achieving of the deliverables.	15
Documented qualifications and experience: demonstration of necessary resources and technical expertise to undertake and successfully complete the project. Documented relevant academic qualifications must be showcased, as well as experience, knowledge, proven track record and evidence of undertaking similar projects.	20
Technical Capability/ expertise and track record and knowledge in the fields of conservation management; proposal and business case development and related	40

biodiversity planning/management practices, project management and finance mechanisms.	
Previous experience in engaging with international and national experts and institutions as well as with community stakeholders.	10

*Only candidates obtaining a minimum of 70% (70 points) would be considered for the Financial Evaluation*

**ATTACHMENTS:**

- **TERMS OF REFERENCES (TOR)**
- **INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS**
- **OFFEROR'S LETTER TO UNDP CONFIRMING INTEREST AND AVAILABILITY**
- **P11 – PERSONAL HISTORY FORM**