



REQUEST FOR PROPOSAL (RFP)

Inclusive Pathways to Sustainable Fishing and Seafood Processing In Thailand Predictive Analysis	DATE: 6 May 2022
	REFERENCE: RFP – 2022 - 17 (re-advertisement of RFP-2022-10)

Dear Sir / Madam:

We kindly request you to submit your Proposal for **Inclusive Pathways To Sustainable Fishing And Seafood Processing In Thailand Predictive Analysis**.

Please be guided by the form attached hereto as Annex 2, 3 and 4, in preparing your Proposal.

Proposal must be submitted on or before the deadline indicated in the e-tendering system. Proposal must be submitted through online e-tendering system in the following link: <https://etendering.partnneragencies.org> using your username and password.

If you have not registered in the system before, you can register now by logging in using the below credentials and follow the registration steps as specified in the system user guide

Username: event.guest

Password: why2change

Your Proposal must be expressed in the **English language**, and valid for a minimum period of **120 days**

You are requested to indicate whether your company intends to submit a proposal by clicking “Accept Invitation” in the system. In the course of preparing your Proposal, it shall remain your responsibility to ensure that it is submitted through e-tendering on or before the deadline.

The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE and uploaded separately in the system and clearly named as either “TECHNICAL PROPOSAL” or “FINANCIAL PROPOSAL”, as appropriate. Each document shall include the Proposer’s name and address. The file with the “FINANCIAL PROPOSAL” must be encrypted with a password so that it cannot be opened nor viewed until the proposal has been found to pass the technical evaluation stage. UNDP shall request via email the Proposer to submit the password to open the Financial Proposal. The Proposers shall assume the responsibility for not encrypting financial proposal.

IMPORTANT NOTE: The amount of the Financial proposal **MUST NOT** be mentioned anywhere in the submitted documents or in the e-tendering system, other than the Financial Proposal. Failure in compliance with the mentioned condition shall result in rejection of the offer.

PLEASE DO NOT PUT THE PRICE OF YOUR PROPOSAL IN THE LINE ITEM IN THE SYSTEM. INSTEAD PUT “1” AND UPLOAD THE FINANCIAL PROPOSAL AS INSTRUCTED ABOVE

Services proposed shall be reviewed and evaluated based on completeness and compliance of the Proposal and responsiveness with the requirements of the RFP and all other annexes providing details of UNDP requirements.

The Proposal that complies with all of the requirements, meets all the evaluation criteria and offers the best value for money shall be selected and awarded the contract. Any offer that does not meet the requirements shall be rejected.

Any discrepancy between the unit price and the total price shall be re-computed by UNDP, and the unit price shall prevail, and the total price shall be corrected. If the Service Provider does not accept the final price based on UNDP’s re-computation and correction of errors, its Proposal will be rejected.

No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted by UNDP after it has received the Proposal. At the time of Award of Contract or Purchase Order, UNDP reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.

Any Contract or Purchase Order that will be issued as a result of this RFP shall be subject to the General Terms and Conditions indicated herein. The mere act of submission of a Proposal implies that the Service Provider accepts without question the General Terms and Conditions of UNDP in this link: <http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html>

Please be advised that UNDP is not bound to accept any Proposal, nor award a contract or Purchase Order, nor be responsible for any costs associated with a Service Providers preparation and submission of a Proposal, regardless of the outcome or the manner of conducting the selection process.

UNDP's vendor protest procedure is intended to afford an opportunity to appeal for persons or firms not awarded a Purchase Order or Contract in a competitive procurement process. In the event that you believe you have not been fairly treated, you can find detailed information about vendor protest procedures in the following link:

<http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html>

UNDP encourages every prospective Service Provider to prevent and avoid conflicts of interest, by disclosing to UNDP if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, cost estimates, and other information used in this RFP.

UNDP implements a zero tolerance on fraud and other proscribed practices, and is committed to preventing, identifying and addressing all such acts and practices against UNDP, as well as third parties involved in UNDP activities. UNDP expects its Service Providers to adhere to the UN Supplier


Code of Conduct found in this link :

https://www.un.org/Depts/ptd/sites/www.un.org.Depts.ptd/files/files/attachment/page/pdf/unscoc/conduct_english.pdf

Thank you and we look forward to receiving your Proposal.

Sincerely yours,

DocuSigned by:


Varisara Anansinbovorn

Procurement and Administrative Analyst
Operations Support Team, BRH
6 May 2022

Annex 1

Description of Requirements	
Context of the Requirement	Inclusive Pathways to Sustainable Fishing and Seafood Processing in Thailand: Predictive Analysis
Implementing Partner of UNDP	N/A
Brief Description of the Required Services	As indicated in the ToR attached as Annex 2 The Predictive Analysis aims to produce the projections of trajectories of the fishing sector in Thailand accounting for the potential impact of climate change, contextualized through analysis of i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards).
List and Description of Expected Outputs to be Delivered	Deliverable 1: Inception report with literature review and research strategy.
	Deliverable 2: Projections of outlook for the fishing sector in Thailand, accounting for climate change scenarios.
	Deliverable 3: Preliminary report overviews findings of the projections with analysis detailing i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards), along with stakeholder friendly presentation.
	Deliverable 4: Contributions to final report combining findings of projections and qualitative research, detailing feasible, green pathways to sustainable fishing and seafood processing, with emphasis on Thailand's green/blue economic transformation and ensuring labour rights are protected
Person to Supervise the Work/Performance of the Service Provider	Regional Advisor on Recovery, Livelihoods & Human Mobility, UNDP BRH
Frequency of Reporting	As indicated in the ToR attached as Annex 2
Progress Reporting Requirements	As indicated in the ToR attached as Annex 2
Location of work	<input checked="" type="checkbox"/> At Contractor's Location
Expected duration of work	5 months
Target start date	1 June 2022
Latest completion date	31 October 2022
Travels Expected	None
Special Security Requirements	<input checked="" type="checkbox"/> Others N/A
Facilities to be Provided by UNDP (i.e., must be excluded from Price Proposal)	None UNDP will not be responsible for providing any facility, support personnel, support service, or logistics for the provision of these services aside from supporting coordination with the participatory research team.
Implementation Schedule indicating breakdown and timing of activities/sub-activities	<input checked="" type="checkbox"/> Required; As indicated in the ToR attached as Annex 2
Names and curriculum vitae of individuals who will be involved in completing the services	<input checked="" type="checkbox"/> Required CVs and copies of certificates for key staff who will be engaged on the Contract should be submitted with the proposal. The CVs should clearly indicate the qualifications, experience and relevant previous projects undertaken by the staff.
Currency of Proposal	<input checked="" type="checkbox"/> United States Dollars (USD) <input checked="" type="checkbox"/> Thai Baht (THB) for local bidder and/or business location within Thailand territory

	If needed UNDP will convert the currency quoted in the Proposal into the UNDP preferred currency, in accordance with the prevailing UN operational rate of exchange on the last day of submission of Proposals;
Value Added Tax on Price Proposal	<input checked="" type="checkbox"/> must be exclusive of VAT and other applicable indirect taxes
Validity Period of Proposals (Counting for the last day of submission of quotes)	<input checked="" type="checkbox"/> 120 days In exceptional circumstances, UNDP may request the Proposer to extend the validity of the Proposal beyond what has been initially indicated in this RFP. The Proposal shall then confirm the extension in writing, without any modification whatsoever on the Proposal.
Partial Quotes	<input checked="" type="checkbox"/> Not permitted
Payment Terms	As indicated in the ToR attached as Annex 2
Person(s) to review/inspect/ approve outputs/completed services and authorize the disbursement of payment	Regional Advisor on Recovery, Livelihoods & Human Mobility UNDP Bangkok Regional Hub
Type of Contract to be Signed	<input checked="" type="checkbox"/> Contract for Professional Services
Criteria for Contract Award	<input checked="" type="checkbox"/> Highest Combined Score (based on the 70% technical offer and 30% price weight distribution) <input checked="" type="checkbox"/> Full acceptance of the UNDP Contract General Terms and Conditions (GTC). This is a mandatory criterion and cannot be deleted regardless of the nature of services required. Non-acceptance of the GTC may be grounds for the rejection of the Proposal.
Criteria for the Assessment of Proposal	<u>Technical Proposal (70%)</u> <input checked="" type="checkbox"/> Expertise of the Firm (300 points) <input checked="" type="checkbox"/> Detailed Technical Proposal (300 points) <input checked="" type="checkbox"/> Qualification of key personnel (300 points) <input checked="" type="checkbox"/> Qualification of Team member(s) (100 points) <u>Financial Proposal (30%)</u> To be computed as a ratio of the Proposal's offer to the lowest price among the proposals received by UNDP. The following formula will be used to evaluate financial proposal: $p = y (\mu/z)$, where: p = points for the financial proposal being evaluated; y = maximum number of points for the financial proposal; μ = price of the lowest priced proposal; z = price of the proposal being evaluated.
UNDP will award the contract to:	<input checked="" type="checkbox"/> One and only one Service Provider
Contract General Terms and Conditions	<input checked="" type="checkbox"/> General Terms and Conditions for contracts (goods and/or services) Applicable Terms and Conditions are available at: http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html <i>Service Providers are alerted that non-acceptance of the terms of the General Terms and Conditions (GTC) may be grounds for disqualification from this procurement process.</i>

Annexes to this RFP ¹	<input checked="" type="checkbox"/> Detailed TOR (Annex 2) <input checked="" type="checkbox"/> Form for Submission of Technical Proposal (Annex 3) <input checked="" type="checkbox"/> Form for Submission of Financial Proposal (Annex 4)
Contact Person for Inquiries (Written inquiries only)	<p>Thitima Phuavong Executive/Operations Assistant Procurement Thailand Email: procurement.th@undp.org</p> <p>Requests for clarifications must be submitted to UNDP by email to the address mentioned above until 3 days before submission deadline. Answers to clarifications will be uploaded to the Procurement Notices Website and on the e tendering platform.</p> <p>This contact person and address is officially designated by UNDP. If inquiries are sent to other person/s or address/es, even if they are UNDP staff, UNDP shall have no obligation to respond nor can UNDP confirm that the query was received.</p> <p>Any delay in UNDP's response shall be not used as a reason for extending the deadline for submission, unless UNDP determines that such an extension is necessary and communicates a new deadline to the Proposers.</p>
<p>Required Documents that must be Submitted to Establish Qualification of Proposers</p> <p>(failure to submit the documents shall result in disqualification)</p>	<input checked="" type="checkbox"/> Technical Proposal submission form as per the Template Annex 3; <input checked="" type="checkbox"/> Password protected Financial proposal Annex 4; <input checked="" type="checkbox"/> Company Profile, which should not exceed fifteen (15) pages, including printed brochures and product catalogues relevant to the goods/services being procured <input checked="" type="checkbox"/> Certificate of Registration of the business, including, Articles of Incorporation, or equivalent document if Bidder is not a corporation; <input checked="" type="checkbox"/> Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder; <input checked="" type="checkbox"/> Latest Audited Financial Statement (Income Statement and Balance Sheet) including Auditor's Report for the past 3 years; <input checked="" type="checkbox"/> List of successfully completed similar projects with indicative contracts values and duration (the list should include: Project Title, Contract amount, Start and end Date, Client/Organization name and contact details who may be contacted for further information/reference check on those contracts); <input checked="" type="checkbox"/> List and value of ongoing Projects with contact details of clients and current completion ratio of each ongoing project; <input checked="" type="checkbox"/> Document Establishing Eligibility & Qualification of the Bidder as below: <ul style="list-style-type: none"> ▪ At least 3 years experience focused on the impacts of climate change on fisheries, agricultural/aquaculture, livelihoods, or economic sectors. ▪ Proven track record of at least two successful research projects examining the impact of climate change on fisheries or agricultural/aquaculture. ▪ Previous experience focused on vulnerability of different sectors to climate change risks that contribute to policy, demonstrated by at least one example of the organization's research policy impact. <input checked="" type="checkbox"/> Completed and signed CVs for the Proposed Key personnel; <input checked="" type="checkbox"/> Written confirmation from each personnel that they are available for the entire duration of the contract;

	<p><input checked="" type="checkbox"/> Methodology outlining how the assignment will be tackled, addressing specifically how a design plan will be agreed with UNDP and preliminary advice/approach on what and how to design;</p> <p><input checked="" type="checkbox"/> Any other documents to substantiate eligibility and qualification of the bidder as required in the Terms of Reference.</p>
Special note	<p>Electronic submission through eTendering shall be governed as follows:</p> <ul style="list-style-type: none"> • Electronic files that form part of the proposal must be in PDF format; • The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE and each of them must be uploaded individually and clearly labelled; • The Financial Proposal file must be encrypted with a password so that it cannot be opened nor viewed until the password is provided. The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose technical proposal has been found to be technically responsive. <u>Failure to provide the correct password may result in the proposal being rejected;</u> <p>IMPORTANT NOTE: The amount of the Financial proposal MUST NOT be mentioned anywhere in the submitted documents or in the e-tendering system, other than the Financial Proposal. Failure in compliance with the mentioned condition shall result in rejection of the offer.</p> <p>PLEASE DO NOT PUT THE PRICE OF YOUR PROPOSAL IN THE LINE ITEM IN THE SYSTEM. INSTEAD PUT "1" AND UPLOAD THE FINANCIAL PROPOSAL AS INSTRUCTED ABOVE</p>

DETAILS OF EVALUATION OF PROPOSALS

Evaluation of Proposal:

Prior to technical evaluation all proposals will be screened (Pass/Fail) based on the minimum eligibility criteria mentioned in the ToR.

Minimum Eligibility criteria for the Consultancy Firm:

- Submission of signed and stamped Proposal (Technical & password protected Financial) as per the Provided Template and Instructions;
- Acceptance of the UNDP General Terms and Conditions for contracts;
- Bid Validity – 120 days
- Valid Business Licenses – Registration papers;
- Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder;
- Written Self Declaration that bidder is not listed in the removed or suspended vendor list of the UN or other such lists of other UN agencies, nor are associated with, any company or individual appearing on the 1267/1989 list of the UN Security Council;
- Minimum qualifying experience requirement for the bidder:
 - An officially registered academic, research institution, foundation, development company, or NGO, with 3 years experience focused on the impacts of climate change on fisheries, agricultural/aquaculture, livelihoods, or economic sectors.
 - Proven track record of at least two successful research projects examining the impact of climate change on fisheries or agricultural/aquaculture.
 - Previous experience focused on vulnerability of different sectors to climate change risks that contribute to policy, demonstrated by at least one example of the organization's research policy impact.
 - Submission of completed and signed CV for the proposed key personnel as per ToR requirement.

Note: Necessary documentation must be submitted to substantiate the above eligibility criteria

Technical Evaluation

Summary of Technical Proposal Evaluation Forms		Points Obtainable
1.	Bidder's qualification, capacity and experience	300
2.	Proposed Methodology, Approach and Implementation Plan	300
3.	Qualifications of Key Personnel	300
4.	Qualifications of Team Member (s)	100
Total		1000

Technical Evaluation Passing Threshold – 70% of the Total Points obtainable

Section 1. Expertise of the Firm/ Organization		Points obtainable
1.1	An officially registered academic, research institution, foundation, development company, or NGO, with 3 years experience focused on the impacts of climate change on fisheries, agricultural/aquaculture, livelihoods, or economic sectors.	100
1.2	Proven track record of at least two successful research projects examining the impact of climate change on fisheries or agricultural/aquaculture.	100
1.3	Previous experience focused on vulnerability of different sectors to climate change risks that contribute to policy, demonstrated by at least one example of the organization's research policy impact.	100
Total Section 1		300

Section 2. Proposed Methodology, Technical proposal		Points obtainable
2.1	Understanding of the requirement: Have the important aspects of the task been addressed in sufficient detail? Are the different components of the project adequately weighted relative to one another?;	100
2.2	The conceptual framework proposed is well defined and aligned to the ToR;	100
2.3	Assessment of the implementation plan proposed including whether the activities are properly sequenced and if these are logical and realistic;	50
2.4	Quality assurance procedures and risk mitigation measures.	50
Total Section 2		300

3. Qualifications of key personnel		Points Obtainable
3.1	Team Lead (1 person)	
3.1.1	Minimum of PhD in ecosystems modelling, fisheries science, data science or related discipline.	50
3.1.2	At least 8 years of experience researching climate change, marine ecosystems, and/or fishing and seafood processing sectors.	150
3.1.3	Experience leading projects examining the impact of climate change on fisheries or agricultural/aquaculture, demonstrated through at least two successful research projects.	100
Total Section 3		300

4. Qualifications of Team member (s)		Points Obtainable
4.1	Minimum Masters in ecosystems modelling, fisheries science, data science or related discipline.	20
4.2	3 years experience working on research projects applying quantitative modelling methods to ecosystems or forecasting impacts of climate change on development outcomes	80
Total Section 4		100



TERMS OF REFERENCE
FOR INCLUSIVE PATHWAYS TO SUSTAINABLE FISHING AND SEAFOOD PROCESSING IN THAILAND PREDICTIVE ANALYSIS

POST TITLE:	Inclusive Pathways to Sustainable Fishing and Seafood Processing in Thailand: Predictive Analysis
AGENCY/PROJECT NAME:	United Nations Development Programme (UNDP), Bangkok Regional Hub (BRH), Human Mobility team
COUNTRY OF ASSIGNMENT:	Home-based
DURATION:	From 1 June 2022-31 October 2022, with maximum of 70 days worked

Project Description

Fishing and seafood processing have been pivotal to Thailand's economic growth for many decades. Since its industrialisation in 1960s, the sector become one of Thailand's major contributors of overall export — numbering 1.56 million tonnes of seafood worth over \$6.9 billion in 2018.² The sector is a key source of livelihoods for many low-income and/or marginalized groups including over 50,000 artisanal fishers across the nation³ – whilst also providing key destination sector currently employing at least 350,000 migrant workers from neighbouring countries in fishing and seafood processing⁴.

After the sector's rapid decades-long expansion taking place without regulations to ensure sustainability and, Thailand's marine resource was pushed to the brink by overfishing. The Catch per unit effort (CPUE) in the Gulf of Thailand fell by 92% between 1961 and 2015, whilst in the Andaman Sea CPUE fell by 75% between 1966 and 2015.⁵ Stock depletion from overfishing is strongly tied to commercial fishing operators engaging in Illegal, Unreported and Unregulated (IUU) fishing practices in local and regional waters, amongst other unsustainable fishing practices. The severe stock depletion also led to longer and harsher working conditions as Thai commercial fishing vessels were forced voyage further and longer at-sea, usually basing themselves in remote areas and other countries such as Cambodia, Indonesia, and Malaysia^{6/7/8}, Thai workers stopped seeking employment in the sector leading to the rise in employment of migrant workers. Many operators also turned to irregular and trafficked workers, as well as unethical and forced labour practices to reduce costs and meet growing market demands for competitively priced seafood products⁹. This eventually led to a series of media

² Environmental Justice Foundation (2019) Thailand's Road to Reform: Securing a legal, sustainable, and ethical fisheries <https://ejfoundation.org/reports/thailands-road-to-reform-securing-a-sustainable-legal-and-ethical-fishery>

³ Statistics from the Department of Fisheries' Thai Fishing Vessels Statistics published in 2020: https://www4.fisheries.go.th/local/file_document/20210831105929_1_file.pdf However, there are claims/reports by artisanal fishing associations and local environmental NGOs that there could be over 100,000 artisanal fishers/fishing vessels in Thai waters – if the unregistered vessels are included – amplifying the number of the marginalised impacted by overfishing.

⁴ <https://www.seafoodsource.com/news/environment-sustainability/ilo-finds-improvements-in-thailand-seafood-sector>

⁵ Department of Fisheries CPUE Statistics cited in Environmental Justice Foundation (2019) Thailand's Road to Reform: Securing a legal, sustainable, and ethical fisheries <https://ejfoundation.org/reports/thailands-road-to-reform-securing-a-sustainable-legal-and-ethical-fishery>

⁶ <https://www.bangkokpost.com/thailand/general/449034/thai-trawlers-warned-indonesia-will-sink-illegal-fishing-boats>

⁷ <https://www.voacambodia.com/a/cambodian-fishermen-hope-for-crackdown-on-illegal-thai-fishing/2850813.html>

⁸ Environmental Justice Foundation (2015) THAILAND'S SEAFOOD SLAVES: Human Trafficking, Slavery and Murder in Kantang's Fishing Industry <https://ejfoundation.org/resources/downloads/EJF-Thailand-Seafood-Slaves-low-res.pdf>

⁹ <https://lidc.ac.uk/caught-in-crime-forced-labour-and-the-global-seafood-industry/>

exposé of forced labour, trafficking and human right abuses in Thailand's fishery in the mid-2010s^{10/11/12}. This coincided with Thailand's downgrade to Tier 3 in the Trafficking in Persons (TIP) Report by the US State Department – posing threats to sector being replaced by competitors with more reputable human rights and sustainable practices.

Since the imposition of international interventions, the Royal Thai Government has recognised the unsustainability of this business environment and taken some notable steps to address both issues of forced labour and environmentally unsustainable fishing practices. In term of sustainability, a legal reform of an outdated fisheries law was introduced along with the application of a scientific approach to manage the country's fishery including maximum sustainable yield (MSY) and CPUE to curb fishing efforts and manage commercial fishing fleet number to a sustainable level by giving quotas of fishing days and renewable fishing licenses. An Inshore Exclusion Zone (IEZ) was also introduced to preserve the three-nautical-miles area as a protected ground for juvenile species growth and an exclusive fishing area for artisanal fisher subsistence. This improved fisheries management approach complements a more robust Monitoring, Control and Surveillance (MCS) framework and regulations, including the establishment of Port-in Port-Out (PIPO) Centres and inspections and more robust regulations tailored to protect vulnerable migrant workers in the sector allowed for some improvements in sustainability and labour practices.

Despite significant reforms and progress made, it is critical that Thailand's fishing and seafood processing sector remains continue to achieve long-term sustainability. Thailand has been ranked as 12th in the world for fish species at risk¹³ with Department of Fisheries also reporting demersal fish stock to still be overfished in the Gulf of Thailand in 2018.¹⁴ The non-selective fishing practices continue, including trawling accounted for a significant number of economic species – some of which are still juvenile – not harvested and sold for its full economic values, but as bycatch of trash fish. While the selling value of trash fish remains low (around 4-6 Thai Baht/kg¹⁵), fish stock will continuously deplete from unsustainable non-selective fishing practices, which may eventually lead to operators needing to reduce costs and thus presenting risks for operators to lower working condition standards or employ irregular migrant workers. Exploitation of migrant workers in Thailand's fishing and seafood processing sector currently persists. Workers still reported lack of access and/or understanding of their employment contract – in some cases such contracts are still not made available in their native language¹⁶. The situation of wage payments has also not dramatically improved. Regardless of the electronic payment system being legally enforced, vessel operators continue to pay workers in lump sum – only 44 percent of workers reported of paid full wage monthly.¹⁷ According to the ILO, at least 14 percent of migrant fishers and 7 percent of seafood processing workers are still in or encountered at least one element of forced labour conditions.¹⁸ Labour abuses are still very much prevalent and could worsen with if the sector continues to decline and profitability is threatened. Without an inclusive strategy to sustainably address such fishing practices, marine ecosystems and resources will remain threatened and decent work at sustainable levels for individuals will not be achievable.

Climate change poses additional threats to the sustainability of fishing and seafood processing in Thailand, and decent work and rights for those who draw livelihoods from it. Bottom trawling – one of the key non-selective fishing practices conducted in Thailand's fishing sector – is not only harmful on seagrass and seabed when in action but also reportedly release as excessive amount of carbon into the oceans.¹⁹ Marine heatwaves have also increased by more than 50% in the past 30 years, affecting the distribution of fish stocks, and with predictions suggesting ocean temperatures could rise be up to 4 °C by 2100, destruction of marine habitats are likely to

¹⁰ <https://www.nytimes.com/2015/07/27/world/outlaw-ocean-thailand-fishing-sea-slaves-pets.html>

¹¹ <https://www.theguardian.com/global-development/2018/jan/23/thai-seafood-industry-report-trafficking-rights-abuses>

¹² <https://www.ap.org/explore/seafood-from-slaves/>

¹³ Froese, R. and Pauly, D. (eds). 2008. FishBase database, www.fishbase.org

¹⁴ Department of Fisheries (2020) Fisheries Management Plan

¹⁵ <https://www.dw.com/en/greenpeace-warns-thailand-over-fish-stocks/a-16974064>

¹⁶ CSO Coalition (2020) Falling Through the Nets II <https://policy-practice.oxfam.org/resources/falling-through-the-net-a-survey-of-basic-labour-rights-among-migrants-working-621030/>

¹⁷ Ibid

¹⁸ ILO (2019) Ship to Shore Rights Endline Research Findings on Fishers and Seafood Workers in Thailand https://www.ilo.org/asia/publications/WCMS_738042/lang-en/index.htm

¹⁹ <https://www.theguardian.com/environment/2021/mar/17/trawling-for-fish-releases-as-much-carbon-as-air-travel-report-finds-climate-crisis>

accelerate.²⁰ Models suggest that there could be a potential 40% decline in fish stocks in some tropical areas by 2050.²¹ The current National Fisheries Management Plan has included neither adaptive mitigation measures nor strategy to build climate change resilience in fishery²². Without adaptive measures, further industrial contraction is likely to put downward pressures on wages and working conditions – in sectors that already experience high levels of exploitation – as businesses struggle to remain profitable –following the pattern of the past decades. Such downward pressure is likely to be felt significantly by migrant workers in the industries, who are generally most vulnerable to exploitation - of Thailand's 135,407 commercial fishing crew, 72,497 are documented migrant workers as well as others working on artisanal fishing vessels.²³ Research to understand the future of the fishing and seafood processing sectors in relation to labour conditions, factoring in potential industrial contraction and climate change impact, is needed. Adaptive green strategies for private sector actors and anticipatory policy options for governments to respond to these challenges are also central in enabling an inclusive pathway for Thailand to achieve a truly sustainable fishing and seafood processing sector.

Objective and Scope of Work

The Predictive Analysis will contribute to the overall research by producing projections of trajectories of the fishing sector in Thailand accounting for the potential impact of climate change, contextualized through analysis of i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards).

The work will comprise a short inception period, through which a literature review and research strategy – outlining a methodology for production of the projections – is produced and agreed with the project team. The service provider will then be responsible for implementing the strategy with support from UNDP Bangkok Regional Hub. The service provider will provide data on projections and an accompanying analysis piece detailing i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on labour standards). A stakeholder-friendly presentation of the analysis piece will also be produced as well as ongoing engagement and feedback to the qualitative/participatory policy solutions research team.

Expected deliverables

List of deliverables may include the followings

Deliverables/ Outputs	Estimated Duration	Target Due Dates	Review and Approvals Required
Inception report with literature review and research strategy – outlining a methodology for production of the projections.	10 days	20 June 2022	Regional Advisor on Recovery, Livelihoods & Human Mobility
Projections of outlook for the fishing sector in Thailand, accounting for climate change scenarios – utilising existing modelling where possible.	25 days	30 July 2022	
Report overviewing findings of the projections with analysis detailing i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards).	15 days	31 August 2022	
Stakeholder-friendly presentation of findings and handover meeting	2 days	31 August 2022	
Ongoing improvements projections in light of qualitative findings, and review/input to final project report combining findings of projections and qualitative research, detailing feasible, green pathways to sustainable fishing and seafood processing, with emphasis on Thailand's green/blue economic transformation and ensuring labour rights are protected	18 days	10 October 2022	

²⁰ <https://www.nature.com/articles/s41558-019-0412-1.epdf>

²¹ <https://www.semanticscholar.org/paper/Large-scale-redistribution-of-maximum-fisheries-in-W.I.L.L.I.-M.W.L.CHEUN/ff07a2cbe82b9c4fd826292726aa63ebd4fae9fc?p2df>

²² Department of Fisheries (2020) Fisheries Management Plan

²³ https://www4.fisheries.go.th/index.php/dof_en/view_message/215

Key Performance Indicators and Service Level

Please refer to outputs and expected timelines mentioned above. In case the organization is not be able to deliver the expected results and/or respect the timelines, UNDP will consider suspending payments and/or take additional administrative measures

Governance and Accountability

The service provider will commence the assignment in overall supervision and will report directly to the Regional Advisor, Recovery, Livelihoods & Human Mobility and the Migrant Protection and Development Analyst.

The success of the project depends on the timely delivery of close working relationship with UNDP in developing data collection tools to as process of referrals unfolds. The contract will be effective immediately upon signature by UNDP.

UNDP will have the following responsibilities: (i) Provide relevant documents; (ii) Discuss and agree on the methodologies of the assignment; and (iii) Monitor and evaluate the progress of the assignment. The contract and payments will be performance-based and regularly assessed by the UNDP Bangkok Regional Hub.

The present ToR may be subject to modification, without changing the overall objectives and the scope of work, based on mutual consultations. UNDP will hold the copyright of the assignment deliverables.

Facilities to be provided by UNDP

UNDP will not be responsible for providing any facility, support personnel, support service, or logistics for the provision of these services aside from supporting coordination with the participatory research team.

Duration of the Work

Duration

From 1 June 2022 to 31 October 2022, with maximum of 70 days worked

Duty Station

Home-based. No travel needed. Telecommunication with UNDP staff, project partners and other relevant stakeholders is required.

The service provider is to recognize that the successful completion of the activities and accomplishment of their purposes, as well as the achievements of deliverables and performance targets set forth in the work plan, are of paramount importance, and that UNDP therefore may find it necessary to terminate the agreement, or to modify the activities, should circumstances arise that interfere or threaten to interfere with the aforementioned objectives.

DEGREE OF EXPERTISE AND QUALIFICATIONS

1. Service provider: the following requirements apply to the service provider

- a. An officially registered academic, research institution, foundation, development company, or NGO, with **3** years experience focused on the impacts of climate change on fisheries, agricultural/aquaculture, livelihoods, or economic sectors.
- b. Proven track record evidenced by at least **at least two** successful research projects examining the socio-economic impact of climate change on fisheries or agricultural/aquaculture.
- c. Previous experience focused on vulnerability of different sectors to climate change risks that contribute to policy, demonstrated **by at least one** example of the organization's research policy impact.

2. Team of experts

2.1 qualification of team leader

- Minimum of PhD in environmental science, ecosystems modelling, fisheries science, data science or related discipline.
- At least **8** years of experience researching climate change, marine ecosystems, and/or fishing and seafood processing sectors.
- Experience leading projects examining the impact of climate change on fisheries or agricultural/aquaculture, demonstrated through **at least two** successful research projects.
- Operating language: English

2.2 qualification of a team member (Researcher)

- Minimum Masters in environmental science, ecosystems modelling, fisheries science, data science or related discipline.
- 3 years experience working on research projects applying quantitative modelling methods to ecosystems or forecasting impacts of climate change on development outcomes.
- Operating language: English

I. Price Proposal and Schedule of Payments

The contract will be based on Lump Sum.

Service provider must send a financial proposal based on Lump Sum Amount. The total amount quoted shall be all-inclusive and include all costs components required to perform the deliverables identified in the TOR, including professional fee, travel costs, living allowance (if any work is to be done outside the IC's duty station) and any other applicable cost to be incurred by the service provider in completing the assignment.

The contract price will be fixed output-based price regardless of extension of the herein specified duration. Payments will be done upon completion of the deliverables/outputs and as per below percentages:

Deliverables/ Outputs	Payment term
Deliverable 1 upon submission of following outputs Inception report with literature review and research strategy	15%
Deliverable 2 upon submission of following output Projections of outlook for the fishing sector in Thailand, accounting for climate change scenarios.	35%
Deliverable 3 upon submission of following output Preliminary report overviewing findings of the projections with analysis detailing <ul style="list-style-type: none"> ○ i) the impact of identified trends on the outlook for the seafood processing sector and ○ ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards), along with stakeholder friendly presentation. 	25%
Deliverable 4 upon submission of following output Contributions to final report combining findings of projections and qualitative research, detailing feasible, green pathways to sustainable fishing and seafood processing, with emphasis on Thailand's green/blue economic transformation and ensuring labour rights are protected	25%

J. Professional Qualifications of the Successful service provider and its key personnel**Evaluation Method and Criteria**

Service provider will be evaluated based on the following methodology;

a) Technical proposal, including an outline of the expertise of the company; the proposed methodology for conducting cross-border and provincial meeting reflective workshops; ; an overview of the management structure and an outline of the qualifications of key personnel.

b) Financial proposal and a detailed cost breakdown.

c) Sample of past work facilitating learning amongst provincial officials working to address human trafficking.

Criteria for Selection of the Best Offer**Evaluation Method and Criteria**

Service provider will be evaluated based on the following methodology;

Cumulative analysis

The award of the contract shall be made to the individual service provider whose offer has been evaluated and determined as a) responsive/compliant/acceptable; and having received the highest score out of set of weighted technical criteria (70%) and financial criteria (30%). Financial score shall be computed as a ratio of the proposal being evaluated and the lowest priced proposal received by UNDP for the assignment.

Evaluation form for technical proposals:

Summary of Technical Proposal Evaluation Forms		Score Weight	Points Obtainable
1.	Expertise of the Service Provider	1	300
2.	Detailed Technical proposal	1	300
3.	Qualification of key personnel	1	300
4.	Qualification of a team member (Researcher)	1	100
TOTAL			1000

Section 1: Expertise of the Firm/ Organization		Points Obtainable
1.1	An officially registered academic, research institution, foundation, development company, or NGO, with 3 years experience focused on the impacts of climate change on fisheries, agricultural/aquaculture, livelihoods, or economic sectors.	100
1.2	Proven track record of at least two successful research projects examining the impact of climate change on fisheries or agricultural/aquaculture.	100
1.3	Previous experience focused on vulnerability of different sectors to climate change risks that contribute to policy, demonstrated by at least one example of the organization's research policy impact.	100
Total for Section 1: Expertise of the Firm/ Organization		300

Section 2: Technical proposal		Points Obtainable
1	Understanding of the requirement: Have the important aspects of the task been addressed in sufficient detail? Are the different components of the project adequately weighted relative to one another?	100
2	The conceptual framework proposed is well defined and aligned to the ToR	100
3	Assessment of the implementation plan proposed including whether the activities are properly sequenced and if these are logical and realistic	50
4	Quality assurance procedures and risk mitigation measures.	50
Total for Section 2: Technical proposal		300

Section 3: Qualification of key personnel – Team Leader		Points Obtainable
1	Minimum of PhD in ecosystems modelling, fisheries science, data science or related discipline.	50
2	At least 8 years of experience researching climate change, marine ecosystems, and/or fishing and seafood processing sectors.	150
3	Experience leading projects examining the impact of climate change on fisheries or agricultural/aquaculture, demonstrated through at least two successful research projects.	100
Total for Section 3: Qualification of key personnel		300

Section 4: Qualification of a team member (researcher)		Points Obtainable
1	Minimum Masters in ecosystems modelling, fisheries science, data science or related discipline.	20
2	3 years experience working on research projects applying quantitative modelling methods to ecosystems or forecasting impacts of climate change on development outcomes	80
Total for Section 4: Qualification of team member		100

Annex 3

FORM FOR SUBMITTING SERVICE PROVIDER'S PROPOSAL²⁴

(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery²⁵)

[insert: Location].

[insert: Date]

To: [insert: Name and Address of UNDP focal point]

Dear Sir/Madam:

We, the undersigned, hereby offer to render the following services to UNDP in conformity with the requirements defined in the RFP dated [specify date] , and all of its attachments, as well as the provisions of the UNDP General Contract Terms and Conditions :

A. Qualifications of the Service Provider

The Service Provider must describe and explain how and why they are the best entity that can deliver the requirements of UNDP by indicating the following :

- a) Profile – describing the nature of business, field of expertise, licenses, certifications, accreditations;*
- b) Business Licenses – Registration Papers, Tax Payment Certification, etc.*
- c) Latest Audited Financial Statement – income statement and balance sheet to indicate its financial stability, liquidity, credit standing, and market reputation, etc. ;*
- d) Track Record – list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contract references;*
- e) Certificates and Accreditation – including Quality Certificates, Patent Registrations, Environmental Sustainability Certificates, etc.*
- f) Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.*

B. Proposed Methodology for the Completion of Services

The Service Provider must describe how it will address/deliver the demands of the RFP; providing a detailed description of the essential performance characteristics, reporting conditions and quality assurance mechanisms that will be put in place, while demonstrating that the proposed methodology will be appropriate to the local conditions and context of the work.

²⁴ This serves as a guide to the Service Provider in preparing the Proposal.

²⁵ Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes

C. Qualifications of Key Personnel

If required by the RFP, the Service Provider must provide :

- a) Names and qualifications of the key personnel that will perform the services indicating who is Team Leader, who are supporting, etc.;*
- b) CVs demonstrating qualifications must be submitted if required by the RFP; and*
- c) Written confirmation from each personnel that they are available for the entire duration of the contract.*

[Name and Signature of the Service Provider's Authorized Person]

[Designation]

[Date]

Annex 4

FORM FOR SUBMITTING SERVICE PROVIDER'S FINANCIAL PROPOSAL²⁶**(Must be Password Protected)*****(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery²⁷)***

[insert: Location].

[insert: Date]

To: [insert: Name and Address of UNDP focal point]

Dear Sir/Madam:

We, the undersigned, hereby offer to render the following services to UNDP in conformity with the requirements defined in the RFP dated [specify date] , and all of its attachments, as well as the provisions of the UNDP General Contract Terms and Conditions:

A. Cost Breakdown per Deliverable*

	Deliverables [list them as referred to in the RFP]	Percentage of Total Price (Weight for payment)	Price (Lump Sum, All Inclusive)
1.	Deliverable 1 upon submission of following outputs <ul style="list-style-type: none"> Inception report with literature review and research strategy 	15%	
2.	Deliverable 2 upon submission of following output <ul style="list-style-type: none"> Projections of outlook for the fishing sector in Thailand, accounting for climate change scenarios. 	35%	
3.	Deliverable 3 upon submission of following output <ul style="list-style-type: none"> Preliminary report overviewing findings of the projections with analysis detailing <ul style="list-style-type: none"> i) the impact of identified trends on the outlook for the seafood processing sector and ii) broader socio-economic ramifications (including potential impact on livelihoods and labour standards), along with stakeholder friendly presentation. 	25%	

²⁶ This serves as a guide to the Service Provider in preparing the Proposal.

²⁷ Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes

4.	Deliverable 4 upon submission of following output <ul style="list-style-type: none"> Contributions to final report combining findings of projections and qualitative research, detailing feasible, green pathways to sustainable fishing and seafood processing, with emphasis on Thailand's green/blue economic transformation and ensuring labour rights are protected 	25%	
	Total	100%	

*This shall be the basis of the payment tranches

A. **Cost Breakdown by Cost Component** **[This is only an Example]:**

Description of Activity				
I. Personnel Services	Remuneration per Unit of Time	Total Period of Engagement	No. of Personnel	Total Rate
1. Services from Home Office				
a. Project / Team leader				
b. team member#1				
II. Other Related Costs	UOM	Rate	Qty.	Total
1. Please specify				
2. Please specify				
3. Please specify				
TOTAL (I)+(II)				

[Name and Signature of the Service Provider's Authorized Person]

[Designation]

[Date]