

Request for Proposals

Title: Study on the Feasibility, Technical Configuration (Detailed Engineering Design), and Risk Mitigation for the Development of Wildlife Corridor in Batang Toru Forest Ecosystem

RFP No: KI-004/X/2024

Date of Issuance: 15 Oct 2024

1. Background

As one of the centers of biodiversity in Sumatra, the Batang Toru Forest Ecosystem (BTFE) has high scientific value and important biodiversity to protect. Much of the BTFE area is categorized as Key Biodiversity Area, which is one of the most important places in the world for the protection and conservation of species and their habitats. Approximately 67 species of mammals, 287 species of birds and 110 species of herpetofauna were recorded living in this landscape (Perbatakusuma *et al.*, 2006). For the Tapanuli orangutan (*Pongo tapanuliensis*), which was declared a new species in 2017 (Nater *et al.*, 2017) and has a Critically Endangered conservation status according to the IUCN, the BTFE is the only place to live with an estimated population of ~800 individuals (Sloan *et al.*, 2018). In addition, the BTFE area also has potential and economic importance, such as the utilization of the Batang Toru watershed as water catchment area for hydropower plants, development of geothermal potential, mining activities, and life support for the surrounding community (Arief *et al.*, 2022). The development of potentials owned by the BTFE for economic interests gradually affects the integrity of the BTFE area.

Currently, in terms of landscape, BTFE is fragmented by a road that divides the BTFE area into two habitat blocks, namely West Block and East Block. This causes the disconnection of ecosystem connectivity or wildlife habitat patches within the BTFE area. Based on the Indonesian Biodiversity Strategy and Action Plan (IBSAP) 2025-2045 document (BAPPENAS, 2024), preserving or improving ecosystem connectivity is recognized as a key strategy to protect biodiversity, maintain viable ecosystems and wildlife populations, and facilitate the movement and adaptation of wildlife populations to climate change. Improving ecosystem connectivity can be accomplished through the development of wildlife corridors. In the context of BTFE and considering existing conditions, the urgency of developing wildlife corridors can be said to have a relatively high tendency, considering: 1) the status of BTFE area which is not a Conservation Area; 2) the management of BTFE area which is held by various stakeholders with their respective interests; 3) the massive trend of potential development in and/or around BTFE area.

Based on studies conducted by Fredriksson & Usher (2017) and Lembaga Sipirok Lestari Indonesia & Yayasan Ekosistem Lestari (2017), priority corridor locations in the BTFE area have been identified, such as corridors in Hutaimbaru, Adian Koting, Bulu Mario/Sitandiang, and Lubuk Raya. In 2024, there is a new study related to the potential corridor in the East Block of BTFE, namely the corridor connecting Dolok Saut Protected Forest and Dolok Sipirok Nature Reserve. Based on the results of the initial assessment of the current corridor implementation in BTFE, the intervention carried out by institutions (NGOs and/or private sectors) in the priority location of the corridor has different progress and standards. In addition, it does not rule out the possibility that there are other potential corridor locations that have not been identified in the BTFE area.

In order to comprehensively strengthen the status of wildlife corridors in BTFE, such as through the integration of corridors into provincial spatial planning documents, recognition of corridor areas through relevant regulations, and other possible schemes, a comprehensive study is needed and based on valid, credible, and actual data, analysis, and standards that are built on current conditions,



results of previous studies, and lessons learned from stakeholders' efforts in building corridors. The development of wildlife corridors also needs to consider feasibility factors and potential risks, especially in biophysical, biodiversity, socio-economic-cultural aspects, so that it can be implemented on target. Based on the above points, a comprehensive Academic Study report is needed that contains the results of feasibility analysis, technical configuration (Detailed Engineering Design/DED), and risk mitigation in the development of wildlife corridors in BTFE.

2. Project Overview

Study on the Feasibility, Technical Configuration (Detailed Engineering Design/DED), and Risk Mitigation for the Development of Wildlife Corridor in Batang Toru Forest Ecosystem aims to provide a strong academic basis within the context of supporting comprehensive efforts to strengthen wildlife corridors which are expected to improve wildlife habitat connectivity, especially Tapanuli orangutans, in BTFE. Furthermore, this document is also expected to support the provision of strategic direction and recommendations for sustainable protection and integrated management of the BTFE.

3. Terms of Reference, Deliverables and Deliverables Schedule (See Attachment 2)

4. Submission Details

- a. Deadline. Proposals must be received no later than **28 October 2024 at 17:00 (GMT +7)**. Late submissions will not be accepted. Proposals must be submitted via email to grantcontractid@konservasi-id.org and dekarini@konservasi-id.org. All proposals are to be submitted following the guidelines listed in this RFP.
- b. Validity of bid. 120 days from the submission deadline
- c. Clarifications. Questions may be submitted to grantcontractid@konservasi-id.org and dekarini@konservasi-id.org by the specified date and time in the timeline below. The subject of the email must contain the RFP number and title of the RFP. KI will respond in writing to submitted clarifications by the date specified in the timeline below. Responses to questions that may be of common interest to all bidders will be posted to the KI website and/or communicated via email.
- d. Amendments. At any time prior to the deadline for submission of proposals, KI may, for any reason, modify the RFP documents by amendment which will be posted to the KI website and/or communicated via email.

5. Minimum Requirements

- a. The consultant can be institutions, organizations, or teams of 3-5 individual consultants with one lead consultant. The consultant will be responsible for the work completed and all deliverables produced.
- b. The lead consultant should have extensive experience at senior level and have good experience in supporting national/sub-national governments in planning and implementing biodiversity conservation initiatives, with the following qualifications:
 - Educational background: Conservation, Forestry, or other relevant field.
 - Language skills: Fluency in writing and speaking in English and Bahasa Indonesia is mandatory.



- Good track record of experience in facilitating the development of public/government policy documents with clear, robust, and scientifically validated methodologies.
- Demonstrated ability to deliver high quality results within tight deadlines and experience working in multicultural environment.
- Experience working and engaging in site-level biodiversity conservation programs, particularly in BTFE, is desirable.
- Specific expertise in spatial analysis, corridor feasibility assessments, and risk assessments is desirable.

6. Proposal Documents to Include

- a. Signed cover page on bidder’s letterhead with the bidder’s contact information.
- b. Signed Representation of Transparency, Integrity, Environmental and Social Responsibility ([Attachment 1](#))
- c. Technical Proposal.
 - i. Corporate Capabilities, Experience, Past Performance, and 3 client references. Please include descriptions of similar projects or assignments and at least three client references.
 - ii. Qualifications of Key Personnel. Please attach CVs that demonstrate how the team proposed meets the minimum requirements listed in section 5 (Minimum Requirements).
 - iii. Technical Approach, Methodology and Detailed Work Plan. The Technical Proposal should describe in detail how the bidder intends to carry out the requirements described in the Terms of Reference ([indicate Section 3 or Attachment 2](#)).
- d. Financial Proposal. Offerors shall use the cost proposal template ([Attachment 3](#)).

7. Evaluation Criteria In evaluating proposals, KI will seek the best value for money considering the merits of the technical and costs proposals. Proposals will be evaluated using the following criteria:

Evaluation Criteria	Score (out of 100)
Is the proposed approach and methodology appropriate to the assignment and practical in the prevailing project circumstances?	30%
Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project?	25%
Does the bidder’s past performance demonstrate recent proven experience doing similar work?	10%
Does the bidder and the proposed personnel have the specific technical expertise for the assignment?	15%
Cost: Costs proposed are reasonable and realistic, reflect a solid understanding of the assignment.	20%

8. Proposal Timeline

RFP Issued	15 October 2024
Clarifications submitted to KI	18 October 2024



Clarifications provided to known bidders	21 October 2024
Complete proposals due to KI	28 October 2024
Interview (if needed)	30 October 2024
Final selection	1 November 2024

- 9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by **4 November 2024**. Any resulting agreement will be subject to the terms and conditions of KI's Services Agreement. A model form of agreement can be provided upon request.

This RFP does not obligate KI to execute a contract, nor does it commit KI to pay any costs incurred in the preparation or submission of the proposals. Furthermore, KI reserves the right to reject any and all offers, if such action is considered to be in the best interest of KI. KI will, in its sole discretion, select the winning proposal and is not obligated to share individual evaluation results.

- 10. Confidentiality** All proprietary information provided by the bidder shall be treated as confidential and will not be shared with potential or actual applicants during the solicitation process. This includes but is not limited to price quotations, cost proposals and technical proposals. KI may, but is not obliged to, post procurement awards on its public website after the solicitation process has concluded, and the contract has been awarded. KI's evaluation results are confidential and applicant scoring will not be shared among bidders.

- 11. Code of Ethics** All Offerors are expected to exercise the highest standards of conduct in preparing, submitting and if selected, eventually carrying out the specified work in accordance with KI's Code of Ethics. Konservasi Indonesia's reputation derives from our commitment to our values: Integrity, Respect, Courage, Optimism, Passion and Teamwork. KI's Code of Ethics (the "Code") provides guidance to KI employees, service providers, experts, interns, and volunteers in living KI's core values, and outlines minimum standards for ethical conduct which all parties must adhere to. Any violation of the Code of Ethics, as well as concerns regarding the integrity of the procurement process and documents should be reported to KI via its Ethics Hotline at www.ci.ethicspoint.com.

12. Attachments:

Attachment 1: Representation of Transparency, Integrity, Environmental and Social Responsibility

Attachment 2: Terms of Reference

Attachment 3: Cost Proposal Template

Attachment 1: Representation of Transparency, Integrity, Environmental and Social Responsibility

RFP No. **XXXXXXXX**

UEI Number (if applicable): **XXX-XXX-XXX**

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KI relies on the personal integrity, good judgment and common sense of all third parties acting on behalf, or providing services to the organization, to deal with issues not expressly addressed by the Code or as noted below.

I. With respect to KI's Code of Ethics, we certify:

- a.** We understand and accept that KI, its contractual partners, grantees and other parties with whom we work are expected to commit to the highest standards of Transparency, Fairness, and Integrity in procurement.

II. With respect to social and environmental standards, we certify:

- a.** We are committed to high standards of ethics and integrity and compliance with all applicable laws across our operations, including prohibition of actions that facilitate trafficking in persons, child labor, forced labor, sexual abuse, exploitation or harassment. We respect internationally proclaimed human rights and take no action that contributes to the infringement of human rights. We protect those who are most vulnerable to infringements of their rights and the ecosystems that sustain them.
- b.** We fully respect and enforce the environmental and social standards recognized by the international community, including the fundamental conventions of International Labour Organization (ILO) and international conventions for the protection of the environment, in line with the laws and regulations applicable to the country where the contract is to be performed.

III. With respect to our eligibility and professional conduct, we certify:

- a.** We are not and none of our affiliates [members, employees, contractors, subcontractors, and consultants] are in a state of bankruptcy, liquidation, legal settlement, termination of activity, or guilty of grave professional misconduct as determined by a regulatory body responsible for licensing and/or regulating the offeror's business
- b.** We have not and will not engage in criminal or fraudulent acts. By a final judgment, we were not convicted in the last five years for offenses such as fraud or corruption, money laundering or professional misconduct.
- c.** We are/were not involved in writing or recommending the terms of reference for this solicitation document.



- d.** We have not engaged in any collusion or price fixing with other offerors.
- e.** We have not made promises, offers, or grants, directly or indirectly to any KI employees involved in this procurement, or to any government official in relation to the contract to be performed, with the intention of unduly influencing a decision or receiving an improper advantage.
- f.** We have taken no action nor will we take any action to limit or restrict access of other companies, organizations or individuals to participate in the competitive bidding process launched by KI.
- g.** We have fulfilled our obligations relating to the payment of social security contributions or taxes in accordance with the legal provisions of the country where the contract is to be performed.
- h.** We have not provided, and will take all reasonable steps to ensure that we do not and will not knowingly provide, material support or resources to any individual or entity that commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitate, or participated in terrorist acts, and we are compliant with all applicable Counter-Terrorist Financing and Anti-Money Laundering laws (including USA Patriot Act and U.S. Executive Order 13224).
- i.** We certify that neither we nor our directors, officers, key employees or beneficial owners are included in any list of financial or economic sanctions, debarment or suspension adopted by the United States, United Nations, the European Union, the World Bank, or General Services Administration's List of Parties Excluded from Federal Procurement or Non-procurement programs in accordance with E.O.s 12549 and 12689, "Debarment and Suspension". [\[Include additional sanctions lists of the country of a public donor, if required by the donor.\]](#)

Name: _____

Signature: _____

Title: _____

Date: _____

Attachment 2: Terms of Reference

Terms of Reference

Study on the Feasibility, Technical Configuration (Detailed Engineering Design), and Risk Mitigation for the Development of Wildlife Corridor in Batang Toru Forest Ecosystem

BACKGROUND

As one of the centers of biodiversity in Sumatra, the Batang Toru Forest Ecosystem (BTFE) has high scientific value and important biodiversity to protect. Much of the BTFE area is categorized as Key Biodiversity Area, which is one of the most important places in the world for the protection and conservation of species and their habitats. Approximately 67 species of mammals, 287 species of birds and 110 species of herpetofauna were recorded living in this landscape (Perbatakusuma *et al.*, 2006). For the Tapanuli orangutan (*Pongo tapanuliensis*), which was declared a new species in 2017 (Nater *et al.*, 2017) and has a Critically Endangered conservation status according to the IUCN, the BTFE is the only place to live with an estimated population of ~800 individuals (Sloan *et al.*, 2018). In addition, the BTFE area also has potential and economic importance, such as the utilization of the Batang Toru watershed as water catchment area for hydropower plants, development of geothermal potential, mining activities, and life support for the surrounding community (Arief *et al.*, 2022). The development of potentials owned by the BTFE for economic interests gradually affects the integrity of the BTFE area.

Currently, in terms of landscape, BTFE is fragmented by a road that divides the BTFE area into two habitat blocks, namely West Block and East Block. This causes the disconnection of ecosystem connectivity or wildlife habitat patches within the BTFE area. Based on the Indonesian Biodiversity Strategy and Action Plan (IBSAP) 2025-2045 document (BAPPENAS, 2024), preserving or improving ecosystem connectivity is recognized as a key strategy to protect biodiversity, maintain viable ecosystems and wildlife populations, and facilitate the movement and adaptation of wildlife populations to climate change. Improving ecosystem connectivity can be accomplished through the development of wildlife corridors. In the context of BTFE and considering existing conditions, the urgency of developing wildlife corridors can be said to have a relatively high tendency, considering: 1) the status of BTFE area which is not a Conservation Area; 2) the management of BTFE area which is held by various stakeholders with their respective interests; 3) the massive trend of potential development in and/or around BTFE area.

Based on studies conducted by Fredriksson & Usher (2017) and Lembaga Sipirok Lestari Indonesia & Yayasan Ekosistem Lestari (2017), priority corridor locations in the BTFE area have been identified, such as corridors in Hutaimbaru, Adian Koting, Bulu Mario/Sitandieng, and Lubuk Raya. In 2024, there is a new study related to the potential corridor in the East Block of BTFE, namely the corridor connecting Dolok Saut Protected Forest and Dolok Sipirok Nature Reserve. Based on the results of the initial assessment of the current corridor implementation in BTFE, the intervention carried out by institutions (NGOs and/or private sectors) in the priority location of the corridor has different progress and standards. In addition, it does not rule out the possibility that there are other potential corridor locations that have not been identified in the BTFE area.

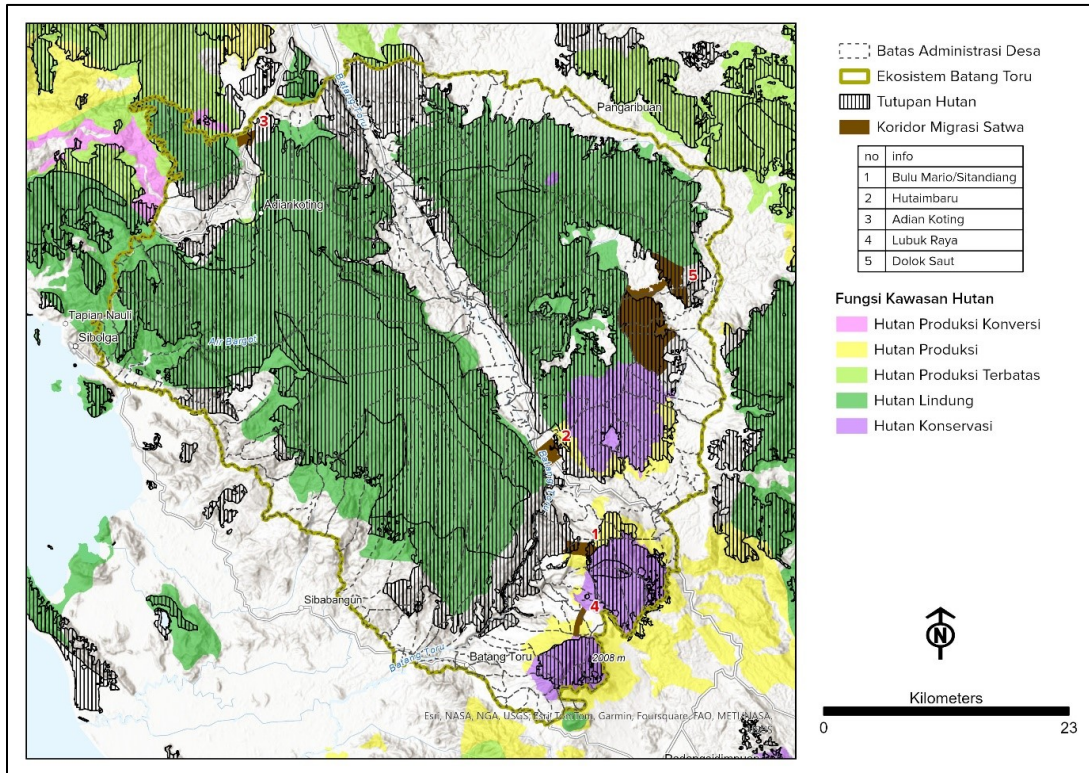


Figure 1. Priority locations of corridors within BTFE.

In order to comprehensively strengthen the status of wildlife corridors in BTFE, such as through the integration of corridors into provincial spatial planning documents, recognition of corridor areas through relevant regulations, and other possible schemes, a comprehensive study is needed and based on valid, credible, and actual data, analysis, and standards that are built on current conditions, results of previous studies, and lessons learned from stakeholders' efforts in building corridors. The development of wildlife corridors also needs to consider feasibility factors and potential risks, especially in biophysical, biodiversity, socio-economic-cultural aspects, so that it can be implemented on target. Based on the above points, a comprehensive Academic Study report is needed that contains the results of feasibility analysis, technical configuration (Detailed Engineering Design/DED), and risk mitigation in the development of wildlife corridors in BTFE.

OBJECTIVES

Study on the Feasibility, Technical Configuration (Detailed Engineering Design/DED), and Risk Mitigation for the Development of Wildlife Corridor in Batang Toru Forest Ecosystem aims to provide a strong academic basis within the context of supporting comprehensive efforts to strengthen wildlife corridors which are expected to improve wildlife habitat connectivity, especially Tapanuli orangutans, in BTFE. Furthermore, this document is also expected to support the provision of strategic direction and recommendations for sustainable protection and integrated management of the BTFE.

DELIVERABLES

Details of the consultant's deliverables are presented in **Table 1** below.



Table 1. Details of the consultant’s deliverables distribution.

No	Deliverables	Activities	Deadline	Value
1	<p>a) Report on the feasibility analysis of identified potential corridor locations and identification of potential new corridor locations (if the identified corridors are considered not feasible) in BTFE</p> <p>b) Academic paper to support corridor management policy in BTFE</p>	<p>a) Feasibility assessment of existing corridors in BTFE (with facilitation of ground check if needed) with scope of activities:</p> <ul style="list-style-type: none"> • Determination of priority areas for high-resolution imagery data collection in each potential corridor location • Elaboration of existing data related to priority biodiversity in each potential corridor location, including: 1) nest distribution and estimated population density of OU; 2) mammals and birds’ diversity • Elaboration of existing data related to the intensity of vehicles passing in each potential corridor location, if habitat fragmentation is caused by roads • Updating data related to socio-economic-cultural aspects of the community through at least 1 FGD in each potential corridor location <p>b) Identification of new potential corridor locations in BTFE, if identified corridors are considered not feasible, based on valid, credible, and up-to-date data, analysis, and standards</p> <p>c) Review of corridor management policies in Indonesia and their suitability for BTFE context</p>	December 2024	55,56%
2	<p>a) Report on the technical configuration analysis (Detailed Engineering Design/DED) of the corridor</p> <p>b) Report on the analysis of potential and mitigation of corridor development risks</p>	<p>a) Analysis of the technical configuration (DED) of the corridors to be built, at least for 2 artificial corridors (suspension bridges) and 1 natural/bio-corridor (canopy bridge), in the selected corridor location(s)</p> <p>b) Analysis of the potential and mitigation of corridor development risks using the proposed configurations at the selected corridor location(s)</p>	January 2025	22,22%



No	Deliverables	Activities	Deadline	Value
		c) Preparation of FGD materials for stakeholders related to technical configuration (DED) and risk mitigation for corridor development in selected corridor location(s)		
3	a) Comprehensive Report of the Study on the Feasibility, Technical Configuration (Detailed Engineering Design/DED), and Risk Mitigation for the Development of Wildlife Corridor in BTFE b) Publication manuscripts related to the results of the above studies, at least in the form of 1 manuscript draft of popular publication (e.g., article in the media) and/or 1 manuscript draft of scientific publication (e.g., article in scientific journal)	a) Preparation of comprehensive final report elaborating the overall results of studies conducted during the consultation process b) Preparation of public consultation materials based on the results of studies conducted during the consultation process c) Preparation of publication manuscripts related to the results of studies conducted during the consultation process	February 2025	22,22%

CONTRACT PERIOD

The duration of this contract is for four months, starting from November 2024 to February 2025.

PAYMENT

1. Payment of the Service Fee is in accordance with the stages mentioned above.
2. The Service Fee will be paid upon submission and approval and KI's acceptance of the deliverables and related invoices.
3. All Service Fee payments are subject to Indonesian Income Tax (PPh).
4. If anything needs to be changed from Table 1, it must be agreed by the consultant and KI in advance in writing.

MINIMUM QUALIFICATION

1. The consultant can be institutions, organizations, or teams of 3-5 individual consultants with one lead consultant. The consultant will be responsible for the work completed and all deliverables produced.
2. The lead consultant should have extensive experience at senior level and have good experience in supporting national/sub-national governments in planning and implementing biodiversity conservation initiatives, with the following qualifications:
 - Educational background: Conservation, Forestry, or other relevant field.
 - Language skills: Fluency in writing and speaking in English and Bahasa Indonesia is mandatory.
 - Good track record of experience in facilitating the development of public/government policy documents with clear, robust, and scientifically validated methodologies.
 - Demonstrated ability to deliver high quality results within tight deadlines and experience working in multicultural environment.
 - Experience working and engaging in site-level biodiversity conservation programs, particularly in BTFE, is desirable.
 - Specific expertise in spatial analysis, corridor feasibility assessments, and risk assessments is desirable.

Attachment 3: Cost Proposal Template

The cost proposal must be all-inclusive of profit, fees or taxes. Additional costs cannot be included after award, and revisions to proposed costs may not be made after submission unless expressly requested by CI should the offerors proposal be accepted. Nevertheless, for the purpose of the proposal, Offerors must provide a detailed budget showing major expense line items. Offers must show unit prices, quantities, and total price. All items, services, etc. must be clearly labeled and included in the total offered price. All cost information must be expressed in **IDR**.

If selected, Offeror shall use its best efforts to minimize the financing of any taxes on goods and services, or the importation, manufacture, procurement or supply thereof. If Offeror is eligible to apply for refunds on taxes paid, Offeror shall do so. Any tax savings should be reflected in the total cost.

Cost Breakdown by Deliverable

Deliverable	Price (Lump Sum, All Inclusive)
Insert deliverable 1 from Section 3 or attached TOR	
Insert deliverable 2 from Section 3 or attached TOR	
Insert deliverable 3 from Section 3 or attached TOR	
Insert deliverable 4 from Section 3 or attached TOR	
Insert deliverable 5 from Section 3 or attached TOR	

Cost Breakdown by Cost Component (example only)

Description	Unit of measure (day, month etc)	Total period of engagement	Unit cost/rate	Total Cost for the Period
Consultant 1				
Consultant 2				
Sub-total Personnel				
Travel Costs (if applicable)				
Other related Costs (please specify)				
Total Cost of Financial Proposal				