



*[Instructions for users: Ensure any applicable donor requirements are incorporated into the RFP. Complete the blue fields and delete instructions.]*

## **Request for Proposals**

**Title:** National group of consultants or Organization for Sustainable Financing Mechanism and Improvement of BLUD Management in Whale Shark Tourism and MPA Management

**RFP No:** KI-001/XII/2024

**Date of Issuance:** 23 December 2024

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### **1. Background**

This RFP seeks a national group of consultants, or an organization preferably based in Mataram, NTB, or other regions in Indonesia. The sub-grantee will play a key role in identifying the long-term financial sustainability mechanism for a Regional Public Service Agency (*Badan Layanan Umum Daerah* or BLUD) located on Sumbawa Island. This role is part of a project on development of a Marine Protected Area (MPA) dedicated to protecting the critical habitat of whale sharks and supporting sustainable ecotourism in Saleh Bay, Sumbawa Island, Indonesia.

In achieving the project targets, Konservasi Indonesia (KI) through the FEF project is currently seeking an organization or a national group of consultants as a project sub-grantee. We require a highly qualified professional with expertise in sustainable financing and enhancing BLUD's management and capacity to support its performance as a service provider to the community based on its functions, as well as to provide a roadmap for sustainable financing development and business models to support its operations. This includes identifying existing funding opportunities from public and private entities, such as government sources like the Environmental Fund Management Agency (known as *Badan Pengelola Dana Lingkungan Hidup* – BPD LH), Corporate Social Responsibility (CSR) programs, national and international donors, and philanthropic organizations, as well as identifying potential revenue stream from tourism or other environmental services activates in Saleh Bay and surrounding areas technical assistance to support BLUD's funding gaps and independence in providing services. In addition, the sub-grantee is required to perform assessments to identify the knowledge and skills gaps of BLUD managers and personnel including providing necessary capacity building to enhance their management and performance. This includes supporting human resources development to foster more effective management, a business mindset, and private sector partnerships for BLUD's sustainable financing and activities based on the funding options identified.

### **2. Project Overview (Insert description of the project and assignment)**

Konservasi Indonesia (KI), with funding from France Government, supports the Government of Indonesia in the creation of the first marine protected area (MPA) of 69,550 hectares

protecting 59% of the critical habitat of whale sharks in Saleh Bay, Sumbawa Island in West Nusa Tenggara (NTB) to allow for annual increase of 10% in the whale shark population.

Based in Saleh Bay, Sumbawa, the project's activities will support the improved management of whale shark habitat and the wider marine ecosystem, protect their population, facilitate the rebound of the regional population, and promote ecotourism and sustainable livelihood opportunities for the local community. At the end of the project, the local government will have received support for the designation of a new MPA, based on the crucial factual data provided by the project. The MPA management unit and other relevant authorities will have improved skills and knowledge of MPA management and sustainable and viable financing options for MPAs, as well as have a learning center for information exchange and awareness-raising among community members and tourists.

As part of the project activities, Konservasi Indonesia requires a national group of consultants or an organization to support in developing a sustainable funding roadmaps and capacity building aspect for BLUD in the region. Key tasks will include the following activities:

1. Developing a roadmap and identifying existing and potential funding options to support BLUD activities in whale shark tourism and MPA management including identifying optimal cost to manage whale shark based MPA and tourism in Sumbawa, Bima and Dompu areas.
2. Capacity building for BLUD managers and personnel by identifying the skills and competencies gaps to enhance their business mindset. This includes exploring the skills gaps and identifying training and capacity building activities to address these gaps in supporting the tourism sustainability and MPA management activities in the selected areas.

These tasks are critical to ensuring that the BLUD has the potential revenue stream, financial resources, and institutional support necessary to protect whale shark tourism and MPA management in Sumbawa Island, NTB.

The primary objective of the consultancy is to establish a robust and adaptable roadmap for a financing mechanism that can secure long-term funding for BLUD activities in whale shark tourism and MPA management activities in Sumbawa, Bima, and Dompu areas. This includes identifying skill gaps within the BLUD managers and personnel and providing the necessary capacity building to enable them to access the funding needed. The goal is to secure and manage potential revenue streams from various sources of funding such as such as BPD LH, CSR (Corporate Social Responsibility) programs, environmental grants/loans, banks,

philanthropy, technical assistance, carbon credit, biodiversity credit, green bonds, investments, and other financial instrument to support BLUD's activities.

**3. Terms of Reference, Deliverables and Deliverables Schedule** (This may be included here or as an attachment to the RFP, particularly if the term of reference is quite long (See Attachment 2))

**Attached**

**4. Submission Details**

- a. Deadline. Proposals must be received no later than **15 January 2025 at 16:00 WIB (Western Standard Time)**. Late submissions will not be accepted. Proposals must be submitted via email to ([grantcontractid@konservasi-id.org](mailto:grantcontractid@konservasi-id.org), [mherwata@konservasi-id.org](mailto:mherwata@konservasi-id.org), [zzulkifli@konservasi-id.org](mailto:zzulkifli@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 ([mherwata@konservasi-id.org](mailto:mherwata@konservasi-id.org), [zzulkifli@konservasi-id.org](mailto:zzulkifli@konservasi-id.org) and [grantcontractid@konservasi-id.org](mailto:grantcontractid@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. A master's degree in finance, marine science, business development, environmental and economic development, public administration, business management, or related disciplines.
- b. A minimum of 10 years of relevant professional experience related to public and private finance, training and capacity building, investment, and financial modeling.
- c. Experience working with a diverse range of stakeholders, including government agencies, private sector companies, financial institutions, firms, NGOs, and local communities.
- d. Understanding of sustainable financing mechanisms, including green bonds, carbon credits, and impact investing.
- e. Understanding local context and experience working in Sumbawa Island or West Nusa Tenggara (NTB) region will be highly considered.
- f. Proven track record of building and managing partnerships that secure long-term funding and institutional support.
- g. Strong communication and negotiation skills to ensure stakeholder alignment and collaboration.
- h. Understanding of the legal and regulatory framework related to establishing and managing public service agencies (BLUD), cooperatives, or business entities and other sustainable finance structures in Indonesia.



- i. Understanding of conservation practices, ecosystem services, and natural resource management, particularly in the context of coastal and marine ecosystems.
- j. Familiarity with biodiversity conservation programs, habitat restoration activities, and community-based natural resource management is a plus.
- k. Proficiency in English and Bahasa Indonesia.
- l. Excellent written and verbal communication skills, with the ability to produce clear and concise reports, presentations, and documentation.

**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). (Maximum 4-5 pages describing your approach to fulfilling the Scope of Work, including key methodologies, timeline, and deliverables)
- 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:

(The evaluation table below is a sample only. Add to or adjust the Evaluation Criteria below and associated scoring to fit the assignment. Adjust the scoring to match your needs. It should be as detailed as needed to ensure the best proposal is selected. It may include for example, evaluation of individual personnel qualifications, specialized knowledge, etc.

Proposals will be evaluated ONLY against the Evaluation Criteria in the RFP (no other evaluation criteria may be considered for selection).

<b>Evaluation Criteria</b>	<b>Score (out of 100)</b>
Experience providing similar services, qualification of key personnel, and meeting minimum requirements	20%/ Max points
Technical capacity, including the framework, workplan, and technologies offered	30%/ Max points
Demonstrating the ability to respond effectively and proven past performance (verified through the reference checks)	25%/ Max points
Cost: Costs proposed are reasonable and realistic, reflect a solid understanding of the assignment.	25%/ Max points

**8. Proposal Timeline** (Please add other solicitation events to this timeline if applicable such as interviews or demos).

RFP Issued	23 December 2024
Clarifications submitted to KI	6 January 2025
Clarifications provided to known bidders	10 January 2025
Complete proposals due to KI	15 January 2025
Final selection	30 January 2025

**9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by **30 January 2025**. 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 [for GCF-funded projects only, add: “and the Green Climate Fund’s [Policy on Prohibited Practices](#)”]. 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](http://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 X: any other attachments]

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

RFP No. **XXXXXXXX**

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

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. KI's Code of Ethics 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 violations of the Code of Ethics should be reported to KI via its Ethics Hotline at [www.ci.ethicspoint.com](http://www.ci.ethicspoint.com).

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** (should include Deliverables table and schedule)

**TERMS OF REFERENCE (TOR)**

Request for Proposal (RFP) for Sub-Grantee

Sustainable Financing Mechanism and Improvement of BLUD Management in Whale Shark Tourism and MPA Management areas

Position Title	National group of consultants or Organization for Sustainable Financing Mechanism and Improvement of BLUD Management in Whale Shark Tourism and MPA Management area
Consultancy Duration	Eight months contract (15 February – July 2025) negotiable
Duty Station	Mataram West Nusa Tenggara (NTB) or other regions in Indonesia with frequent travel to the project sites in Teluk Saleh Sumbawa
Reporting	The consultant will report primarily to Mochamad Iqbal Herwata, Focal Species Conservation Senior Manager and Zulkifli Subekti Coastal Adaptation and Resilience Financing Manager of Konservasi Indonesia.
Expected Start Date	ASAP no later than February 2025

**1. Position Summary**

This RFP seeks a national group of consultants, or an organization preferably based in Mataram, NTB, or other regions in Indonesia. The sub-grantee will play a key role in identifying the long-term financial sustainability mechanism for a Regional Public Service Agency (*Badan Layanan Umum Daerah* or BLUD) located on Sumbawa Island. This role is part of a project on development of a Marine Protected Area (MPA) dedicated to protecting the critical habitat of whale sharks and supporting sustainable ecotourism in Saleh Bay, Sumbawa Island, Indonesia.

In achieving the project targets, Konservasi Indonesia (KI) through the FEF project is currently seeking an organization or a national group of consultants as a project sub-grantee. We require a highly qualified professional with expertise in sustainable financing and enhancing BLUD’s management and capacity to support its performance as a service provider to the community based on its functions, as well as to provide a roadmap for sustainable financing development and business models to support its operations. This includes identifying existing funding opportunities from public and private entities, such as government sources like the Environmental Fund Management Agency (known as *Badan Pengelola Dana Lingkungan Hidup* – BPD LH), Corporate Social Responsibility (CSR) programs, national and international donors, and philanthropic organizations, as well as identifying potential revenue



stream from tourism or other environmental services activates in Saleh Bay and surrounding areas technical assistance to support BLUD's funding gaps and independence in providing services. In addition, the sub-grantee is required to perform assessments to identify the knowledge and skills gaps of BLUD managers and personnel including providing necessary capacity building to enhance their management and performance. This includes supporting human resources development to foster more effective management, a business mindset, and private sector partnerships for BLUD's sustainable financing and activities based on the funding options identified.

## **2. Project Background**

Konservasi Indonesia (KI), with funding from France Government, supports the Government of Indonesia in the creation of the first marine protected area (MPA) of 69,550 hectares protecting 59% of the critical habitat of whale sharks in Saleh Bay, Sumbawa Island in West Nusa Tenggara (NTB) to allow for annual increase of 10% in the whale shark population.

Based in Saleh Bay, Sumbawa, the project's activities will support the improved management of whale shark habitat and the wider marine ecosystem, protect their population, facilitate the rebound of the regional population, and promote ecotourism and sustainable livelihood opportunities for the local community. At the end of the project, the local government will have received support for the designation of a new MPA, based on the crucial factual data provided by the project. The MPA management unit and other relevant authorities will have improved skills and knowledge of MPA management and sustainable and viable financing options for MPAs, as well as have a learning center for information exchange and awareness-raising among community members and tourists.

As part of the project activities, Konservasi Indonesia requires a national group of consultants or an organization to support in developing a sustainable funding roadmaps and capacity building aspect for BLUD in the region. Key tasks will include the following activities:

3. Developing a roadmap and identifying existing and potential funding options to support BLUD activities in whale shark tourism and MPA management including identifying optimal cost to manage whale shark based MPA and tourism in Sumbawa, Bima and Dompu areas.
4. Capacity building for BLUD managers and personnel by identifying the skills and competencies gaps to enhance their business mindset. This includes exploring the skills gaps and identifying training and capacity building activities to address these

gaps in supporting the tourism sustainability and MPA management activities in the selected areas.

These tasks are critical to ensuring that the BLUD has the potential revenue stream, financial resources, and institutional support necessary to protect whale shark tourism and MPA management in Sumbawa Island, NTB.

## **5. Objective**

The primary objective of the consultancy is to establish a robust and adaptable roadmap for a financing mechanism that can secure long-term funding for BLUD activities in whale shark tourism and MPA management activities in Sumbawa, Bima, and Dompu areas. This includes identifying skill gaps within the BLUD managers and personnel and providing the necessary capacity building to enable them to access the funding needed. The goal is to secure and manage potential revenue streams from various sources of funding such as BPD LH, CSR (Corporate Social Responsibility) programs, environmental grants/loans, banks, philanthropy, technical assistance, carbon credit, biodiversity credit, green bonds, investments, and other financial instrument to support BLUD's activities.

## **6. Scope of Work (SoW)**

The selected a national group of consultants or an organization is expected to carry out the following tasks, but not limited to:

- 1. Develop a Roadmap for Sustainable Financing and Options:**
  - 1.1. Assess current financial sources and needs by analyzing the existing financial resources and expenditures of the BLUD.
  - 1.2. Identify the financial gaps and needs for effective whale shark tourism and MPA management.
  - 1.3. Identify existing and potential funding schemes, including exploring different models to secure potential revenue streams for BLUD, such as BPD LH, CSR programs, government grants, international donors, private investments and the like as well as identify potential business streams from tourism or other environmental services activities in Saleh Bay and surrounding areas.
  - 1.4. Engage with key stakeholders, including local communities, government agencies, NGOs, and other potential private sector partners.
  - 1.5. Develop financing strategies by creating detailed strategies for accessing and leveraging identified funding sources.



- 1.6. Facilitate workshops and meetings with Konservasi Indonesia (KI) to gather input and build partnerships on the roadmap.

## **2. Capacity Building for BLUD Managers and Personnel**

To effectively build the capacity of BLUD managers and personnel, several key activities should be considered:

- 2.1. Perform comprehensive assessments to identify existing skills and competency gaps among BLUD managers and personnel and develop training needs assessment.
- 2.2. Develop module for each training session based on the needs of BLUD managers and personnel.
- 2.3. Organize training programs and workshops based on the skills gaps identified, such as training on financial management, project management, strategic and business planning, networking, and other required skills.
- 2.4. Provide leadership training programs for each BLUD manager to enhance the management capabilities of BLUD leaders, including team management, decision-making, and stakeholder engagement.
- 2.5. Provide training in developing proposals and business plans to equip BLUD managers and personnel with the skills needed to create effective proposals and business plans from various funding types.
- 2.6. Conduct training on presentation and pitching to equip BLUD managers and personnel with the skills needed to deliver effective presentations and pitches to various stakeholders, including potential funders.

## **7. Deliverables and Timeline**

The selected a national group of consultants or an organization is expected to produce the following deliverables within the specified timeline:

<b>No.</b>	<b>Activity</b>	<b>Deliverables</b>	<b>Due Date</b>	<b>Payment</b>
<b>1</b>	<b>Inception and initial consultation</b>			
	1.1. Meeting and presentation of draft activity, timeline and approach	Final activity, timeline and approach presented and approved by KI	February 20 <sup>th</sup> , 2025	10% from total award
	1.2. Revision (if any) activity, timeline and approach			
<b>2</b>	<b>Develop a Roadmap for Sustainable Financing and Options</b>			



No.	Activity	Deliverables	Due Date	Payment
	2.1. Identify existing and potential funding schemes, including exploring different models to secure potential revenue streams for BLUD. This includes sources such as BPD LH, CSR programs, government grants, international donors, and private investments including identify potential business streams from tourism or other environmental services activities in Saleh Bay and surrounding areas	Draft report of sustainable financing roadmap	February 30 <sup>th</sup> , 2025	
	2.2. Assess current financial sources and needs by analyzing the existing financial resources and expenditures of BLUD			
	2.3. Develop financing strategies by creating detailed strategies for accessing and leveraging identified funding sources			
	2.4. Identify the financial gaps and needs for effective whale shark tourism and MPA management			
	2.5. Report writing and finalization in close coordination with KI	Fina report	March 15 <sup>th</sup> , 2025	30% from total award
<b>3</b>	<b>Stakeholder Engagement and Public Consultation</b>			
	3.1. Identify relevant stakeholders to include in the workshops and public consultation on roadmap development from government, NGOs, university	A detailed list of key stakeholders that will be invited	In parallel with other activities March 20 <sup>th</sup> , 2025	



No.	Activity	Deliverables	Due Date	Payment
	and other relevant private sectors			
	3.2. Facilitate workshops and public consultation meetings with identified stakeholders to gather input and build partnerships on the roadmap development and follow up actions.	Facilitate the workshop and present the draft report	April 10 <sup>th</sup> , 2025	
	3.3. Report writing	Final report of sustainable financing roadmap	April 30 <sup>th</sup> , 2025	10% from total award
<b>4</b>	<b>Capacity Building for BLUD Managers and Personnel</b>			
	4.1. Perform comprehensive assessments to identify existing skills and competency gaps among BLUD managers and personnel.	Report of skills gaps for BLUD managers and personnel	May 20 <sup>th</sup> , 2025	
	4.2. Report and presentation on the skills gaps identified and training and capacity building activities to KI			20% from total award
<b>5</b>	<b>Module Development, Training, Coaching &amp; Mentoring</b>			
	5.1. Develop learning materials or modules (minimum 5 modules) for each training session based on the skill gaps of BLUD managers and personnel	Draft training modules	June 15 <sup>th</sup> , 2025	
	5.2. Organize training programs and workshops based on the skills gaps identified such as training on financial management, project management, strategic and business planning, networking, proposal writing, pitching etc.			20% from total award



No.	Activity	Deliverables	Due Date	Payment
<b>6</b>	<b>Coaching and Mentoring</b>			
	5.3. Conduct coaching and mentoring activities to the trained BLUD managers and personnels			
	5.4. Monitoring and evaluation of capacity development programs			
	5.5. Final reporting	Final training modules	July 20 <sup>th</sup> . 2025	30% from total award
	<b>Total</b>			<b>100%</b>

## 8. Requirements and Competencies

The successful applicant must demonstrate strong professional competency and hold relevant academic credentials with extensive experience in BLUD development as well as designing and implementing sustainable financing mechanisms with public and private entities and capacity building activities. Specifically, the sub-grantee (a national group of consultants or an organization) team should consist of a Team Leader and experts that meet the following requirements:

- A master's degree in finance, marine science, business development, environmental and economic development, public administration, business management, or related disciplines.
- A minimum of 10 years of relevant professional experience related to public and private finance, training and capacity building, investment, and financial modeling.
- Experience working with a diverse range of stakeholders, including government agencies, private sector companies, financial institutions, firms, NGOs, and local communities.
- Understanding of sustainable financing mechanisms, including green bonds, carbon credits, and impact investing.
- Understanding local context and experience working in Sumbawa Island or West Nusa Tenggara (NTB) region will be highly considered.
- Proven track record of building and managing partnerships that secure long-term funding and institutional support.
- Strong communication and negotiation skills to ensure stakeholder alignment and collaboration.



- Understanding of the legal and regulatory framework related to establishing and managing public service agencies (BLUD), cooperatives, or business entities and other sustainable finance structures in Indonesia.
- Understanding of conservation practices, ecosystem services, and natural resource management, particularly in the context of coastal and marine ecosystems.
- Familiarity with biodiversity conservation programs, habitat restoration activities, and community-based natural resource management is a plus.
- Proficiency in English and Bahasa Indonesia.
- Excellent written and verbal communication skills, with the ability to produce clear and concise reports, presentations, and documentation.

## 9. Application Procedure

Interested and qualified applicants should submit the following documents:

1. **Cover Letter:** A brief cover letter (maximum 2 pages) outlining your interest in becoming a sub-grantee, relevant experience, and how you and your teams' skills align with the required competencies.
2. **Curriculum Vitae (CV):** A detailed CV of you and your team members highlighting experience in sustainable financing, business development, marine and environmental protection and restoration, and other relevant experiences.
3. **Technical Proposal:** Maximum 4-5 pages describing your approach to fulfilling the Scope of Work, including key methodologies, timeline, and deliverables.
4. **Financial Proposal:** A financial proposal outlining your consultancy fees, and any additional costs required for completing the assignment. Please also send us relevant reports of your previous work on similar projects.
2. **References:** Contact details of two (2) professional references who can speak to your qualifications and commitments to accomplish the assignment.
3. **Submission Method:** All application materials must be submitted via email to: [grantcontractid@konservasi-id.org](mailto:grantcontractid@konservasi-id.org) with the subject line: Sub-grantee Application – Sustainable Financing for Whale Shark Tourism and MPA.
4. **Application Deadline:** 15 January 2025 at 16:00 WIB (Western Standard Time)
5. **Expected Start Date:** A.S.A.P

**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 [\[enter Country Currency\]](#).

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

<b>Deliverable</b>	<b>Price (Lump Sum, All Inclusive)</b>
<a href="#">Insert deliverable 1 from Section 3 or attached TOR</a>	
<a href="#">Insert deliverable 2 from Section 3 or attached TOR</a>	
<a href="#">Insert deliverable 3 from Section 3 or attached TOR</a>	
<a href="#">Insert deliverable 4 from Section 3 or attached TOR</a>	
<a href="#">Insert deliverable 5 from Section 3 or attached TOR</a>	

Cost Breakdown by Cost Component (example only)

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