

Request for Proposals

Title: Consultant Carbon Economist

RFP No: 005/VIII/14/2025

Date of Issuance: 14 August 2025

1. Background

Konservasi Indonesia is a national foundation established to support sustainable development in the country. We are the main partner of Conservation International in Indonesia. For more information, please visit: www.konservasi-id.org

We envision a healthy and prosperous Indonesia where biodiversity is valued and preserved. With offices and project sites across Indonesia, we promote a sustainable landscape-seascape approach and establish partnerships with multiple stakeholders across sectors and jurisdictions to deliver lasting impacts for people and nature in Indonesia.

Konservasi Indonesia (KI) is committed to supporting Indonesia in achieving its ambitious climate and sustainable development goals by maximizing opportunities in carbon markets. We recognize the value of both project-based initiatives and jurisdictional REDD+ approaches, noting the extensive investment that projects have attracted in Indonesia to date. Our goal is to assist the Government of Indonesia in exploring options and viable pathways that increase carbon revenue, deliver high-integrity emissions reductions and removals, and raise recognition of the country's mitigation efforts and potential.

2. Project Overview

Konservasi Indonesia seeks a Carbon Economist to generate rigorous economic insights that directly inform the Government of Indonesia—especially the Ministry of Environment and the Ministry of Forestry—in designing and implementing high-integrity carbon policies and market mechanisms. The role will analyze both supply-side (credit generation, cost curves, jurisdictional nesting) and demand-side (domestic buyers, Article 6 partners, voluntary market trends) dynamics, translating findings into actionable recommendations, policy drafts, and capacity-building products for government counterparts.

3. Terms of Reference, Deliverables and Deliverables Schedule

The ToR, deliverables and deliverables schedule for this position are attached.

4. Submission Details

- a. Deadline. Proposals must be received no later than **25 August 2025- 17.00 WIB**. Late submissions will not be accepted. Proposals must be submitted via email to iwibisono@konservasi-id.org, jveda@konservasi-id.org, ewidyastuti@konservasi-id.org, grantcontractid@konservasi-id.org. All proposals are to be submitted following the guidelines listed in this RFP.
- b. Validity of bid. days from the submission deadline
- c. Clarifications. Questions may be submitted to ewidyastuti@konservasi-id.org, iwibisono@konservasi-id.org, 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

- Master's degree (or higher) in Environmental Economics, Resource Economics, Finance, or related field.
- At least 5 years of professional experience in carbon market or climate-finance economics—preferably advising or working within Indonesian government agencies.
- Proven expertise in carbon pricing models, cost-benefit analysis, and financial modeling (Excel, R, or Python).
- Up-to-date knowledge of REDD+, Article 6 guidance, IC-VCMI frameworks, and Indonesian NEK regulations.
- Strong written and oral communication skills in both Bahasa Indonesia and English, with ability to translate complex analytics into clear policy language.
- Demonstrated success working in multidisciplinary teams and engaging government stakeholders.
- Ability to work outside the normal work schedule to meet project deadlines.

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. Individual Capabilities, Experience, Past Performance, and 3 client references. Please include descriptions of similar projects or assignments and at least three client references.
 - ii. Please attach CVs that demonstrate how the bidder proposal 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). (Add specific requirements needed in the Technical Proposal here. Include page limit if appropriate)
- 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)
Experience in providing similar services with focus on carbon economics	15%
Technical capacity (economic analysis, carbon economic analysis, modelling, etc)	45 %
Demonstrated understanding of carbon market situation (voluntary and compliance)	15%
Understanding of government policy and regulation on carbon pricing (NEK) especially on tax, levies and other government revenue from carbon.	10%
Financial proposal	15%

8. Proposal Timeline

RFP Issued	15 August 2025
Clarification submitted to KI	18 August 2025
Clarification submitted to known bidder	20 August 2025
Complete proposal due to KI	25 August 2025
Final Selection	01 September 2025

- 9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by **10 September 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.

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.

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

1. Background

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2. Objective

Konservasi Indonesia seeks a Carbon Economist to generate rigorous economic insights that directly inform the Government of Indonesia—especially the Ministry of Environment and the Ministry of Forestry—in designing and implementing high-integrity carbon policies and market mechanisms. The role will analyze both supply-side (credit generation, cost curves, jurisdictional nesting) and demand-side (domestic buyers, Article 6 partners, voluntary market trends) dynamics, translating findings into actionable recommendations, policy drafts, and capacity-building products for government counterparts.

3. Key Tasks

The consultant expected to perform these tasks :

- Provide policy-oriented economic analysis on NDC and carbon trading roadmap for forestry sector, carbon pricing, credit valuation, and incentive structures for GOI regulations (e.g., National framework on carbon pricing, Article 6.2 bilateral agreements).
- Develop economic model of national and sub-national carbon credit supply curves for REDD+ and other NCS activities, incorporating baseline scenarios, marginal abatement costs, and benefit-sharing implications.
- Develop economic analysis of forecasted demand for Indonesian credits under VCM and compliance markets; quantify price sensitivities and long-term market trajectories.
- Assess economic viability of jurisdictional nesting options, including operational running cost, cost-benefit analysis, revenue-sharing mechanisms, to inform ministry decision-making.

- Represent KI and ensure effective communications and information sharing between relevant government stakeholders and non-government partners.
- Work closely with KI's Policy Team, program staff, and other relevant teams.
- Develop relevant documents and provide technical assistance needed by the MoE/MoF and other key relevant governments on economics or carbon;
- Assists in organizing and implementing events, meetings, seminars, and workshops targeting key government partners and other relevant stakeholders related to carbon policy.

4. Deliverables

No	Deliverables	Outputs
1.	Plan and report of engagement with relevant government stakeholders and non-government partners	<ul style="list-style-type: none"> • Represent KI and ensure effective communications and information sharing between Ministry of Forestry (MoF) and other relevant government stakeholders and non-government partners.
		<ul style="list-style-type: none"> • Work closely with KI's Policy Team, program staff, and other relevant teams.
		<ul style="list-style-type: none"> • Regular meeting with KI's Policy team to provide update and brief for KI's team
2.	Technical and facilitation support to MoE, partners, and KI program staffs and consultants in the development of economic analysis and policy recommendation on the economics of Carbon	<ul style="list-style-type: none"> • Policy-oriented economic analysis on NDC and carbon trading roadmap for forestry sector, carbon pricing, credit valuation, and incentive structures for GOI regulations (e.g., National framework on carbon pricing, Article 6.2 bilateral agreements).
		<ul style="list-style-type: none"> • Model national and sub-national carbon credit supply curves for REDD+ and other NCS activities, incorporating baseline scenarios, marginal abatement costs, and benefit-sharing implications.
		<ul style="list-style-type: none"> • Forecast demand for Indonesian credits under VCM and compliance markets; quantify price sensitivities and long-term market trajectories.
		<ul style="list-style-type: none"> • Assess economic viability of jurisdictional nesting options, including operational running cost, cost-benefit analysis, revenue-sharing mechanisms, to inform ministry decision-making.

4. Supervision

The consultant will receive technical guidance and supervision from Iwan Wibisono, Nature Climate Solution Lead (NCS Lead), Konservasi Indonesia.

5. Period

September 2025 – May 2026

6. Qualifications

- Master's degree (or higher) in Environmental Economics, Resource Economics, Finance, or related field.
- At least 5 years of professional experience in carbon market or climate-finance economics—preferably advising or working within Indonesian government agencies.
- Proven expertise in carbon pricing models, cost-benefit analysis, and financial modeling (Excel, R, or Python).
- Up-to-date knowledge of REDD+, Article 6 guidance, IC-VCMI frameworks, and Indonesian NEK regulations.
- Strong written and oral communication skills in both Bahasa Indonesia and English, with ability to translate complex analytics into clear policy language.
- Demonstrated success working in multidisciplinary teams and engaging government stakeholders.
- Ability to work outside the normal work schedule to meet project deadlines.

7. Payment Schedule

The fee payment for the consultant will be monthly basis (9 months) with monthly timesheet and report approval by supervisor.

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

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				