

Request for Proposals

Title: Consultant for Assessment Ecological Fiscal Transfer (EFT) for Sorong Selatan – Kasuari-HP Project

RFP No: 003/VIII/12/2025

Date of Issuance: 12-08-2025

1. Background

Kasuari Program or South Sorong Program is a complex project to Enhance protection and management of 150.746 ha critical forest ecosystem, securing habitat for biodiversity, sink for irrecoverable carbon, and the livelihood of the local indigenous communities in South Sorong, Papua Barat Daya province. This project consists of 4 main outcomes:

- 1) Enabling conditions in place for improved protection and management of 150.746 ha forest of high carbon, high biodiversity-value, and of indigenous importance ecosystems through development of relevant policies and planning.
- 2) Capacity developed for key stakeholders to support sustainable management of \pm 150.746 ha forest of high carbon and high biodiversity-value.
- 3) Forest-positive livelihood of \pm 2692 indigenous people improved through provisioning of production tools, establishment of community-enterprise entities, capacity building in production and business management, and assistance in market development.
- 4) By December 2028, at least one sustainable financing mechanism is operationalized, providing support for the management of \pm 150.746 of forest of high-carbon, high biodiversity-value and of indigenous importance.

To implement all of the outcomes we developed activities at the site level. We have strengthened by improving management and monitoring of social forestry including customary forest for the Konda District Communities in South Sorong Regency. We have developed activities to support biodiversity identification, monitoring and protection in around 150,000 ha forest area overall of South Sorong Regency. In other hand we have developed positive livelihood by strengthen product and market of Sago, one of core product of social forestry and have develop ecotourism in Klagin Village, South Sorong Regency, both of are to support sustainable livelihood and to improve sustainable forest management and utilization. All activities involve government, communities and potential private sector which have related these issues. For all of activities, we want to develop an exit strategy to support sustainability of the program by the government, communities or related private sectors were involved or established in the program through their own funds or the other potential scheme fund.

In assisting Intervention for the development of sustainable financing models to support forest area management in the Strategic Area over the long term, we require an individual or a group consultant to conduct a rigorous assessment of sustainable financing mechanisms, roadmaps, and suitable financing models for the sustainability of Kasuari South Sorong project.

2. Project Overview

The consultant is preferably based in Sorong area, South-West Papua, but also can be from other regions in Indonesia. The consultant will play a key role in developing feasible assessment of Ecological Fiscal Transfer for South Sorong Program, including but not limited to guiding and assisting the actionable steps and process to implement the EFT

from South Sorong Regency Government to the villages. The position requires a qualified professional with expertise in sustainable public and private finance, environmental economics, stakeholder engagement and Public and Private Partnership (PPP) initiative with donor's agency and other types of funding mechanism such as grant, CSR, philanthropic, green bond or investments for potential blended financing mechanism to support this initiative.

Key tasks will include assessment of feasible implementation of Ecological Transfer Fiscal mechanism for Kasuari-South Sorong Program using the Provincial Transfer mechanism (TAPE) and/or Regency Transfer Mechanism (TAKE) as well as Field Identification on activities and outcomes of South Sorong Program which relevant to support Ecological Fiscal Transfer (EFT) or potential to integrate on Ecological Fiscal Transfer (EFT) System. The consultant is expected to provide technical and strategic assistance and/or actionable steps for EFT implementation, through effective and intensive engagement with relevant government levels and other key stakeholders.

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

4. Submission Details

- a. Deadline. Proposals must be received no later than **29 August, 2025** at 16.00 Jakarta time. Late submissions will not be accepted. Proposals must be submitted via email to rmandosir@konservasi-id.org cc to ewidyastuti@konservasi-id.org, msovy@konservasi-id.org, dpada@konservasi-id.org, and grantcontractid@konservasi-id.org, with the subject line: Consultant Application – Sustainable Financing for South Sorong. 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 rmandosir@konservasi-id.org cc to ewidyastuti@konservasi-id.org, msovy@konservasi-id.org, dpada@konservasi-id.org, and 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

The successful applicant must demonstrate strong professional competency and hold relevant academic credentials with extensive experience in designing and implementing sustainable financing mechanisms with public and private entities. Specifically, the applicant should meet the following requirements:

- A bachelor's degree in finance, agroforestry, environmental and economic development, public administration, business management. An advanced degree (master's or equivalent) will be an advantage.
- A minimum of five 5 years of relevant professional experience related to public and private finance, investment, and financial modelling.
- Experience working with a diverse range of stakeholders, including government agencies, private sector companies, financial institutions, firms, NGOs, and local communities.
- Experience working in Papua and have proven track record in establishing effective collaboration with local government, NGO's and other stakeholders in the region
- Proven track record of facilitating EFT implementation
- Strong communication and negotiation skills to ensure stakeholder alignment and collaboration.
- Understanding of the legal and regulatory frameworks related to establishing public service agencies, cooperatives or business entity and other sustainable finance structure, in Indonesia.
- Understanding of conservation practices, ecosystem services, and natural resource management, particularly in the context of forest ecosystems.
- Familiar with biodiversity conservation programs, habitat restoration activities, and community-based natural resource management.
- Proficiency in English and Bahasa Indonesia
- 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](#)).
- 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).

Evaluation Criteria	Score (out of 100)
Submitted a detailed workplan including detailed and reasonable proposed activity, deliverables and timeline	20%/ Max points
Experience working in Papua with a strong understanding about the sensitivity and politics environment working with multi-stakeholders, including the dynamics within local and national government?	20%/ Max points
Technical expertise and qualification for the proposed personnel for the assignment	30%/ Max points
Past performance demonstrates recent proven experience doing similar services/work	10%/ Max points
Offering most economic and reasonable budget, reflects a solid understanding of the assignment	20%/ Max points

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

RFP Issued	15 August 2025
Clarifications submitted to KI	19 August 2025
Clarifications provided to known bidders	21 August 2025
Complete proposals due to KI	29 August 2025
Final selection	02 September 2025

- 9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by (15 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

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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 (should include Deliverables table and schedule)

TERMS OF REFERENCE (TOR)
Sustainable Financing for South Sorong Program (Kasuari - HP Project)

Position	Consultant for Assessment Ecological Fiscal Transfer (EFT) for Sorong Selatan – Kasuari-HP Project
Contract Duration	9 months (<i>negotiable, starting from agreement signing</i>)
Duty Station	South Sorong, South-West Papua
Reporting/Counterpart	The consultant will report directly to: <ul style="list-style-type: none"> Defy Pada – West Papua Conservation Financing Manager Muhamad Varih Sovy - South Sorong Program Manager Sry Wahyuni – Natural Climate Solution Analyst
Indicative Budget	

1. Position Summary

The consultant is preferably based in Sorong area, South-West Papua, but also can be from other regions in Indonesia. The consultant will play a key role in developing feasible assessment of Ecological Fiscal Transfer for South Sorong Program, including but not limited to guiding and assisting the actionable steps and process to implement the EFT from South Sorong Regency Government to the villages. The position requires a qualified professional with expertise in sustainable public and private finance, environmental economics, stakeholder engagement and Public and Private Partnership (PPP) initiative with donor's agency and other types of funding mechanism such as grant, CSR, philanthropic, green bond or investments for potential blended financing mechanism to support this initiative.

Key tasks will include assessment of feasible implementation of Ecological Transfer Fiscal mechanism for Kasuari-South Sorong Program using the Provincial Transfer mechanism (TAPE) and/or Regency Transfer Mechanism (TAKE) as well as Field Identification on activities and outcomes of South Sorong Program which relevant to support Ecological Fiscal Transfer (EFT) or potential to integrate on Ecological Fiscal Transfer (EFT) System. The consultant is expected to provide technical and strategic assistance and/or actionable steps for EFT implementation, through effective and intensive engagement with relevant government levels and other key stakeholders.

2. Project Background

Kasuari Program or South Sorong Program is a complex project to Enhance protection and management of 150.746 ha critical forest ecosystem, securing habitat for biodiversity, sink for irrecoverable carbon, and the livelihood of the local indigenous communities in South Sorong, Papua Barat Daya province. This project consists of 4 main outcomes:

- (1) Enabling conditions in place for improved protection and management of 150.746 ha forest of high carbon, high biodiversity-value, and of indigenous importance ecosystems through development of relevant policies and planning.
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3. Objective

The primary objective of the consultancy is to conduct a feasibility assessment of Ecological Fiscal Transfer (EFT) mechanism, as well as provide technical and strategic assistance (and actionable steps) in designing, implementing and institutionalizing of EFT for South Sorong program (TAPE and/or TAKE) to support the long-term funding for social forestry and other forest/terrestrial conservation programs in South Sorong, Sout-west Papua.

4. Output

This contract will contribute to Outcome 4 under HP Project workplan: Development of Sustainable Financing Mechanism.

5. Scope of Work (SoW)

The consultant is expected to carry out the following tasks, but not limited to:

1. Field Identification on activities and outcomes of South Sorong Program which relevant to support Ecological Fiscal Transfer (EFT) or potential to integrate on Ecological Fiscal Transfer (EFT) System
2. Conduct an assessment for EFT implementation in South Sorong

3. Identify, maps and engage key-relevant stakeholders from governments, private sector, local communities and customary institutions associated with South Sorong program.
4. Develop roadmap for EFT implementation in South Sorong
5. Provide technical and strategic assistance (and actionable steps) in designing, implementing and institutionalizing of EFT for South Sorong Program (TAPE and/or TAKE)
6. Develop (draft) provincial or regency level regulation (Pergub/Perbup/Perda) and SOPs for EFT implementation, including a scheme for accountability of funds to the recipients (villages or Districts)
7. Oversee the integration of EFT into planning and budgeting documents for South Sorong
8. Facilitating coordination across Government agencies in South-west Papua Provincial Government as well as South Sorong (OPD) and customary institutions in developing allocation and reporting mechanisms,
9. Developing a reporting and verification system for environmental performance indicators.
10. Assisting in the calculation and transfer of funds based on the performance of customary forest management.
11. Provide final report that documents all the process of EFT implementation for South Sorong Program, that also containing lesson learned and recommendation for strengthening the sustainability of EFT

6. Deliverables and Timeline

No.	Activities	Deliverables	Due Date	Payment	Remarks
1	Inception and consultation begin				
	1.1. Finalized activities, approach and timeline	Final activity, timeline proposed and approved by KI's team	October 2025	10% of the total awarded contracts	
2	Field Identification on activities and outcomes of South Sorong Program which relevant to support Ecological Fiscal Transfer (EFT) or potential to integrate on Ecological Fiscal Transfer (EFT) System				
	2.1. Identification and Compliant recommendations for existing activities to support Ecological Fiscal Transfer (EFT) Scheme including existing rules in provincial and regency level	2.1. Report and Recommendation for Integrating Ecological Fiscal Transfer (EFT) Scheme on the South Sorong Program, and presented to KI's project team	November 2025	10% of the total awarded contracts	
3	Assesment of EFT for South Sorong Program				
	3.1. Identify, map and engage key-relevant stakeholders from	Report on stakeholder	December 2025	20% of the total	

	governments, private sector, local communities and customary institutions associated with South Sorong program.	engagement and mapping is available and presented to KI's project team		awarded contracts	
	3.2. Develop roadmap for EFT implementation for South Sorong program	Roadmap that include short-medium term plan for EFT for South Sorong is available and presented to KI's Project team			
4	EFT Implementation for South Sorong Program				
	4.1. Developing an EFT mechanism design with indicators that include: the size of recognized customary forest area, active customary village institutions and achievements in forest management and protection	EFT mechanism design is available	May 2025	50% of the total awarded contracts	
	4.2. Develop (draft) provincial/regency level regulation (Perbup/Perda) and SOPs for EFT implementation, including a scheme for accountability of funds to the recipients (villages or Districts)	Draft regulation (Pergub/Perbup/Perda) and SOPs for EFT implementation including funds accountability scheme available			
	4.3. Oversee the integration of EFT into planning and budgeting documents for South Sorong	Copy of South-west Papua and/or South Sorong government planning and budgeting documents that integrate EFT			
	4.4. Facilitating coordination across Government agencies in South-West Papua and/or	Report of coordination process across OPD and			

	South Sorong (OPD) and customary institutions in developing allocation and reporting mechanisms	customary institution is available			
	4.5. Developing a reporting and verification system for environmental performance indicators.	Documents of reporting and verification system for environmental performance is available			
	4.6. Assisting in the calculation and transfer of funds based on the performance of customary forest management.	Report on assistance of calculation and funds transfer is available			
5	Final Report Development				
	5.1. Provide final report that documents all the process of EFT implementation for South Sorong, that also contains lessons learned and recommendations for strengthening the sustainability of EFT	Final report is submit and presented to KI's Project team	June 2025	10% of the total awarded contract	
	Total			100%	

7. Funding

This activity will be funded by HP Project Workplan outcome 4 with the charging code: 1003071/HP-SOUTH-SORONG-NEW/A1/40310

8. Requirements and Competencies

The successful applicant must demonstrate strong professional competency and hold relevant academic credentials with extensive experience in designing and implementing sustainable financing mechanisms with public and private entities. Specifically, the applicant should meet the following requirements:

- A bachelor's degree in finance, agroforestry, environmental and economic development, public administration, business management. An advanced degree (master's or equivalent) will be an advantage.
- A minimum of five 5 years of relevant professional experience related to public and private finance, investment, and financial modelling.
- Experience working with a diverse range of stakeholders, including government agencies, private sector companies, financial institutions, firms, NGOs, and local communities.

- ## 9. Application Procedure

1. **Cover Letter:** A brief cover letter (maximum 2 pages) outlining your interest in the consultancy, relevant experience, and how your skills align with the required competencies.
2. **Curriculum Vitae (CV):** A detailed CV of you and your team members highlighting experience in sustainable financing, agroforestry 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, timelines, 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.
5. **References:** Contact details of two (2) professional references who can speak to your qualifications and commitments to accomplish the assignment.
6. **Submission Method:** All application materials must be submitted via email to rmandosir@konservasi-id.org cc to: ewidyastuti@konservasi-id.org, msovy@konservasi-id.org; dpada@konservasi-id.org; and grantcontractid@konservasi-id.org; with the subject line: Consultant Application – Sustainable Financing for South Sorong.
7. **Application Deadline:** 29 August 2025 at 16:00 Jakarta time.
8. **Expected Start Date:** A.S.A.P

Approved by,	Approved by,
Signature	Signature

Project Manager	Selected Consultant
Date:	Date:

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				