



**KONSERVASI
INDONESIA**

Konservasi Indonesia is a national foundation established to support sustainable development in the country. We are the main partner of Conservation International in Indonesia.

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.

*As we are constantly expanding, we are currently looking **Consultant** to fill the following Terms below:*

CONSULTANT (Group/Firm)

Fisheries Supply Chain Survey in WPP 572 to Support the Establishment of the Sumatra Large-Scale MPA

Code: Supply Chain-WPP572

Request for Proposals

Title: Fisheries Supply Chain Survey in WPP 572 to Support the Establishment of the Sumatra Large-Scale MPA

RFP No: 007/III/2/2026

Date of Issuance: 2 March 2026

1. Background

Konservasi Indonesia (KI) is a national non-governmental organization dedicated to advancing effective, inclusive, and sustainable management of Indonesia's natural resources, with a particular focus on marine and coastal ecosystems. KI works closely with government institutions, civil society, communities, and the private sector to strengthen governance frameworks, promote sustainable financing, and support evidence-based policy development for conservation and natural resource management.

Indonesia's MPA and OECM Vision 2045 calls for the expansion and strengthened management of marine protected areas (MPAs) across ecologically and economically significant seascapes. In line with this national agenda, the Ministry of Marine Affairs and Fisheries (MMAF), with support from KI and partners, is advancing the establishment of Large-Scale Marine Protected Areas (LSMPAs) in priority management areas. Among these, the proposed Sumatra LSMPA within the Fisheries Management Area (WPP) 572 represents a strategic opportunity to reconcile biodiversity conservation with sustainable fisheries production in one of Indonesia's most productive and socially vital marine regions.

In 2022, KI together with MMAF and other partners launched the Blue Halo S Initiative, integrating the Protection and Production (PnP) framework, designed to demonstrate that environmental conservation and economic production are not competing priorities but mutually reinforcing objectives. WPP 572 was designated as the pilot geography for this initiative, positioning the Sumatra LSMPA as a flagship investment under the Blue Halo S framework. Effective large-scale marine conservation depends on understanding the human and economic systems that interact with marine resources. A purely ecological lens is insufficient; the LSMPA must be grounded in a robust empirical understanding of how fisheries operate, how value flows, and where leverage points exist for aligning conservation outcomes with sustainable livelihood and market transformation objectives.

2. Project Overview

KI intends to commission a diagnostic fisheries supply chain survey in WPP 572 to support the establishment of the proposed Sumatra Large-Scale Marine Protected Area (LSMPA). The assignment will be conducted primarily in the provinces of Aceh, North Sumatra, and West Sumatra, with additional locations to be confirmed during the inception phase.

The consultancy aims to conduct a comprehensive assessment of fisheries supply chains in WPP 572, focusing on fishing unit segmentation, supply chain structures, economic performance and price dynamics, compliance and reporting practices, PHPI (Penerimaan Hasil Perikanan Indonesia) and willingness-to-pay considerations, cold chain infrastructure, and stakeholder perspectives related to fisheries sustainability mechanisms. The assessment will generate an evidence-based and policy-relevant understanding of these dimensions to inform the design and implementation of the Sumatra LSMPA and the development of fisheries-related economic programs in the region.

Through targeted quantitative surveys, qualitative inquiry, and direct field observations, the study will identify structural patterns, economic incentives, bottlenecks, and governance gaps that can inform LSMPA planning and management, compliance and traceability strategies, investment prioritization (e.g., cold chain, landing sites), and adaptive fisheries management in WPP 572. The findings will enable policymakers to integrate traceability and sustainable sourcing into MPA frameworks, design interventions that reward compliant fisheries, align zoning and access provisions with operational realities, and position the LSMPA as a credible platform for attracting investment in climate-resilient fisheries infrastructure.

3. Terms of Reference, Deliverables and Deliverables Schedule

Timeline

It is estimated that the consultancy will have a period from April to July 2026 (4 months) to conduct the fisheries supply chain survey in WPP 572 (see Attachment 2 for detailed schedule).

Location

The survey will be conducted in selected provinces within WPP 572, with Aceh, North Sumatra, and West Sumatra as the primary focus areas. Additional locations including Bengkulu, Lampung, and Banten may be included subject to budget availability and will be confirmed during the inception phase.

Deliverables

The consultant will produce the following deliverables:

1. Inception Report (including finalized methodology, study locations, and sampling approach);
2. Field Data Collection Completion (verified datasets from quantitative surveys and qualitative interviews);
3. Cleaned Datasets & Analysis Synthesis (validated data, supply chain maps, and economic analysis);
4. Draft Report (comprehensive draft with annexes covering all Scope of Work sections D.1–D.7 in the ToR – Attachment 2);
5. Final Report & Presentation (final report in English and Bahasa Indonesia, including an executive summary, and a final presentation to KI and stakeholders).

For further details and the schedule for each deliverable, please see the ToR in Attachment 2.

Technical Direction

Consultants will receive technical directions from experts at KI to ensure all tasks, results, and quality run on time. The primary counterparts will be the Blue Halo S Senior Manager (Rian Prasetya), the Fisheries Management Science Specialist (Yudi Herdiana), and the Sumatra Large MPA Network Coordinator (Khaifin).

We expect the consultants to maintain an open and transparent line of communication to share updates on progress and challenges.

4. Submission Details

- a. Deadline. Proposals must be received no later than **13 March 2026** (23:59 WIB, GMT+7). Late submissions will not be accepted. Proposals must be submitted via email to procurementKI@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 aanugrah@konservasi-id.org, kkhaifin@konservasi-id.org, procurementKI@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

Essential Qualifications

- The consultant team shall be led by a university, academic institution, or research organization, with demonstrated experience in applied socio-economic and fisheries research in Indonesia, particularly in coastal and marine resource-dependent communities.
- Demonstrated professional and/or academic experience (minimum 5-7 years) in fisheries socioeconomics, value chain analysis, coastal livelihoods, or related fields, including experience conducting field-based research.
- Strong academic background in fisheries, marine affairs, socioeconomics, resource economics, development studies, or related disciplines (at least a Master's degree for the team leader or key personnel).
- Demonstrated experience in fisheries supply chain and economic analysis at a diagnostic level, including one or more of the following:
 - a) indicative cost-income and profitability analysis,
 - b) price formation or price dynamics analysis,
 - c) identification of value chain structure and bottlenecks.
- Proven ability to conduct mixed-methods research, combining quantitative surveys, qualitative interviews (KIs, FGDs), and direct field observations in fisheries or coastal community contexts.
- Practical knowledge of post-harvest handling and cold chain practices in small-scale and medium-scale fisheries, including identification of key constraints affecting product quality and value.
- Basic to intermediate understanding of fisheries compliance and reporting systems, such as:
 - a) logbook systems (manual and/or electronic),
 - b) vessel monitoring systems (VMS) or AIS (conceptual understanding acceptable),
 - c) catch documentation and basic traceability requirements.
- Demonstrated capacity to coordinate field teams and enumerators, including local students or research assistants, and to ensure data quality, ethical research conduct, and effective field logistics.
- Strong analytical and reporting skills, with proven ability to produce clear, well-structured reports in Bahasa Indonesia (with support for English reporting considered an asset).

Preferred Qualifications

- Prior research or fieldwork experience in Aceh and/or WPP 571/572, particularly in pelagic fisheries and coastal production systems.
- Familiarity with national fisheries governance and management frameworks in Indonesia, including roles of MMAF, DKP, BKIPM, and PSDKP.
- Experience collaborating with government agencies, local fishing communities, processors, traders, or cooperatives in applied research or extension-oriented activities.
- Ability to mobilize a multidisciplinary academic team, drawing on expertise in fisheries, socioeconomics, post-harvest technology, and field coordination.
- Experience contributing to policy-relevant studies, baseline assessments, or diagnostic studies supporting fisheries management, MPA/LSMPA planning, or coastal development initiatives.
- Knowledge of sustainable fisheries concepts, value addition, and fisheries-based local economic development.

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 (see 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 cost proposals. Proposals will be evaluated using the following criteria:

Evaluation Criteria	Score (out of 100)
Proposal and timeline: Is the proposed approach and sequence of activities appropriate to the assignment? Does the proposed timeline fit with the estimated for the completion of this work?	50 points
Prior experience: Does the bidder’s past performance demonstrate recent proven experience doing similar work?	20 points
Expertise: Does the bidder and the proposed personnel have the specific technical expertise for the assignment?	20 points
Cost: Costs proposed are reasonable and realistic, reflect a solid understanding of the assignment.	10 points

8. Proposal Timeline

RFP Issued	2 Mar 2026
Clarifications submitted to KI	3 – 09 Mar 2026
Clarifications provided to known bidders	5 – 10 Mar 2026
Complete proposals due to KI	13 Mar 2026
Final selection	1 Apr 2026

- 9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by 6 April 2026. 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. 007/III/2/2026

UEI Number (if applicable):

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.

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

- 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.

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

- 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.
- We fully respect and enforce the environmental and social standards recognized by the international community, including the fundamental conventions of the International Labor 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.

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

- 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
- 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.
- We are/were not involved in writing or recommending the terms of reference for this solicitation document.
- We have not engaged in any collusion or price fixing with other offerors.



- 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.
- We have taken no action, nor will we take any action to limit or restrict access from other companies, organizations or individuals to participate in the competitive bidding process launched by KI.
- 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.
- 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).
- 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".

Name: _____

Signature: _____

Title: _____

Date: _____

Attachment 2: Terms of Reference

Background

Indonesia's MPA and OECM Vision 2045 calls for the expansion and strengthened management of marine protected areas (MPAs) across ecologically and economically significant seascapes. In line with this national agenda, the Ministry of Marine Affairs and Fisheries (MMAF), with support from Konservasi Indonesia (KI) and partners, is advancing the establishment of Large-Scale Marine Protected Areas (LSMPAs) in priority management areas. Among these, the proposed Sumatra LSMPA within the Fisheries Management Area (WPP) 572 represents a strategic opportunity to reconcile biodiversity conservation with sustainable fisheries production in one of Indonesia's most productive and socially vital marine regions.

In 2022, KI together with the Ministry of Marine Affairs and Fisheries (MMAF) and other partners launched the Blue Halo S Initiative, integrating Protection and Production (PnP) framework, designed to demonstrate that environmental conservation and economic production are not competing priorities but mutually reinforcing objectives. The WPPNRI 572 was designated as the pilot geography for this initiative, positioning the Sumatra LSMPA as a flagship investment under the Blue Halo S framework.

WPP 572 supports a wide range of fisheries, including small-scale, medium-scale, and industrial operations. Pelagic fisheries in this area are strongly linked to both domestic and export markets. Variations in vessel size, fishing technologies, cold chain capacity, and market networks shape how fisheries operate and how value is generated and distributed along the supply chain. These variations also influence patterns of fishing pressure, compliance with management measures, and the feasibility of transitioning toward more sustainable and climate-resilient practices.

Within the framework of the Blue Halo S Initiative and its embedded Protection and Production (PnP) approach, the design and implementation of the Sumatra LSMPA cannot be treated solely as a spatial zoning exercise. Effective large-scale marine conservation depends on understanding the human and economic systems that interact with marine resources, and on designing interventions that address not only ecological objectives but also the incentives, behaviors, and infrastructure that drive fisheries production and trade. A purely ecological lens is insufficient; the LSMPA must be grounded in a robust empirical understanding of how fisheries operate, how value flows, and where leverage points exist for aligning conservation outcomes with sustainable livelihood and market transformation objectives.

This requires a comprehensive, data-driven assessment of fisheries supply chains in WPP 572. Critical knowledge gaps persist regarding production volumes and value; value chain structure and margin distribution; cold chain infrastructure; traceability and reporting practices; governance gaps and IUU fishing risk; and the differentiated roles of small, medium, and industrial actors, each of whom will be affected differently by LSMPA designation. A robust supply chain assessment will enable policymakers to integrate traceability and sustainable sourcing into MPA frameworks; design interventions that reward compliant fisheries and disincentivize destructive practices; align zoning and access provisions with operational realities; and position the LSMPA as a credible platform for attracting investment in climate-resilient fisheries infrastructure and responsible market linkages.

Through this consultancy, KI seeks to engage qualified experts to design and implement a rigorous supply chain assessment in WPP 572, delivering the evidence base needed to ensure that the Sumatra LSMPA in both ecological effectiveness and economic justice, and that it serves as a catalytic investment opportunity for climate-resilient, inclusive blue economic growth.

Purpose of the Assignment

This consultancy aims to conduct a diagnostic fisheries supply chain survey in WPP 572, focusing on fishing unit segmentation, supply chain structures, economic performance and price dynamics, compliance and reporting practices, PHPI (Penerimaan Hasil Perikanan Indonesia) and willingness-to-pay considerations, cold chain infrastructure, and stakeholder perspectives related to fisheries sustainability mechanisms.

The findings of the study will provide evidence base to inform the establishment of the proposed Sumatra Large-Scale Marine Protected Area (LSMPA) and the development of fisheries-related economic programs in WPP 572.

Objectives

The objective of this consultancy is to generate an evidence-based and policy-relevant understanding of fisheries supply chains in WPP 572, as defined in Sections D.1–D.7. The assessment will produce insights on production and supply chain structures, economic incentives, compliance and reporting practices, post-harvest systems, and stakeholder perspectives related to fisheries sustainability mechanisms, to support fisheries management and development decision-making in WPP 572.

Scope of Works and Tasks

This assignment aims to generate policy-relevant and evidence-based insights on fisheries supply chains in WPP 572, including key socio-economic and governance dimensions. The analysis is intended to support the planning and management of the proposed Sumatra Large-Scale Marine Protected Area (LSMPA), as well as broader fisheries management strategies in the area.

Recognizing the heterogeneous, multi-scale, and partially informal nature of fisheries supply chains in Indonesia, the scope of work emphasizes diagnostic, indicative, and decision-oriented analysis, rather than exhaustive accounting exercises or formal certification assessments. The study is expected to identify structural patterns, economic incentives, bottlenecks, and governance gaps that can inform:

- inputs to LSMPA planning and management,
- compliance and traceability strategies,
- investment prioritization (e.g. cold chain, landing sites), and
- adaptive fisheries management in WPP 572.

The consultant is expected to integrate supply chain, economic, and governance perspectives, ensuring that findings are practical, credible, and actionable for policy and management decision-making. The consultant will carry out the following tasks:

D.1. Segmentation of Fishing Groups (Unit of Assessment)

The consultant will combine supply chain, economic, and governance perspectives to produce findings that are practical and relevant for policy and management. Key tasks include:

- Identifying and grouping fishing units based on clear and observable characteristics, such as vessel size (GT), trip duration, fishing methods, and level of market participation.
- Collecting basic information on onboard fish handling and post-harvest practices at the fishing unit level.

D.2. Fisheries Supply Chain Mapping

The consultant will map fisheries supply chains to understand how fish products move from harvesting to final markets. Key tasks include:

- Mapping product flows from fishing grounds to landing sites (when possible, to get fishing ground information), and then to collectors, traders, processors, and domestic and export markets.

- Describing different supply chain routes for fresh, chilled, frozen, and processed products, where relevant.
- Identifying key logistical constraints, delays, and points where product quality may decline along the supply chain.

D.3. Economic Performance, Cost Structure, and Price Dynamics

The consultant will assess the economic performance of key actors along the fisheries supply chain to understand how value, costs, and risks are distributed. Key tasks include:

- Estimating indicative profit margins for major supply chain actors using available data, proxies, and triangulation.
- Analyzing major cost components such as fuel, ice, labor, transport, storage, and processing, and their influence on profitability.
- Comparing levels of profit and costs across different fishing scales and supply chain segments.
- Analyzing who sets prices at each stage of the supply chain, how prices change between actors, and which actors bear the greatest risks when market conditions change.

D.4. Compliance and Incentives

The consultant will examine compliance with fisheries regulations and the factors that influence compliance behavior. Key tasks include:

- Comparing required reporting obligations with actual reporting practices across different fleet segments.
- Assessing the consistency, completeness, and practical use of logbook data for fisheries monitoring and management.
- Reviewing observer coverage and stakeholder perceptions of its effectiveness.
- Identifying market-related, institutional, and economic factors that encourage or discourage compliance.

D.5. PHPI and Willingness to Pay

The consultant will examine how PHPI (Penerimaan Hasil Perikanan Indonesia) and related levies affect economic incentives and compliance behavior. Key tasks include:

- Assessing stakeholder awareness and understanding of PHPI objectives and how it is implemented.
- Estimating the indicative cost burden of PHPI and related levies across selected fleet segments and supply chain actors.
- Assessing willingness to pay (WTP) in relation to perceived benefits, compliance costs, and services received.

D.6. Cold Chain Infrastructure and Post-Harvest Handling

The consultant will assess cold chain infrastructure and post-harvest practices that influence product quality, value retention, and market access. Key tasks include:

- Reviewing the availability and capacity of ice plants, cold storage facilities, and supporting logistics/facilities.
- Assessing the availability and use of refrigerated transport and its implications for product quality and economic performance.
- Assessing the gap or bottleneck in the cold chain system.

D.7. Stakeholder Perspectives on Sustainability Certification

The consultant will explore stakeholder understanding and perspectives on fisheries sustainability certification schemes in a context where no formal certification programs (e.g. MSC) are currently implemented. Key tasks include:

- Exploring stakeholder awareness, perceptions, and expectations regarding sustainability certification schemes.
- Identifying perceived challenges and constraints related to certification requirements, as understood by stakeholders.
- Assessing stakeholder awareness of Fisheries Improvement Projects (FIPs) and their understanding of relevant units of assessment, where applicable.

Exploring stakeholder views on governance and management factors perceived to be relevant to sustainability certification in WPP 572.

Methodology

The consultant is expected to propose and implement a mixed-methods assessment approach designed to deliver the tasks outlined in Section 4 (Scope of Work and Tasks). The methodology will combine targeted quantitative data collection, qualitative inquiry, direct field observations, and desk-based review, at a diagnostic and indicative level, consistent with the objectives of this assignment.

The methodology outlined below provides an indicative framework to guide bidders. It is intended to ensure analytical consistency across Sections D.1–D.7, while allowing consultants to refine and operationalize their approach during the technical proposal and inception phase, in consultation with Konservasi Indonesia. In alignment with the Scope of Work, the methodology is expected to include:

- Desk review of relevant reports, regulations, PHPI data, logbooks, BKIPM documents, and other secondary materials directly relevant to the analytical components defined in Sections D.1–D.7.
- Field data collection through targeted quantitative surveys, in-depth interviews, and direct observations with selected fisheries and supply chain actors, as required to support fishing unit segmentation, supply chain mapping, economic analysis, compliance review, and cold chain assessment.
- Key informant interviews with fishers, collectors, processors, exporters, port authorities, and relevant government agencies, focusing on practices, constraints, and perceptions relevant to the tasks defined in Section 4.
- Diagnostic economic analysis and fisheries supply chain mapping, including indicative assessment of margins, costs, price dynamics, and logistical constraints, consistent with the scope defined in Sections D.2–D.6.
- A validation or sense-checking discussion with selected stakeholders, where feasible, to confirm key findings and interpretations.

The survey will be conducted in selected provinces within WPP 572, with Aceh, North Sumatra, and West Sumatra as the primary focus areas. Additional locations including Bengkulu, Lampung, and Banten may be included subject to budget availability. Final locations will be confirmed during the inception phase.

Data Management, Ethics, and Quality Assurance

- Comply with KI data governance: secure storage; transparent methods; reproducible scripts (if used); and data sharing protocols agreed with MMAF/KI.
- Ethical engagement with communities (informed consent, safeguarding considerations).
- Clear documentation of assumptions, parameter sources, and uncertainties; provide sensitivity analyses and a limitations statement.
- Confidentiality of data and ethical research conduct are mandatory.

Reporting Requirements and Language

- All reports and materials must be delivered in Bahasa Indonesia, with English executive summary.



- Submit: Inception, Progress, Final Reports; annexes (data dictionary, methods, spreadsheets/models).

Deliverables and Workplan Timeline

Estimated duration is 16 weeks (the final timeline will be confirmed with KI):

Phase	Timeline	Key Activities	Deliverable value (%) to be disbursed
Inception & Survey Preparation	Weeks 1–2	Inception meeting; confirmation of scope and methodology; coordination with relevant authorities and stakeholders; finalization of study locations and sampling approach; fieldwork planning, permitting arrangements, and mobilization of the field team.	40%
Field Data Collection	Weeks 3–7	Quantitative surveys, qualitative interviews, and direct field observations across primary study locations; limited coverage of additional sites subject to logistics and budget.	40%
Data Cleaning, Analysis & Synthesis	Weeks 8–10	Data validation and consolidation; fisheries supply chain mapping; economic analysis; synthesis of findings related to compliance and reporting, PHPI and willingness to pay, cold chain infrastructure, and stakeholder perspectives.	
Draft Report Preparation	Weeks 11–13	Preparation of draft report and annexes; internal quality control and review.	10%
Finalization & Presentation	Weeks 14–16	Incorporation of feedback from KI and stakeholders; final report preparation (English and Bahasa Indonesia); final presentation and handover of datasets and materials.	10%

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 price offered. All cost information must be expressed in IDR.

If selected, the 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 the Offeror is eligible to apply for refunds on taxes paid, the Offeror shall do so. Any tax savings should be reflected in the total cost.

Cost Breakdown by Deliverable

Deliverable (example)	Price (Lump Sum, All Inclusive)
Inception report	
Phase 1 progress report	
Phase 2 progress report	
Phase 3 draft Guideline	
Final Guideline	

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				