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 (Group/Company)** to fill the following Terms below:*

CONSULTANT (Group/ Company)

Analysis of supply chain economics for commodities in North Sumatra, Indonesia

Code: SCE-F4RL

Request for Proposals

Title: Analysis of supply chain economics for commodities in North Sumatra, Indonesia
RFP No: 013/IV/22/2026
Date of Issuance: 22 April 2026

1. Background

North Sumatra is rich in biodiversity and forests that sustain millions of people and provide habitat for endangered species like the Tapanuli orangutan. The landscapes of North Sumatra also support the production of globally traded goods such as palm oil, coffee, cocoa and rubber. It is critical that government, companies and communities work together to protect and restore natural areas while also helping farmers improve their agricultural practices, boost yields, adapt to climate change and access markets.

Konservasi Indonesia's landscape strategy focuses on protecting and restoring high-value forests to improve ecological function and resilience, while also supporting farmers to adopt sustainable and regenerative management practices that increase productivity, enhance resilience, and improve farmer and community livelihoods. We work collaboratively with local government, supply chain actors, producers and communities to support the transition from "expand-and-extract" economic and land-use models to a high-value, climate-resilient economy. By integrating forest protection with advanced agroforestry and yield intensification, we aim to provide a scalable implementation framework that aligns with and advances Indonesia's FOLU Net Sink 2030 goals, provincial sustainability mandates, corporate supply chain commitments, and international ESG investment standards.

2. Project Overview

Finance for Resilient Landscapes ("F4RL") is a collaboration led by Proforest, Conservation International (CI) and The Nature Conservancy (TNC), with philanthropic support from HSBC. The program is a global effort to accelerate financial flows to support resilient nature-positive commodity production landscapes. The F4RL program is delivered at the landscape level through pilots in mature agricultural production landscapes where jurisdictional or landscape approaches are already established. The Tapanuli Landscape of North Sumatra (encompassing Tapanuli Selatan, Tapanuli Tengah, Tapanuli Utara and Mandailing Natal) has been identified as a priority landscape, where Conservation International and Konservasi Indonesia will be developing and piloting landscape financing models that support nature positive transitions in palm oil and potentially other agriculture sectors. Building on the strong foundation established through the ongoing Tapanuli Landscape Initiative—where companies have already made significant investments—the program

aims to connect these efforts with the global financial sector to drive progress that is both scalable and sustainable over time.

Within Tapanuli, F4RL will identify key financing needs and match them with appropriate financial mechanisms, enabling companies and local actors to access the capital required to implement and scale landscape transitions that deliver both production and conservation outcomes. This landscape finance approach seeks to move beyond fragmented, project-based funding toward an integrated, long-term financing model—one that addresses the underlying drivers of degradation while creating sustainable funding streams for both people and nature.

To define these mechanisms, the program will begin with a detailed landscape assessment, including analyses of: 1) priority value chains and economic sectors; 2) the policy and enabling environment; 3) existing and potential financing instruments; and 3) the conservation, community, and economic objectives they aim to support. These analyses will inform specific policy, finance, and market mechanisms needed to scale the following key landscape transitions:

1. Protection and Management of High Conservation Value Ecosystems

    a) Forest Protection: Secure native forests beyond legally designated protected areas through support for community land tenure and land-use zoning that improve forest protection.
    b) Improved Protected Area Management: Improve management of native forests that are already protected through active management and monitoring and community engagement.
    c) Targeted Restoration of Degraded Ecosystems: Assisted Natural Regeneration (ANR) of degraded ecosystems in protected areas of high ecological importance, (e.g. improved enforcement of protected zones to help natural regrowth of vegetation or rewetting of degraded protected peatlands).

2. Diversification of Agricultural Systems to Increase Tree Species and Carbon Stocks

    a) Enrichment Planting: Enrichment of high tree cover monocultures by integrating native species into industrial estates (rubber, acacia, eucalyptus) to meet international sustainability certifications and enhance ecological resilience.
    b) Increased Tree Cover in Agricultural Lands: Increasing tree cover and value to medium and low tree cover systems including through planting high-value fruit and timber trees, grafting, better varietals, and pruning. This increases biomass while providing farmers with secondary revenue streams, reducing the economic pressure to encroach on protected forests.

3. Sustainable Intensification of Agricultural Systems to Increase Productivity and Yields

    a) Farm Renovation: Replanting aged palm plantation areas (e.g. >20 years) to increase yield and improve pest/disease resistance
    b) Improved Agricultural Practices: Improved management and productivity of existing oil palm plantations with support for farmers to implement Good Agriculture Practices (GAP) including regenerative agriculture and actions to increase ground cover that support biodiversity and reduce fertilizer inputs.

3. Terms of Reference, Deliverables and Deliverables Schedule

Timeline

It is estimated that the Consultation will have a period from 19 May to 30 September 2026 for a series of activities to conduct Analysis of supply chain economics for commodities in North Sumatra, Indonesia (see Attachment 2).

Location

This assignment will be conducted at both national and subnational levels. At the national level, activities will primarily take place in Jakarta and surrounding areas. At the subnational level, the work will focus on provincial and district levels, mainly in Medan (the capital of North Sumatra Province) and across the Tapanuli landscape, including Tapanuli Selatan, Tapanuli Utara, Tapanuli Tengah, and Mandailing Natal.

Deliverables

The consultant will produce the following deliverables: 1. Inception Report; 2. Rapid analyses draft report; 3. Rapid analyses final report; 4. Detailed analyses draft report; 5. Detailed analyses final report. For further details and the schedule for each deliverable, please see Attachment 2.

Technical Direction

Consultants will receive technical directions from experts at KI to ensure all tasks, results, and quality run on time. 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 **7 May 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 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 (Group or Company-Level Requirements)

The consulting group or company must demonstrate:

- Proven experience supply chain, value chain, financial flows and/or economic analyses in Indonesia
- Proven experience delivering high-quality studies, assessments and/or data for government or international organizations.
- Proven experience in regenerative agriculture in Indonesia, particularly in the environment, marine, or natural resource governance sectors.

- Proven experience working with farmers, companies, financial sector, and District government actors.
- Understanding of Industry and market related policy and frameworks that enable or inhibit regenerative agricultural production
- Capacity to produce bilingual (English and Bahasa Indonesia) analytical reports, policy briefs, and presentations.
- Experience managing multidisciplinary teams across policy, finance, law, and conservation.

Key Personnel Requirements

Agricultural production

- At least one key personnel should have 10 years of professional experience in oil palm and other agricultural production systems in Indonesia, preferably in Sumatra
- Demonstrated skill and experience engaging actors along the entire supply chain
- Proven experience in regenerative production

Supply chain and value chain analysis

- At least one key personnel should have 8 years of professional experience conducting value chain and supply chain analysis, preferably for agricultural products in Indonesia
- Demonstrated capability to quantify and clearly communicate relevant information
- Demonstrated capability to identify challenges and opportunities related to value chain improvements related to finance, preferably related to regenerative production

Economics

- At least one key personnel should have a minimum of 8 years of experience in conducting economic and financial quantitative analysis of agricultural market systems, including core value chain (e.g. farm-level production, trading, processing, etc.) and supporting functions (e.g. finance, agri-inputs, logistics, etc.)

Desirable Qualifications:

- Proposed key personnel preferably hold degrees in agriculture, finance, economics, or related fields.
- Strong knowledge of agricultural production, conservation and landscape finance initiatives in Indonesia in general and in North Sumatra in particular
- Experience working with international conservation organizations, development partners, or multilateral agencies.
- Familiarity with the jurisdictional landscape approach

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 costs proposals. Proposals will be evaluated using the following criteria:

Component	Criteria	% of score
Proposal quality	How well does the proposal respond to objectives laid out in this ToR and illustrate service provider ability to communicate clearly	25%
Methodology	Quality of the proposed approach to value chains, finance flows, and economics	25%
Process	Quality of the proposed process, including consultation with KI, clarity on any KI resources required, approach to engaging supply chain actors, and approach to identifying critical questions for detailed analysis	25%
Track record	The extent to which the service provider presents the required level of expertise and knowledge at team member and company level	25%

8. **Proposal Timeline**

RFP Issued	22 April 2026
Clarifications submitted to KI	23 – 29 April 2026
Clarifications provided to known bidders	30 April – 6 May 2026
Complete proposals due to KI	7 May 2026
Final selection	13 May 2026

9. **Resulting Award** KI anticipates entering into an agreement with the selected bidder by **19 May 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. Konservation 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. 013/IV/22/2026

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

Terms of Reference

Analysis of supply chain economics for commodities in North Sumatra, Indonesia

Time	:	19 May to 30 September, 2026
Working Location	:	The assignment will be conducted at the national level (Jakarta and surrounding areas) and the sub-national level, including Medan (the capital of North Sumatera Province) and Tapanuli Landscapes (Tapanuli Selatan, Tapanuli Tengah, Tapanuli Utara, and Mandailing Natal)
Counterparts	:	Regenerative Landscapes and Agriculture Manager (Anwar Ario Kertopati) Senior Director, Sustainable Oil Palm (Melissa Thomas) Vice President, Nature Finance (Janice-Renee Yoshioka) Senior Economist (Aaron Bruner)

1. CONSULTANCY OBJECTIVES

This Request for Proposals (RFP) is for the procurement of qualified consultancy services to prepare an assessment of industry, value chain and supply chain dynamics for priority commodities—palm oil, coffee, cocoa, and rubber—in the Tapanuli Landscape. This work will be used to inform the design of landscape transitions and the development of landscape financing mechanisms.
Products are to be provided in two stages, focusing on all commodities in the first stage and only on palm oil in the second stage as follows:

1) *Rapid* analysis of supply chains and farm level micro-economics for palm oil, coffee, cocoa and rubber sectors based on existing compiled or readily accessible information
2) *Detailed* analysis of supply chain and micro-economics for the palm oil sector, based on primary research with market actors and other sources

2. METHODOLOGY AND SCOPE OF WORK

Rapid Analysis: The first set of analyses should capture the state of knowledge available through a thorough review of existing published reports and accessible data. It is understood that not all requested data will be available at a high level of confidence for each commodity. Gaps should be clearly identified and in the case of palm oil should be filled during the second stage detailed analysis.

1. Rapid Supply Chain Analyses for oil palm, coffee, cocoa, and rubber: prepare the following for each of the 4 specified commodity sectors in the Tapanuli Landscape, considering the full supply chain in North Sumatra (i.e., not including stages after export). It is understood that requested products overlap somewhat in terms of the data required:
    a. Production Systems Analysis:
        i. Production Footprint, i.e., spatial extent (area, in hectares) and average annual volume of commodity production by district, disaggregating by product if appropriate (e.g., Robusta vs Arabica coffee)

ii. Spatial extent (area, in hectares) of commodity production within and outside forest areas by district
iii. Production System Archetypes: For each commodity, characterize the most dominant agricultural production "archetypes" (2-5 per sector) in terms of: farm size, ownership (corporate agribusiness vs. family farming operations), production approach (intensive/extensive), age of trees and replanting needs (if available), typical yield.

b. Supply Chain Mapping:
   i. Visual map of key upstream, midstream and downstream processes and key actors (or actor types) within each supply chain segment.
   ii. List of key stakeholder/actor types (or specific names for dominant companies where available) at each supply chain segment along with available information on volumes and products transacted.

c. Value Chain Analysis:
   i. Identify key products and estimated product flows (volume, value) at each stage of the value chain
   ii. Assess the percentage of certified vs. non-certified product flows, and indicate which certification schemes are most important
   iii. For each value chain segment, describe key revenue and cost elements and drivers;
   iv. Key industry, market, and other material factors influencing commercial and financial performance

2. Rapid analysis of microeconomics for oil palm, coffee, cocoa, and rubber farms: Complete the matrix of economic information specified in annex 1 and included as attachment, specifying the most credible source for each parameter provided. It is understood that requested data overlaps significantly with information required for products above. No written report is required for this portion of the work.

Detailed analysis: The second set of analyses apply only to oil palm and should make use of primary information from stakeholder interviews, spatial analysis, and other appropriate means to add specificity and fill gaps in the rapid assessment.

3. Detailed analysis of oil palm sector supply chains: This should include:
   a. Production data, disaggregated in all cases by smallholder vs industrial plantation and by district. Data also considered in rapid analysis but for which information may be improved if necessary is shown in italics:
      - Number/percentage of scheme smallholder farms (i.e., with an exclusive purchase contract to a mill among other factors) and independent smallholder farms
      - *Hectares planted, yields*, average age of palms, average farm size
      - Volume/area of palm RSPO and/or ISPO certified and conventional
      - *Planted area and number of farms within forest area, i.e., legal forest area and standing forest area*
      - *Pricing along the supply chain including smallholders, traders, and other actors*
      - Profitability/income from palm cultivation and major current areas of expense
      - For smallholders, additional sources of income outside of palm oil

b. Trade Flows:
    - Smallholder trade flows (which smallholders typically sell to which mills / role of middlemen); the more specific the better
    - Mill lists by district, including number and percent participating in traceability programs and mill control systems (i.e., what data is collected by mills with regard to smallholder/third party suppliers)
    - Names and volumes of downstream companies (refiners + brands) sourcing from mills / smallholders in the Landscape, going as far down the chain as possible (i.e., exporter, importer, etc.)

c. Assessment of technologies and practices utilized to improve production and environmental impact. For each: list, describe and quantify level of uptake, and quantify CAPEX and OPEX requirements/spending on them. The following technologies and practices should be considered; the list may be modified (practices removed or added) if needed and with approval from Konservasi Indonesia. The technologies and practices are categorized by purpose, but it is understood that some have multiple purposes.:
    i. *Deforestation & Conversion-Free Compliance*, to meet supply chain and legal requirements (EUDR, NDPE, FOLU Net Sink 2030). Practices to be considered include: 1) certification, 2) traceability + monitoring programs, 3) land use change analysis (LUCA), 4) land tenure, 5) deforestation monitoring and response systems, 6) patrolling (fire-free villages, etc.)
    ii. *Forest & Peatland Restoration*, to address legal requirements (e.g. riparian buffers, slopes); voluntary standard compliance (RSPO Remediation and Compensation Procedure); and capture value from emissions removals (Scope 3, insetting, REDD+ from peat). Practices to be considered include: 1) peat rewetting, 2) forest restoration, 3) patrolling (fire-free villages), 4) conversion of illegal oil palm to agroforestry via social forestry.
    iii. *On-Farm Practices*, to improve yields on existing lands, prevent land use change, reduce chemical use, and enable emissions reductions and removals (Scope 3, insetting). Practices to be considered include: 1) peat best management practices, 2) regenerative/good agriculture practices like integrated pest management, 3) harvesting techniques, 4) improved soil health, 5) transition to organic fertilizer/compost units, 6) water management, and 7) precision agriculture, etc.
    iv. *Processing Emissions*, to support emissions reductions and improved efficiency of mills (Scope 3, insetting). Practices to be considered include: 1) Palm Oil Mill Effluent (POME) management, 2) carbon capture, 3) biogas digesters, and 4) efficiency upgrades.

d. Enabling/constraining issues for moving towards a low carbon sourcing area/supply shed/jurisdiction:
    - District Targets & Sector Engagement Mechanisms. Industry and market related policy and frameworks such as ISPO;

- Relevant platforms such as FoKSBI Tapsel: who is involved, what is its role, what services/funding/value does it provide, what is included in the district action plan
- Specific information on corporate nature, climate and related commitments through Corporate Social Responsibility (CSR) and purchasing. Includes:
    - Opportunities, interest and attitudes towards insetting and on-farm conservation measures, carbon capture technology, decarbonizing supply-sheds, and other issues identified in rapid analysis.
    - Approaches and commitment to evaluating risk for non-compliance with market driven deforestation requirements (e.g., RSPO, EUDR)
    - Perspective on relevance of industry standards such as RSPO and EUDR
- Risks impacting the industry including: physical (fire, flooding, etc.), transition-related (productivity, lags in production, costs), and adaptation related (projected changes in rain, temperature, etc. that would affect production. Include an assessment of how much supply chain actors spend to respond to these risks or on other mitigation approaches including through insurance
- Systemic constraints, incentives, supporting services, and investment opportunities across the supply chains using a Market Systems Development approach, market mapping lens or similar.

4. Detailed analysis of oil palm farm-level microeconomics: Complete the matrix of economic information specified in annex and included as attachment, specifying the most credible source for each parameter provided. It is understood that CAPEX, OPEX, and other information will overlap somewhat with required economic information described above – this section requests additional detail and their presentation per unit e.g., per ha, per ton FFB. No written report is required for this section of the work.

3. DELIVERABLES AND TIMELINE

No	Deliverable	Detail	Deadline
1	Inception report	Final detailed plan and timeline for the work	25 May
2	Rapid analyses draft report	Draft rapid analysis reports on supply chains plus excel data on economics	25 June
3	Rapid analyses final report	Final rapid analysis report in Bahasa Indonesia and English, in Word and PowerPoint presentation format. Well-organized raw data in excel or similar (In English only). Includes presentation to Konservasi Indonesia	10 July
4	Detailed analyses draft report	Draft detailed analysis report on oil palm supply chain plus excel data on economics	31 July
5	Detailed analyses final report	Final report in Bahasa Indonesia and English, both in Word and PowerPoint presentation format. Well-organized raw data in excel or similar (in English only). Includes presentation to Konservasi Indonesia	31 August

4. PAYMENT SCHEDULE

The service contract will run from May to September 2026. Payments will be milestone-based following a 30% – 40% – 30% scheme, based on the submission and acceptance of the following outputs:

a. Inception report: 30%
b. Rapid analyses final approved report: 40%
c. Detailed analysis final approved report: 30%

5. PROPOSAL REQUIREMENTS

The requirements are as follows:

a. Written proposal in English length not to exceed 8 pages, not including consultant CVs, illustrations of relevant prior work, budget, and other annexes
b. Content to include:
    - Clear and specific approach to addressing the requirements of this ToR, organized according to the content detailed in the scope of work
    - Description of the company's or organization's qualifications, including CVs of not more than 4 principal team members
    - In Annex or separate attachment, illustration of not more than 3 relevant prior works, and not more than 3 client references
    - Budget, broken down according to team member rate and number of days, travel, or other cost requirement.
c. Proposals must not exceed a budget of _IDR 900,000,000_____.
d. Proposals are to be submitted in Word or PDF form to grantcontractid@konservasi-id.org and ewidyastuti@konservasi-id.org.

ANNEX 1: Information required for Scope of Work product 3: Rapid analysis of microeconomics for oil palm, coffee, cocoa, and rubber farms

- Information to be provided in excel sheet template provided. No written report on this section of work is required
- Enter *either* a Single value or Annual values for each variable as specified; the required information is shown in white cells (greyed cells do not need to be completed); for items that occur in only certain years (e.g., planting activities), only fill in the white cells for those years.
- Year 0 should be understood as start of planting/replanting activities. Include one full crop lifecycle, e.g., if palms are productive for 25 years, add information up to that year, do not add the beginning of a second crop lifecycle.
- Regenerative production should be understood as an indicative set of improved practices for which data is available; the set of practices should be noted.
- 1 common archetype each should be chosen for plantation and smallholder production; it is understood that these do not reflect the full diversity of farm types
- Additional rows can be added as needed. Please in these cases add explanation
- The following pages show the data form for palm oil. Similar will be provided and is required for coffee, cocoa, and rubber. Note years are truncated to fit the page but go from 1-30.

PLANTATION PALM OIL			Value in year						
Conventional production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Planting or replanting costs per hectare	IDR/ha								
Farm operations costs per hectare	IDR/ha								
Farm yield per hectare (specify units)	FFB/ha								
Farmgate price per unit of yield	IDR/FFB								
Primary processing cost of raw crop	IDR/ton FFB								
Weight processed product per weight of primary	Ton CPO/Ton FFB								
Millgate price per unit of processed product	IDR/Ton CPO								
Weight additional processed product per weight of primary	Ton CPKO/Ton FFB								
Millgate price per unit of additional processed product	IDR/Ton CPKO								
Regenerative production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Planting or replanting costs per hectare	IDR/ha								
Farm operations costs per hectare	IDR/ha								
Farm yield per hectare (specify units)	FFB/ha								
Farmgate price per unit of yield	IDR/FFB								
Farm yield per hectare of any intercrop (specify)	Kg/ha (___)								
Farmgate price per unit of intercop	IDR/kg								
Primary processing cost of raw crop	IDR/ton FFB								
Weight processed product per weight of primary	Ton CPO/Ton FFB								
Millgate price per unit of processed product	IDR/Ton CPO								
Weight additional processed product per weight of primary	Ton CPKO/Ton FFB								
Millgate price per unit of additional processed product	IDR/Ton CPKO								
SMALLHOLDER PALM OIL									
Conventional production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Planting or replanting costs per hectare	IDR/ha								
Farm operations costs per hectare	IDR/ha								
Farm yield per hectare (specify units)	FFB/ha								
Farmgate price per unit of yield	IDR/FFB								
Regenerative production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Planting or replanting costs per hectare	IDR/ha								
Farm operations costs per hectare	IDR/ha								
Farm yield per hectare (specify units)	FFB/ha								
Farmgate price per unit of yield	IDR/FFB								
Farm yield per hectare of any intercrop (specify)	Kg/ha (___)								
Farmgate price per unit of intercop	IDR/kg								

ANNEX 2: information required for Scope of Work product 5: Detailed analysis of oil palm farm-level microeconomics

- The same guidance as in Annex 1 should be followed plus the guidance below
- Anything with a dependency on something else, please explain it in the notes field including units and the numeric relationship (e.g., x labor days to harvest x volume of crop) to permit modeling. Dependencies may run from production to costs (e.g., harvest volume affecting harvest cost), or cost to productivity (e.g., weeding/harvest frequency affecting harvest volume)
- Any returns from regenerative production practices can be accounted for through 1) reduced costs of other types, 2) increased production, 3) better prices, or 4) reduced risk.
- Data can be provided either per hectare or for an entire illustrative farm. Please ensure that units are labeled in this regard.
- The following page shows the data forms for regenerative plantation of palm oil. Similar will be provided and is required for commercial plantations, conventional smallholder and regenerative smallholder farms.
- Consultant can modify rows, unit labels etc. to accommodate reality as needed, with explanation provided in notes column
- Rows labeled Regenerative Practice # are placeholders for specific technologies and practices that the consultant should take from the list developed for product 4c above.

PLANTATION PALM OIL			Value in year						
Regenerative production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Description									
Define archetype	narrative								
Define major practices that characterize	list								
Farm									
Farm size	ha								
Average age of trees	years								
Annual replacement replanting or all at once?	replacement/once								
If replacement yes - start at tree age ____	tree age (yr)								
Planting or replanting costs, initial years									
Standard costs (common to conventional and regenerative)	IDR or IDR/ha								
Additional regenerative practice cost 1 (specify)	IDR or IDR/ha								
Additional regenerative practice cost 2 (specify)	IDR or IDR/ha								
Additional regenerative practice cost 3 (specify)	IDR or IDR/ha								
Reduced conventional cost 1 (specify)	IDR or IDR/ha								
Reduced conventional cost 2 (specify)	IDR or IDR/ha								
Reduced conventional cost 3 (specify)	IDR or IDR/ha								
please add rows as needed	IDR or IDR/ha								
Operations costs, can overlap with replanting									
Standard costs (common to conventional and regenerative)	IDR or IDR/ha								
Additional regenerative practice cost 1 (specify)	IDR or IDR/ha								
Additional regenerative practice cost 2 (specify)	IDR or IDR/ha								
Additional regenerative practice cost 3 (specify)	IDR or IDR/ha								
Reduced conventional cost 1 (specify)	IDR or IDR/ha								
Reduced conventional cost 2 (specify)	IDR or IDR/ha								
Reduced conventional cost 3 (specify)	IDR or IDR/ha								
please add rows as needed	IDR or IDR/ha								
Production									
Farm yield	FFB or FFB/ha								
Average annual loss to disease	% of FFB produced								
Farm yield of any intercrop 1 (specify)	Kg or kg/ha								
Farm yield of any intercrop 2 (specify)	Kg or kg/ha								
Farm yield of any intercrop 3 (specify)	Kg or kg/ha								
Transport									
Transport tonne FFB Farm to Mill	IDR/tonne FFB								
Transport tonne CPO/CPKO Mill to port	IDR/tonne CPO								
Milling									
CPO tons as a percentage of FFB	% of FFB								
CPKO tons as a percentage CPO tons (specify)	% of CPO								
Milling costs per tonne FFB	IDR/tonne FFB								
Refinery costs per tonne CPO	IDR/tonne CPO								

Data required continued

PLANTATION PALM OIL			Value in year						
Regenerative production	**Units**	**Single value**	**1**	**2**	**3**	**...**	**...**	**29**	**30**
Purchase cost of carbon capture/biogass system	USD								
Operations cost of carbon capture/biogass	USD/yr								
Carbon captured using biogass system (per	C02e/___								
Cost savings using biogass	USD/yr/___								
Purchase cost of wastewater to fertilizer system	USD								
Operations cost of wastewater to fertilizer	USD/yr								
Cost savings using wasterwater based fertilizer	USD/yr/___								
Prices									
FOB price CPO per tonne (past 5 years average)	USD/tonne								
FOB price CPO per tonne (past 5 years 3rd	USD/tonne								
FOB price CPO per tonne (past 5 years 1st	USD/tonne								
FOB price CPKO per tonne (past 5 years average)	USD/tonne								
Mill gate price CPO per tonne (past 5 years	IDR/tonne								
Mill gate price CPKO per tonne (past 5 years	IDR/tonne								
Farm gate price FFB per tonne (past 5 years	IDR/tonne								
Farm gate price CPO per tonne (past 5 years	IDR/tonne								
Farm gate price CPKO per tonne (past 5 years	IDR/tonne								
price or value of intercrop product 1	IDR/kg or tonne								
price or value of intercrop product 2	IDR/kg or tonne								
price or value of intercrop product 3	IDR/kg or tonne								
Taxes									
Tax paid per unit (specify) of _____ to	IDR/unit								
Tax paid per unit (specify) of _____ to	IDR/unit								
Tax paid per unit (specify) of _____ to district	IDR/unit								
incentive for Improved if any	IDR/unit								
Peat									
Multiplier for reduced production rate of FFB on fibric/hemic peat	% of FFB								
Multiplier for increased costs on fibric/hemic	% of ____								

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	**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				