



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)

Assessment of Flood and Landslide Impacts in the Batang Toru Landscape and Future Mitigation Strategies

Code: AFLI-BTL

Request for Proposals

Title: Assessment of Flood and Landslide Impacts in the Batang Toru Landscape and Future Mitigation Strategies

RFP No: 025/IX/02/2026

Date of Issuance: 02 September 2026

1. Background

The Batang Toru Landscape is one of the most important landscapes in North Sumatra. It contains high conservation value forests and provides critical habitat for the Tapanuli orangutan (*Pongo tapanuliensis*), one of the world's rarest primates. The landscape also supports local communities whose livelihoods depend on globally traded commodities such as palm oil, coffee, cocoa, and other local products.

Konservasi Indonesia (KI) has been working in the Batang Toru Landscape for more than two decades to protect and restore high conservation value forests and strengthen the ecological resilience of the landscape. KI promotes a transition towards a high-value and climate-resilient landscape economy through forest protection, agroforestry development, and production intensification based on regenerative agricultural practices. This approach aims to help farming households increase productivity, strengthen resilience, and improve incomes. These efforts are carried out in collaboration with government, supply chain actors, producers, and local communities to support FOLU Net Sink 2030, regional sustainability priorities, corporate supply chain commitments, and the application of international ESG investment standards.

In late November and early December 2025, extreme rainfall triggered floods and landslides across several areas of North Sumatra, including South Tapanuli and Central Tapanuli Regencies. According to BPBD reports cited by ANTARA in early December 2025, thousands of households were affected, with fatalities and large-scale displacement reported across 11 sub-districts, including Batang Toru, Muara Batang Toru, and Angkola Sangkunur.

The impact on ecosystems were also significant. A study published in *Current Biology* in 2026 estimated that the extreme rainfall in November 2025 resulted in approximately $8,303 \pm 1,760$ hectares of landslide-

affected areas within the Western Block of the Tapanuli orangutan habitat, representing around 11.7% of the forest cover in the block. Spatial analysis further estimated that approximately 11% of the orangutan population in the Western Block, or around 58 individuals, were located in areas affected by landslides and potentially died. These findings highlight the significant impacts that extreme events can have on ecosystems and species with already very small populations.

KI has provided support to affected communities and assisted farmers in restoring their agricultural land. KI has also mapped the impacts of flooding at the village level, particularly in areas where it works. However, there is a need to better understand the impacts of the disaster at the broader landscape level, as the information currently available is not sufficient to answer several key questions for landscape recovery, including:

- What is the extent of damage and loss across forest and non-forest areas, including smallholder and corporate plantations and agricultural land?
- How has the disaster affected household income sources and income levels?
- Which communities and locations have been most affected?
- Which ecosystems can still be utilized, restored, or better managed for ecological functions?
- Which commodities, crops/tree species, and farming systems are most suitable for post-disaster conditions without increasing pressure on forests and critical habitats?
- How can supply chains and markets support ecosystem and livelihood recovery?
- Which stakeholders can contribute to the recovery, and what forms of collaboration are needed?

Therefore, a study is needed to connect three key dimensions: ecological recovery, livelihood recovery, and economic opportunities that are appropriate to the post-disaster landscape context. The study should go beyond assessing damages and losses to identify realistic recovery options, including suitable commodities, crops and tree species, supply chains and markets that can support them, and opportunities for stakeholder engagement and collaboration.

2. Terms of Reference, Deliverables and Deliverables Schedule

Timeline

It is estimated that the Consultation will have a period from 1 October to 31 December 2026 for a series of activities to conduct Assessment of Flood and Landslide Impacts in the Batang Toru Landscape and Future Mitigation Strategies (see Attachment 2).

Location

This assignment will be conducted in Tapanuli landscape, including South Tapanuli Selatan, Central Tapanuli, and North Tapanuli.

Deliverables

The consultant will produce the following deliverables:

1. Inception report
2. Disaster impact assessment report
3. Recovery options and prioritization report
4. Final report (Landscape recovery strategy and recommendations)
5. Dissemination workshop

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.

3. Submission Details

- a. Deadline. Proposals must be received no later than **11 September 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.

4. Minimum Requirements

Consultant Qualifications and Competencies

The consultant may be a company, consortium, or multidisciplinary team that meets the following qualifications and competencies:

- At least 8 years of collective experience in landscape assessment, forest and land management, watershed management, water resources, agriculture, plantations, and biodiversity, including disaster recovery and risk mitigation, livelihood/economic analysis, supply/value chain analysis, or sustainable development in Indonesia.
- Experience in conducting rapid assessments and field assessments with local communities and stakeholders.
- Experience in agricultural commodity analysis, particularly palm oil, coffee, cocoa, or other relevant commodities in North Sumatra.
- Experience in supply chain and market analysis, including market actor mapping and identification of constraints.
- Capacity in spatial analysis/GIS to assess affected areas, land conditions, topography, and recovery opportunities.
- Experience in conservation, ecosystem restoration, agroforestry, regenerative agriculture, or sustainable production.
- Capacity in stakeholder engagement and facilitation of cross-sector consultations.
- Ability to prepare clear, concise, and evidence-based analytical reports in Bahasa Indonesia; proficiency in English is an advantage.

5. 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).

6. 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:

Component	Criteria	% of score
Proposal quality	Alignment of the proposal with the objectives and requirements of the ToR, including clarity of presentation.	25%
Methodology	Quality and relevance of the proposed methodology.	25%
Process	Quality of the proposed process, including consultation with KI, stakeholder engagement, and identification of key questions.	25%
Track record	Relevant expertise and experience of the proposed team and company/organization.	25%

7. Proposal Timeline

RFP Issued	02 September 2026
Clarifications submitted to KI	04 September 2026
Clarifications provided to known bidders	7-8 September 2026
Complete proposals due to KI	14 September 2026
Final selection	17 September 2026

8. Resulting Award

KI anticipates entering into an agreement with the selected bidder by **01 October 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.

9. 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.

10. 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.

11. 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. 025/IX/02/2026**

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

Kajian Dampak Banjir dan Longsor di Lanskap Batang Toru dan Rencana Mitigasi Kedepannya

Durasi	:	Oktober – Desember 2026 (3 bulan)
Lokasi	:	Kajian mencakup lanskap Batang Toru dengan fokus pada wilayah yang terdampak bencana (Tapanuli Selatan, Tapanuli Tengah, dan Tapanuli Utara)
Cost Centre	:	1003027//P&G-BTFE//A1//40306 1002838//UNILEVER-CSL-CL-2 1003480//SAINSBURY-TAPSEL 1003221//WMF-CSL-PHASE III
Mitra Kerja	:	Jeri Imansyah (Sundaland Program Director) Adi Mahardika (Nature Conservation lead) Isner Manalu (Senior North Sumatra Field Program Manager) Doni Latuparisa (Batang Toru Program Manager) Anwar Ario Kertopati (Regenerative Landscapes and Agriculture Manager)

1. Latar belakang kajian

Lanskap Batang Toru merupakan salah satu lanskap penting di Sumatera Utara. Kawasan ini memiliki hutan bernilai konservasi tinggi dan merupakan habitat orangutan Tapanuli (*Pongo tapanuliensis*), salah satu primata paling langka di dunia. Lanskap ini juga menjadi ruang hidup dan sumber mata pencaharian masyarakat yang bergantung komoditas yang diperdagangkan secara global seperti kelapa sawit, kopi, kakao, dan produk lokal lainnya.

Konservasi Indonesia (KI) telah bekerja di Lanskap Batang Toru selama lebih dari dua dekade untuk melindungi dan memulihkan hutan bernilai konservasi tinggi serta memperkuat ketahanan ekologis lanskap. KI mendorong transisi menuju ekonomi lanskap yang bernilai tinggi dan resilien terhadap perubahan iklim melalui perlindungan hutan, pengembangan agroforestri, dan intensifikasi produksi berbasis praktik pertanian regeneratif. Pendekatan ini diharapkan dapat membantu rumah tangga petani meningkatkan produktivitas, memperkuat resiliensi, dan meningkatkan pendapatan. Upaya tersebut dilakukan secara kolaboratif bersama pemerintah, pelaku rantai pasok, produsen, dan masyarakat untuk mendukung pencapaian FOLU Net Sink 2030, mandat keberlanjutan daerah, komitmen keberlanjutan rantai pasok perusahaan, serta penerapan standar investasi ESG internasional.

Pada akhir November hingga awal Desember 2025, hujan ekstrem menyebabkan banjir dan longsor di sejumlah wilayah Sumatera Utara, termasuk Kabupaten Tapanuli Selatan dan Kabupaten Tapanuli Tengah. Laporan BPBD yang diberitakan ANTARA pada awal Desember 2025 mencatat ribuan rumah terdampak, korban jiwa dan pengungsian dalam jumlah besar di 11 kecamatan, termasuk Batang Toru, Muara Batang Toru, dan Angkola Sangkunur.

Dampak terhadap ekosistem juga sangat besar. Studi yang diterbitkan di *Current Biology* pada 2026 memperkirakan bahwa hujan ekstrem November 2025 menyebabkan sekitar 8.303 ± 1.760 hektare area terdampak longsor di Blok Barat habitat orangutan Tapanuli, atau sekitar 11,7% tutupan hutan di blok tersebut.

Analisis spasial memperkirakan sekitar 11% populasi orangutan di Blok Barat, sekitar 58 individu, berada di area yang terdampak longsor dan berpotensi mati. Temuan ini menunjukkan bahwa kejadian ekstrem dapat memberikan dampak besar terhadap ekosistem dan spesies yang populasinya sudah sangat kecil.

KI telah memberikan dukungan kepada masyarakat untuk mengatasi kondisi ini dan membantu petani memulihkan kebunnya. Selain itu KI juga sudah memetakan dampak banjir pada tingkat desa utamanya dimana KI bekerja. Namun, KI melihat bahwa memahami dampak banjir pada skala yang lebih luas yaitu lanskap, penting dilakukan. Karena informasi yang tersedia saat ini belum cukup untuk menjawab beberapa pertanyaan penting bagi pemulihan lanskap, antara lain:

- Seberapa besar kerusakan dan kerugian yang terjadi pada kawasan hutan dan non kawasan hutan termasuk perkebunan rakyat dan perusahaan serta lahan pertanian?
- Bagaimana bencana mengubah sumber dan tingkat pendapatan masyarakat?
- Kelompok masyarakat dan lokasi mana yang paling terdampak?
- Ekosistem mana yang masih dapat digunakan kembali, dipulihkan, atau lebih tepat diarahkan untuk fungsi ekologis?
- Komoditas maupun tanaman/pohon dengan sistem budidaya seperti apa yang paling sesuai dengan kondisi lahan pascabencana dan tidak meningkatkan tekanan terhadap hutan serta habitat penting?
- Bagaimana rantai pasok dan pasar dapat mendukung pemulihan ekosistem dan mata pencaharian?
- Siapa saja pihak yang dapat mengambil peran dalam pemulihan dan bagaimana bentuk kolaborasinya?

Oleh karena itu, diperlukan kajian yang menghubungkan tiga hal yaitu, pemulihan ekologi, pemulihan mata pencaharian, dan peluang ekonomi yang sesuai dengan kondisi lanskap pascabencana. Kajian ini tidak hanya melihat kerugian, tetapi juga mencari pilihan pemulihan yang realistis, termasuk komoditas maupun tanaman/pohon yang sesuai, rantai pasok dan pasar yang dapat mendukungnya, serta peluang keterlibatan berbagai pemangku kepentingan.

2. Tujuan Kajian

Kajian ini bertujuan menyediakan dasar analitis dan rekomendasi praktis untuk pemulihan lanskap Batang Toru setelah bencana banjir dan longsor, dengan menggabungkan perspektif ekologi, mata pencaharian, pasar, dan kolaborasi stakeholder.

3. Ruang lingkup kajian

Ruang lingkup kajian mencakup:

- Memetakan dan menganalisis dampak bencana pada kawasan hutan dan non kawasan hutan termasuk perkebunan rakyat dan perusahaan serta lahan pertanian, termasuk perubahan kondisi tanah akibat erosi dan timbunan material (lumpur, sedimen, kayu dll), serta dampaknya terhadap tanaman dan produktivitasnya.
- Memetakan dan menganalisis dampak bencana bagi petani, meliputi kerusakan atau kehilangan sarana dan aset usaha tani termasuk alat dan mesin pertanian serta fasilitas pasca panen, infrastruktur pertanian, sumber pendapatan, serta akses terhadap pasar dan layanan pendukung.

- Mengidentifikasi potensi pemulihan kawasan hutan dan non kawasan hutan termasuk perkebunan rakyat dan perusahaan serta lahan pertanian, termasuk area konsesi dan area di luar konsesi yang dikerjasamakan dengan pemilik konsesi dengan mempertimbangkan status/tenurial lahan, topografi, aksesibilitas, kesesuaian dan kerawanan lahan, fungsi ekologis, serta perubahan tutupan lahan.
- Mengidentifikasi potensi pemulihan mata pencaharian petani.
- Melakukan analisis cepat terhadap komoditas serta jenis tanaman/pohon lokal yang potensial untuk dapat mendukung pemulihan ekosistem dan ekonomi masyarakat tanpa meningkatkan tekanan terhadap hutan dan habitat orangutan.
- Mengidentifikasi dan menetapkan komoditas serta jenis tanaman/pohon lokal yang diprioritaskan untuk pemulihan ekosistem dan ekonomi masyarakat, dengan mempertimbangkan kesesuaian ekologis, potensi pengembangan, jangkauan manfaat, keberlanjutan, risiko, dan peluang pasar.
- Menganalisis rantai pasok dan pasar dari komoditas serta jenis tanaman/pohon lokal yang potensial, dengan fokus pada pelaku pasar, hambatan pasar, kebutuhan layanan pendukung, serta insentif bagi masing-masing pelaku.
- Mengembangkan *Theory of Change* yang menghubungkan pemulihan ekologi, mata pencaharian masyarakat, pengembangan pasar, dan keterlibatan pemangku kepentingan.
- Mengidentifikasi intervensi potensial, kolaborasi dengan pemangku kepentingan terkait, termasuk pemerintah, masyarakat, perusahaan, pelaku rantai pasok, LSM, akademisi, sektor keuangan, dan lembaga pendanaan, serta kontribusi dari para pemangku kepentingan tersebut.

4. Metodologi kajian

Konsultan diharapkan mengusulkan metodologi yang paling sesuai dengan tujuan dan ruang lingkup kajian. Metodologi yang diusulkan mencakup kombinasi pendekatan berikut:

- Analisis data sekunder dan spasial, termasuk untuk mengkaji perubahan keberadaan konsesi, termasuk Toba Pulp Lestari (TPL), potensi dampak dan upaya mitigasinya, serta menelaah Rencana Pengelolaan Daerah Aliran Sungai (RPDAS) dan Rencana Pengelolaan Hutan Jangka Panjang (RPHJP) Kesatuan Pengelolaan Hutan (KPH).
- Penilaian cepat terhadap kondisi ekonomi dan mata pencaharian;
- Pengumpulan data primer dan validasi lapangan;
- Wawancara dan konsultasi dengan para pemangku kepentingan terkait;
- Analisis kondisi, kesesuaian, dan potensi pemulihan kawasan hutan dan non kawasan hutan termasuk perkebunan rakyat dan perusahaan serta lahan pertanian;
- Analisis multikriteria untuk menyeleksi dan menetapkan komoditas serta jenis tanaman/pohon lokal prioritas;
- Analisis rantai pasok dan pasar;
- Pengembangan *Theory of Change*; dan
- Pemetaan pemangku kepentingan terkait dan kontribusinya.

5. Keluaran dan hasil yang diharapkan

Keluaran

1. Laporan pendahuluan
 - Pemahaman terhadap tujuan dan ruang lingkup kajian.
 - Metodologi dan kerangka analisis.
 - Rencana pengumpulan dan analisis data.
 - Rencana konsultasi dan keterlibatan pemangku kepentingan.
 - Rencana kerja, jadwal, tim, serta risiko dan mitigasi.
2. Laporan analisis dampak bencana
 - Peta dan analisis dampak bencana pada kawasan hutan dan non-kawasan hutan, termasuk perkebunan rakyat dan perusahaan serta lahan pertanian.
 - Analisis dampak bencana terhadap petani dan usaha taninya.
 - Pemetaan cepat terhadap sumber pendanaan yang tersedia untuk pemulihan pascabencana, baik di kawasan hutan maupun di luar kawasan hutan, termasuk perkebunan rakyat. Pemetaan mencakup berbagai sumber pendanaan, seperti pemerintah, swasta, NGO, dan lembaga internasional.
3. Laporan opsi dan prioritas pemulihan
 - Identifikasi potensi pemulihan kawasan hutan dan non-kawasan hutan, termasuk perkebunan rakyat dan perusahaan serta lahan pertanian.
 - Identifikasi opsi pemulihan mata pencaharian petani.
 - Analisis cepat komoditas dan jenis tanaman/pohon lokal potensial.
 - Penetapan komoditas dan jenis tanaman/pohon lokal prioritas.
 - Analisis rantai pasok dan pasar komoditas dan jenis tanaman/pohon lokal prioritas.
4. Laporan strategi pemulihan lanskap dan rekomendasi
 - *Theory of Change*.
 - Identifikasi intervensi potensial, pemangku kepentingan terkait, dan kontribusi yang diharapkan.
 - Strategi pemulihan lanskap dan rencana aksi.
 - Rekomendasi akhir berdasarkan seluruh hasil kajian.
5. Lokakarya diseminasi hasil kajian
 - Presentasi dan penyampaian hasil akhir kajian kepada pemangku kepentingan terkait.
 - Penyampaian strategi, rencana aksi, dan rekomendasi pemulihan lanskap.

Hasil yang diharapkan

1. Tersedianya gambaran mengenai dampak bencana terhadap kawasan hutan dan non-kawasan hutan, termasuk perkebunan rakyat, perkebunan perusahaan, dan lahan pertanian, sebagai dasar untuk menentukan prioritas pemulihan dan mitigasi.
2. Tersedianya gambaran mengenai dampak bencana terhadap petani dan mata pencaharian, termasuk kebutuhan pemulihan dan faktor yang memengaruhi ketahanan mata pencaharian, sebagai dasar untuk merancang intervensi pemulihan yang responsif terhadap kebutuhan masyarakat.

3. Teridentifikasinya sumber pendanaan yang tersedia untuk pemulihan pascabencana, baik di kawasan hutan maupun di luar kawasan hutan, termasuk perkebunan rakyat yang mencakup berbagai sumber pendanaan, seperti pemerintah, swasta, NGO, dan lembaga internasional.
4. Teridentifikasinya opsi intervensi prioritas yang mengintegrasikan pemulihan ekologi, pemulihan mata pencaharian, dan mitigasi risiko bencana, sebagai masukan bagi pengembangan dan implementasi program di tingkat lanskap.
5. Teridentifikasinya komoditas serta tanaman/pohon prioritas dan sistem budidaya yang sesuai dengan kondisi ekologis dan lahan, kebutuhan masyarakat, risiko bencana, serta peluang pasar, sebagai masukan bagi Rencana Aksi Komoditas Strategis Berkelanjutan (RAKSB) dan/atau penyesuaian/revisi Rencana Tata Ruang Wilayah Kabupaten (RTRWK) serta pengembangan program pemulihan
6. Tersedianya pemahaman tentang rantai pasok, pasar, aktor, dan insentif yang dapat mendukung pemulihan ekologi dan mata pencaharian.
7. Tersedianya *Theory of Change* dan rekomendasi tindakan prioritas yang menghubungkan kebutuhan pemulihan dengan intervensi, hasil, dan dampak yang diharapkan, sebagai dasar untuk pengembangan program, kemitraan, mobilisasi sumber daya, dan pengembangan investasi.
8. Teridentifikasinya para pemangku kepentingan terkait beserta kontribusi yang dapat mendukung restorasi, pemulihan mata pencaharian, dan mitigasi bencana kedepannya.

6. Keluaran dan batas waktu penyelesaian

Keluaran	Batas waktu penyelesaian
1. Laporan pendahuluan.	09 Oktober 2026
2. Laporan analisis dampak bencana.	23 Oktober 2026
3. Laporan opsi dan prioritas pemulihan.	20 November 2026
4. Laporan strategi pemulihan lanskap dan rekomendasi	04 Desember 2026
5. Lokakarya diseminasi hasil kajian	18 Desember 2026

7. Kualifikasi dan kompetensi konsultan

Konsultan dapat berupa perusahaan, konsorsium, atau tim multidisiplin yang memenuhi kualifikasi dan kompetensi diantaranya:

- Pengalaman minimal 8 tahun secara kolektif dalam kajian lanskap, pengelolaan hutan, lahan, DAS, sumber daya air, pertanian, perkebunan, dan keanekaragaman hayati, termasuk upaya pemulihan dan mitigasi risiko bencana, analisa mata pencaharian/ekonomi, rantai pasok/rantai nilai, atau pembangunan berkelanjutan di Indonesia.
- Pengalaman melakukan asesmen cepat dan asesmen lapangan dengan masyarakat dan pemangku kepentingan lokal.
- Pengalaman analisis komoditas pertanian, khususnya kelapa sawit, kopi, kakao, atau komoditas relevan di Sumatera Utara.
- Pengalaman analisis rantai pasok dan pasar, termasuk pemetaan aktor pasar dan *constraints*.
- Memiliki kemampuan analisis spasial/GIS untuk menilai lokasi dampak, kondisi lahan, topografi, dan peluang pemulihan.
- Memiliki pengalaman dalam konservasi, restorasi ekosistem, agroforestri, regeneratif agrikultur, atau produksi berkelanjutan.

- Memiliki kemampuan pelibatan pemangku kepentingan dan fasilitasi konsultasi lintas sektor.
- Memiliki kemampuan menyusun laporan analitis yang jelas, ringkas, dan berbasis bukti dalam Bahasa Indonesia; kemampuan Bahasa Inggris menjadi nilai tambah.

8. Kontrak jasa dan ketentuan pembayaran

Kontrak jasa akan berlaku mulai 01 October sampai dengan 31 Desember 2026. Pembayaran dilakukan berdasarkan pencapaian setiap tahapan (*milestone*) dengan skema 20% – 40% – 40%, berdasarkan penyerahan dan penerimaan keluaran berikut:

Ketentuan pembayaran	Keluaran
Pembayaran 1 – 20%	1. Laporan pendahuluan.
Pembayaran 2 – 40%	2. Laporan analisis dampak bencana. 3. Laporan opsi dan prioritas pemulihan.
Pembayaran 3 – 40%	4. Laporan strategi pemulihan lanskap, dan rekomendasi 5. Lokakarya diseminasi hasil kajian

9. Persyaratan proposal

Persyaratan yang harus dipenuhi adalah sebagai berikut:

- Proposal maksimal 8 halaman, tidak termasuk CV, contoh pekerjaan, anggaran, dan lampiran.
- Konten yang dicantumkan:
 - Pendekatan yang jelas dan spesifik untuk memenuhi persyaratan dalam ToR, disusun sesuai dengan ruang lingkup pekerjaan yang telah ditetapkan.
 - Deskripsi kualifikasi perusahaan/organisasi, termasuk CV maksimal 4 anggota utama tim.
 - Dalam lampiran atau dokumen terpisah, daftar maksimal 3 pengalaman pekerjaan sebelumnya yang relevan serta maksimal 3 referensi klien.
 - Anggaran biaya yang dirinci berdasarkan tarif dan jumlah hari kerja masing-masing anggota tim, biaya perjalanan, serta kebutuhan biaya lainnya.

10. Kriteria evaluasi proposal

Komponen	Kriteria	Bobot Penilaian
Kualitas proposal	Kesesuaian proposal dengan tujuan dan persyaratan ToR serta kejelasan penyampaian.	25%
Metodologi	Kualitas dan kesesuaian metodologi yang diusulkan	25%
Proses pelaksanaan	Kualitas proses, konsultasi dengan KI, pelibatan pemangku kepentingan, dan identifikasi pertanyaan kunci.	25%
Pengalaman dan rekam jejak	Keahlian dan pengalaman tim serta perusahaan/organisasi yang relevan.	25%

11. Kerahasiaan

Semua informasi yang diperoleh dalam pelaksanaan Kerangka Acuan Kerja (ToR) ini bersifat rahasia dan hanya dapat dibagikan kepada pihak ketiga untuk: (a) keperluan pelaporan kepada Konservasi

Indonesia/Conservation International, donor, dan Pemerintah Indonesia; (b) mendukung pelaksanaan program serta berbagi hasil survei atau kajian yang relevan dengan para pemangku kepentingan; dan (c) tujuan lain yang telah disetujui melalui konsultasi dengan penanggung jawab kegiatan.

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				