

## REQUEST FOR TENDERS

RFT: 2021/042  
File: AP\_2/39  
Date: 14 June, 2021  
To: Interested suppliers  
From: Jamie Davies – Bycatch and Integrated Ecosystem Management Initiative  
Manager

**Subject: Request for Tender: Consultancy to assess by-catch of threatened marine species by small-scale fishers and mitigation options in the Kikori River Delta, Papua New Guinea.**

### 1. Background

- 1.1. The Secretariat of the Pacific Regional Environment Programme (SPREP) is an intergovernmental organisation charged with promoting cooperation among Pacific islands countries and territories to protect and improve their environment and ensure sustainable development.
- 1.2. SPREP approaches the environmental challenges faced by the Pacific guided by four simple Values. These values guide all aspects of our work:
  - We value the Environment
  - We value our People
  - We value high quality and targeted Service Delivery
  - We value Integrity
- 1.2. For more information, see: [www.sprep.org](http://www.sprep.org).

### 2. Specifications: statement of requirement

- 2.1. SPREP would like to call for tenders from qualified and experienced consultants who can offer their services to organise and lead the assessment of current by-catch rates of threatened species of elasmobranch (sawfishes (*Pristidae* sp.) and river sharks (*Glyphis* sp.) and dolphins (Australian humpback (*Sousa sahalensis*) and Australian snubfin (*Orcaella heinsohni*) and identify mitigation options in the Kikori River Delta small-scale fishery. Specifically, the contractors will be required to:
  - Consult extensively with Conservation and Environment Protection Authority (CEPA) and liaise with project partners to plan project activities including travel to the Kikori River Delta during the fishing season (October 2021 to March 2022).
  - Engage directly with swim bladder fishers and other stakeholders to collect data on threatened species catch rates and provide capacity building/training on improved data collection.
  - Engage directly with swim bladder fishers and other stakeholders to collect data on the local trade of threatened species and provide capacity building/training on improved data collection.
  - Engage directly with swim bladder fishers and other stakeholders to collect data on knowledge of dolphin populations, traditional values and uses, perceptions of dolphin conservation and openness to dolphin and other mitigation activities.

- 2.2 The consultant will liaise and consult extensively with the SPREP BIEM Initiative team, involved Government Ministries and Departments, community representatives and the Provincial government.
- 2.3 The consultant will adhere to the PEUMP Programme Communications and Visibility Strategy and BIEM Initiative Communications and Visibility Guidance in the development and approval of all external media, documents and publications. CEPA's Communications Strategy will be taken into account as far as possible.
- 2.4 The consultant will be expected to adopt gender and human rights sensitive approaches in all aspects of their work.
- 2.5 The Terms of Reference and the specific duties of the consultant are set out in Annex A.
- 2.6 The successful consultant must supply the services to the extent applicable, in compliance with SPREP's Values and Code of Conduct.  
[https://www.sprep.org/attachments/Publications/Corporate\\_Documents/sprep-organisational-values-code-of-conduct.pdf](https://www.sprep.org/attachments/Publications/Corporate_Documents/sprep-organisational-values-code-of-conduct.pdf)

### **3. Conditions: information for applicants**

- 3.1. To be considered for this tender, interested suppliers must meet the following conditions:
  - a. Be able to demonstrate that at least one consultancy team member currently resides in Papua New Guinea (PNG).
  - b. Be able to demonstrate that at least one consultancy team member is legally entitled to work in PNG.
  - c. Be able to demonstrate that they have the necessary technical qualifications.
  - d. Have a proven track record in data collection in the field and advising Pacific Island Countries and Territories (PICTs) or small island developing states on the management of fisheries, by-catch reduction and marine species, preferably sharks and dolphins, or related work.
  - e. Members of the consultancy team need to have an excellent command of spoken and written English and spoken Pidgin and Motu.
  - f. Demonstrate a record of having successfully worked with Governments, and regional agencies (such as SPREP and SPC in the Pacific).
  - g. Have a strong track record in gender sensitive and human rights-based approach compliant community consultation and communication as well as project management and facilitation.
  - h. Completed tender application form provided. *(Please note you are required to complete in full all areas requested in the Form, particularly the Statements to demonstrate you meet the selection criteria – DO NOT refer us to your CV or your Technical Proposal. Failure to do this will mean your application will **not** be considered).*

### **4. Submission guidelines**

- 4.1. Tender documentation should demonstrate that the interested supplier satisfies the conditions stated above and is capable of meeting the specifications and timeframes. Documentation must also include supporting examples to address the evaluation criteria.
- 4.2. Tender documentation should outline the interested supplier's complete proposal: methods, personnel (and their skill sets/curricula vitae), timeframes, costs and include:



- a. CV to demonstrate that they have the requisite skills and experience to carry out this contract successfully.
  - b. Provide three references relevant to this tender submission, including the most recent work completed.
  - c. Complete **tender application form** provided. *(Please note you are required to complete in full all areas requested in the Form, particularly the Statements to demonstrate you meet the selection criteria – DO NOT refer us to your CV or your Technical Proposal. Failure to do this will mean your application will **not** be considered).*
  - d. Sign the **Conflict of Interest form**.
- 4.3 Tender submission must be in United States Dollars (USD). The maximum budget available for the work is USD 30,000.
- 4.4 The Proposal must remain valid for 90 days from date of submission.
- 4.5 Tenderers must insist on an acknowledgement of receipt of tender.

## 5. Tender Clarification

- 5.1. Any clarification questions from applicants must be submitted by email to [procurement@sprep.org](mailto:procurement@sprep.org) before 23 June 2021. A summary of all questions received with an associated response will be posted on the SPREP website [www.sprep.org/tender](http://www.sprep.org/tender) by 25 June 2021.

## 6. Evaluation criteria

- 6.1. SPREP will select a preferred supplier on the basis of the evaluation of the extent to which the documentation demonstrates that the tenderer offers the best value for money, and that the tenderer satisfies the following criteria:
- a. A proven track record in collecting field data and advising PICTs or small island developing states on policy related to fisheries management, marine species management and marine species, preferably sharks and dolphins, by-catch reduction, or related work. (20%)
  - b. Strong knowledge of the conservation and management of relevant marine species, particularly sharks and dolphins. (20%)
  - c. Costed workplan setting out the activities to be undertaken and timings of activities. (20%)
  - d. Prior delivery of effective gender sensitive and human rights-based approach compliant community consultation processes and effective communication to relevant government scientific and management authorities. (20%)
  - e. Detailed financial proposal in US dollars. (20%)
- 6.2 Assessment of proposals will be based on the evaluation of the Technical Proposal (80%) and Financial assessment (20%).

## 7. Deadline

- 7.1. **The due date for submission of the tender is 05 July 2021, midnight (Apia, Samoa local time).**



7.2. Late submissions will be returned unopened to the sender.

7.3 Please send all tenders clearly marked 'RFT 2021/042: **Consultancy to assess by-catch of threatened marine species by small-scale fishers and mitigation options in the Kikori River Delta, Papua New Guinea.**' to one of the following methods:

Mail: SPREP

Attention: Procurement Officer

PO Box 240

Apia, SAMOA

Email: [tenders@sprep.org](mailto:tenders@sprep.org) (MOST PREFERRED OPTION)

Fax: 685 20231

Person: Submit by hand in the tenders box at SPREP reception,  
Vailima, Samoa.

Note: Submissions made to the incorrect portal will not be considered by SPREP. If SPREP is made aware of the error in submission prior to the deadline, the applicant will be advised to resubmit their application to the correct portal. However, if SPREP is not made aware of the error in submission until after the deadline, then the application is considered late and will be returned unopened to the sender.

SPREP reserves the right to reject any or all tenders and the lowest or any tender will not necessarily be accepted.

**For any complaints regarding the Secretariat's tenders please refer to the Complaints section on the SPREP website**

<http://www.sprep.org/accountability/complaints>



## ANNEX 1

### TERMS OF REFERENCE

#### CONSULTANCY TO ASSESS BY-CATCH OF THREATENED MARINE SPECIES BY SMALL-SCALE FISHERS AND MITIGATION OPTIONS IN THE KIKORI RIVER DELTA, PAPUA NEW GUINEA.

##### Background

SPREP is the executing agency of the By-catch and Integrated Ecosystem Management (BIEM) Initiative, Key Result Area 5 of the Pacific European Union Marine Partnership Programme funded by the European Union and the Government of Sweden<sup>1</sup> (see Annex 2 for further details).

Through the BIEM Initiative SPREP is supporting the governments of Fiji, Papua New Guinea, Solomon Islands, Tonga and Vanuatu in the sustainable management of coastal and marine biodiversity. Activity 5.5 of the BIEM Initiative is focused on development and implementation of by-catch mitigation strategies. Through consultation with Conservation and Environment Protection Authority (CEPA), SPREP has been requested that budget available under Activity 5.5 be used to fund the assessment of threatened species by-catch and mitigation by small-scale fishers in the Kikori River Delta as a priority activity.

There is increasing concern in southern PNG that threatened species of elasmobranch and dolphin are being caught at unsustainable levels by small-scale fishers using gillnets to target barramundi (*Lates calcarifer*) and jewel fish (*Nibea squamosa*) for their swim bladders between October to March each year. The main species of concern include sawfishes (*Pristidae* sp.), river sharks (*Glyphis* sp.) and two species of dolphin, Australian humpback (*Sousa sahalensis*) and Australian snubfin (*Orcaella heinsohni*). These two dolphin species are only known to be found in the Kikori-Purari river region of Papua New Guinea, with small populations numbering 100-200 individuals respectively which maybe facing local extinction. Both species are listed as Vulnerable on the IUCN Red List and thought to be declining throughout their range. The dugong (*Dugong dugon*) (also listed as Vulnerable by the IUCN) can also be found occasionally in the Delta.

Data is lacking about the frequency of interactions between these threatened species and small-scale fishers; their condition upon gear retrieval (alive or dead); and whether certain mesh size gillnets have varied capture rates (e.g., fishers use gillnets ranging from 4 - 8 inch mesh size). For sawfish and river shark, it is unclear what role (if any) the Kikori fish plant plays in the trade and value of these by-catch species and what trade recording requirements are satisfied (if any). For dolphin, there is an urgent need to gather insight into their use by, and value to, local fishers and whether local fishers are concerned and willing to participate in conservation activities.

This project aims to provide new data to inform conservation management planning for sharks and dolphins by engaging local fishers, observing Kikori Fish plant operations, and conducting interviews specific to shark and dolphin conservation initiative development. This work is to be undertaken in partnership with CEPA and all relevant stakeholders.

##### Description of Services:

The consultant will organise and lead the:

1. assessment of current by-catch rates and mitigation options in the Kikori River Delta small-scale fishery by working jointly CEPA to engage directly with Kikori River Delta fishers and fishing industry stakeholders,

---

<sup>1</sup> See Annex 2 for further details regarding the PEUMP Programme.

2. collect data on catch rates of threatened species, community perceptions of dolphins and openness to potential mitigation activities.
3. assess local trade of sawfish and river sharks, and
4. provide recommendations for improvement to data collection and possible mitigation activities.

#### *Approach*

The following approach will be used;

- Consult extensively with CEPA and liaise with project partners to plan project activities including travel to the Kikori River Delta during the fishing season (October 2021 to March 2022), engagement and consultation with fishers and other stakeholders.
- Engage directly with swim bladder fishers and other stakeholders to collect data on threatened species catch rates and provide capacity building/training on improved data collection.
- Engage directly with swim bladder fishers and other stakeholders to collect data on the local trade of threatened species and provide capacity building/training on improved data collection.
- Engage directly with swim bladder fishers and other stakeholders to collect data on knowledge of dolphin populations, traditional values and uses, perceptions of dolphin conservation and openness to dolphin and other mitigation activities.

The consultant will be responsible for delivering the objectives, activities and associated deliverables of this project as set out in Table 1.

**Table 1: Objectives, activities and associated deliverables / indicators**

Objectives	Deliverable/Milestone
1. Planning and stakeholder consultation.	1.1 Draft Communications and Visibility Plan based on BIEM Initiative guidance and templates. 1.2 Approved workplan and budget.
2. Engage with small-scale fishers targeting swim bladder species to record catch-per-unit-effort data for by-catch species	2.1 Engage local fishers to collect data. 2.2 Conduct 3-day training for selected fishers. 2.3 Progress Report
3. Document trade characteristics of sawfish and river shark trade (e.g. value, condition, market) through the Kikori Fish Plant.	3.1 Consult with Gulf Provincial Fisheries. 3.2 Document trade characteristics of sawfish and river shark trade (e.g. value, condition, market) through the Kikori Fish Plant. 3.3 Identify improvements for species specific data logging requirements that will allow better resolution of bycatch catch trends into the future. 3.4 Progress Report.

4. Assess perceptions of dolphin conservation status and initiatives.	4.1 Conduct interviews with fishers to gather insights on their perception of the conservation status of dolphin and their willingness to participate in conservation initiatives. 4.2 Progress report.
5. Reports	5.1 Draft final report(s) to present all results. 5.2. Submit final report. 5.2 Provide collected data and insights to local community.

### **Communications**

The consultant will follow the PEUMP Programme Communications and Visibility Strategy and BIEM Initiative Communications and Visibility Guidance in the development and approval of all external documents and media publications.

### **Work Arrangements**

Following consultation with representatives from CEPA and the National Fisheries Authority, the final work plan will be agreed by SPREP's Threatened and Migratory Species Advisor and TierraMar who is contracted by SPREP to manage delivery of by-catch and protected species components of the BIEM Initiative. The work plan will include the provision of progress reports through a teleconference each month.

The consultant will work from their own premises with regular engagement with CEPA and project partners and will travel to the Gulf Province for data collection and project activities.

### **Duration of the Consultancy**

This consultancy is expected to run from July 2021 to June 2022.

## ANNEX 2

### The Pacific-European Union Marine Partnership Programme

The Pacific-European Union Marine Partnership (PEUMP) Programme<sup>2</sup> addresses some of the most serious challenges faced by the region. Among these are the increasing depletion of coastal fisheries resources; the threats to marine biodiversity, including negative impacts of climate change and disasters; the uneven contribution of oceanic fisheries to national economic development; the need for improved education and training in the sector; and the need to mainstream a rights-based approach and to promote greater recognition of gender issues within the sector.

This 5-year programme started in September 2018 and is funded by the European Union (EUR 35 million) with additional targeted support from the government of Sweden (EUR 10 million). The programme provides direct assistance through regional organisations to support regional and national level activities in the Pacific.

The PEUMP Programme combines a regional and national approach, paying specific attention to actions and services delivered at country level to promote and direct positive changes for target groups, in particular women, youth and the most vulnerable groups.

The PEUMP Programme's **overall objective** is to '*Improve the economic, social and environmental benefits for 15 PACPs arising from stronger regional economic integration and the sustainable management of natural resources and the environment*'.

The **specific objective (outcome)** is to '*support sustainable management and development of fisheries for food security and economic growth, while addressing climate change resilience and conservation of marine biodiversity*'.

To address the main priority areas identified in the formulation phase, a demand-driven approach, recognising the diversity of needs and opportunities across the 15 PACP countries, the Programme adopts an integrated approach, with inter-related components implemented by several agencies, revolving around six KRAs and the Programme Management Unit based in Suva, Fiji. Four main agencies are implementing / or have been implementing the KRAs through a multisectoral approach: 1) The Pacific Community (SPC), which is the lead agency for the programme and will be responsible for its overall management, 2) the Pacific Islands Forum Fisheries Agency (FFA), 3) SPREP and 4) The University of the South Pacific (USP). In addition, the PEUMP is also partnering with Non-Government Organisations (NGOs), which include the Locally Managed Marine Areas (LMMA), Pacific Islands Tuna Industry Association (PITIA), International Union for the Conservation of Nature (IUCN) and the World Wildlife Fund (WWF).

The six KRAs are aligned with the two focal sectors of the regional roadmap – oceanic and coastal fisheries and are as follows:

#### **Oceanic Fisheries**

- KRA 1 - High quality scientific and management advice for oceanic fisheries provided and utilised at regional and national levels (SPC).
- KRA 2 – Inclusive economic benefits from sustainable tuna fishing increased through supporting competent authorities and strengthening private sector capacities to create decent employment (FFA).

#### **Coastal Fisheries**

- KRA 3 – Sustainable management of coastal fisheries resources and ecosystems improved through better quality scientific information, legal advice, support, mentoring and empowerment at community level (SPC).

#### **Coastal and Oceanic fisheries**

---

<sup>2</sup> Further information is available here: <https://peump.dev/>





- KRA 4 – IUU fishing reduced through enhanced monitoring control and surveillance of both oceanic and coastal fisheries, improved legislation, access to information, and effective marine area management (FFA).
- KRA 5 - Sustainable utilisation of the coastal and marine biodiversity promoted through improving marine special planning, increasing climate change resilience, enhancing conservation, mitigation and rehabilitation measures (SPREP).

#### ***Capacity development***

- KRA 6 - Capacity built through education, training and research and development for key stakeholder groups in fisheries and marine resources management (USP).

#### **Key Result Area 5: By-catch and Integrated Ecosystem Management**

SPREP has been awarded 6.2 million Euros to implement the By-catch and Integrated Ecosystem Management (BIEM) component<sup>3</sup> of the PEUMP Programme and the work is due to be completed by December 2022. BIEM activities are designed to ensure they are relevant to all south Pacific countries. However, to maximise the positive impact of the work with the funding and time available, the BIEM team will focus the majority of activities in Fiji, PNG, Solomon Islands, Tonga and Vanuatu.

SPREP and its partners are dedicated to working to assist these Pacific countries meet their priorities in the sustainable management of their coastal resources and marine biodiversity, focusing on eight integrated key result areas (KRAs) identified in Table 1.

SPREP has sub-contracted the International Union for the Conservation of Nature (IUCN) and TierraMar Consulting Pty Ltd (TierraMar) to lead the delivery of some elements of the work. The organisational responsibilities are identified in Table 1.

---

<sup>3</sup> Further information is available here: <https://pacificislands.hubilo.com/community/#/exhibitor/9293>

**Table 1: The 8 integrated KRAs of BIEM**

<b>KRA-5 Component</b>	<b>Geographical scope:</b>	<b>Lead Organisation</b>
5.1 Marine Spatial Planning	Solomon Islands, Fiji	IUCN
5.2 Integrated 'ridge to reef' ecosystem strategies and coastal zone management planning	Fiji, Vanuatu	SPREP
5.3 Development and integration of climate change adaptation strategies into coastal community plans	Fiji, Vanuatu	
5.4 Assessment of by-catch of endangered species and extinction risk evaluated	Regional	
5.5 Development and implementation of by-catch mitigation strategies	Fiji, Solomon Islands, Papua New Guinea, Tonga, Vanuatu	
5.6 Capacity development through research grants to citizens of the Pacific Islands	Regional	
5.7 Support for community monitoring and protection of endangered species	Fiji, Solomon Islands and Vanuatu	
5.8 Capacity development on Non-Detrimental Findings process for CITES partners	Regional - CITES partner countries	

#### Management and Operations

The BIEM Management Unit (MU) has been established by SPREP in Suva to provide logistical, financial, and administrative and communication support and coordinate the delivery of the eight BIEM components.

The MU also has responsibility to ensure that BIEM activities are coordinated effectively as part of the wider PEUMP Programme. The MU will work collaboratively with Programme members, Countries and other partners under the guidance of the PEUMP Programme Management Unit to achieve this.