



## REQUEST FOR TENDERS

File: AP\_2/39

Date: 16 November, 2020

To: Interested Consultants

From: Jamie Davies, Bycatch and Integrated Ecosystem Management Initiative  
Manager

**Subject: Request for Tender: Consultancy to support development of Solomon Islands national saltwater crocodile (*Crocodylus porosus*) management plan and harvest/monitoring pilot - READVERTISEMENT**

### 1. Background

- 1.1. The Secretariat of the Pacific Regional Environment Programme (SPREP) is an intergovernmental organization 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
- 1.3 As part of the Pacific-European Union Marine (PEUMP) Programme, funded through the Eleventh Round of the European Development Fund (EDF 11), SPREP is the executing agency for Key Result Area 5, the By-catch and Integrated Ecosystem Management (BIEM) Initiative. The purpose of the Initiative is to reduce the by-catch of threatened species in Pacific islands' fisheries; to improve the health of coastal waters through an integrated approach to coastal management, including marine spatial planning; ecosystem-based adaptation to climate change; and to strengthen the capacity of Pacific Islands Parties to implement their obligations under the International Convention for Trade in Endangered Species (CITES). Further detail is provided in Annex 3.
- 1.4 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 (individuals or teams) to support the development of a Solomon Islands National saltwater crocodile management and development plan, including capacity building, assistance with CITES



obligations to develop a NDF report and the demonstration that the population is at a level that can be harvested sustainably.

- 2.2 The consultant will be expected to work closely with the Ministry of Fisheries and Marine Resources (MFMR, CITES Scientific Authority) and the Ministry of Environment, Climate Change, Disaster Management and meteorology (MECDM, CITES Management Authority), liaise and consult with technical experts, regional agencies and relevant non-government organisations such as SPC and TRAFFIC, SPREP's Threatened and Migratory Species Adviser and the BIEM Bycatch/CITES Coordinator from TierraMar. Also, to undertake consultation with community and key stakeholders in areas where wild saltwater crocodile populations occur.
- 2.3 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 publications.
- 2.4 The Terms of Reference and the specific duties of the consultant are set out in Annex 1.

### 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 the Solomon Islands;
  - b. Be able to demonstrate that at least one consultancy team member is legally entitled to work in the Solomon Islands;
  - c. Be able to demonstrate that they have the necessary technical qualifications;
  - d. Have a proven track record in working with Pacific Island Countries and Territories (PICTs) or small island developing states on the management of crocodiles or related work and production of government policy documents;
  - e. Prior delivery of effective gender sensitive and human rights based approach community and stakeholder engagement and consultation in the Pacific, including conducting community surveys;
  - f. Strong track record in communication as well as project management and facilitation;
  - g. Members of the consultancy team need to have an excellent command of spoken and written English and spoken Solomon Island Pidgin;
  - h. Demonstrate a record of having successfully worked with Governments, and regional agencies (such as SPREP and SPC in the Pacific); and
  - i. 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).*
  - j. Sign the conflict of interest form.

### 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 and include:
  - a. 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. 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).*
  - d. Sign the conflict of interest form.
- 4.4. Tender submission must be in United States Dollars (USD), to include all travel and out of pocket expenses for the consultant.
- 4.5. The Proposal must remain valid for 90 days from date of submission.
- 4.6. Tenderers must insist on an acknowledgement of receipt of tender.

## 5. Clarification

- 5.1. Any clarification questions from applicants must be submitted by email to [procurement@sprep.org](mailto:procurement@sprep.org), before 25 November 2020. A summary of all questions received with an associated response will be posted on the SPREP website <http://www.sprep.org/tender> by 27 November 2020.

## 6. Evaluation criteria

- 6.1. SPREP will appoint a preferred supplier on the basis of SPREP's 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 advising PICT or small island developing state governments on crocodile management, crocodile harvest, or related work. (20%)
  - b. Strong knowledge of the conservation and management of crocodiles and issues related to their trade under CITES (20%)
  - c. Workplan setting out the activities to be undertaken and timings of activities. (20%)
  - d. Strong track record in gender sensitive and human rights based approach communication, community consultation as well as project management and facilitation. (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 Proposal (20%).

<b>7. Deadline</b>
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- 7.1. **The due date for submission of the tender is: 04 December 2020, midnight (Apia, Samoa local time).**
- 7.2. Late submissions will be returned unopened to the sender.
- 7.3 Please send all tenders clearly marked 'TENDER: **Consultancy to support development of Solomon Islands national saltwater crocodile (*Crocodylus porosus*) management plan and harvest/monitoring pilot**' 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 tender's box at SPREP reception, Vailima, Samoa.

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

#### **CONSULTANT – Support the development of Solomon Islands national saltwater crocodile (*Crocodylus porosus*) management plan and harvest/monitoring pilot.**

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#### **Background and rationale**

The Saltwater crocodile (*Crocodylus porosus*) is widely distributed across Solomon Islands, inhabiting tidal rivers and creeks, freshwater lakes and mangrove forests. They are listed under Appendix I of CITES for all wild populations except those in Australia, Indonesia and Papua New Guinea. The Solomon Islands National Biodiversity Strategic Action Plan 2016–2020 identifies the need to develop a management plan for saltwater crocodiles.

Although population data is limited, there is some information regarding baseline population levels from field surveys conducted in the 1980s (Messel and King 1990<sup>1</sup>). The Messel and King survey covered most of the remaining suitable habitat, but counted only 177 non-hatchling crocodiles. Most were counted at three freshwater lagoons; 92 at Lauvi Lagoon, 27 at Lake Tatae and 15 at Ghahirahobo Island Lagoon. Sightings in rivers, creek and saltwater lagoons were rare and the total population size at the time was estimated to be no more than 720<sup>2</sup>. Since the cessation of commercial hunting in 1993, the saltwater crocodile population has recovered rapidly, leading to increasing numbers of conflicts with people and the need to actively mitigate risk.

The most recent estimate of population comes from a survey completed by Worldfish in 2018<sup>3</sup> regarding human-crocodile conflict in Solomon Islands. The nationwide survey was initiated by Ministry of Environment, Climate Change, Disaster Management and Meteorology (MECDM) and was conducted between April-August 2018. The report estimated that there are now between 1,400 and 2,300 non-hatchling saltwater crocodiles in the country. A range of recommendations were made, including raising public awareness, removing problem crocodiles, legalizing the sale of crocodile products and developing community-based monitoring. This latest research provides a basis from which to determine population levels against the estimated virgin population and at what point it can sustain any harvest.

The Solomon Islands government is seeking approval from the CITES Conference of the Parties to transfer the Solomon Islands population of saltwater crocodile (*Crocodylus porosus*) from Appendix I to Appendix II, with an initial zero export quota for all commercial exports and the longer term lifting of the zero quota once management is proven to be in place that will benefit local communities.

National legislation will be amended to support administration of any legal harvest industry in meeting CITES obligations for export if the population is down listed to Appendix II. SPREP is seeking a consultant to support the Solomon Islands government in the development of a national crocodile management and development plan that aligns with national priorities; including a consistent nationwide approach to crocodile management, establishment of defined crocodile management zones, community education to reduce the risk of crocodile attacks, capacity building for government staff and involved community members and to determine population levels against the estimated virgin population and at what point it can sustain any harvest .

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<sup>1</sup> Messel H and King FW. 1990. The status of *Crocodylus porosus* in Solomon Islands. Proceedings of the 10th Working Meeting of the Crocodile Specialist Group 2:39–69.

<sup>2</sup> Crocodiles : an action plan for their conservation, <https://portals.iucn.org/library/node/6002>

<sup>3</sup> Van der Ploeg, J., Ratu, F., Viravira, J., Brien, M., Wood, C., Zama, M., Gomese, C., Hurutaru, J. (2019)

Penang, Malaysia: WorldFish. Program Report: 2019-02 <https://www.worldfishcenter.org/content/human-crocodile-conflict-solomon-islands>



## Project concept

### *Scope and objectives*

This project seeks to support Solomon Islands to develop a national saltwater crocodile (*Crocodylus porosus*) management and development plan and an NDF report to determine a level that can be harvested sustainably.

This includes working jointly with the MFMR and MECDM to undertake a gender sensitive and human rights based approach consultation with stakeholders on: i) the development of management and development plan; ii) training/capacity building for participants in the harvest/monitoring pilot site; and iii) delivering planned education or awareness activities. The project will require some work to be conducted in-country, although some elements can be delivered virtually if necessary.

## Services Required

To develop the national crocodile management and development plan, the following approach will be used.

- Support and work with the MFMR and MECDM in the development of a national crocodile management and development plan and an NDF; which is supported by a population status assessment based on existing data, details of its recovery and an assessment of when and to what extent harvesting could occur at sustainable levels.
- Inform potential future domestic harvesting and potential future international trade in the event the population was down listed to Appendix II of CITES with an allowance of commercial trade. It would also inform the potential future requirement to meet CITES obligations in completing an NDF and meeting other specific elements, if so required, of the CITES crocodilian skin tagging system<sup>4</sup>.
- Support the MFMR and MECDM in undertaking a gender sensitive and human rights based approach stakeholder consultation and engagement exercise with provincial government, community leaders, industry and local conservation and NGO groups on the draft management and development plan, before finalising it.
- Undertake capacity building for MFMR and MECDM staff related to best practices for crocodile management, policy<sup>5</sup> and engaging with the CITES Animals Committee and CITES Secretariat to prepare the "Supporting Statement" for amending the appendices to CITES, noting that any proposal will need to demonstrate that the population no longer meets the criteria for Appendix I.
- Design and facilitate, with MFMR and MECDM, the establishment of a model for community harvest/monitoring at a pilot location near Honiara. This will include training of community members in field surveys, harvests and processing activities.
- Work with MFMR and MECDM to organise an official launch event, including appropriate media release and promotions prior to the event in line with the PEUMP Programme Communications and Visibility Strategy.

## Scope of Consultancy

The role of the consultant is to undertake all activities required in accordance with the Project Approach described above.

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<sup>4</sup> Refer Mundy, V. and Sant, G. (2015). Traceability systems in the CITES context: A review of experiences, best practices and lessons learned for the traceability of commodities of CITES-listed shark species. TRAFFIC report for the CITES Secretariat. [http://www.traffic.org/general-reports/traffic\\_pub\\_gen103.pdf](http://www.traffic.org/general-reports/traffic_pub_gen103.pdf)

<sup>5</sup> Refer CITES website for best practice guidance on the crocodile management - Australian case study and factsheet. <https://cites.org/eng/prog/livelihoods>



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)

## Requirements

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 the Solomon Islands;
- b. Be able to demonstrate that at least one consultancy team member is legally entitled to work in the Solomon Islands;
- c. Be able to demonstrate that they have the necessary technical qualifications;
- d. Have a proven track record in working with Pacific Island Countries and Territories (PICTs) or small island developing states on the management of crocodiles or related work and production of government policy documents;
- e. Prior delivery of effective gender sensitive and human rights based approach community and stakeholder engagement and consultation in the Pacific, including conducting community surveys; and
- f. Strong track record in communication as well as project management and facilitation;
- g. Have an excellent command of spoken and written English and spoken Solomons Pidgin;
- h. Demonstrate a record of having successfully worked with Governments, and regional agencies (such as SPREP and SPC in the Pacific);
- i. 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).*
- j. Sign the conflict of interest form.

## Remuneration

A detailed financial proposal in US dollars is required and should include all local travel and out of pocket expenses incurred by the consultant.

## Duration of the Consultancy

This consultancy will run over a 7-month period commencing in December 2020 and completed by end of June 2021.

## Working arrangements

Following consultation with representatives from MFMR and MECDM the final work plan will be agreed in November by SPREP's Threatened and Migratory Species Advisor and BIEM Bycatch/CITES



**SPREP**  
Secretariat of the Pacific Regional  
Environment Programme



10th Pacific Islands Conference

## **NATURE CONSERVATION AND PROTECTED AREAS**

*Nature Conservation Action for a Resilient Pacific*

Coordinator of TierraMar who is contracted by SPREP to deliver the species conservation component of the BIEM Initiative. The work plan will include the provision of verbal progress reports through a teleconference each month and a mid-term report four months after the contract is signed.

The consultant will be expected to work from their own premises with regular (virtual) engagement with MFMR and MECDM officers and with partners in the Solomon Islands. At least one member of the consultancy team will be expected to travel and stay in other regions of the Solomon Islands to run the stakeholder consultation and engagement requirements.





## ANNEX 2

### The Pacific-European Union Marine Partnership Programme

The Pacific-European Union Marine Partnership (PEUMP) Programme 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***

- 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 6.3 million Euros to implement the By-catch and Integrated Ecosystem Management (BIEM) component 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.



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

KRA-5 Component	Geographical scope:	Budget (Euros) 2018-22	KRA Coordinator
5.1 Marine Spatial Planning	Solomon Islands, Fiji	952,000	IUCN
5.2 Integrated 'ridge to reef' ecosystem strategies and coastal zone management planning	Fiji, Vanuatu	1,138,000	SPREP
5.3 Development and integration of climate change adaptation strategies into coastal community plans	Fiji, Vanuatu	240,000	
5.4 Assessment of by-catch of endangered species and extinction risk evaluated	Regional	225,000	
5.5 Development and implementation of by-catch mitigation strategies	Fiji, Solomon Islands, Papua New Guinea, Tonga, Vanuatu	726,307	
5.6 Capacity development through research grants to citizens of the Pacific Islands	Regional	80,000	
5.7 Support for community monitoring and protection of endangered species	Fiji, Solomon Islands and Vanuatu	327,000	
5.8 Capacity development on Non-Detrimental Findings process for CITES partners	Regional - CITES partner countries	219,000	

#### 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.