

# Call for Proposal

## TERMS OF REFERENCE

**GIZ-Project: Biodiversity-based products (BBP) as an economic source for the improvement of livelihoods and biodiversity protection**

**Objective: Resource Assessments of the Ginger species *Zingiberaceae spp*, Bamboo Handicraft and Wild Honey, and other BBP-potential resources available in the Phnom Kulen National Park (PKNP)/Cambodia**

### 1. Background to the BBP Program-Module

The BBP project, implemented in Cambodia, Lao PDR and Vietnam with a 4-year-duration from March 2015 to February 2019, is one of three modules of the German – ASEAN Centre for Biodiversity (ACB) Cooperation Program “Protection of Biological Diversity in the ASEAN Member States”. For Cambodia, in the collaboration with General Secretariat of National Council for Sustainable Development, Ministry of Environment (GSSD/MOE), the regional BBP-project is going to implement in Phnom Kulen National Park (PKNP). The BBP-project is intended to contribute to the overall Program Objective, but also has its specific Project Objective and respective impact indicators. The specific Project Objective of the BBP is: “*The ASEAN member countries (AMS) are supported by the ASEAN Centre for Biodiversity (ACB/Los Banos/Philippines) in the promotion of Biodiversity-based Products (BBP) for the improvement of livelihoods and biodiversity protection, according to their needs.*” The Outputs of the BBP Project are to be:

- A strategy to support BBP Value Chains as well as policies for AMS / ASEAN are implemented.
- The central Information Platform of ACB-Biodiversity Information Management (BIM) provides information for the development of BBP Value Chains for the public, private and civil sector in the AMS.
- **Selected BBP Value Chains contribute to the improvement of livelihoods and protection of Biodiversity (to this output the proposed activities shall contribute).**
- Competences in the development of BBP Value Chains in the private sector of AMS are improved.

On behalf of the German Government via the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the regional BBP Project is implemented by GFA Consulting Group GmbH in cooperation with the ACB (ASEAN Centre for Biodiversity/ Los Banos, Philippines), and the General Secretariat of National Council for Sustainable Development/Ministry of Environment (GSSD/MOE) for implementation in Cambodia.

### 2. Background to the BBP Project in the Phnom Kulen National Park

The Phnom Kulen National Park (PKNP) in Cambodia was chosen by the MOE in cooperation with the BBP project as a BBP pilot site, because the area should receive more development support more than other national parks. Furthermore the Royal Government of Cambodia applied for UNESCO World Heritage Status for PKNP.

PKNP was designated in 1993 by a Royal Decree of King Norodom Sihanouk. PKNP is named after the evergreen *lychee* tree species (*Litchi chinensis*), which is known from this park. PKNP is a 37,373 ha protected area in North-western Cambodia and lies approximately 50 km north of Siem Reap town with the world heritage’s famous temples of Angkor Wat. Geographically, PKNP, with an elevation of up to 500 masl, is a unique predominantly sandstone geographical feature in the largely flat lowland landscape of northern Cambodia. The park is divided into two

distinct plateaus and is the source of the Siem Reap River and a critical part of the upper water shed catchment for Siem Reap Province. PKNP is not only Cambodia's most sacred mountain and of immense spiritual, cultural and historical value, but also rich in biodiversity.

PKNP is officially under the jurisdiction of the Ministry of Environment (MOE), but it is co-managed by different key institutions. Thus, certain areas of archaeological value are managed by the APSARA (Authority for the Protection and Management of Angkor and the Region of Siem Reap). Within MOE mandate, there are five Community Protected Areas (CPAs) which have been established and managed by local villagers and under supervision by and receives support from MOE.

The regional BBP-project is implemented in the buffer zones or community protected areas of the PKNP in Cambodia and three ASEAN Heritage Parks in Laos PDR and Vietnam (Nam Ha AHP/Laos, Ba Be AHP & Sa Pa AHP/Vietnam).

In PKNP, the BBP-project intends to support the value chain (VC) development of the ginger species *Zingiberaceae spp.* (Khmer name: "Prateal Thleum Chhke"), Bamboo Handicraft and Wild Honey, and other potential BBP resources to give households in the community protected areas an alternative to improve their livelihood and at the same time protect the biodiversity in the PKNP area.

Bamboo handicraft products can have a high value-added through market networking with the Angkor Handicraft Association (AHA), which will then contribute to an increased income generation and village employment opportunities. The challenge with regard to the bamboo are mainly the unsustainable harvesting methods from both villagers and outsiders, which pose a threat to forest & bamboo resources. Consequently, **the exact bamboo resources in PKNP are unknown and must be assessed in detail (location and in hectares), before the project can proceed. The assessment report should also give recommendations concerning the further development of the Bamboo Handicraft VC in PKNP area.**

As well sustainable wild honey collection can also contribute to an increased income for local communities, which will then also function as an incentive for sustainable forest management. However, the forest degradation and unsustainable wild honey collection by villagers attribute to a reduction of honey production. Additionally a reduction of wild honey bees leads to the reduction of crop yields, due to a reduced level of pollination function from wild honey bees. Consequently, **the exact bee & potential honey resources in PKNP are unknown and must be assessed in detail, before the project can proceed. The assessment report should also give recommendations concerning the further development of the Wild Honey VC in PKNP area.**

The ginger species *Zingiberaceae spp* is available at PKNP. Local markets as well as regional markets exist for *Zingiberaceae spp*, as reported by traditional healers (e.g. Korean businessmen buying raw *Zingiberaceae spp* products from the local villagers). But the ginger collection is becoming difficult, due to a scarcity of resources. Local farmers also grow at homestead to meet the high demand from the market. Consequently, **the resources of the ginger species *Zingiberaceae spp* in PKNP are unknown and must be assessed in detail, before the project can proceed. The assessment report should also give recommendations concerning the further development of the *Zingiberaceae spp* VC in PKNP area.**

Other resources with potential as BBP Value Chain development for CPAs in PKNP, e.g. many other types of plants within the *Zingiberaceae spp* family, Ruchek leaves (Khmer word), Khanma leaves (Khmer word), and other that can have a high value-added through market networking with the Angkor Handicraft Association (AHA), which will then contribute to an increased income generation and village employment opportunities. The challenge with regard to these BBP resources are mainly the unsustainable harvesting methods from both villagers and outsiders,

which pose a threat to forest & bamboo resources. Consequently, **the exact of these potential BBP resources in PKNP are unknown and must be assessed in detail (location and in hectares), before the project can proceed. The assessment report should also give recommendations concerning the further development of these potential BBP resources VC in PKNP area.**

For further background information of the BBP-project at the Phnom Kulen National Park, please check the detailed Gap Analysis Report under this link:

[https://www.dropbox.com/s/dc1b14w3v0I9n9s/BBP-VC-Gap%20Analysis\\_Phnom%20Kulen%20NPA%20%28Cambodia%29.pdf?dl=0](https://www.dropbox.com/s/dc1b14w3v0I9n9s/BBP-VC-Gap%20Analysis_Phnom%20Kulen%20NPA%20%28Cambodia%29.pdf?dl=0)

### **3. Objective of the advertisement**

Through this “Call for Proposal” the BBP project **is seeking the services of competent NGOs / Consulting firms / organizations, to implement a Local Subsidy Contract (LSC) for conducting the 3 resource assessments of the 3 above named BBP raw materials** and other potential BBP resources in the Phnom Kulen National Park:

- (i) Bamboo
- (ii) Wild Honey
- (iii) *Zingiberaceae spp.*, (Ginger species)
- (iv) Other plant-based resources.

The requested services covered by the LSC are shown under the heading “Scope of this Study”.

**For implementation NGOs/ firms/ organizations can apply for this resource assessment for all these BBP resources at the same time**

### **4. Scope of the Resource Assessment Study**

The study teams will have to assess the current situation related to natural resources in PKNP in particular to those three Biodiversity-based products (BBP) and their raw materials as an economic source for the improvement of livelihoods. As well the current availability of the three BBP raw materials and their potential as an income generating source (with their possibility for expansion) shall be assessed by the report.

However, the study should also assess other alternative BBP resources available in the PKNP and have potential for value chain development. Prior to the project start-up, there need a detailed assessment on these 3 and other alternative BBP resources, which could give recommendations concerning the further development of value chain of these three resources in PKNP area.

The study team will have to principally follow the below methodology:

#### Undertake a Desk Review:

Which will include **investigating the 3 identified and other alternative potential BBP resources as the raw materials each** in the report titled: BBP–VC – Gap Analysis Phnom Kulen National Park (Cambodia) prepared for Biodiversity-based products (BBP) as an economic source for the improvements of livelihoods and biodiversity protection (see above web-link); commissioned by GFA and prepared by Mr. Prom Tola, as well as other related literature and documentation from other sources.

#### Undertake an Inclusive Field Assessment:

**Investigating the current availability of the three above named BBP raw materials and**

**other alternative potential BBP resources** available in the PKNP that have potential for value chain development as the **source of incomes for the local communities in the PKNP.**

### **Tentative itinerary for the Resource Assessment**

- On 6 April 2017 start of the resource assessment consultancy
- On 23 May 2017 finish of the assessment
- On 19 May 2017 submission of the DRAFT resource assessment report
- On 30 May 2017 submission of the FINAL resource assessment report (FINAL Report, 1 hard copy in biding and a soft copy file)

### **Deliverable of the resource assessment report**

- Resource assessment report should consist of executive summary and main report, the main report should consist of Introduction, Main & Detailed Methodology used, Main Body of the Report (findings, including the potential BBP resource names with the amounts/volumes available, size of the areas, location of the potential BBP resources, and potential for VC), Conclusion and Recommendation with annexes.
- The recommendations should consist of VC strategy for all the 3 main BBP resources and other potential BBP resources and their market strategy (roles of the AHA, among others).
- Annexes should consist of maps/location of BBP resources, detailed tables of potential BBP resource names with the amounts/volumes available, size of the areas, location of the potential BBP resources, potential for VC, and all other relevant documents/data/information/photos.

## **5. Proposal Submission**

The proposal for the services under the local subsidy contract of the BBP project should be submitted **in English via email (with attached PDF files)** to the General Secretariat of National Council for Sustainable Development/Ministry of Environment (GSSD/MOE) and the BBP Project (contact data see below) in the form of a detailed technical & financial proposal, including documentation of the organization's capability and relevant track record. Each proposal will be evaluated jointly by the National BBP Project Team, then ACB and GIZ. The successful winning proposals will be contracted by GFA on behalf of GIZ and ACB.

The evaluation will be based on the following **selection criteria**:

### **1. Technical Proposal**

- 1.1 Organizational Experience in scope and area
- 1.2 The proponent should be working in the areas for at least 8 years.
- 1.3 The proponent should have current existing beneficiaries
- 1.4 Proposed composition of the consultant team
- 1.5 Methodology/Approach for the assessment
- 1.6 Expected Deliverables

### **2. Financial Proposal**

- 2.1 Reasonableness
- 2.2 Cost-efficiency

### **Application to Respond to the Call for Proposal**

The prospective-implementer/competitor is required to accomplish and submit the **BBP Project Proposal Form**, which can be downloaded from the link indicated below:

<https://www.dropbox.com/s/psol7bpol7q1f9v/BBP->

[Proposal%20Format%20%2528Draft%2529.pdf?dl=0](#)

Together with the proposal, the competitor is required to submit a **Letter of Interest** to:

**Mr. York Sothearith**

Chief of the Office of Access and Benefit Sharing  
Department of Biodiversity  
GSSD/MOE  
Phone: 012 404 243  
Email: [thearith.yourk@gmail.com](mailto:thearith.yourk@gmail.com)

and

**Dr. Martin Falke**

BBP Project Team Leader  
GIZ-GFA Biodiversity-based Product Project  
ASEAN Centre for Biodiversity  
ERDB Building, Los Baños, Laguna 4031  
Philippines  
Email: [martin.falke@gfa-group.de](mailto:martin.falke@gfa-group.de)

Proposals are due **within 14 days** upon publication of this advertisement, until latest 27 March 2017, 17:00 pm (Cambodia time).

Late and/or incomplete submission will be treated as nonresponsive application.

Only shortlisted proponents will be notified for negotiation.  
The most competitive technical and financial proposals will be considered.

## **7. Further inquiries**

For further project inquiries, in Khmer or English language, please contact:

**National BBP-Coordinator**

**Mrs. Moniratana Mao**

GIZ-GFA BBP Cambodia National Coordinator  
Tel. 855 (0) 12 815 327 / (0) 17 792 689  
Email: [moniratanamao@gmail.com](mailto:moniratanamao@gmail.com)