



May 7, 2024

## REQUEST FOR EXPRESSION OF INTEREST (REOI)

### Hiring of Consultancy Services (Individual Consultant) Solicitation No. SIC-2024-015

1. The Government of the Philippines has received a loan (Loan no. P174137) from the World Bank towards the cost of the Coastal Resiliency (FishCoRe) Project and it intends to apply part of the proceeds of this loan to payments for the cost of Hiring of Consultancy Services (Individual Consultant).
2. The Bureau of Fisheries and Aquatic Resources Fisheries Coastal Resiliency (FishCoRe) Project, hereinafter referred to as the "End-User" now requests you to submit Expression of Interest for the **HIRING OF INDIVIDUAL CONSULTANT** namely:

Item no.	Description/ Position	Required number & duration	Total cost
1	Consultancy Services For The Value Chain Specialist For MARLIN C	1 pax 6 years ( <i>subject to annual renewal of contract with satisfactory performance</i> )	PhP 73,440.00 per month

3. A set of Terms of Reference (TOR) is provided in Attachment 1.
4. Bidding procedures will be conducted in accordance with the provisions of the World Bank Guidelines and taking into consideration the related provisions in the Project Loan Agreement and Guidelines in the Procurement under IBRD loans and IDA credits. The individual consultants will be selected in accordance with the procedure set out in paragraphs 7.34 to 7.37 of the WB Procurement Regulations.
5. Interested proponents shall submit their Letter of Expression of Interest, Curriculum Vitae, Personal Data Sheet, Certifications (if any) and supporting documents, if necessary, to the BFAR Fisheries and Coastal Resiliency (FishCoRe) Project – Special Bids and Awards Committee (SBAC) not later than **May 15, 2024 at 12:00NN**.
6. Submission of Expressions of Interest (EOI) along with the other documents as stated in item no. 5 must be sent to the official email address [fishcore.sbac@bfar.da.gov.ph](mailto:fishcore.sbac@bfar.da.gov.ph) or at the 2nd Floor, National Food Authority, Visayas Ave. Diliman, Quezon City, sealed in an envelope marked:

**HIRING OF CONSULTANCY SERVICES (INDIVIDUAL CONSULTANT)**

**Solicitation No.: SIC-2024-015**

**Position: VALUE CHAIN SPECIALIST FOR MARLIN COMPONENT**

7. The Bureau of Fisheries and Aquatic Resources Fisheries Coastal Resiliency (FishCoRe) Project must disclose information on the successful Consultant's beneficial ownership, as part of the Contract Award Notice, using the Beneficial Ownership Disclosure Form as included in the Request for Proposal/s.

8. The Bureau of Fisheries and Aquatic Resources Fisheries Coastal Resiliency (FishCoRe) Project reserves the right to accept or reject any bid, and to annul the Selection of Individual Consultants (SIC) process or reject all EOIs at any time prior to contract award, without thereby incurring any liability to the affected bidder/bidders.

*Original Signed*

**ROY C. ORTEGA**

Chairperson, Special Bids and Awards Committee

## **TERMS OF REFERENCE**

### *Value Chain Specialist for MARLIN Component*

- I. PROJECT TITLE : PHILIPPINE FISHERIES AND COASTAL RESILIENCY (FISHCORE) PROJECT**
- II. TITLE OF CONSULTANT : VALUE CHAIN SPECIALIST FOR MARLIN COMPONENT**
- III. PROPONENT : NATIONAL PROJECT MANAGEMENT OFFICE**
- IV. IMPLEMENTATION DATE : 2024**
- V. INTRODUCTION:**

The FishCoRe Project will be the Philippine government's platform for implementing the new governance scheme, which divides the entire country's territorial waters, inclusive of inland waters and exclusive economic zone (EEZ), into 12 fisheries management areas (FMAs) based on stock distribution and the structure of fisheries and administrative divisions.

The overall goal of the FishCoRe Project is to enhance ecosystem and community resilience in selected FMAs. The Proposed Development Objective (PDO) of the project is to improve management of coastal fishery resources, enhance the value of fisheries production and increase fisheries-derived incomes within coastal communities, in selected Fishery Management Areas (FMAs). In particular, the project intends to contribute to the following goals: (i) increased food security; (ii) enhanced level of satisfaction among beneficiaries; (iii) reduced incidence of illegal, unreported, and unregulated (IUU) fishing activities; and (iv) improved sustainable employment from diversified sources including fisheries and aquaculture.

The FishCoRe Project will consist of three components, namely: (i) Component 1: Fisheries and Coastal-Resilient Resource Planning and Management (FishCRRM); (ii) Component 2: Modern and Resilient Livelihood Investments (MARLIN); and (iii) Component 3: Support to Project Implementation and Management (SuPrIM). Components 1 and 2 aim to achieve improved management of fisheries and coastal resources and the development of supportive infrastructure and fisheries enterprises, respectively.

By the end of the six-year project implementation period (2023-2029), the achievement of the PDO will be measured by the following indicators:

- Two ecosystem-based fisheries management plans (FMPs) formulated (one each for FMAs 6 and 9) by 2024, implemented starting 2024, and evaluated by 2026;
- Increase in household income by 3% annually in real terms starting in 2026;
- Reduction in postharvest losses by 5% by 2029;
- 50% of major fish stocks covered by FMPs moving towards target reference points by 2029; and
- Increase in the value added to fishery commodities in targeted areas by 3% annually in real terms.

FishCoRe will adopt existing DA mechanisms (such as the One DA approach and clustering of enterprises) and build upon the gains and lessons learned from DA and BFAR projects. These include the aquabusiness schools introduced by the IFAD-supported Fisheries, Coastal Resources, and Livelihood (FishCORAL) Project, the enhanced role of DA RFOs and LGUs in the WB-funded Philippine Rural Development Project's (PRDP), the network of marine protected areas (MPAs) and fish sanctuaries established under the ADB/JBIC-funded Fisheries Resource Management Project (FRMP), the EAFM initiatives of the USAID-supported Ecosystems Improved for Sustainable Fisheries (EcoFish), as well as the partnerships established by BFAR with NGOs and civil society organizations (CSO) for the social mobilization and participation of fishers and fisherfolk groups.

## **VI. RATIONALE:**

The Modern and Resilient Livelihood Investments (MARLIN) component aims to enhance the economic value of fisheries and aquaculture to fishing communities through strategic and climate-resilient investments to reduce post-harvest losses, expand aquaculture production, and add value to fisheries production. Through the implementation of grant sub-projects and public-sector infrastructure investments, the component will support critical value-chain infrastructure development and improved fish production, handling and processing technologies, alongside related technical assistance for technical extension and business advisory services to catalyze wider private-sector and LGU investment.

Support for livelihood diversification, enterprise development, and infrastructure development provided under Component 2 will be informed by and support the operationalization of the outcomes of the planning and institutional capacity-building work undertaken under Component 1.

This component will consist of three subcomponents: (i) Subcomponent 2.1: Fishers' Livelihood Diversification and Development; (ii) Subcomponent 2.2: Aquaculture and Fisheries Enterprise Development; and (iii) Subcomponent 2.3: Aquaculture and Fisheries Infrastructure. Hence, to accomplish the foregoing, BFAR needs the services of

a Value Chain Specialist who will assist in the implementation of the project with the Chief of the Inland Fisheries and Aquaculture Division as the component lead for MARLIN. The Value Chain Specialist will be in charge of providing thorough evaluation and analysis for the proposals under Component II: MARLIN in order to increase the efficiency and quality of the subprojects (SPs) and investments proposed under this Component. **As such, the hiring of a Value Chain Specialist under the MARLIN component is necessary for the implementation of the FishCoRe Project.**

## **VII. OBJECTIVES**

To build on the priority commodities, identify inefficiencies, and establish strong working relationships with relevant stakeholders for seamless flow and implementation of the projects and activities under Component II: MARLIN of the FishCoRe project.

To provide VCA reports in coordination with the technical working group (TWG), which consists of focal persons from BFAR's FIDSSD, Capture Fisheries Division, and Aquaculture Division; a representative from the NFRDI, SUCs' and another from research institutions with substantial experience and expertise in VCA; and a representative from each of the two FMAs to ensure the assimilation and integration/mainstreaming of FishCoRe knowledge and processes in BFAR and its implementing partners as part of institutional strengthening.

## **VIII. SCOPE OF RESPONSIBILITIES**

The Value Chain Specialist is expected to carry out the following tasks:

### 1) Project Planning and Implementation:

- Provide a high level of expertise and technical assistance to increase the competitiveness of key actors in the vertical and horizontal value chains to create greater demand, facilitate production, processing and sale targeted by this project;
- Provide highly technical inputs in the conduct of Value Chain Analysis (VCA) through vertical and horizontal integration, introduce innovative platforms to address inefficiencies in the value chain, and facilitate industry-wide linkages, collaborations, and partnerships;
- Adopt the Value Chain Analysis (VCA) outline established and utilized in the Philippine Rural Development Project (PRDP) to perform the VCA of priority fisheries and aquaculture commodities under FishCoRe;
- Provide updated and highly technical guidance and knowledge on the project for the improvement and attainment of the overall project objectives; and
- Identify priority candidates through VCAs to prioritize the critical enterprise SPs and infrastructure, capacity building, and other interventions in specific value chain segments, and to rationalize the allocation of resources and to

ensure that the enterprise SPs and infrastructure investments are aligned with the national development goals.

2) Financial Management:

- Monitor project expenditures and ensure compliance with financial procedures and regulations; and
- Prepare a fund tracker for all projects and activities (implemented and about to be implemented) to ensure adherence to financial constraints.

3) Monitoring and Evaluation:

- Exhibit a thorough awareness of business process mapping, limitations, and standard BA approaches to evaluate as well as document technical and corporate requirements;
- Climate proof infrastructure and facilities through the FishVool vulnerability assessment process in the value chain selection and prioritization process; and
- Prepare periodic project performance monitoring and evaluation reports.

4) Capacity Building and Training:

- Identify capacity building needs of project staff and stakeholders and develop appropriate training programs; and
- Introduce innovative platforms that address inefficiencies in the proposals submitted under FishCoRe Component II: MARLIN; and
- Coordinate and oversee conduct of value chain studies on priority fisheries products in the FMAs.

5) Stakeholder Engagement:

- Ensure review/consultations with national partners and other stakeholders as per the guidance provided by the BFAR and World Bank (WB) agreement;
- Manage the engagement of value chain stakeholders in each project and ensure that the activities of prioritized candidates fit with MARLIN's objectives or demands;
- Assist NFRDI in the conduct of VCA at the Sub-FMA and FMA levels in order to optimize resource allocation and ensure that promotional commodities are aligned with the BFAR's national goals;
- Include connectivity of other production segments in the value chain and orchestrate to include laboratory and testing services, access to technological innovation, product market linkages, and fisheries export development; and
- Secure the implementation of identified opportunities by interacting and actively engaging with involved stakeholders.

6) Reporting and Documentation:

- Provide VCA results which will be used as inputs in preparing the business plans for the priority commodities;
- Prepare and submit periodic project reports, timelines, progress, deliverables, and all other activities conducted to the project management team and other relevant stakeholders; and
- Ensure compliance with reporting requirements of the funding agency or organization.

7) Perform other tasks as may be instructed by the Project Manager.

## **IX. QUALIFICATIONS**

### **A. Education and Relevant Experiences**

1. With Master's Degree in management, administration, economics, agribusiness/economics, social science, business or any other related fields with experience in value chain development projects in the technical area of management responsibility;
2. Certified Value Chain Specialist with five (5) years of experience in conducting VCA for various industries and sectors, improving operational efficiency, and profitability;
3. With at least three (3) years experience in international organizations or foreign-assisted projects/grants; and
4. With technical knowledge and understanding of fisheries management areas, fishery laws and regulations and fisheries programs/projects.

### **B. Competencies**

1. Ability to review test plans and testing methodology to mitigate risks and able to participate in testing solutions to ensure the result meets functional and non-functional requirements within the component and sub-components;
2. Conducts complex problem analysis and resolution as needed;
3. Ability to manage and control risk with supporting strategies;
4. Excellent leadership skills (e.g. able to advocate for, influence and motivate others)
5. Strong decision-making skills;
6. Ability to function independently in an efficient manner with "tight" deadlines;
7. Dynamic interpersonal skills (e.g. ability to build strong working relationships and manage conflict);
8. Excellent communication skills – both oral and written; and
9. Proficiency in the use of MS Word, MS Excel, and MS PowerPoint.

## **X. DELIVERABLES AND TIMELINE**

The Consultant shall prepare and submit periodic reports to the BFAR Director through the Project Manager and the Project Component Lead as follows:

	<b>Type of Report</b>	<b>Schedule</b>
1	Activity Report	Monthly
2	Quarterly Accomplishment Reports	Every three (3) months
3	Annual Report	15 days before the end of contract

#### **XI. SERVICE FEE**

The consultancy/technical service fee is at **Php73,440.00 per month**. Possible incremental increase in monthly rate for the contract in succeeding years are subject to DA-BFAR determination and availability of funds.

Renewal of annual contract is subject to DA-BFAR determination on the satisfactory performance of the hired personnel, and verification if there is a continuing need for the position.