



Request for Proposals

Title: Reef Positive Investment Consultant

RFP No: 001/X/2024

Date of Issuance: 1 October 2024

1. Background

The Global Fund for Coral Reefs (GFCR) is an innovative blended funding mechanism supported by UN Agencies, philanthropies, and the private sector to unlock investment for positive initiatives for coral reefs. As one of the convening agents of the Global Fund for Coral Reefs, Konservasi Indonesia (KI) and Conservation International Ventures LLC (CIV) through the Indonesian Healthy Coral Reefs-*Terumbu Karang Sehat Indonesia* (TeKSI¹) program supports enabling conditions and explores potential initiatives for **reef-positive business development**. By the end of the program TeKSI aims to have delivered robust, scalable partnership-based financing models that engage government, local communities, and private sector actors, and local economic development and growth models that are centred on and promote coral reef ecosystem protection and resilience.

2. Project Overview

TeKSI aims to have delivered robust, scalable partnership-based financing models that engage government, local communities, and private sector actors, and local economic development and growth models that are centred on and promote coral reef ecosystem protection and resilience. TeKSI geographic focus is Indonesia, with priority on the Bird's Head Seascape, Lesser Sunda Seascape, and in Fisheries Management Area 572 (WPP 572). To support TeKSI, CIV aims to invest in 15 reef-positive enterprises with a total accumulated investment value of around US\$ 3 million. The investment will be in accordance with the GFCR investment principle and gender smart criteria. However, initial assessment shown that there are a limited number of investment-ready reef-positive opportunities in priority areas. To address the barriers identified, a professional service is needed to develop a pipeline of enterprises that have demonstrated impact and commercial track records and offered solutions that directly addressed key threats and drivers of coral reef degradation identified in the priority areas, through various means such as enhance the bankability of early-stage enterprises by coordinating more closely with existing incubator, accelerator programs, venture builder and technical assistance programs that support enterprise investment readiness, and/or provide dedicated support to companies to design and adopt reef-positive business practices. Moreover, the service should also provide support in ecosystem building that connects the portfolio companies to potential partners, collaborators and investors to crowd in financing and support to the reef-positive businesses.

3. Terms of Reference, Deliverables and Deliverables Schedule

See attachment 2

4. Submission Details

- a. **Deadline.** Proposals must be received no later than 21 October 2024. Late submissions will not be accepted. Proposals must be submitted via email to sfaturakhmat@konservasi-id.org and jryoshioka@conservation.org. All proposals are to be submitted following the guidelines listed in this RFP.
- b. **Validity of bid.** 120 days from the submission deadline

¹ <https://www.konservasi-id.org/inisiatif-program-nasional/teks-i>



- c. Clarifications. Questions may be submitted to sfaturakhmat@konservasi-id.org. The subject of the email must contain the RFP number and title of the RFP. KI will respond in writing to submitted clarifications. 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.

5. Minimum Requirements

- a. Experience in enterprise development and impact investing, market ecosystem building activities, and collaborative projects.
- b. A degree or advanced degree in sustainability, environmental economics, finance, marine biology, environmental science or a related field.
- c. Skills in market and investment analysis, preferably related to nature and climate positive, and sustainable initiatives.
- d. Strong analytical capabilities to evaluate business models and assess impacts.
- e. Proven proficiency in project management, including overseeing complex projects, coordinating with multiple stakeholders, and delivering results on schedule and within budget.
- f. Excellent written and verbal communication skills

6. 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 (Section 3 or Attachment 2).
- d. Financial Proposal. Offerors shall use the cost proposal template as a reference, different template is allowed if the content of information is similar (Attachment 3).

- 7. Evaluation Criteria** In evaluating proposals, KI will seek the best value for money considering the merits of the technical and costs proposals. Proposals will be evaluated using the following criteria:

Evaluation Criteria	Score (out of 100)
Is the proposed approach and methodology appropriate to the assignment and practical in the prevailing project circumstances?	30%



Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project?	25%
Does the bidder's past performance demonstrate recent proven experience doing similar work?	10%
Does the bidder and the proposed personnel have the specific technical expertise for the assignment?	10%
Cost: Costs proposed are reasonable and realistic, reflect a solid understanding of the assignment.	25%

8. Proposal Timeline

RFP Issued	1 October 2024
Clarifications submitted to KI	11 October 2024
Clarifications provided to known bidders	14 October 2024
Complete proposals due to KI	21 October 2024
Final selection	28 October 2024

- 9. Resulting Award** KI anticipates entering into an agreement with the selected bidder by November 1st 2024 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.

- 10. 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.

- 11. 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. Conservation 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.

12. Attachments:

Attachment 1: Representation of Transparency, Integrity, Environmental and Social Responsibility
Attachment 2: Terms of Reference
Attachment 2: Cost Proposal Template

Attachment 1: Representation of Transparency, Integrity, Environmental and Social Responsibility

RFP No. XXXXXXXX

UEI Number (if applicable): XXX-XXX-XXX

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.

I. With respect to KI's Code of Ethics, we certify:

- a. 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.

II. With respect to social and environmental standards, we certify:

- a. 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.
- b. We fully respect and enforce the environmental and social standards recognized by the international community, including the fundamental conventions of International Labour 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.

III. With respect to our eligibility and professional conduct, we certify:

- a. 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
- b. 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.
- c. We are/were not involved in writing or recommending the terms of reference for this solicitation document.



- d.** We have not engaged in any collusion or price fixing with other offerors.
- e.** 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.
- f.** We have taken no action nor will we take any action to limit or restrict access of other companies, organizations or individuals to participate in the competitive bidding process launched by KI.
- g.** 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.
- h.** 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).
- i.** 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

Terms of Reference

Reef Positive Investment Consultant

Time : November 2024 – December 2026
Donor Codes : 1002574/GFCR-CIV/A4.1.1 & A4.2.3./40315
Counterpart : Janice-Renee Yoshioka, VP of Sustainable Finance, APFD CI;
Satya Reza Faturakhmat, Sustainable Investment Manager, KI
TeKSI Lead, KI
Location : Indonesia
Date of Issuance : 1 Oct 2024

1. Project Overview

The Global Fund for Coral Reefs (GFCR) is an innovative blended funding mechanism supported by UN Agencies, philanthropies, and the private sector to unlock investment for positive initiatives for coral reefs. As one of the convening agents of the Global Fund for Coral Reefs, Konservasi Indonesia (KI) and Conservation International Ventures LLC (CIV) through the Indonesian Healthy Coral Reefs-*Terumbu Karang Sehat Indonesia* (TeKSI²) program supports enabling conditions and explores potential initiatives for **reef-positive business development**. By the end of the program TeKSI aims to have delivered robust, scalable partnership-based financing models that engage government, local communities, and private sector actors, and local economic development and growth models that are centred on and promote coral reef ecosystem protection and resilience. TeKSI geographic focus is Indonesia, with priority on the Bird's Head Seascape, Lesser Sunda Seascape, and in Fisheries Management Area 572 (WPP 572). To support TeKSI, CIV aims to invest in 15 reef-positive enterprises with a total accumulated investment value of US\$ 3 million. The investment will be in accordance with the GFCR investment principle ³and gender smart criteria⁴

However, initial assessment shown that there are a limited number of investment-ready 'reef positive' opportunities in priority areas. Many of the prospective enterprises identified are failed to meet minimum commercial and financial criteria. Either they had limited capacity or willingness to adopt 'reef-positive' practices or had limited to no association with the protection, restoration, or improved management of coral reefs (e.g., focused on pelagic fisheries). Many enterprises focused on coral reef-associated fishery value chains in priority areas are informal enterprises (largely subsistence, or semi-commercial) or are low-capacity micro-scale businesses outside the mandate of CIV.

Furthermore, there is a need for market and industry ecosystem-building. While there are a growing number of blue economy-focused accelerator programs and investors focused on Indonesia, additional capacity building is needed with respect to investor and financial sector engagement, education, and network building, as well as market and enterprise development for reef positive solutions at multiple stages. Blue enterprises are more dominant in Java Island and big cities across Indonesia. Pipeline of reef positive investment opportunities is unevenly distributed across impact sectors.

We have also learned that we need to build a financing ecosystem for reef-positive enterprises. The reef positives business has financing potential that is yet to be explored by the banks and financial institutions

² <https://www.konservasi-id.org/inisiatif-program-nasional/tekski>

³ <https://gfc.ubuntoo.com/k/general-investment-principles>

⁴ <https://www.2xchallenge.org/2xcriteria>.

in Indonesia. This is due to a lack of information on the risk profile, how the business operates, and a lack of incentives.

To address the barriers identified, a professional service is needed to develop a pipeline of enterprises that have demonstrated impact and commercial track records and offered solutions that directly addressed key threats and drivers of coral reef degradation identified in the priority areas, through various means such as enhance the bankability of early-stage enterprises by coordinating more closely with existing incubator, accelerator programs, venture builder and technical assistance programs that support enterprise investment readiness, and/or provide dedicated support to companies to design and adopt reef-positive business practices. Moreover, the service should also provide support in ecosystem building that connects the portfolio companies to potential partners, collaborators and investors to crowd in financing and support to the reef-positive businesses.

2. Objectives

The primary objective of this request for proposal includes:

1. Develop equitable and reef-positive livelihood opportunities by identification of business actors from various sectors that fall into the reef-positive and blue economy sectors, either those who have implemented it or who have an interest in transforming their business to become reef-positive. Sectors such as sustainable reef fisheries, ecotourism, marine and coastal aquaculture (aqua/mariculture), waste management & circular economy, blue economy value chain, reef solution and technology, sustainable agriculture (focuses on reducing land pollution run-off), etc.
2. Build supportive ecosystems to increase sustainable financing and in-kind flows to reef-positive enterprises and business models through market ecosystem building and partnership development.

3. Scope of Work

The scope of work includes:

1. Enterprise Support: Identify reef-positive enterprises, providing technical assistance and capacity building if needed to deliver impact.
2. Economic Development: Create and support reef-positive livelihood opportunities in priority seascapes.
3. Monitoring and Evaluation: Establish frameworks for coral risk assessment, impact monitoring, and data collection in relation to the business activities.
4. Investment Support: Identify financing mechanisms to disburse investment to the enterprise in accordance with the existing law in Indonesia and the need of the enterprises.
5. Partnership Development: Engage with government, marine protected area authorities, local communities, civil society organizations, international development organizations, academics and private sector actors to support and scale the impact of the reef-positive businesses.
6. Market Ecosystem Building: Develop the market and industry ecosystem for reef-positive solutions, including investor and financial sector engagement.

4. Deliverables

The expected outputs of this initiative include:

1. Develop reef-positive business opportunities
 - a. Provide list of profiles of business actors from sectors that fall into the coral reef-positive category and blue economy sectors that have a vision towards coral reef positive businesses.
 - b. Curate enterprises based on criteria.
 - c. Report the impact, capacity and the need of each enterprise.
 - d. Develop reef impact monitoring and evaluation framework of the enterprises.

2. Support reef-positive investment
 - a. Advise financing mechanisms for each enterprise.
 - b. Draft investment recommendation.

3. Develop and build partnership and market ecosystem
 - a. Provide list of potential partners and investors or industry figures working in this sector.
 - b. Initiate correspondence to build partnership and co-investment opportunities.
 - c. Organization of convening events or meetings (including ToR, invitation list, activity agenda).
 - d. Report the outcome or follow up of the engagement.

Timeline for above work will be organized as below:

#	Activity	Target Completion Date	Acceptance Criteria	Estimated payment (IDR)
1.	Preparation	Nov 2024	Detailed timeline and project plan	TBD
2.	Enterprise sourcing	Dec 2026	15 enterprises curated and reported (based on scoring sheet or criteria)	TBD
3.	Reef impact assessment framework	Feb 2025	Detailed assessment, monitoring and evaluation framework	TBD
4.	Investment support	Dec 2026	Investment recommendation drafted (including recommended financial mechanism, impact assessment, etc.)	TBD
5.	Partnership engagement	Dec 2026	Quarterly progress report	TBD
6.	Investors engagement	Dec 2026	Quarterly progress report	TBD
7.	Convening events	Sep 25 & 26	ToR, Agenda, Invitation; Outcome report	TBD TBD
8.	Final Report	Dec 2026	Final report and shared data room	TBD

5. Technical Direction

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Template Date: July 2021

Owner: Finance, Grants and Contracts Unit

Consultant will receive technical direction from Janice-Renee Yoshioka, Vice President, Sustainable Finance, Conservation International Asia-Pacific, and Satya Reza Faturakhmat, Sustainable Investments Manager, Konservasi Indonesia.

6. Timeline

The contract period for this initiative is from November 2024 to December 2026. This period includes all phases of the project but may be extended and/or amended depending on need and agreement. Proposals must be received no later than 21 October 2024. Late submissions will not be accepted. Proposals must be submitted via email to sfaturakhmat@konservasi-id.org, jryoshioka@conservation.org and grantcontractid@konservasi-id.org

7. Cost

Applicants can submit a draft budget proportional to the activities carried out to KI. As an illustration, the following financing components can be included in the draft budget:

- Personnel fee (including transportation and accommodation)
- Resource person fee (including transportation and accommodation)
- Event/meeting costs

Subject to tax according to Indonesian Law.

8. Terms of Payment

Consultant is expected to submit Invoice and deliverables on or before the due dates as set forth on the table in Section 4, unless otherwise agreed upon by both the CI and KI counterpart and consultant. Reports should be submitted to the counterpart by email.

9. Requirements

- Experience in enterprise development and impact investing.
- Experience in market ecosystem building activities.
- Experience with collaborative projects.
- Qualifications of Key Personnel. Please attach CVs that demonstrate how the team proposed meets the minimum requirements.
- Narrative and financial Proposal. The proposal should describe in detail how the bidder intends to carry out the requirements described in the terms of reference, and could include a technical approach, methodology and detailed work plan.

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 offered price. All cost information must be expressed in Indonesian Rupiah

If selected, 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 Offeror is eligible to apply for refunds on taxes paid, Offeror shall do so. Any tax savings should be reflected in the total cost.

Cost Breakdown by Deliverable

Deliverable	Price (Lump Sum, All Inclusive)
Insert deliverable 1 from Section 3 or attached TOR	
Insert deliverable 2 from Section 3 or attached TOR	
Insert deliverable 3 from Section 3 or attached TOR	
Insert deliverable 4 from Section 3 or attached TOR	
Insert deliverable 5 from Section 3 or attached TOR	

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				