

Request for Proposals

Title: Application for Implementation Partners for the
Herding for Health Demonstration Site for Botswana’s Green Climate Fund Project:
Ecosystem-based Adaptation and Mitigation in Botswana’s Communal Rangelands

RFP No: BW002/2022

Date of Issuance: 11 April 2022

1. Background

Seventy percent of Botswana’s total land area of 572,000 km² is covered by rangelands. Grazed by both livestock and wild animals, Botswana’s rangelands contribute to ecotourism and agricultural economies that are critical for the country’s development. Communal livestock production is the dominant land use across the country’s rangelands and approximately 80% of the country’s livestock exist within communal lands. Botswana’s rangelands are therefore socially and economically critical to approximately 43% of rural livelihoods and act as a social safety net, providing insurance or a “bank account” for people in times of need, especially resource-poor farmers in communal land. These rangeland ecosystems are extremely vulnerable to climate change with increased concentration of carbon dioxide in the atmosphere resulting in proliferation of shrubs, invasive plants, and the loss of biodiversity. Additionally, projections indicate an increase drought frequency, increased evaporation, and low rainfall—all of which will reduce forage quality and quantity. Increased temperatures above the threshold of 32°C results in heat stress for cattle that can lead to reduced feed intake, decreased growth, reduced reproduction, and increased susceptibility to diseases. Increased temperatures also increase livestock exposure to parasites and disease especially vector-borne diseases which may further limit productivity and livelihood resilience. dramatically impact poor farming households and reduce the profitability of the livestock sector overall. The combined impact of increased drought frequency, higher temperatures and reduced precipitation will be most strongly felt by smallholders who are dependent on communally shared rangelands. As such, climate stresses are likely to further exacerbate rangeland degradation and increase poverty unless innovative and culturally based climate resilient approaches are adopted by livestock farming communities.

To address these challenges, the Government of Botswana and Conservation International collaborated on a participatory process to develop a proposal to the Green Climate Fund (GCF) between January 2017 and February 2020. The resulting proposal was approved by the GCF in March 2021, but due to COVID and other related delays, implementation is expected to begin in the first quarter of the 2022. To expedite project activities when enabling conditions are in place, Conservation International is requesting Expressions of Interest for organisations that may be interested in acting as Implementing Partners during the Project’s eight-year timeframe.

2. Project Overview

Goal: To reduce vulnerability of communal farmers in Botswana by restoring rangelands, enabling and monitoring climate resilient livestock farming, and promoting sustainable value-chains.

The Project will provide communities with the knowledge and tools to adapt to climate change impacts and overcome economic barriers, while motivating them to invest in restoring Botswana's communal rangelands and wetlands in three target areas: Northwest and Kgalagadi Districts, and Bobirwa Sub District. Collectively the areas cover 41.3% (~240 000km²) and have an average population density of 2.6 people/km². In all of three areas, poverty levels >50% in the rural areas.

Project Activities	Expected Outcomes
<p><i>Governance</i></p> <ul style="list-style-type: none"> • Strengthen capacity and provide tools for communal populations to implement collective regenerative grazing and rangeland restoration • Support key government programmes and agencies (Ipelegeng, Internship Dept of Veterinary Services (DVS), Department of Forestry & Range Resources (DFRR)) to incentivize and support rangeland restoration • Establish inter-institutional mechanism for the coordination of rangeland management across NGOs, community-based organizations, and farmers associations • Establish an integrated rangeland monitoring and response system (Rangeland Stewardship Information Portal) at local; district, and national levels within Dept of Forestry and Range Resources <p><i>Rangeland restoration and climate-resilient livestock production</i></p> <ul style="list-style-type: none"> • Climate-resilient grazing plans developed and provided with the necessary low-impact, mobile infrastructure for implementation • Community based rangeland management promoted via a network of on the ground partners (NGOs, community-based organizations, farmers associations) 	<ul style="list-style-type: none"> • At least 96,000 people with increased resilience to climate change through activities that link improved environmental management and income generation in communal livestock production (176,500 indirect) • 46,000 km² of rangeland ecosystems with improved resilience through restored soils and vegetation • Associated measurable carbon storage increase • Government programmes and investments aligned to support replication on national degraded rangeland • Financial sustainability of climate resilient practices via new market access and supply chain development, including development of capacity for Commodity-based Trade

<ul style="list-style-type: none"> • Ecorangers programme created under Ipelegeng to facilitate job creation for rangeland rehabilitation and climate-resilient livestock production <p><i>Building value chains for sustainability</i></p> <ul style="list-style-type: none"> • Generate market access businesses based on climate-resilient livestock production and use of financial technology • Introduce mobile processing facilities to reduce risk of market failure under climate stress • Engage Botswana Meat Commission and other key market players on climate-resilient livestock production protocol development 	
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For more details on the Green Climate Fund Project, please visit <https://www.greenclimate.fund/document/gcf-b28-02-add05>.

The opportunity

Conservation International and the Botswana Ministry of Agricultural Development & Food Security (MoA) are now seeking partners who can assist in the development of new structures and systems for climate responsive planning and implementation by communal populations across the three target landscapes. Specifically, we are seeking nine (9) Village Grazing Areas where Village Development Committees (VDCs) in partnership with livestock farmers and respective farmers Associations are willing to serve as Demonstration and Training sites in their region. These sites will become important learning centres for future roll-out within their “cluster” and locations where the Project Team can co-develop implementation tools and strategies that reinforce adaptive management. A Demonstration Site Implementation Partner (either NGO, or CBO/Trust, Association, Cooperative, Corporate) will be provided with equipment and mentorship support through an in-kind grant agreement that will include:

- Mobile race and crush to support herd health and market access activities;
- Mobile water infrastructure (e.g. a water bowser for enabling livestock movements)
- Training and equipment for up to 20 locally hired trained and skilled herders (EcoRangers) and Restoration workers to support regenerative grazing systems
- Stipend and training for mentoring farmers and community host who are active in Project Activities
- Mobile base station for EcoRanger field deployment
- Predator-proof boma
- Vaccination and livestock medication support

- Mobile chipper for use in development of fodder supplementation from bush encroachment and erosion control materials
- Leadership and other professional development training for community members, particularly women and youth
- Participation in a continental Herding for Health (H4H) community of practice and network events that will allow the community to learn and showcase their learning with communities implementing the same model

ALTHOUGH NO DIRECT FINANCIAL RESOURCES WILL FLOW TO THE IMPLEMENTING PARTNERS FROM THE GCF FUNDING, BY JOINING THE PROJECT, FUTURE FUNDING OPPORTUNITIES VIA THE HERDING FOR HEALTH ALLIANCE MAY BE POSSIBLE.

3. Deliverables

Each Demonstration Site Implementation Partner will be required to:

- Sign a MOU for a 2-year period that defines all partners as collaborators on the GCF project and sets terms for coordination to achieve the project goals and workplan objectives. This will be renewed based on performance and amplification of the project.
- Submit monthly M&E data.
- Commit time to participation in training and lessons learned sessions.
- Identify a dedicated community champion who is willing and able to be skilled as a farmer exchange, field visit host and Local level coordinator.
- Oversee and manage implementation at the site.

See Attachment 3 for a Guidance template

4. Submission Details

- a. **Deadline.** Proposals must be received no later than **20th May 2022 (17:00PM CAT)**. Late submissions will not be accepted. Proposals must be submitted via email to GCFprocurements@conservation.org. All proposals are to be submitted following the guidelines listed in this RFP.
- b. **Clarifications.** Questions may be submitted to GCFprocurements@conservation.org by the specified date and time in the timeline below. The subject of the email must contain the RFP title and number. CI will respond in writing to submitted clarifications by the date specified in the timeline below. Responses to questions that may be of common interest to all bidders will be posted to the CI website and/or communicated via email.
- c. **Amendments.** At any time prior to the deadline for submission of proposals, CI may, for any reason, modify the RFP documents by amendment which will be posted to the CI website and/or communicated via email.

5. Minimum Requirements

NGOs, CBOs and FAs will only be considered as eligible as a site-delivery partner and for receipt of an in-kind grant if:

- a. they are endorsed by the VDC of the village or community.
- b. have financial systems and controls in place.
- c. have legal personality or are registered legally.

- d. have relevant field presence and/or staff capacity; and
- e. have a track record of working with the relevant village or community

6. Proposal Documents to Include

Any legal entity with an interest in a demonstration site may apply. Proposals may be submitted by either NGOs, CBOs/Trusts, Associations, Cooperatives or Corporates which will collaborate and partner with the individual village through their Village Development Committees (VDCs).

To apply, please submit the following.

- legal personality/registration documentation.
- track record working with targeted community.
- relevant field presence and/or staff capacity.
- evidence of level of relationship with target communities / stakeholders (e.g. former project reports, attendance registers, photos);
- letters of endorsement from the local authority/organisation, VDCs and if present, farmers association.

Should more than one applicant apply for a particular cluster and their capacities on the above be equal, crucial additional considerations will include:

- Project alignment with partner objectives and expertise/experience.
- Spatial prioritization (geographic position) for cost efficiencies for cluster level trainings.

7. Evaluation Criteria Proposals will be evaluated using the following criteria:

Evaluation Criteria	Score (out of 100)
Relevance of Practical Experience i.e., Years and nature of experience	25%
Demonstration of support and good working relationship with VDCs and Land Board	25%
Alignment of the entity with the project goals	25%
Geographical consideration and Facility availability	15%
Reference letter from local VDC	10%

8. Proposal Timeline

RFP Issued	11 April 2022
Clarifications submitted to CI	25 April 2022
Clarifications provided to known bidders	6 May 2022
Complete proposals due to CI (Closing Date)	20 May 2022
Final selection	17 June 2022

Resulting Award CI anticipates entering into agreements with the selected bidders by 01 July 2022. Any resulting agreement will be subject to the terms and conditions of CI's Services Agreement. A model form of agreement can be provided upon request.

This RFP does not obligate CI to execute a contract, nor does it commit CI to pay any costs incurred in the preparation or submission of the proposals. Furthermore, CI reserves the right to reject any and all offers, if such action is considered to be in the best interest of CI. CI will, in its sole discretion, select the winning proposal and is not obligated to share individual evaluation results.

- 9. 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. CI 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. CI's evaluation results are confidential and applicant scoring will not be shared among bidders.
- 10. 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 CI's Code of Ethics and "Green Climate Fund's Policy on Prohibited Practices (<https://www.greenclimate.fund/document/policy-prohibited-practices>)". Conservation International's reputation derives from our commitment to our values: Integrity, Respect, Courage, Optimism, Passion and Teamwork. CI's Code of Ethics (the "Code") provides guidance to CI employees, service providers, experts, interns, and volunteers in living CI'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 CI via its Ethics Hotline at www.ci.ethicspoint.com.
- 11. Attachments:**
Attachment 1: Representation of Transparency, Integrity, Environmental and Social Responsibility
Attachment 2: Demonstration sites per District (Project Areas)
Attachment 3: Guidance Template

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

RFP No. BW002/2022

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CI 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 CI's Code of Ethics, we certify:

- a. We understand and accept that CI, 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 CI 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 CI.
- 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: Demonstration sites per District (Project Area)

Northwest District	Kgalagadi District	Bobirwa Sub-District
Habu	Tshane	Gobojango/Tobane
Ereetsha	Lehututu	Mathathane
Sehithwa	Hukuntsi	
Shorobe		



Attachment 3: Guidance Template

Project Area You are Submitting an Application to Work With:
Northwest District Kgalagadi District Bobirwa Sub District

Village Name (if more than one village please list the names of all proposed options and describe each village characteristics in the Expression of Interest section):
Land Board Jurisdiction:

Your organization:

Name:

Are you legally registered organization in Botswana: Yes No

Years in Operation:

Organisation Mission:

Website and or links to any articles or videos on the organisation’s work:

Number of staff in the organization:

Expression of Interest:

Why do you feel the village area you are proposing will be a good demonstration site for the Botswana GCF Herding for Health model? If you are proposing more than one option, please answer this question for each site proposed)

List and provide a brief description of any past or current projects with this community.



Describe your relationship with the traditional and local government leadership in the proposed community.

Provide a list and cv's of staff who will be working on GCF Botswana Project activities in the proposed community:

List any other financial resources your organization can bring to support development of a GCF Botswana Demonstration Site at the proposed area.

Share any other reasons why your organization should be selected as a Demonstration Site Implementing Partner including any other experience in climate change, livestock, wildlife management, community facilitation, SMME development, other geographic experience.

Other reasons why your organization and site should be selected for implementation of a Demonstration Site?