

Title: Pro-Nature Enterprises for the People of Southern Africa Project

RFP No: FY24-006

Response to Bidder Questions

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Question	Response
<p>1. Is it possible to share with us your theory of change to help us assess the logic model and assumptions in place?</p>	<p>The provided project logframe (attached) provides the logic. The selected consultant will have access to the detailed project design document.</p>
<p>2. We understand, Pro-Nature Enterprises for the People of Southern Africa project is a Trans boundary project in more than five countries. Is there a specific tax authority that we shall be entitled to? In any case, what tax rates should we budget for?</p>	<p>This will be awarded as a fixed price contract. Per the Cost Proposal instructions, all applicable taxes (such as VAT) and fees should be included and detailed in the financial proposal. The CI program awarding this contract is not typically subject to VAT and taxes are not withheld and will be payable by Service provider in their own country.</p>
<p>3. The DAC criteria of relevance, coherence, effectiveness, efficiency, sustainability, and impact suggested few questions related to the overall components. Is it possible to suggest more questions related to the DAC criteria to help achieve the objectives of the mid-term review?</p>	<p>Yes. More questions are welcome. The provided questions we a general guideline and consultants are encouraged to add more.</p>
<p>4. In terms of logistics arrangement, are there any limitations on the number of the consultants on the team? Any limitations on the number of consultants to travel to the project partner countries? Limitations on the accommodation set up?</p>	<p>No. However, since this is a fixed cost contract, the applicants must consider the cost implication of having multiple consultants undertaking the field visits.</p>

<p>Transport logistics arrangement in the partner countries?</p>	
<p>5. Although the ToRs are clear on the assessment of the status of the expected outcomes, they do not exclusively elaborate the extent to which the indicators will be measured and tracked. Kindly guide us the extent to which these outcomes are to be measured?</p>	<p>There is a monitoring framework in place that has regularly updated data. This will be provided. Consultants can validate the data provided for accuracy/completeness, but are not required to undertake the measurements.</p>
<p>6. The ToRs do not provide the actual project indicators which should guide the consultant to develop a detailed and comprehensive methodology. If possible, kindly share with us the outcome indicators measuring the expected outcomes. Related Output indicators will also be important.</p>	<p>Please see attached project logframe. A detailed and updated project monitoring framework will be availed to the selected consultant. The framework has regularly updated data which the consultant will be invited to validate – but is not expected to undertake the data collection on the indicators.</p>
<p>7. We have noted that the project timeline is 3 months (November 2023 – January 2024), which includes a considerable period when many stakeholders are almost certain to be unavailable. Would you therefore consider an extension or amendment to these timeframes?</p>	<p>For now we would like to stick to the indicated timelines.</p>
<p>8. Is the deadline of Sept 25 12pm EST still valid or you would be ready to extend it of a few more days?</p>	<p>The deadline is fixed.</p>

<p>9. What is the budget range for the Mid-Term Evaluation of Pro-Nature Enterprises project.</p>	<p>For fairness, we request all applicants provide a quote. This will be negotiated with the selected consultant.</p>
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Logframe

	Underlying logic of the intervention	Objectively verifiable indicators	Sources and means of verification
Goal	To conserve essential habitats and ecosystems by unlocking nature-friendly enterprises for local communities in 3 Trans-frontier conservation areas of Southern Africa (Kavango-Zambezi, Greater Limpopo and Lower Zambezi)	<ul style="list-style-type: none"> • Hectares of high biodiversity trans-frontier habitats under conservation by communities • Number of people benefitting from nature-friendly enterprises in target intervention areas (disaggregated by gender) • Average household income generated by the nature-friendly enterprises in target areas • Number of private sector partners making new investment in nature friendly enterprises • Amount of new capital investment in nature friendly enterprises in the target intervention sites 	<ul style="list-style-type: none"> • Signed conservation agreements, • Annual household survey, Key Informant surveys with private sector
Specific objectives	<ol style="list-style-type: none"> 1. 1 million hectares of critical habitats in trans-frontier conservation areas conserved and restored through incentive based sustainable livestock systems 2. 250 kilometers length of the trans-frontier lower Zambezi river fisheries under incentive-based sustainable co-management practices 	<ul style="list-style-type: none"> • Hectares signed under incentive-based conservation agreements • Level of compliance to the sustainable livestock management commitments under conservation agreements • Number of community members subscribing to the conservation agreements • Number of communities along the 250km stretch subscribing to the conservation agreements • Level of compliance to sustainable fisheries commitments under conservation agreements 	<ul style="list-style-type: none"> • Signed conservation agreements, Compliance reports, annual household surveys • Signed conservation agreements, compliance reports, Annual key informant interviews

	<p>between communities and tourism operators</p> <p>3. At least 30,000 people (more than half of them women) in Trans-frontier Conservation involved in nature-friendly livestock, fisheries and tourism related enterprises</p> <p>4. At least 6 investments in community-based enterprises by private sector and impact investment funds is secured</p> <p>5. Document and Disseminate lessons learnt to additional communities, implementing partners and governments to accelerate wider adoption of incentive-based conservation agreements</p>	<ul style="list-style-type: none"> • Number of tour operators subscribing to the conservation agreements • Amount of contribution by tour operators to conservation kitty • Number of people (by gender) benefiting from target nature friendly enterprises • Average annual income per household from nature friendly enterprises • Jobs (full time and part time) • Amount of new investment (\$ value) in the target enterprises • Number of private sector developing new or expanding partnership with community • Number of Enterprises being supported • Sustainable Finance Strategy for each site • Number of partners outside the project funding adopting the incentive-based conservation agreements • Number of hectares under conservation agreements by partners • Number of dissemination platforms and materials developed 	<ul style="list-style-type: none"> • Project progress reports, annual household surveys • Annual Key informant interviews • Project technical reports
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<p>Expected results</p>	<p>1.1 Restoration of vegetation cover and vegetation diversity of the rangelands 1.2 Improved livestock quality due to better veld condition 1.3 Reduction in human-wildlife conflicts due to predation and competition for pastures 1.4 At least 5000 Livestock keeping households adopt climate smart livestock systems</p> <p>2.1 Restore and protect the fisheries population and diversity in the lower Zambezi 2.2 Establish an incentive based multiple use fisheries co-management model for communities and tourism operators (consumptive and non-consumptive areas) 2.3 Support diversification of at least 10,000 households currently dependent on fishing to other livelihood activities (tourism and agricultural activities)</p> <p>3.1 At least 30,000 people are benefitting from nature-friendly enterprises including sustainable</p>	<ul style="list-style-type: none"> • Biomass Cover measure, • Veld Condition score assessment • Number of human wildlife conflicts reported (predation and retaliatory killings) • Number of people adopting climate smart practices <ul style="list-style-type: none"> • Fish population census, • Level of compliance to the co-management model, Level of incentives being generated for the community by co-management model, • Number of former fisher-folk engaged in non-fishing livelihood activities, level of income from the alternative livelihood activities <ul style="list-style-type: none"> • Number of people benefitting from nature friendly practices, Average household Income from nature friendly enterprises 	<ul style="list-style-type: none"> • Quarterly Biomass cover measurements, Annual Veld condition assessment reports, project progress reports <ul style="list-style-type: none"> • Annual Fish population census, project progress reports, Fisheries department reports <ul style="list-style-type: none"> • Annual household surveys
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<p>livestock, fisheries, tourism and agriculture</p> <p>3.2 At least 200 people are fully employed and another 300 partly employed to provide tourism and conservation related services</p> <p>3.3. Increased climate change resilience capacity of over 30,000 people</p>	<ul style="list-style-type: none"> • Number of employment opportunities in service provision in tourism and conservation related areas • Increased climate change adaptive capacity for households 	
<p>4.1 At least 6 private sector partners newly establish or expand their business partnership with community enterprises</p> <p>4.2 At least 2 new impact investments made to companies engaged in business partnership with community enterprises (brokered impact investment) with an estimated investment value of at least Euro 1.5M</p> <p>4.3 Development of investment plans for all target sites</p>	<ul style="list-style-type: none"> • Number of private sector establishing new or expanding business partnership with the target community enterprises, • # of Investment plans developed • Revenue/turnover growth by private sector partners • Value of impact investment secured 	<ul style="list-style-type: none"> • Key informant interviews with private sector
<p>5.1 At least 10 partners outside the AFD project funding adopt the conservation agreements model in Southern Africa</p> <p>5.2 Bi-annual learning network meeting hosted</p>	<ul style="list-style-type: none"> • Number of partners outside AFD project funding adopting conservation agreements • Number of learning network platforms held • Number of communication materials developed and disseminated • Meetings with government • Policy communication materials 	<ul style="list-style-type: none"> • Project technical reports

5.3 Documentation and dissemination of policy briefs, evidence reports and other communication materials

- Community based natural resources management