



FFA

REQUEST FOR PROPOSAL

TO: SUITABLY QUALIFIED AND EXPERIENCED FISHERIES ECONOMISTS AND TECHNICAL ANALYSTS

RFP No. CP13_2021: ELECTRONIC MONITORING OF TUNA LONGLINE FISHING VESSELS AND ASSOCIATED OPERATIONS IN FFA MEMBERS' WATERS AND THE HIGH SEAS OF THE WCPO – A COST BENEFIT ANALYSIS

DATE: 22 February 2021

SUBJECT: REQUEST FOR PROPOSAL- ELECTRONIC MONITORING OF TUNA LONGLINE FISHING – A COST BENEFIT ANALYSIS

Interested parties are invited to submit a proposal in response to the attached request for proposals to undertake a study to define the costs and benefits to FFA Member countries of applying electronic monitoring systems to tuna longline fishing vessels operating in their waters and on the high seas in the WCPO.

To enable you to submit a Request for Proposal (RFP) for this work, please find enclosed:

Annex I: Instructions to bidders

Annex II: Terms of Reference, containing a description of FFA's requirements for which these services are being sought

Annex III: FFA Standard Conditions of Contract

This letter is not to be construed in any way as an offer to contract to any specific party.

Yours sincerely

Dr Manumatavai Tupou-Roosen

DIRECTOR-GENERAL

Annex I

Instruction to Bidders
REQUEST FOR PROPOSALS No. CP13_2021
ELECTRONIC MONITORING OF TUNA LONGLINE FISHING VESSELS AND ASSOCIATED OPERATIONS IN
FFA MEMBERS' WATERS AND THE HIGH SEAS OF THE WCPO -
A COST BENEFIT ANALYSIS

1. Submission of Proposals

1.1. All proposals submitted together with all correspondence and related documents shall be in English.

If any of the supporting documentation or printed literature is in any other language, a written translation of the document in English should also be provided. In such case the interpreted document will be used for processing and evaluation purposes.

1.2. All prices in the proposals must be presented in US Dollars (USD).

1.3. The deadline for submission of proposals is **Wednesday 24 March 2021, 16:30 pm Solomon Islands Time**. Any proposal received after this date will not be considered. FFA may, at its discretion, extend the deadline for the submission of proposals by notifying all prospective bidders in writing. The extension of the deadline may accompany a modification of the solicitation documents prepared by FFA on its own initiative or in response to a clarification requested by a prospective bidder.

1.4. In submitting a proposal, interested parties should demonstrate a clear understanding of the Terms of Reference (TOR) as set out, with appropriate explanatory comments, proposed timelines for implementation and delivery of the required work.

1.5 The successful bidder will be required to sign an FFA standard contract for the delivery of services. The FFA Standard Conditions for Contract are not negotiable.

1.5. The proposal should also include:

- i. A cover letter outlining proposed methodology and timelines for undertaking the assignment as per the Terms of Reference (Annex II);
- ii. A maximum of 10 pages of information on the CVs of the personnel proposed to complete the work, the background and relevant experience of the consultants or agency proposed to complete the work as well as a summary of any similar or related audit work; and

- iii. A separately enclosed financial proposed providing a detailed cost summary for the implementation of the work.

2. Period of validity of proposals

2.1. Proposals shall remain valid for sixty (60) days after the date of Proposal submission prescribed by FFA, pursuant to the deadline clause. A Proposal valid for a shorter period may be rejected by FFA on the grounds that it is non-responsive.

2.2. In exceptional circumstances, FFA may solicit the bidder's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. A bidder granting the request will not be required nor permitted to modify its Proposal.

3. Evaluation Criteria

A two-stage procedure will be used in evaluating the proposals, with evaluation of the technical proposal being completed prior to any price proposal reviewed and compared. The financial proposal will only be reviewed for submissions that have passed the minimum technical score of 70% of the total obtainable score in the evaluation of the technical proposals.

The technical proposal is evaluated on the basis of its responsiveness to the competency requirements as detailed in the evaluation criteria matrix.

Competency Requirements	Score Weight (%)	
Cited examples of relevant similar or related experience.	25	
The methodology proposed to undertake the cost benefit analysis and to complete the assigned tasks.	35	
The qualifications and experience of the personnel proposed to undertake the assignment.	25	
The timeline proposed for the completion of the job and submission of the final report	15	
Total Score	100%	
Qualification Score	70%	

In the Second Stage, the financial proposal of all bidders, who have attained a minimum of 70% score in the technical evaluation, will be compared. The contract will be awarded to the bidder(s) offering the best value for money taking in account the accumulative scores of technical and financial evaluations.

4. Financial Proposals

The financial proposal should be submitted as a separate document and not included as part of the technical proposal. Financial proposals should provide a budget for the project including professional fees, travel and accommodation and any other costs associated with the completion of this work.

5. Requests for further information

Queries or questions are to be emailed to FFA contacts, 'Ana F. Taholo ana.taholo@ffa.int or Hugh Walton hugh.walton@ffa.int

6. Award of Contract

FFA reserves the right to accept or reject any Proposal, and to annul the solicitation process and reject all Proposals at any time prior to award of contract, without thereby incurring any liability to the affected Bidder(s) or any obligation to inform the affected bidder(s) of the grounds for such action.

7. FFA's right to vary requirements at time of award.

FFA reserves the right at the time of award of contract to vary the quantity of services and goods specified in the RFP without any change in unit price or other terms and conditions.

8. Closing date for proposals

Tenders must be received by 4:30pm (Solomon Island time) on the 24 March 2021.

Tenders should be addressed to:

Director General

FFA Tender Committee Forum Fisheries Agency (FFA)

PO Box 629 Honiara

All proposals should be emailed to: procurement@ffa.int and titled: Electronic Monitoring of Tuna Longline Fishing Vessels and Associated Operations in FFA Members' Waters and High Sea of WCPO – a cost benefit analysis.

The FFA Standard Conditions of Contract are not negotiable.

Annex II

Terms of Reference

REQUEST FOR PROPOSALS No. CP13_2021

ELECTRONIC MONITORING OF TUNA LONGLINE FISHING VESSELS AND ASSOCIATED OPERATIONS IN FFA MEMBERS' WATERS AND THE HIGH SEAS OF THE WCPO

– A COST BENEFIT ANALYSIS

A. Title

ELECTRONIC MONITORING OF TUNA LONGLINE FISHING VESSELS AND ASSOCIATED OPERATIONS IN FFA MEMBERS' WATERS AND THE HIGH SEAS OF THE WCPO – A COST BENEFIT ANALYSIS

B. Background

FFA initially undertook a trial of Electronic Monitoring commencing in 2014 in a multi-party arrangement with National Fisheries Developments (NFD), The Solomon Islands Ministry of Fisheries and Marine Resources (MRMR), Tri-Marine International, SATLINK and a Taiwanese longline fishing company. Since that time there have been a number of EM trials across the region, supported by donor initiatives. FFA Member countries have now collectively expressed their intention to more comprehensively roll out EM programmes while noting that EM is not meant to replace human observers but to complement and enhance observer coverage.

As EM trials have advanced, there have been a range of analytical studies commissioned and completed on EM application including some detailed cost benefit analysis studies.

At FFC 114 in May, 2020, the Forum Fisheries Committee adopted the Regional Longline Electronic Monitoring policy. In concluding their deliberations, the Committee resolved as follows:

- i. **Adopted** the Regional Longline Fishery Electronic Monitoring Policy, as a guide for Members in support of the development of their national EM programmes;
- ii. **Tasked** the Secretariat to commission a cost-benefit assessment which will inform members approach to their respective EM programmes;
- iii. **Agreed** that the Secretariat in collaboration with SPC and PNAO will develop a fully costed work plan to progress the supporting tasks required to implement the EM policy;
- iv. **Agreed** for SPC to submit the DCC EM Longline minimum data fields for consideration of SC;
- v. **Reaffirmed** its commitment to progressively adopt electronic reporting for fishing vessels operating within their exclusive economic zones and the high seas with a view to achieving

- 100% adoption by 2022, noting the need to cater for special circumstances of small domestic vessels operating solely within EEZs; and
- vi. **Tasked** the Secretariat to develop a proposal for the IWG-ERandEM for all WCPFC CCMs with fishing vessels operating in the high seas to adopt electronic reporting by 2022.

While tasks (iii) to (vi) have been advanced to date, the Secretariat is now in a position to advance task (ii) and commission a cost-benefit assessment which will inform members' approach to their EM programmes, individually and collectively.

This study as outlined herein is intended to comprehensively address this task.

C. General Scope

Proposals should clearly provide an outline plan as to how this work can be effectively carried out as a desktop study and a clear statement of the proposed methodology used to undertake the analysis.

The study is intended to better inform FFA Members Countries as to matters to consider in planning national EM strategies. As such, the work should take clear account of previous work of this nature variously undertaken in the past few years including studies commissioned by Pew Charitable Trusts, WWF, Global Fishing Watch as well as trials and analysis conducted in other members such as Solomon Islands, Fiji, Micronesia, and other relevant work.

The study needs to comprehensively address the tasks summarised in the following terms of reference and ensure that the resulting report can serve as a strategic guide to FFA members:

D. Terms of Reference

The requirements of the study are:

Taking account of the FFC endorsed Regional Longline Electronic Monitoring Policy, undertake the following range of tasks to complete a report for FFC consideration:

- A comprehensive review of available and relevant reports and papers pertaining to Electronic Monitoring Costs and Benefits;
- Consultation with stakeholders (including countries actively trialling/implementing EM and regional agencies such as PNAO and SPC) to provide insights and perspectives on EM application, data needs and costs to provide background to assist with populating the technical aspects of the report;
- A summary of current EM operations on longline vessels in the WCPFC operational area and the established viewing mechanisms;
- A detailed analysis of current EM technology systems equipment capital costs, the potential for technological advances (particularly with respect to integrated VMS, ER and EM systems) and the potential for competition between service providers to reduce costs;

- A detailed analysis of all costs associated with EM including viewing and analysis costs and options taking account of data needs, risk-based approaches (for coverage and analysis rates), vessel coverage options, percentages of viewing (noting the coverage and analysis rate stated in the EM Policy), operational logistics and the potential for centralised viewing and analysis hubs;
- A comprehensive documentation of the perceived benefits of EM including consideration of the range of data generated through EM and its applications for both MCS and fisheries management as well as flow on benefits such as employment, improved compliance and secure resource rights. Such analysis should include consideration and discussion of the potential benefits arising from wider implementation of EM that captures flow on benefits, including from coordinated and standardised implementation of EM across all FFA members' EEZs and, potentially, the entire WCPO (through WCPFC);
- A discussion on the possible development of artificial intelligence and machine learning applications to speed up analysis and reduce costs;
- A summary of possible options for the advancement of EM by FFA members as well as wider WCPFC application;
- Provide recommendations to the Secretariat as to what additional activities or actions could be taken in support of FFA Members in support of the ongoing application of EM.

The consultants will be required to submit a draft report for comment and review, and take account of comments before compiling the final report.

The principal output from the study will be a detailed technical report and associated appendices that comprehensively address the terms of reference.

E. Institutional Arrangement

All communications and consultations for the preparation of proposals should be directed to FFA Compliance Policy Advisor, Ms. 'Ana F. Taholo at ana.taholo@ffa.int

In implementing the work, the successful bidder will be accountable to the Director of Fisheries Operations or his delegated staff.

F. Duration of Input

It is envisaged that this work will require a total of 15 to 20 working days of technical inputs.

ANNEX III

FFA STANDARD CONDITIONS OF CONTRACT

1. Definitions

1.1 In this Contract:

- (a) “Consultancy Services” means the Consultancy Services described in Schedule A;
- (b) “Memorandum of Agreement” means the agreement executed by and between FFA and the Institution in which these Conditions have been incorporated by reference;
- (c) “FFA” means the Pacific Islands Forum Fisheries Agency, based in Honiara, Solomon Islands;
- (d) “Contract” means the Memorandum of Agreement together with these Conditions and all other schedules and documents, if any, annexed to the Memorandum of Agreement or incorporated therein and intended to form part of the contractual relationship between the parties;
- (e) “Confidential Information” means information that:
 - (i) is by its nature confidential;
 - (ii) is designated by FFA as confidential;
 - (iii) the Institution knows or ought to know is confidential;
 but does not include information which:
 - is or becomes public knowledge other than by breach of this Contract;
 - is in the possession of the Institution without restriction in relation to disclosure before the date of receipt from FFA;
 - has been independently developed or acquired by the Institution
- (f) “Usual Place of Residence” means the place of residence of the Institutions during the duration of the consultancy, as designated in the Memorandum of Agreement;
- (g) “Term of Engagement” means the entire period during which the Institutions will be expected to perform the Consultancy Services.

1.2 Words importing a gender include any other gender.

1.3 Words in the singular number include the plural and words in the plural number include the singular.

1.4 Clause headings in this Contract are for convenient reference only and have no effect in limiting or extending the language of the provisions to which they refer.

1.5 A reference to a Schedule is a reference to a Schedule to this Contract and includes such Schedule as amended or replaced from time to time by agreement in writing between the parties.

2. Fees

- 2.1 FFA shall pay fees to the Institutions in respect of the Consultancy Services at the rate and in the currency specified in Schedule B to the Memorandum of Agreement on the basis of time spent by the Institutions in performing the Consultancy Services. For the purpose of determining the amount of such fees:
- (a) Where the fees are expressed in terms of a daily rate the time spent in performing the Consultancy Services shall be determined solely on the basis of the number of days actually worked by the Institution in performing the Consultancy Services, including travel time.
- 2.2 Except as otherwise agreed between FFA and the Institution, no fees will be paid in respect of work performed other than during the Term of Engagement.

3. Expenses

- 3.1 In addition to the fees specified in clause 2 and subject to Schedule A and Schedule B, FFA shall pay to or reimburse the Institution for the following:
- (a) A daily subsistence allowance (DSA) at standard FFA rates for every day during the term of engagement during which the Institution shall be absent from the Usual Place of Residence for the purpose of performing the Consultancy Services; provided that DSA will be paid for the day of departure from the Usual Place of Residence but not for the day of return thereto. The DSA covers all accommodation charges, including government taxes (where applicable), meals, laundry and incidental expenses.
- (b) All transportation costs properly and reasonably incurred by the Institution in travelling for the purposes of the Consultancy Services whether within the Country of Assignment or elsewhere, including the cost of transportation by an appropriate means of public transport between the Usual Place of Residence and the nearest convenient international airport and the cost of economy class air travel.
- (c) All other reasonable out-of-pocket expenses of the Institution arising directly out of the performance of the Consultancy Services, including communications charges, airport and departure taxes, visa fees, taxi fares, and photocopying charges.

4. Payment of Fees, Costs and Expenses

- 4.1 Consultancy fees payable under the Contract will be paid in accordance with Schedule B and to the satisfaction of the FFA.
- 4.2 Where the Consultancy Services have not been performed to the satisfaction of FFA, FFA may withhold the balance of the fees in whole or in part and may:
- (a) require the Institution to carry out whatever additional work is required to complete the Consultancy Services to the satisfaction of FFA; or
- (b) terminate the Contract forthwith without prejudice to any right of action or remedy which has accrued or which may accrue in favour of FFA.
- 4.3 Printing and distribution costs and reimbursable costs and expenses referred to in clause 3 shall be paid by FFA upon written application made by the Institution to FFA, supported by

such receipts or other evidence as FFA may reasonably require to establish that that the expenditure was incurred in the amount and currency and in the manner claimed.

- 4.5 Unless otherwise agreed between the Institution and FFA, the fees shall be paid in the currency specified in Schedule B. All out-of-pocket expenses shall be paid either in the currency in which the same were incurred or in Solomon Island dollars or partly in one currency and partly in the other, as FFA shall reasonably determine in consultation with the Institution.
- 4.6 Whenever it shall be necessary to determine the equivalent of an amount in one currency in terms of another, the conversion shall be made at the rate which FFA shall determine was applicable at the time and place when the Institution incurred the expenditure or converted currency into the currency of expenditure, whichever first occurred.

5. Medical and Insurance

All medical and insurance costs shall be borne by the Institutions and FFA shall be under no liability in respect of medical expenses of the Institutions.

6. Indemnity

- 6.1 Subject to the provisions of this Contract, the Institutions shall at all times indemnify and hold harmless FFA, its officers, employees and agents (in this clause referred to as “those indemnified”) from and against any loss (including legal costs and expenses on a solicitor/own client basis), or liability, reasonably incurred or suffered by any of those indemnified arising from any claim, suit, demand, action or proceeding by any person against any of those indemnified where such loss or liability was caused by any wilful, unlawful or negligent act or omission of the Institution in connection with this Contract.
- 6.2 The Institutions’ liability to indemnify FFA under clause 6.1 shall be reduced proportionately to the extent that any act or omission of FFA or its officers, employees or agents contributed to the loss or liability.
- 6.3 The indemnity referred to in clause 6.1 shall survive the expiration or termination of this Contract.

7. General Covenants

- 7.1 The Institutions covenant and agree that:
- (a) During the Term of Engagement they shall devote the whole of their time and attention to the performance of the Consultancy Services and shall at all times act with due diligence and efficiency and in accordance with the Terms of Reference. They shall make or assist in making all such reports and recommendations as may be contemplated by the Terms of Reference and shall at all times cooperate with FFA, its employees and agents. After the termination of the engagement they shall continue to cooperate with FFA to such reasonable extent as may be necessary to clarify or explain any reports or recommendations made by them.

- (b) At all times they shall act with appropriate propriety and in particular, refrain from making any public statement concerning the Consultancy Services without the prior approval of FFA.
- (c) They shall have no authority to commit FFA in any way whatsoever and shall make this clear as circumstances warrant.
- (d) They shall report immediately to FFA any circumstances or events which might reasonably be expected to hinder or prejudice the performance of the Consultancy Services, including circumstances and events relating to his transportation and accommodation.
- (e) All reports, notes, drawings, specifications, statistics, plans and other documents and data compiled or made by the Institution while performing the Consultancy Services shall be the property of FFA and upon termination of the engagement shall be disposed of as FFA may direct. The Institution may retain copies of such documents and data but shall not use the same for purposes unrelated to the Consultancy Services without the prior approval of FFA.

8. Conflict of Interest

- 8.1 The Institutions warrants that, to the best of their knowledge, at the date of signing this Contract, no conflict of interest exists or is likely to arise in the performance of his obligations under this Contract.
- 8.2 If during the Term of Engagement a conflict of interest arises, or appears likely to arise, the Institutions undertake to notify FFA immediately in writing and to take such steps as FFA may reasonably require to resolve or otherwise deal with the conflict. If the Institutions fail to notify FFA or are unable or unwilling to resolve or deal with the conflict as required, FFA may terminate this Contract in accordance with the provisions of clause 10.
- 8.3 The Institutions shall not engage in any activity or obtain any interest during the Term of Engagement that is likely to conflict with or restrict the Institution in providing the Consultancy Services to FFA fairly and independently.

9. Disclosure of Information

- 9.1 The Institutions shall not, without the prior written approval of FFA, disclose to any person other than FFA, any Confidential Information. In giving written approval, FFA may impose such terms and conditions as it thinks fit.
- 9.2 FFA may at any time require the Institutions to give a written undertaking, in a form required by FFA, relating to the non-disclosure of Confidential Information. The Institutions shall promptly arrange for all such undertakings to be given.
- 9.3 The obligation on the Institutions under this clause shall not be taken to have been breached where the information referred to is legally required to be disclosed.

10. Termination

- 10.1 FFA may, at any time by written notice, terminate this Contract in whole or in part. If this Contract is so terminated, FFA shall be liable only for:
- (a) payment under the payment provisions of this Contract for Consultancy Services rendered before the effective date of termination; and
 - (b) subject to clauses 10.3 and 10.4, any reasonable costs incurred by the Institutions and directly attributable to the termination or partial termination of this Contract.
- 10.2 Upon receipt of a notice of termination the Institutions shall:
- (a) stop work as specified in the notice;
 - (b) take all available steps to minimize loss resulting from that termination;
 - (c) continue work on any part of the Consultancy Services not affected by the notice.
- 10.3 In the event of partial termination FFA's liability to pay fees under Schedule B shall, in the absence of agreement to the contrary, abate proportionately to the reduction in the Consultancy Services.
- 10.4 FFA shall not be liable to pay compensation in an amount which would, in addition to any amounts paid or due, or becoming due, to the Institutions under this Contract, together exceed the total fees set out in Schedule B.

11. Default

- 11.1 If either party is in default under this Contract on account of the failure to perform or observe any obligation or undertaking to be performed or observed on its part under this Contract, the party not in default may terminate this Contract in whole or in part without prejudice to any right of action or remedy which has accrued or which may accrue in favour of either party.

12. Waiver

- 12.1 A waiver by either party in respect of any breach of a condition or provision of this Contract shall not be deemed to be a waiver in respect of any continuing or subsequent breach of that provision, or breach of any other provision. The failure of either party to enforce at any time any of the provisions of this Contract shall in no way be interpreted as a waiver of such provision.

13. Notices

- 13.1 Any notice, request or other communication to be given or served pursuant to this Contract shall be in writing and dealt with as follows:
- (a) if given by the Institutions to FFA, addressed and forwarded to the Director-General, Forum Fisheries Agency, P.O. Box 629, Honiara, Solomon Islands. Fax: (+677) 23995.
 - (b) if given by FFA to the Institutions, signed by the Director-General or Deputy Director-General and forwarded to the Institution at the Usual Place of Residence.

- 13.2 Any such notice, request or other communication shall be delivered by hand or sent by pre-paid registered post, facsimile or telex to the address of the party to which it is sent.
- 13.3 Any notice, request or other communication will be deemed to be received:
- (a) if delivered personally, on the date of delivery;
 - (b) if sent by pre-paid registered post, on the day that the acknowledgment of delivery is completed by the recipient; and
 - (c) if sent by facsimile, on the business day next following the day of despatch providing that the sender receives an "OK" code in respect of the transmission and is not notified by the recipient by close of business of the next business day following the day of despatch that the transmission was illegible.

14. Entire Agreement and Variation

- 14.1 This Contract contains the entire agreement between the parties and supersedes all communications, negotiations, arrangements and agreements, whether oral or written, between the parties with respect to the subject matter of this Contract.
- 14.2 No agreement or understanding varying or extending this Contract, including in particular the scope of the Consultancy Services in Schedule A shall be legally binding upon either party unless in writing and signed by both parties.

15. Severability

- 15.1 Each provision of this Contract and each part thereof shall, unless the context otherwise necessarily requires it, be read and construed as a separate and severable provision or part. If any provision or part thereof is void or otherwise unenforceable for any reason then that provision or part (as the case may be) shall be severed and the remainder shall be read and construed as if the severable provision or part had never existed.

16. Applicable Law

- 16.1 This Contract shall be governed by and construed in accordance with the laws of the Solomon Islands and the parties agree, subject to the Contract, that the courts of the Solomon Islands shall have jurisdiction to entertain any action in respect of, or arising out of, this Contract.