

Request for Proposal (RFP)

Consultant to Identify Suitable Corporates for Incubation under Dutch Fund for Climate and Development (DFCD)

Introduction

WWF-Indonesia is seeking a qualified consultant to assist in identifying suitable corporates for incubation under the Dutch Fund for Climate and Development (DFCD). The DFCD aims to mobilize private sector investments in climate-resilient water systems, agriculture, and ecosystems, supporting sustainable development goals. More about DFCD in Annex 1

Scope of Work:

The consultant will work closely with WWF-Indonesia to identify corporates that align with the objectives of the DFCD. The key tasks include:

1. Research and Identification:
 - a. Conduct a comprehensive analysis of the corporate landscape to identify potential candidates for incubation.
 - i. Balance sheet- 30-50 million USD
 - ii. Privately Owned/Listed
 - iii. Exporters to US/European/Japanese/Australian etc. markets
 - iv. Good Corporate Governance with 3 years of audited balance sheets
 - v. Licensed as Limited Liability Company (PT)
 - b. Develop a selection criteria framework based on DFCD's objectives and WWF's sustainability goals.
 - i. Publicly disclosed/leadership agreed sustainability commitment
 - ii. Aligned with UNFCCC Nationally Determined Contributions (NDCs)
 - iii. Preferably working with international partners like UN/USAID/Etc.
 - iv. Preferably existing sustainability certification for some part of business (E.g.: FSC/ASC/MSC/NEST/ISEAL aligned certification)
 - c. Identify corporates (and corporate networks) with high potential for impact in climate-resilient water systems, and agriculture.

Preferred Land/Seascape(s)	Preferred Sectors	Preferred interventions
West Kalimantan and East Kalimantan	Plantations (Rubber, Coffee, Rattan, Coconut etc.)	Climate Adaptation
Coral Triangle Areas: Makassar Sulu Sulawesi Straits,	1. Wild caught fisheries, with priority commodities of: tuna, shrimp, and reef fishes (groupers and snappers),	Biodiversity Conservation (Over exploitation, Alien invasive species, Pollution,

Sunda Banda Seascapes, Sunda Shelf Seascapes.	2. Aquaculture, with priority commodities of: shrimp and, seaweed 3. Specific for seafood commodities, the assessment must be conducted in accordance with seafood commodities priority list, as mentioned above, regardless their land-seascapes attributes	Changes in land and sea use)
	Non-Timber Forest Products	Managing Water-related risks
	Textiles	Gender and Social Inclusion
	Agricultural Products	Waste Management
	Biofuel (Waste to Biofuel)	Peatland Management and Restoration

Excluded sectors: Palm oil, Tobacco, Alcohol related beverage product, Energy related (solar, wind, oil and gas, coal)

4. Reporting requirements:
 - a. Report summarizing the research findings, assessment methodologies, and recommendations.
 - b. Prepare succinct profiles and assessments of shortlisted corporates based on desktop research regarding the corporates' sustainability practices, financial health, and potential for climate impact.
5. Timeline :
September 2024 – December 2024
6. Deliverables:
 - a. A report detailing the:
 - i. Shortlist of sectors suitable for climate adaptation.
 - ii. Longlist of 15-20 corporates in relevant sector, categorized as per selection criteria and their contribution/importance in the commodity supply chain.
 - b. Engagement roadmap, profiles of 5-7 shortlisted corporates suitable for DFCD.
 - c. Establish ideal point of contact (and facilitate meeting where possible) with identified corporates to help WWF assess their willingness, readiness and suitability for incubation.

7. Qualifications:

- a. Proven experience in sustainability business development, agriculture, fisheries, and aquaculture particularly in identifying and assessing corporate sustainability initiatives.
- b. Strong understanding of the Indonesian corporate context and national sustainability goals
- c. Strong understanding of climate-resilient water systems, agriculture, fisheries, aquaculture and ecosystems.
- d. Excellent research, analytical, and communication skills.

(The consultant need not be based in Indonesia but would need to be to travel for meetings and presentations. Medium of communication would be English)

8. Proposal Requirements:

Interested consultants are requested to submit a proposal that includes the following:

- a) Brief overview of the consultant's qualifications and experience.
- b) Approach and Methodology
- c) Work Plan and Timeline
- d) Budget (including anticipated travel costs)
- e) 2 References

(Kindly note that the payment schedule will be milestones based, decided mutually)

9. Evaluation Criteria: Proposals will be evaluated based on the following criteria:

- a) Relevant experience and qualifications (30 points)
- b) Quality and feasibility of the proposed approach and methodology (20 points)
- c) Clarity and detail of the work plan and timeline. (20 points)
- d) Cost-effectiveness of the budget proposal. (15 points)
- e) References and previous client feedback. (15 points)

Annex 1:

Launched in December 2019, the Dutch Fund for Climate and Development (DFCD) is managed by a pioneering consortium of **Climate Fund Managers (CFM)**, **World Wide Fund for Nature Netherlands (WWF-NL)** and **SNV Netherlands Development Organisation**, led by the Dutch Entrepreneurial Development Bank (**FMO**) and supported by the **Ministry of Foreign Affairs of the Netherlands**.

The DFCD consortium aims to serve as a leading example for institutional partnerships, to attract and deploy public and private capital in well-designed and impactful climate-friendly projects. The consortium connects the long-standing project development expertise of SNV Netherlands Development Organisation and WWF-NL to the capital raising and investment capabilities of Dutch Entrepreneurial Development Bank (FMO) and Climate Fund Managers.

The idea behind investment-based conservation is to move away from the grants-based model to a type of self-sustaining, for-profit model for conservation projects. Moreover, it is to establish and forge partnerships with the private sector who would be willing to invest and pilot in such conservation projects. Moreover, this type of approach looks at conservation at the landscape level. Despite numerous studies having been conducted in various landscapes to identify and assess environmental pressures, vulnerabilities, poverty-environment linkages, and natural capital, most of these have been limited in scale and scope to a few sites and do not look at the landscape as a whole. Therefore, the Landscape Approach provides a platform to integrate conservation, sustainable use and where necessary restoration across a whole landscape mosaic to sustain biodiversity and ecosystem services, whilst ensuring room for subsistence and commercial activities. to sustain biodiversity and ecosystem services, whilst ensuring room for subsistence and commercial activities.