

Terms of Reference

CONDUCTING SCOPING STUDY AND DESIGN THE MEKONG DELTA LANDSCAPE PROGRAM

1. Background

Vietnam is the world's the third of rice production and the top fourth of aquaculture exporter. 50% rice, 83% of shrimp, 92% pangasius aquaculture and 40% fruit and vegetable (mangos, longan, dragon fruits, star-apple, pineapple...and vegetables) produced in the Mekong Delta of Vietnam. The rapid growth in agriculture and aquaculture in the Mekong Delta over past decades has improved income and livelihoods for millions of households in the region, particularly the small-scale farmers. Therefore, the government positioned Mekong Delta as a strategic region of the country for not only food security but also national economy.

However, the future of agriculture and aquaculture are threatened by negative impacts of intensification, climate change consequences (**sea level** rise, **salination**, flooding, coastal erosion) and economic development in the upstream of the Mekong river, leading to water depletion, soil degradation and unsustainable economic growth. Although, there are some good aquaculture and agriculture practices in the region such as the certification schemes, which have made progress, but they are typically focused on improving practices within single farms or commodity supply chain. That makes it difficult to address water depletion, deforestation or other land and water resource management issues on a large scale.

In order to solve those challenges, among other initiatives, Vietnam and the Netherlands are developing Mekong Delta Agricultural Transformation Program (MD-ATP). Apart from improving coordination in Mekong Delta to solve cross cutting issues, it is expected that in the first pilot phase for actual implementation and investment, 6 provinces are advised by Dutch consultant team, including Dong Thap, An Giang, Soc Trang, Ben Tre, Long An, Hau Giang.

IDH, The Sustainable Trade Initiative has operated the sustainable aquaculture program since 2013 in Vietnam with success in getting more than 20% ASC certified pangasius in 2 years, becoming the 1st ASC certified shrimp farm in Asia. At the same time, the program shows strong convening role as co-chair of the PPP fish taskforce with MARD and industry, chair global Seafood Taskforce group, support the GSSI (global sustainable seafood initiative) via development of Seafood MAP and co-founder of Vietnam Sustainable Shrimp Alliance.

IDH also initiated the global Initiative for Sustainable Landscapes (ISLA), which promotes a sustainable agriculture and aquaculture across entire regions, or landscapes through the pivotal approach that is partnerships to build coalitions that bring together key stakeholders in a landscape, including governments, businesses, farmers, communities, and civil society organizations, to jointly formulate and invest in sustainable land and water management in such a specific landscape as the Mekong Delta.

Conceptual framework for IDH's landscape works



In Vietnam, the VSA concept has been introduced to the producers, traders and local government in Lam Dong and Daklak province. Early 2019, three VSA readiness pilots, so called the Compact, have been implemented in six (06) whole communes in the two provinces, with a total of 11.000 ha of agricultural land. These Compacts share a green-growth based vision towards 2025, covering three thematic areas: (i) Protection of natural resource; (ii) Sustainable Production and (iii) Smallholder inclusion. The concept has been presented to Minister of Agriculture and Rural Development and received attraction and encouragement to scale up the pilots in Central Highland and Mekong River Delta beyond 2020, therefore, Mekong Delta is one of the priority landscapes that IDH committed to support globally.

In Feb 2020, IDH and Directorate of Fisheries (DFISH), Department of Agriculture and Rural Development Soc Trang (DARD Soc Trang), My Xuyen District People Committee, Vina clean food company, Stapimex company and other companies signed an agreement to jointly develop an Intervention Program for a sustainably rice-shrimp farming landscape covering 17,700 ha in 6 communes, from 2021 to 2025 based on green growth targets for My Xuyen district, Soc Trang province. This district is selected by DFISH, DARD and IDH as a potential first pilot as it is a large scale sourcing area of both shrimp and rice companies, MARD is prioritizing this area as shrimp-rice is a good climate change resilient model and a sustainable livelihood model for farmers. However, this area is still facing a number of challenges such as water pollution, diseases, salination. If successful with this model, it can be scaled up to other shrimp area in Ca Mau province and so on.

Further scoping is happening to select 1 more pilot region, mostly pangasius production, either in Dong Thap or An Giang district with private sector interest for investment.

In order to build detail intervention plan for the upcoming Mekong Delta Landscape program in Vietnam, IDH is looking for a consultant team.

2. Objective of the study

A consultant team is expected to conduct scoping study and brainstorm with potential interested public and private sectors to:

- (i) Develop landscape program design in Mekong Delta
- (ii) Design shrimp-rice Intervention Program in My Xuyen district, Soc Trang province

- (iii) Design of pangasius based Intervention Program in An Giang/Dong Thap province

3. Scope of work, Major responsibility and Deliverables:

The main roles and responsibilities of the consultant team are to support data and information collection, landscape analysis, interventions design and boundary identification by phases, program governance design with private and public engagement and commitment. The work includes two phases:

3.1. Overall program design (this will mostly base on consolidation of secondary data and information) **and consultation**

3.1.1. Overall program design to follow below structure:

a. Context and rationale of program:

- Review and analysis of existing situation:
 - Key issues of water management, climate change, deforestation (if any) and land degradation, their relationships and causes in a systematic way in the region. First focus will be on water management (both quality and quantity).
 - Existing legal, governance framework and/or policy of private companies and potential support programs relating to sustainable development of commodities and region/landscape, especially via PPP mechanism
 - Production of key export products with focus on sustainability issues of mainstream aquaculture, fruit, rice products
 - Analysis of stakeholder needs and interests:
 - Mapping of investment needs for the prioritized areas to solve above mentioned issues, clearly specify where is investment needed: public goods (governance, water management, etc.), farmer needs (GAP, other) and private sector needs.
 - Mapping of private sector interests linked with their supply chains for sourcing for aquaculture, fruit and rice commodities
 - Stakeholder mapping and potential partners (including the strong local government) with demands on forming a coalition of co-investment and operation in the region
 - Area of focus (district level): apart from Soc Trang and An Giang, recommend 1-2 more pilot areas tackling issues of these prioritized commodities in Mekong Delta (with focus on Ca Mau, Dong Thap provinces and possible a province strongly impacted by drought and salinity)
- b. Objectives of program
- c. Intervention strategies: governance, field impact and business transformation
- d. Key partners involved and governance structure, in which identify the unique role of IDH to play and invest among existing initiatives, programs in the region
- e. Scalability and sustainability
- f. Risk and risk management measures
- g. Timeline by phases and estimated budget.

3.1.2. Organize consultation sessions to get consensus of the program design with key partners in MARD, MD provinces, private companies, IDH donors, international organizations and etc.

3.2. Scoping and first pilot design in Soc Trang and An Giang provinces (or a province strongly impacted by drought and salinity identified in 1st phase)

3.2.1. My Xuyen district, Soc Trang province:

- a. Develop a detail intervention design for the program consulted with all key stakeholders, including:
 - Context and rationale of detail program:
 - Key information on My Xuyen District and Commune's social, environmental and economic status
 - Analysis of key issues of water management, climate change, land degradation on sustainable development of the region.
 - Analysis of key sustainability issues of shrimp and rice production and targets by 2025-2030 agreed by key stakeholders
 - Mapping and analysis of shrimp-rice supply chains in the region (covering end-buyer, trader, different levels of middlemen, farmer organizations, farmers), with the focus on number of key players in each group, flows of products, market shares, financial flows, incentives from each link towards sustainability...)
 - Current infrastructure situation, existing investment (both public and private) gaps and solution for improvement of sustainability level of shrimp and rice production in the area
 - Mapping of investment needs for the district to solve above mentioned issues, clearly specify where is investment needed: public goods (governance, water management, etc.), farmer needs (GAP, other) and private sector needs. From there, develop estimated financial support needed from partners and IDH.
 - Objectives of program
 - Intervention strategies by phases and with key involved partners: at all levels of governance, field impact and business transformation
 - Key partners involved and governance structure, in which identify the unique role of IDH to play and invest among existing initiatives, programs in the region
 - Scalability and sustainability
 - Risk and risk management measures
 - Timeline by phases and estimated budget
- b. Convene key private, public and civil society partners in the area to co-sign the development of a shared vision, reflecting in a PPI (Production, Protection and Inclusion) Compact Agreement in My Xuyen with clear targets by 2025-2030, roles and responsibilities and etc.)
- c. Convene private partners to develop Service Delivery Model (SDM) analysis along with IDH to set up sound and well-designed project proposals for investment from 2021

3.2.2. Conduct the same intensive scoping study for pangasius based region in An Giang/Dong Thap province with the same activities above or a province strongly impacted by drought and salinity identified in 1st phase)

4. Deliverable and timeline

The consultant expert group is expected to deliver:

Program design and consultation, expected time to complete from April to May 2020:

A PPT styled program design in which includes, in both Vietnamese and English, covering at least:

Expected time to complete this study is from **April to May 2020**.

Scoping and first pilot design in Soc Trang and An Giang provinces

- A detail PPT styled scoping report on information mentioned above and intervention design for 2 areas in 2 provinces, in both Vietnamese and English.
- A Compact agreement in both Vietnamese and English developed, finalized and agreed between My Xuyen district and key partners (approved by IDH).
- A Compact agreement in both Vietnamese and English developed, finalized and agreed between An Giang/Dong Thap province and key partners (approved by IDH).

Expected time to conduct from **April to August 2020**.

All the costs, including consultant fees, travel of consultants, hotel & per diem, workshops/meetings are based on the EU cost norms.

5. Selection criteria & procedure

Knowledge/Expertise and experiences required profile:

- The consultant team must consist of at least the followings:
 - The team leader must have at least Master's degree with at least 10-year experiences in working with the relevant topics, preferably a foreign expert with strong methodology and convening power
 - Aquaculture expert with knowledge and experiences of working with private and public sector in aquaculture
 - Crop production expert with knowledge and experiences of working with private and public sector in rice and fruits
 - Water resource expert with knowledge on water management, irrigation works and experiences in Mekong Delta water management for agricultural production
- Excellent command in English and Vietnamese (for Vietnamese expert team members)
- Excellent skills in convening with high ranking private and public officials (specifically understanding private language) stakeholder meeting facilitation.
- Deep understanding of Mekong delta region, its sustainability issues and net working with private sector. This can be shown via previous work relating to Mekong Delta.

Proposal guidelines

In the submitted proposal, please provide at least the followings:

- a) A succinct, well-documented approach and methodology demonstrating how the consultant(s) intends to conduct the assignment, along with likely sources of data. This part of the proposal shall not be longer than 5 pages in Word or 10 slides in Power Point.
- b) The workplan that outlines detailed activities and deliveries with clear timelines.
- c) Inclusion of a budget with a break-down of man days/rate per consultant with list of consultants who will jointly work on the assignment
- d) Statement of experience (only experience from the suggested team members is relevant). The consultant is requested to list the most relevant references, to maximum of 10 in total (for all team members together). The reference text shall not be longer than 0.5 page in Word or 1 slide in Power Point.
- e) Clear description of the project team relevant experience of team members and time allocation, day rate, home base and person working days for each member if the consultancy team. CV of each members should be included as annexes.

Procedure

The procedure will be as follows:

- TOR has been advertised and circulated to potential consultant consortium.
- interested parties submit a proposal & to IDH.
- evaluation of the proposals by an evaluation committee including representatives of IDH. The evaluation committee will shortlist the proposals based on the selection, criteria and exclusion as stated in this Terms of Reference.
- potential candidates will be invited for interview within 3 weeks after the submission deadline.
- the potential candidate might be required to revise the Proposal before decision on selection of consultancy is made.
- inception meeting with the selected consultant consortium to discuss and finalize the proposal before the contract signed.

Tender process	Timeline
Terms of Reference published	20 March 2020
Deadline for submission of proposals*	15 April 2020
Interview	Within 2 weeks after the deadline for submission
Awarding of contract to successful consultant	Maximum 2 weeks after the interview

Grounds for exclusion

Tenderers shall be excluded from participation in a procurement procedure if:

- they are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- they or persons having powers of representation, decision-making or control over them have been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata;
- they have been guilty of grave professional misconduct proven by any means which the IDH can justify;
- they have not fulfilled obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established, or with those of the Netherlands or those of the country where the contract is to be performed;

- they or persons having powers of representation, decision making or control over them have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization, money laundering or any other illegal activity, where such illegal activity is detrimental to the MFA's financial interests.
- Tenderers must confirm in writing that they are not in one of the situations as listed above.
- Tenderers shall not make use of child labor or forced labor and/or practice discrimination and they shall respect the right to freedom of association and the right to organize and engage in collective bargaining, in accordance with the core conventions of the International Labor Organization (ILO).

Evaluation Method

All the applications received will be reviewed by IDH Vietnam. The short-listed candidates will be invited for interview and after that the potential candidates might be requested to submit the revised proposal. A final decision will be made after maximum 2 week to award the contract to the tenderer who best meets all the criteria specified.

Confidentiality

The Tenderer will ensure that all its contacts with IDH, with regards to the Tender, during the tender procedure take place exclusively in writing by e-mail to IDH Vietnam via vietnam@idhtrade.org. The Tenderer is thus explicitly prohibited, to prevent discrimination of the other Tenderers and to ensure the diligence of the procedure, to have any contact whatsoever regarding the tender with any other persons of IDH than the person stated in the first sentence of this paragraph.

The documents provided by or on behalf of IDH will be handled with confidentiality. The Tenderer will also impose a duty of confidentiality on any parties that it engages. Any breach of the duty of confidentiality by the Tenderer or its engaged third parties will give IDH grounds for exclusion of the Tenderer, without requiring any prior written or verbal warning.

All information, documents and other requested or provided data submitted by the Tenderers will be handled with due care and confidentiality by IDH. The provided information will after evaluation by IDH be filed as confidential. The provided information will not be returned to the Tenderer.

Contact information

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