



# Specification for services to the Marine Stewardship Council

20<sup>th</sup> January 2020

Title of work: MAVA West African Projects – 12 MSC pre-assessments

Client: Marine Stewardship Council

Deadline for Tender: 10<sup>th</sup> of February 2020; 6 pm CET

Starting date for the work: 2<sup>nd</sup> of March 2020

Period of contract: 5 months from starting date

## A. The Marine Stewardship Council (MSC)

The **Marine Stewardship Council** (MSC) is a project partner of two projects funded by the MAVA Foundation. The MSC has been granted by MAVA to implement, jointly with Clarmondial, the Project “Leading the West African Fisheries toward sustainable fishing practices”, LEAD Project. The MSC is also partner of the “Sustainable Exploitation of small pelagic in MPAs and other protected areas in West Africa (PPAMP) Project” funded by the MAVA Foundation, under the RAMPPO coordination. The MSC’s mission is to use its ecolabel and fishery certification program to contribute to the health of the world’s oceans by recognising and rewarding sustainable fishing practices, influencing the choices people make when buying seafood, and working with partners to transform the seafood market to a sustainable basis.

## B. The LEAD Project summary

The LEAD Project seeks to support West African fisheries in their transition to sustainable management. With a focus on eight fisheries located in Cape Verde, Mauritania, Senegal, and The Gambia, the LEAD Project brings together partners that are at the forefront of efforts to transition West African fisheries towards sustainable management throughout the development of improvement action plans and appropriate financing instruments to support these fisheries in their journey toward sustainability and MSC certification.

The West African Atlantic fisheries are among the world's most productive. Fish contribute up to two thirds of West African animal protein consumption. However, this is increasingly threatened by high fishing pressure, unsustainable management practices and high levels of post-harvest losses, which perpetuate sub-optimal economic outcomes, degradation of coastal habitats and poor working conditions. While political and macro-economic developments such as population growth are relevant challenges, weak governance arrangements and limited institutional capacity are the primary obstacles to the effective promotion of responsible practices and the sustainable strengthening of seafood value chains. The limited availability of appropriate financial resources is a further impediment in the transition to sustainable fishery management. Capital is often scarce and



expensive, and investable opportunities are not readily available. Several West African Governments provide investment incentives related to fisheries, however these are relatively limited, in particular for artisanal fisheries. To address these challenges, the LEAD Project will provide the support and build the capacity needed to overcome technical and financial obstacles to achieving sustainability in West African fisheries.

The LEAD Project works with fisheries organizations, governments, market partners, including companies and businesses, scientists, and funders to facilitate the transition of fisheries towards sustainability and to enable the implementation of the improvement actions needed in this journey. This approach responds to the MSC pathway to sustainability program implemented through the following key stages:

- Stage 1: Mapping and selection of fisheries and identification of Units of Assessment (UoA)
- Stage 2: Pre-assessment of selected fisheries
- Stage 3: Development of improvement action plans for the fisheries
- Stage 4: Implementation of action plans

The current service specification defines the requirements to develop MSC pre-assessment analysis of 8 fisheries of the North-West African region, previously mapped and selected. Stages 3 and 4 are outside of the scope of this service specification.

### C. The PPAMP Project summary

The MAVA Foundation, through its 2016-2022 strategic plan, aims to reduce overexploitation of small pelagic fish by 2022 through more sustainable stock management and more effective protection of key critical coastal sites. The objective of the project «sustainable Exploitation of small pelagic in MPAs and other protected areas in West Africa» (PPAMP) multi-fisheries pre-assessment project is to achieve a balanced outcome across the following objectives:

- Engage fisheries with potential of working within the sphere of influence of the MSC market-based program. This means engaging fisheries with good potential of advancing over time to MSC certification, directly or through FIPs leading to full assessments, and that can harness the opportunities presented by MSC market interest.
- Engage fisheries with potential of using the MSC framework as a mechanism to transition to sustainability. This means engaging fisheries for which there may not be current MSC market interest, but where there may be other drivers for improvement along the MSC sustainability pathway (such as financial investment, development support, stakeholders' motivation, or other non-market incentives).
- Support government and other stakeholder efforts to build up the right enabling environment for sustainable fisheries management.



In order to achieve these objectives, three strategic axis are implemented:

- Strategic Axis 1: Improvement of data collection systems and scientific knowledge on critical stocks and sites of small pelagics in the West African sub-region;
- Strategic Axis 2: Capacity building for effective management of critical sites and sustainable exploitation of small pelagics (in MPAs and other protected areas);
- Strategic thrust 3: Advocacy and support for transparency and enforcement of small pelagic fisheries.

These three strategic axis are each defined as projects that will be implemented respectively by the SRFC, RAMP AO and the PRCM. The MSC is involved in Strategic Axis 2 by providing its contribution and expertise in the application of the MSC framework to promote good practices in the sustainable exploitation of small pelagic in West Africa region particularly at the countries concerned by the project. In this sense, the MSC is applying the "multi-fisheries pre-assessment project" approach. This approach refers to any project that uses the MSC's pre-certification tools in a strategic way to engage with multiple fisheries at the same time. Its intended impact extends beyond the immediate project and it has the purpose of influencing management at a more holistic level than the fisheries that may initially pursue MSC certification. Therefore, a multi-fisheries pre-assessment project aims to involve not only the fisheries and NGO stakeholders, but notably also the management authorities, scientific advisory bodies and the supply chain interested in sourcing from these fisheries. Typically, multi-fisheries pre-assessment project can be divided into four key stages:

- Stage 1: Mapping and selection of fisheries and identification of Units of Assessment (UoA)
- Stage 2: Pre-assessment of selected fisheries
- Stage 3: Development of improvement action plans for the fisheries
- Stage 4: Implementation of action plans

The PPAMP Project seeks to develop the first three stages, the first of all, stage 1 (mapping of UoA), has been already carried out and its results will serve as a basis for the stage 2 (pre-assessments), purpose of these terms of reference. Therefore the current service specification defines the requirements to develop MSC pre-assessment analysis of 4 small pelagic fisheries of the North-West African region, previously mapped and selected during the mapping exercise. Stages 3 and 4 are outside of the scope of this service specification.

By pre-assessing these fisheries, the Project will provide fishing operators and management bodies a roadmap to sustainability and to build stakeholder engagement. This exercise will help to improve the understanding of the West African small pelagic fisheries and to drive performances improvements in the selected fisheries. It will result in accelerated changes in fisheries management, data availability, gear impact mitigation and many other fields relevant to the MSC program. On the long term these changes towards sustainability will support the improvement of fish stocks health and marine ecosystem status, thus contributing to preserve the small pelagic resources, key from an



environmental and socio-economic perspective for the West African people.

Finally, the PPAMP project aims to build capacity with regards to sustainable fisheries management and MSC approach and tools. The PPAMP activity includes a set of trainings from Level 1 to Level 3. The aim is to create a pool of regional experts able to advice and assess fisheries and national, regional organisations in charge of fisheries and coastal management.

**D. Details of the present tender:**

The purpose of this work is to produce pre-assessment analysis of 12 fisheries (8 of the LEAD Project and 4 of the PPAMP Project) within the two Projects’ geographical scope, including Mauritania, Senegal, The Gambia, Cape Vert and Guinea Bissau. In order to develop these pre-assessments the work will be based on the MSC Fisheries Standard v2.01, the MSC pre-assessment process and the MSC pre-assessment [reporting template version 3.1](#). The contractor should be fully familiar and trained on the MSC Fisheries Standard and experienced in carrying out MSC pre-assessments. It is also intended to train local experts following the MSC Level 3 Capacity Building program (MSC Level 3 Capacity Building Training and Guidance) in order to generate technical capacities in the region. The reporting language will be in the local language as stated in the table 1 here below, and the work will be carried out in the five countries, interacting with local actors, therefore staff members undertaking the work should be able to communicate fluently in French, English and Portuguese.

Table 1: Reporting languages

Country	Report	Executive summary
Mauritania	French	English
Senegal	French	English
The Gambia	English	English
Cape Vert	Portuguese	English
Guinea Bissau	Portuguese	English

Taking into consideration the calendars and priorities of the two projects covering this call for tenders, it is suggested to propose a chronological planning by country to organize the site visits and to produce the pre-assessment reports following the table 2 here below:

Table 2: Chronological priorities by country

Priority order	Country
First	Senegal
Second	Cape Vert
Third	Mauritania
Fourth	The Gambia
Fifth	Guinea Bissau

## Quotations for this tender shall include:

### Technical part:

- A suitable plan of intended work (e.g. Gant Chart) including milestones.
- Team composition: competencies (CVs) of proposed team (not including Level 3 local experts who will be identified by MSC).
- Estimate of time required for: a) preparatory work and meetings with partners (MSC and others); b) site visit to the 12 fisheries; and c) reporting (draft and final).
- Plan of engagement with relevant local fisheries, stakeholders and experts.
- Plan of training for local experts following the MSC Level 3 Capacity Building requirements (MSC Level 3 Capacity Building Training and Guidance).

### Financial part:

- Financial figures of intended work in Euros (excluding Level 3 training mentees' costs which will be covered by the MSC but including the CAB's costs associated to the training activities).
- VAT treatment.

## E. Services specification

The CAB undertaking the work will provide the following services and deliverables:

### Service 1: Pre-assessment of 12 UoAs

#### List of the 8 UoAs to pre-assess within the *LEAD Project*:

##### 1. Pink spiny lobster gillnet fishery of Mauritania

- Species: Pink spiny lobster (*Palinurus mauritanicus*)
- Stock/Area: Mauritania EEZ
- Fishing gear/method: gillnets
- Fleet/fishers: FNP licenced fleet
- Management competences: Fisheries Department of Mauritania

##### 2. Meagre gillnet fishery of Mauritania

- Species: Meagre (*Argyrosomus regius*)
- Stock/Area: Mauritania EEZ
- Fishing gear/method: gillnets
- Fleet/fishers: FNP licenced fleet
- Management competences: Fisheries Department of Mauritania

##### 3. Tropical tunas (Skipjack, yellowfin and bigeye tunas) pole & line fishery of Senegal

- Species: Skipjack tuna (*Katsuwonus pelamis*), yellowfin tuna (*Thunnus albacares*) and

bigeye tuna (*Thunnus obesus*)

- Stock/Area: Yellowfin and bigeye tunas Atlantic stock and skipjack tuna Eastern Atlantic stock
- Fishing gear/method: Pole and line
- Fleet/fishers: SERT (Société d'Exploitation de Ressources Thonières) fleet
- Management competences: International Commission for the Conservation of the Atlantic Tunas (ICCAT) and Fisheries Department of Senegal

#### 4. Senegalese tonguesole gillnets fishery of Joal, Senegal

- Species: Senegalese tonguesole (*Cynoglossus senegalensis*)
- Stock/Area: Senegal and The Gambia EEZs
- Fishing gear/method: trammel net
- Fleet/fishers: Senegalese licenced fleet of Joal port
- Management competences: Fisheries Departments of Senegal and The Gambia, Senegalese CLPAs (FLAGS) network

#### 5. TRY Association West African mangrove oyster hand collection fishery, The Gambia

- Species: West African mangrove oyster (*Crassostrea tulipa*)
- Stock/Area: Tanbi Wetlands Complex Reserve
- Fishing gear/method: hand collection
- Fleet/fishers: Women members of TRY Association
- Management competences: Fisheries Department and Parks and Wildlife Departments of The Gambia, Tanbi Wetlands Complex Reserve

#### 6. Rough head sea catfish gillnet fishery of The Gambia

- Species: Rough head sea catfish (*Arius laticutatus*)
- Stock/Area: The Gambia and Senegal EEZs
- Fishing gear/method: gillnet
- Fleet/fishers: fleet covered by the sole and catfish co-management plan
- Management competences: Fisheries Department of The Gambia and NASCOM (National Fisheries Co-management Committee)

#### 7. Cape Vert spiny lobster trap fishery of Cape Vert

- Species: Cape Vert spiny lobster (*Palinurus charlestoni*)
- Stock/Area: Cape Vert EEZ
- Fishing gear/method: traps
- Fleet/fishers: Associação dos Armadores de Pesca de Cabo Verde (APESC) fleet
- Management competences: Fisheries Department of Cape Vert

#### 8. Skipjack tuna, frigate tuna and mackerel scad coastal purse seine fishery of Cape Vert

- Species: Skipjack tuna (*Katsuwonus pelamis*), frigate tuna (*Auxis thazard*) and mackerel

scad (*Decapterus macarellus*)

- Stock/Area: Skipjack tuna Eastern Atlantic stock and Cape Vert EEZ
- Fishing gear/method: purse seine
- Fleet/fishers: São Vicente Island vessels members of APESC (Associação dos Armadores de Pesca de Cabo Verde)
- Management competences: International Commission for the Conservation of the Atlantic Tunas (ICCAT) and Fisheries Department of Cape Vert

**List of the 4 UoAs to pre-assess within the PPAMP Project:**

**9. Round sardinella purse seine fishery of Mauritania**

- Species: Round sardinella (*Sardinella aurita*)
- Stock/Area: North-West Africa stock (CECAF)
- Fishing gear/method: Purse seine
- Fleet/fishers: Mauritanian licenced fleet
- Management competences: Fisheries Department of Mauritania

**10. Madeiran sardinella encircling gillnet coastal fishery of Senegal**

- Species: Madeiran sardinella (*Sardinella maderensis*)
- Stock/Area: North-West Africa stock (CECAF)
- Fishing gear/method: Encircling gillnets
- Fleet/fishers: Senegalese licenced fleet
- Management competences: Fisheries Department of Senegal

**11. Bonga shad encircling gillnet fishery of The Gambia**

- Species: Bonga shad (*Ethmalosa fimbriata*)
- Stock/Area: North-West Africa northern stock (Mauritania, Senegal, The Gambia) (CECAF)
- Fishing gear/method: Encircling gillnets
- Fleet/fishers: Gambian licenced fleet
- Management competences: Fisheries Department of The Gambia

**12. Bonga shad artisanal drifting gillnets of Guinea Bissau**

- Species: Bonga shad (*Ethmalosa fimbriata*)
- Stock/Area: North-West Africa southern stock (Guinea Bissau, Guinea Conakry, Sierra Leona) (CECAF)
- Fishing gear/method: Artisanal drifting gillnets
- Fleet/fishers: Guinea Bissau licenced fleet
- Management competences: Fisheries Department of Guinea Bissau

The above mentioned pre-assessments will provide a gap analysis of the environmental performance of each fishery against the 28 Performance Indicators of the MSC Fisheries Standard v2.01. The



reports should confirm the definition of the Units of Assessment, mentioning which other fleets/fishers/operators could be considered within the UoAs.

### **Service 2: Benchmarking of the pre-assessed UoAs**

The CAB will benchmark the 12 pre-assessed UoAs using the MSC Benchmarking and Tracking tool (BMT) in order to produce one BMT template for each of the UoAs.

### **Service 3: Training of 2 local experts**

The CAB undertaking the work will provide training for 2 local experts at Level 3. These experts will come from one of the PPAMP project countries and will have successfully participated in MSC Level 2 training. As defined by the MSC Capacity Building Program, this will involve mentorship and guided participation on pre-assessment site visits, scoring and reporting (MSC Level 3 Capacity Building Training and Guidance). This service will require mentoring of 2 local experts while they accompany the pre-assessment team, participate in pre-agreed activities and are supported in their practical hands-on training with the selected fisheries. The candidates will meet specific training competencies to the level of an MSC Associate Technical Consultant and the MSC will manage the selection and preparation of candidates. The CAB's costs associated to the level 3 training activities should be included in the financial proposal to this current tender, whilst the costs directly associated to the mentees' involvement will be covered by the MSC. The MSC and the selected mentees will sign an agreement establishing the conditions, roles and responsibilities to develop the level 3 training.

Although the type and degree of involvement of the mentees will depend on their level and field of expertise and knowledge, it is recommended that the CAB involves the mentees in the following activities:

- Preparation meeting (introduction, training and distribution of tasks)
- Gathering of relevant background information of the UoAs
- Participation during the site visit meetings
- Contributing to and reviewing the pre-assessment reports
- Focus on specific parts of the assessment tree

### **Deliverables**

The pre-assessment reports should be produced in the local language as stated in the table 1 above mentioned for each UoA following the MSC Pre-Assessment Reporting Template v3.1, including an executive summary in English. Furthermore it is expected to produce the following deliverables:

- Pre-assessment full scoring tables need to be fulfilled as integrated part of the reporting template.
- Scoring for each Performance Indicator and Scoring Issue should be detailed as to facilitate the understanding of the rationale to all the stakeholders engaged in the process and the



UoA.

- Each report will include a reference regarding whether the UoA is well placed to proceed for immediate full assessment.
- Reports will be delivered both in Word and PDF formats, or similar.
- Relevant stakeholders for each fishery will have the opportunity to review and comment the draft version of the pre-assessment. The MSC team will consolidate all the comments and the CAB will respond and integrate them within the final version of the pre-assessment report.
- It is expected a PowerPoint presentation or similar file for each of the pre-assessment exercises.
- At least a site visit of 2 days to each of the UoAs is expected.
- A complete Benchmarking and Tracking (BMT) template per UoA.
- A report of the level 3 training of the 2 local experts (MSC will provide a mentee feedback and report template).

### Timespan

A total period of 5 months (from 2<sup>nd</sup> March to 3<sup>rd</sup> August 2020) is expected in order to complete all the aforementioned work. It is expected to receive from the contractor a proposed schedule detailing specific deadlines and delivery dates for each report. A final schedule will be agreed at the signature of the contract.

The MSC focal point to communicate directly with the contractor and to facilitate the execution of the present work will be:

Carlos Montero Castaño  
MSC Senior Accessibility Manager  
[carlos.montero@msc.org](mailto:carlos.montero@msc.org).

### **F. Budget and selection process**

The total budget should not exceed **115,000 Euros** (including taxes and site visits) and should include detail of how funding will be spent. The budget proposal should include the CAB's costs associated to the level 3 training activities but exclude the costs directly associated to the mentees involvement which will be provided by the MSC. Selection of the chosen proposal will consider the following criteria:

- Experience of team in carrying out MSC pre-assessments
- Feasibility of work plan
- Consideration of appropriate local stakeholders into the pre-assessment exercise
- Understanding and experience with the West African fisheries context
- Integration of level 3 mentees within the pre-assessment team
- Ability to communicate effectively with a wide range of stakeholders in the 5 countries
- Value for money (maximum delivery for proposed budget)



### **G. Opportunities to discuss with client and partner bodies**

In order that there is a clear understanding of the specification described, it is intended that all contractors who express interest in tendering shall have the opportunity to discuss the work specifications with the MSC. To do so, phone or Skype calls could be organized. For the sake of transparency and equality any specific questions and responses on the specification will be copied to all potential contractors.

### **H. Tender submission**

**Deadline for tender:** 10<sup>th</sup> of February 2020; 6 pm CET

**Details for submission:** All tenders should be sent electronically to:

Carlos Montero Castaño  
MSC Senior Accessibility Manager  
[carlos.montero@msc.org](mailto:carlos.montero@msc.org)

#### **Contents required (in English):**

- Electronic copies of the financial and technical documents;
- A breakdown of work plan and milestones;
- Identification of the individuals responsible for managing the contract and contact for client;
- Cost of contract overall and each stage (in Euros, with VAT element identified and eventual VAT exemption when applicable);
- Agreement on the start and finish date.

We reserve the right to not accept any tenders following submission. The assessment process is confidential and will take place within 7 days from the submission deadline. Following assessment of the submitted tenders the client may approach any contractor and request them to provide further supporting information as required.