



## **CALL FOR EXPERTISE**

### **ACCOBAMS Survey Initiative sustainability: Developing proposals for long-term funding mechanism(s) for periodical large-scale cetacean monitoring in the ACCOBAMS Area**

#### **1. BACKGROUND INFORMATION**

Established under the auspices of the UNEP Convention on Migratory Species (UNEP/CMS), the Agreement on the Conservation of Cetaceans of the Black Sea, Mediterranean Sea and contiguous Atlantic area (ACCOBAMS) is an Intergovernmental Agreement aimed at achieving and maintaining a favorable conservation status for cetaceans through the implementation of coordinated measures. The Permanent Secretariat of ACCOBAMS, based in Monaco, ensures the coordination of the Agreement implementation and provides assistance to the Contracting Parties. In this context, the Permanent Secretariat is working on the implementation of an initiative (the "ACCOBAMS Survey Initiative" – ASI) aimed at responding to the ACCOBAMS strategic objective on improving the understanding of the conservation status of cetaceans at the Mediterranean/Black Sea macroregional level. Implemented in coordination with the riparian countries and with their participation, the ASI project supports the countries to meet their national and international commitments, in particular as regards the regional policies related to the monitoring of the marine environment (EU Marine Strategy Framework Directive, Ecosystem Approach implemented by the Barcelona and Bucharest Conventions, fisheries policies, etc.).

The final goal of the initiative is to improve the conservation status of the species and their habitats, through appropriate management, taking into consideration that cetacean conservation is at the interface of scientific, environmental, societal and economic issues, in a context of growing development of all maritime activities (fisheries, maritime transport, industries, tourism...). In this respect, the initiative contributes to strengthen international cooperation and synergies between the riparian countries, as regards knowledge, monitoring and conservation of the species with the view of optimizing and increasing the efficiency of their efforts to establish a transnational approach towards conserving the species concerned.

The ASI started with a project being conducted over four years and is declined in several components derived from its specific objectives. Among them, it aims at establishing an integrated and coordinated monitoring system for cetaceans in the whole ACCOBAMS Agreement Area, that encompasses the Black Sea, the Mediterranean Sea and contiguous Atlantic area. A synoptic survey was carried out during the summer 2018 across the Mediterranean Sea combining visual survey methods (aerial- and ship-based surveys) and passive acoustic monitoring (PAM) with the participation of scientists of the area. To complement this effort at the Agreement Area scale, an aerial cetacean survey is currently on going in the Black Sea (June-August 2019). To this end, all ASI observers were trained to the Line transect distance sampling method, used for all surveys. Distance Sampling is one of the methods internationally recognized for surveying Marine mammals and was adopted in the Barcelona Convention Ecosystem Approach (EcAp) monitoring guidance document for the EO1: Biodiversity.

In order to assess trends in population status that will inform decision makers and support relevant conservation measures, monitoring efforts must be replicated systematically and regularly over time, as reflected in the 6-year cycle of marine monitoring regional policies of the region (i.e. MFSD, EcAp). While the

ASI 2018 and 2019 surveys provided a strong baseline for regional monitoring, it remains crucial to address the sustainability issue of harmonized monitoring operations to estimate abundance and distribution of cetacean populations in the Agreement Area.

Funding and organizing the ASI proved to be very challenging and such a massive effort may therefore hardly be reproducible *per se* over the long run. Yet, this unprecedented macro regional survey shall not remain a single effort and there is a need to explore alternatives and assess different ways to ensure monitoring continuity in the ACCOBAMS Area. In this regard, a key aspect of the ASI project addressing the sustainability of its actions, consists in assessing the feasibility of (a) mechanism(s) for ensuring regular and long-term monitoring of cetaceans in the ACCOBAMS Area.

This activity will aim at developing funding proposals to perpetuate the monitoring of cetacean populations at national and regional levels in relation to the processes of the EU Marine Strategy Framework Directive (MSFD) and/or the Ecosystem Approach Process of the Barcelona Convention, as well as other similar initiatives in the Black Sea.

## **2. OBJECTIVE OF THE CALL**

The ACCOBAMS Permanent Secretariat is looking for a skilled expert (or a group of experts) in fundraising (named hereafter the “Expert”) in order to develop proposals for long-term funding mechanism(s) for periodical large-scale cetacean monitoring in the ACCOBAMS Area to support the regular update of populations trends and conservation status.

## **3. REQUESTED TASKS**

The Expert to be recruited will have to conduct a study in order to support the ACCOBAMS Permanent Secretariat with assessing the feasibility of establishing long term funding mechanism (s) for ensuring regular monitoring of cetaceans in the ACCOBAMS Area, in relation to the international obligations of the countries of the region, through optimization of existing resources and mobilization of additional external resources.

In particular, the Expert is expected to develop proposals for funding mechanisms to support regular implementation of macro regional surveys on cetaceans in the ACCOBAMS Area, in continuation of the current ASI surveys efforts.

This task could be supported in particular by a review of existing, or under development, monitoring programmes addressing the abundance and distribution of cetacean populations, at national levels in the contexts of the EU Marine Strategy Framework Directive (MSFD) and/or the Ecosystem Approach Process of the Barcelona Convention, as well as other similar initiatives, including in the Black Sea. This review should include an assessment of the funds dedicated to or available for these national monitoring programmes.

The Expert is expected to use a consultative approach along the course of his/her study with ACCOBAMS Parties and non-Parties and with relevant organizations (ex. SPA/RAC, Black Sea Commission, DG Environment, etc.), in close consultation with the ACCOBAMS Permanent Secretariat. The modalities of this consultation should be detailed in the proposal submitted for this call.

After the evaluation of the proposals and once the Expert is selected, the ACCOBAMS Permanent Secretariat will organize a kick-off meeting (via Skype or a phone call) in order to review and agree on the details of the methodological approach, in particular the consultation process proposed, and to set the final schedule of the work.

The expected output of this expertise mission is a report, including an executive summary, detailing proposals for long-term funding mechanism(s) for regular monitoring cetacean abundance and distribution in the ACCOBAMS Area.

All the outputs produced by the expert will be reviewed by the ACCOBAMS Permanent Secretariat and circulated to the ASI Steering Committee and to the ASI Contact Group for consideration and advice.

The Expert will be requested to present his/her work to the ASI Steering Committee through Skype or face-to-face meetings.

#### **4. WORKLOAD, BUDGET AND PAYMENT DETAILS**

The work should be distributed over 6 months maximum.

The available budget for the requested tasks is around **15 000 Euros** (VAT included). Any proposal exceeding this amount should be clearly justified.

One contract will be established by the ACCOBAMS Permanent Secretariat with the Expert. Payments will be made upon presentation of invoices, based on the work achieved, within the limit of the contract budget.

The travel and accommodation costs for the eventual participation of the consultant in any relevant meetings, agreed in advance by the ACCOBAMS Executive Secretary, for presenting updates on the study for example, will be covered under separate budget, according to the ACCOBAMS Permanent Secretariat internal rules.

#### **5. CONDITIONS FOR THE SUBMISSION OF A PROPOSAL**

The proposals should be submitted by individual consultants or Organizations who will be contractually the unique vis-à-vis of the ACCOBAMS Permanent Secretariat for all tasks related to the mission.

The applicants must provide evidence of the following:

- be graduated in a field related to environmental sciences. A Master or a PhD on marine sciences will be an asset;
- Expertise in fundraising of large-scale projects in the context of international cooperation;
- proven experience in management of national or international programmes related to natural marine resources management;
- be:
  - i. Familiar with the development or implementation of environmental policies;
  - ii. familiar with ACCOBAMS - previous experience within the ACCOBAMS context will be an asset;
  - iii. familiar with the regional policies related to the monitoring of the marine environment (EU MSFD and EcAp processes of the Barcelona and Bucharest Conventions);
  - iv. able to work well under pressure and to work effectively and harmoniously in a multicultural environment with persons having different backgrounds;
  - v. able to plan and prioritize workloads and capability of meeting deadlines;
  - vi. persistent when problems or challenges appear;
  - vii. able to interact with tact and diplomacy;
  - viii. fluent in English (compulsory);
- have excellent interpersonal skills, especially within multicultural/multilingual settings.

Proposals shall provide the following information:

- a) A detailed technical proposal, including:
  - presentation of the applicant's background and relevant experience as regards the objective of the mission, including a CV and a list of projects and/or publications in relation to the tasks to perform;
  - a detailed description of the work to be carried out during the mission (including proposal for the expected consultation approach, a roadmap and calendar/Implementation schedules) and main steps to undertake;
- b) A detailed budget proposal, with the number of working days and the daily rate applicable, based on the available budget.

In the case the applicant proposes the participation of more than one expert, the technical proposal document has to include a presentation of each expert/specialist who will compose the Expert group (including their CVs and references), a description of the working arrangements within the Expert group and the distribution of the tasks among the experts/specialists (including an assessment of the number of working days expected per expert/specialist and per task). The technical proposal should also indicate the Expert group coordinator who will be the unique vis-à-vis of the ACCOBAMS Permanent Secretariat for all tasks related to the mission. The applicant also has to detail in the budget proposal the repartition of the costs between the different experts/specialists, the related modalities of payment as well as the number of working days expected per expert/specialist and the daily rate of each expert/specialist.

## 6. SUBMISSION OF THE PROPOSALS

Interested expert or organization should submit a proposal to the ACCOBAMS Executive Secretary ([fcdescroix@accobams.net](mailto:fcdescroix@accobams.net)) and, in copy, to the ASI Project Officer ([jbelmont@accobams.net](mailto:jbelmont@accobams.net)) and the Project/Fundraising Officer ([clervallec@accobams.net](mailto:clervallec@accobams.net)) **not later than September 15<sup>th</sup> 2019**.

For additional information, clarification or any communication relating to this Call for proposals, applicants may write to [jbelmont@accobams.net](mailto:jbelmont@accobams.net) and, in copy, to [fcdescroix@accobams.net](mailto:fcdescroix@accobams.net) and [clervallec@accobams.net](mailto:clervallec@accobams.net).

### Contacts

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## 7. SELECTION OF THE PROPOSAL

The proposals will be evaluated with reference to the scoring system included in Annex 1. The ACCOBAMS Permanent Secretariat will notify the result of the selection process by the end of September/beginning of October 2019.

## 8. CALENDAR OF THE CALL

<b>Opening of the call</b>	July 31 <sup>st</sup> 2019
<b>Deadline for applying</b>	September 15 <sup>th</sup> 2019
<b>Selection of the expert and information to applicants</b>	September 30 <sup>th</sup>
<b>Signature of the contract and kick off meeting</b>	before mid October 2019

**ANNEX**  
**General Offers Notation System**

**Technical offer**

The technical bid will be evaluated on 100 points, based on the following criteria:

**1. Applicant general experience: 30 points**

*Previous experience of the applicant will be assessed in relation to the fields of expertise required to achieve the intended outcomes of the project. Recent experience is more valuable than historic experience.*

**2. Methodology, organization and planning: 70 points**

**a- Quality of the proposed methodology (50 points)**

*The applicant should be able to demonstrate its capability to bring the contract to a satisfactory conclusion by describing the methodology of approach to accomplish the project's required outcomes.*

**b- Organization and planning (20 points)**

*Strategy and structures proposed for organizing (i.e. work calendar), managing and coordinating the work will be assessed.*

Competitors with technical offers scoring under 70 points will be automatically eliminated.

Among the retained applicants, the best score receives 100 points; the others will be assigned points calculated according to the following equation:

$$TS = (\text{initial technical score of the applicant under evaluation} / \text{best initial technical score}) * 100$$

**Financial proposal**

The least expensive proposal, among the retained proposals, receives 100 points; the other proposals will be assigned points according to the following equation:

$$PC = (\text{rate of the least expensive proposal} / \text{rate of the offer under evaluation}) * 100$$

Then, the contract is awarded according to the principle of the best proposal, with a technical weighting factor 70 % and a financial weighting factor 30 %, according to the following formula:

$$N = 0.7 \times NTC/NTM \times 100 + 0.3 \times PM/PC \times 100$$

N: Final weighted evaluation score

TS: Technical score of the applicant under evaluation

MTS: Maximum technical score recorded

RLE: Rate of the least expensive proposal

RP: Rate of the proposal under evaluation

The best proposal is the one that obtains the highest N value.