

Please note that this is NOT a UNDP office position. This a NIM project jointly implemented by the UNDP and Department of Environment.

## Request for Proposal and TOR for Providing National Consultancy on “Payment for Ecosystem Services (PES)”

### GENERAL INFORMATION

<b>Services/Work Description:</b>	National Consultant for Payment for Ecosystem Services (PES)
<b>Project/Program Title and ID:</b>	Conservation of Iranian Wetland Project (128285)
<b>Direct Supervisor:</b>	The National Project Manager (NPM)
<b>Duty Station:</b>	Home based and Central Project Office with missions to the project pilot sites
<b>Expected Places of Travel:</b>	Tehran and project pilot sites
<b>Duration:</b>	Up to 30 working days from late November 2021 to late March 2022
<b>Tentative Expected Start Date:</b>	Immediately after signing the contract

### 1. BACKGROUND/PROJECT DESCRIPTION

After successful completion of the Conservation of Iranian Wetlands Project (CIWP) as a joint initiative between the Government of Islamic Republic of Iran (led by the Department of Environment), Global Environmental Facility (GEF), and United Nations Development Program (UNDP) in 2013, a scale-up phase started by DoE and UNDP to sustain the achievements of CIWP throughout the country, ensuring that its outcomes are systematically up-scaled both vertically and horizontally throughout the country.

Shortly after this fresh start, and with the financial contribution from the Government of Japan, a new component for “Modelling Local Community Participation in Restoration of Lake Urmia through Establishment of Sustainable Agriculture and Biodiversity Conservation” was added to CIWP in 2014.

At national level, CIWP supports development and implementation of Integrated Wetland Management Plans (IMPs) through cross-sector coordination structures for more than 34 Iranian wetlands and has put in place a strong wetland ecosystem management legislative platform as well as cross-sector administrative structures in order to support:

- The implementation of the ‘Ecosystem Approach’;
- Development of ‘Communication, Education, Participation and Awareness Raising (CEPA)’ plans for the first pilot site in the country;
- Sharing the CIWP and other wetland initiatives, knowledge and lessons learnt with the regions of South and Central Asia;
- Promoting local community participation in Lake Urmia restoration through establishment of sustainable agriculture practices and biodiversity conservation at Lake Urmia level.



The CIWP has formulated a new strategy for the period of 2020-2025, which focuses on turning ecosystem-based management (EBM) to a dominant paradigm for managing water resources throughout the country. The main intended outcome of this new stage is formulated as 'Effective Activation of EBM Approach for the Iranian Wetlands'. The main components of this outcome are as follows:

1. Development and implementation of standard operating procedures for successful awareness raising of decision makers and the public on wetland values and functions;
2. Institution of consistent M&E systems for wetlands condition and management performance;
3. Provision of updated regulations, strategies, management plans, and guidelines for improved implementation process.

Furthermore, the CIWP has been engaged in another project, named "Local Community Participation in Sustainable Agriculture and Biodiversity Conservation for Lake Urmia Restoration" for seven years. The CIWP attempts to enhance the national and local capacities for effective coordination regarding sustainable land and water management and to improve smart practices and technologies for climate resilient agriculture.

## **2. SCOPE OF THE WORK**

### **2.1. OBJECTIVE**

The Millennium Ecosystem Assessment (MEA) defines ecosystem services (ES) as "the benefits people obtain from ecosystems." These benefits are the multiple commodities that are supplied by natural ecosystems as a result of their structure and function; the conditions and processes through which nature "sustains human life" on earth. Ecosystem services are the planet's life support systems, those that we cannot live without. From a functional point of view, the MEA classifies these services into four broad categories: provisioning, such as the production of food and water; regulating, such as the control of climate and disease; supporting, such as nutrient cycles and crop pollination; and cultural, such as spiritual and recreational benefits. Ecosystem services can also be classified according to their geographical scale (local, regional, global), value to society (direct or indirect), or the type of natural ecosystem providing the service (forest, coral reef, wetlands, etc.)

The definition of payment for ecosystem services (PES) varies widely, from narrow market-based definitions with direct transactions between providers and beneficiaries (including schemes where private buyers and sellers arrange voluntary and conditional transactions for the delivery of ecosystem services), to broader schemes in which those who benefit from the ecosystem services pay (usually indirectly) those who provide the services.

National consultants have been, recurrently, recruited to provide technical support to the CIWP. CIWP would like to invite an experienced national consultant (PES Specialist) to conduct the assessment of the legal, legislative and institutional frameworks and formulation of a Payment for Ecosystem Services (PES) scheme, implementation modalities, relevant instruments and roadmap applicable to Iranian wetlands ecosystem. This will be complemented with consultations workshops with key stakeholders at both national and provincial levels.

The current terms of reference include, but not restricted to, activities in line with tasks defined by the CIWP work plan for 2020-2021. Furthermore, it will include related activities under component 1 "Better management of Iran's wetlands through mainstreaming the ecosystem approach and applying effective tools and governance" following output 1.2 and activity 1.2.1:

- Output 1.2: Innovative tools to support implementation of wetland MPs are identified, piloted, evaluated, replicated and incorporated in related high-level documents and legislations.
- Activity 1.2.1: Implement priority PES schemes for wetlands conservation.



## 2.2. Expected tasks

The expected tasks for **the PES NC** will include, but are not limited to, eliciting the answer to the following questions:

### Institutional level:

1. What are the provisions mentioned in national level policies and laws that facilitates trade of positive externalities PES? (Focus only on major ecosystem services such as wetland and watershed services, biodiversity conservation, and carbon sequestration and landscape aesthetics);
2. What are the major perverse incentives mentioned in national level policies and laws that undermine the trade of ecosystem services?
3. What are the existing policy provisions that can facilitate the setup of PES institutional structure and its functioning?
4. What are the policy provisions that can facilitate the establishment of PES financing mechanism which can leverage and outsource the funding in a legitimate and transparent way?
5. What is the state-of-knowledge about different PES schemes implemented in different part of the country?
6. Extraction of the specific PES models for Iranian wetland ecosystems and provide a strategy to implement the identified model.

### Project planning (to provide input to CIWP planning):

1. Explain the basics of payment plans for ecosystem services plans;
2. How should potential ecosystem services/applications be identified? How should services/ecosystems be quantified and valued? How to identify opportunities?
3. How are ecosystem service providers and service users identified? Should it cover all service providers and service users? How should they be consulted and involved?
4. How to conclude that PES is financially feasible?
5. How are existing PES stakeholders/institutions analysed? How should specific problems (related to the target ecosystem services) of wetland management be identified?
6. How should the institutional structure for the PES projects be planned?
7. If the financial fund is to be established, what is the planning mechanism for the production and distribution of the fund?

### Project implementation:

1. In what ways do the actors perceive the PES schemes? What are their motivations to engage in PES schemes?
2. Is institutional structure functioning effectively? Is it appropriate for user-financed PES schemes in terms of transaction costs?
3. What are the rules and values promoted by these PES schemes in order to manage sustainable supply of ecosystem services?
4. In what ways is the piloting of PES implemented? How to sustain outcomes of this consultancy?
5. In what ways do the ecosystem service users or third party on their behalf pay for the conservation fund? How do ecosystem service providers get financial incentives? Does it compensate their opportunity cost of providing targeted ecosystem services?
6. What is the mechanism for monitoring the performance of PES schemes?
7. What roles should the DoE and CIWP paly in the implementation of PES?



### 3. EXPECTED OUTPUTS AND DELIVERABLES

Based on the scope of work outlined above, the consultant will be expected to deliver the following outputs and will be responsible for the delivery of the outputs within the suggested time.

No.	Output (reference to CIWP WP)	Activities	Deliverables/Mean of verification	Estimated Duration to Complete
1	<b>Output 1.2:</b> Innovative tools to support implementation of wetland Management Plans (MPs) are identified, piloted, evaluated, replicated, and incorporated in related high-level documents and legislations  <b>Planned Activity 1.2.1:</b> Implement priority PES schemes for wetlands conservation	Develop and Action plan	Action plan	No later than one week after signing the contract
2		Conduct PES detailed screening related to wetland ecosystems and propose protection and rehabilitation of the wetlands	Progress Report 1	one month after signing the contract
3		Provide training to a selection of government decision-makers and technical staff	Progress Report 2	two months after signing the contract
4		Contribute to lessons learned and develop PES tools (Specific for wetlands ecosystems)	Report of Workshops/ MoM of meetings	three months after signing the contract
5		Submit final report	Final narrative Report (Farsi)	four months after signing the contract
6		Submit summary report	Final Summary Report (English)	four months after signing the contract

*NB: the outline of the reports should match, be relevant, and comply with this TOR and the said deliverables, and will be finalized in coordination with the CIWP in a pre-signature briefing with the incumbent.*

### 4. INSTITUTIONAL ARRANGEMENT / REPORTING RELATIONSHIPS

The **National Consultant (NC)** will report to the **National Project Director (NPD)** under supervision of the **National Project Manager (NPM)**, and support the **NPM** for effective project implementation. In addition, the **PES NC** will work closely with the CIWP team and will engage with other related stakeholders, including the project consultants, government officials, donors, NGOs, CBOs, the private sector and other relevant stakeholders.

The consultant is expected to submit the periodic reports to CIWP as indicated in the section “3. **EXPECTED OUTPUTS AND DELIVERABLES**” and “5. **DURATION & TIMELINE**”. These require review and approval of the CIWP.

### 5. DURATION & TIMELINE

The consultant is expected to complete up to 30 working days over the period of October 2021 to February 2022.



Timeline Reports	No later than one week after signing the contract	one month after signing the contract	two months after signing the contract	three months after signing the contract	four months after signing the contract	four months after signing the contract
Action plan						
Progress Report 1						
Progress Report 2						
Report of Workshops/ MoM of meetings						
Final narrative report (Farsi)						
Final Summary Report (English)						

## 6. QUALIFICATIONS OF THE SUCCESSFUL INDIVIDUAL CONTRACTOR (IC)

This assignment requires the services of an expert who can demonstrate adequate analytical capacity and provide expertise relevant to the terms of reference as described above and below:

- Advanced university degree (Graduate degree PhD/MSc) in Natural Resources Management/ Engineering, Ecological Economics or other directly related fields (with specific research on economic linkages to developmental planning etc.);
- Minimum of 10 years of demonstrable experience and knowledge in the field of environmental economics, payment for ecosystem and business plan mechanism development and/or ecosystem service valuation, in particular, experience working in relation to management of wetland protected areas;
- Extended experience in technical assistance/cooperation programmes, training/capacity building initiatives, familiarity with development assistance framework and policy development;
- Experience in the development and application of economic and natural resources tools for planning and implementation;
- Experience and knowledge in environmental and wetland ecosystems;
- Good inter-personal, communication, networking and negotiating skills, along with good cross-sector relations would be desirable;
- Demonstrated skills in drafting reports and the ability to work efficiently under pressure;
- Fluent in English with excellent speaking and writing skills;
- Strong analytical skills particularly applied to environment profiling and project strategic policy making;
- A good understanding of challenges related on the management of the protected areas in Iran;
- Ability to identify needs and interventions for capacity enhancement of counterparts, clients and potential partners;
- Ability to take responsibility for achieving agreed outputs within set deadlines;



- A strong client focus and openness to change and ability to receive/integrate feedback.

## 7. HOW TO APPLY AND DOCUMENTS TO BE SUBMITTED

To apply, attach the following documents and submit your application via [ciwp.vacancy@gmail.com](mailto:ciwp.vacancy@gmail.com).

### 1. Proposal:

- Explaining why the applicant is the most suitable for the work.
- Provide a brief methodology on how the applicant will approach and conduct the work and at least two references. The proposal should be prepared in accordance with the templates provided in Annex I, Individual's Information Sheets.

### 2. Financial Offer

The financial offer should be submitted in accordance with the Financial Proposal Template attached hereto as Annex II.

### 3. Personal CV including past experience in similar projects.

Any request for clarification must be sent by electronic communication to [ciwp.vacancy@gmail.com](mailto:ciwp.vacancy@gmail.com). The response will be via electronic email and will be sent to all applicants, including an explanation of the query without identifying the source of inquiry.

## 8. EVALUATION

Individual consultants will be evaluated based on the following methodology:

### **Cumulative analysis**

The award of the contract should be made to the individual consultant whose offer has been evaluated and determined as:

- Responsive/compliant/acceptable, and
- Having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation (Please see below).
  - Technical Criteria weight: 70%
  - Financial Criteria weight: 30%

Only if the candidate obtains a minimum of 70% of technical score in technical evaluation, he/she would be considered for the Financial Evaluation.

Technical Evaluation Criteria	Max. Point
<ul style="list-style-type: none"> <li>- Minimum of 10 years of demonstrable experience and knowledge in the field of environmental economics, payment for ecosystem and business plan mechanism development and/or ecosystem service valuation, in particular, experience working in relation to management of wetland protected areas;</li> <li>- Extended experience in technical assistance/cooperation programmes, training/capacity building initiatives, familiarity with development assistance framework and policy development;</li> <li>- Experience in the development and application of economic and natural resources tools</li> </ul>	30%



for planning and implementation; - Good inter-personal, communication, networking and negotiating skills, along with good cross-sector relations would be desirable; - Demonstrated skills in drafting reports and the ability to work efficiently under pressure; - Proficiency in verbal and written English and Farsi; - Strong analytical skills particularly applied to environment profiling and project strategic policy making; - Good analytical skills in gathering and consolidating data and research; - Familiarity with CIWP/UNDP projects and procedures is an asset; - Familiarity with various national stakeholders is an asset	
Proposal and Methodology - Methodology and approach for carrying out the activities and obtaining the expected outputs - Understanding of the expected challenges and problems in implementation of this work and explain your approach to address and resolve them - Action plan & Timeline.	35%
Interview	35%
<b>Total</b>	<b>100%</b>

## 9. CONFIDENTIALITY AND PROPRIETARY INTERESTS

The Individual Consultant shall not either during the term or after termination of the assignment, disclose any proprietary or confidential information related to the consultancy service without prior written consent. Proprietary interests on all materials and documents prepared by the consultants under the assignment shall become and remain properties of CIWP.

## 10. ACRONYMS

CIWP	Conservation of Iranian Wetland Project
EBM	Ecosystem-Based Management
GEF	Global Environmental Facility
NC	National Consultant
NPD	National Project Director
NPM	National Project Manager
PES	Payment for Ecosystem Services
UNDP	United Nations Development Programme
WP	Work Plan



Interested applicants should send their application together with their Curriculum Vitae to:

By e-mail to: [ciwp.vacancy@gmail.com](mailto:ciwp.vacancy@gmail.com)  
Closing Date: 21. November .2021

Please take note that the vacancy notice title (National Consultant for PES) must be referred to in your email subject.

Mehri Asnaashari  
National project Manager



طرح حفاظت از تالابهای ایران  
حفظ تالابها برای مردم برای همیشه