

TERMS OF REFERENCE

Consultancy service to conduct analysis to identify and approach of the market leaders in the sand value chain in the Vietnamese Mekong Delta.

Project code: 40001883/402575

Supervised by: WWF IKI Sand Mining Project Director

Work location: Viet Nam

Duration: 25 Nov 2020 – 31 Mar 2021

WWF Viet Nam is looking for a service provider (consultant or consultant team) to conduct a stakeholder and value chain analysis of the sand value chain in the Vietnamese Mekong Delta (VMD).

1. Background

Covering an area of about 40,548 km² in 13 provinces¹, the Vietnamese Mekong Delta is home to some 17.804 million people² and accounts for about 18% of national GDP. The size of the area covered by water depends on the season. With an extremely low mean elevation of ~0.8 m above sea level, the delta also is among the region's most vulnerable to climate change-driven sea level rise (SLR)³. The construction of hydropower dams and extraction of sediments for a booming construction sector have already reduced sediment transport to the delta by about 77% between 1992 (160 Mt) and 2014 (75 Mt)⁴. Regarding sand mining specifically, excessive extraction concessions (82 licensed companies are officially allowed to extract 28 million tons of river sand per year from the river), illegal sand mining and a lack of awareness have resulted in extraction rates far beyond the replenishment capacity of the Mekong River⁵. Especially along the Mekong's main branches, the Hau and Tien rivers, the consequences have become increasingly apparent, exposing millions of riparians to river bank erosion, salt water intrusion and higher tidal amplitudes⁶.

¹ The area as of December 31, 2017 according to Decision No. 3873 / QĐ-BTNMT dated December 25, 2018 of the Minister of Natural Resources and Environment.

² General Statistics Office of Viet Nam, 2018

³ Minderhoud, P.S.J., Coumou, L., Erkens, G. et al. Mekong delta much lower than previously assumed in sea-level rise impact assessments. *Nat Commun* 10, 3847 (2019). <https://doi.org/10.1038/s41467-019-11602-1>

⁵ Ass.Prof. Le Manh Hung, Ass.Prof.Dinh Cong San and Dr. Nguyen Duy Khang – Southern Institute of Water Resources Research: "Studying the impact of sand mining activities on changing the river bed of Cuu Long river (Tien and Hau rivers) and proposing solutions for rational exploitation management and planning", State-level independent scientific research projects, 2014 (Code: ĐTDL.2010T/29).

⁶ Tuoi Tre News, 2017. Vietnam forecast to run out of construction sand by 2020. Available at: <https://tuoitrenews.vn/news/society/20170803/vietnam-forecast-torun-out-of-construction-sand-by-2020/40865.html>

The project: Drifting Sands: Mitigating the impacts of climate change in the Mekong Delta through public and private sector engagement in the sand industry

Between 2019 and 2023, the World Wide Fund for Nature (WWF), with financial support from the German Government, is working with national and provincial stakeholders to mitigate the Mekong delta's vulnerability to sea level rise through an improved sediment management.

Under the project, the WWF will:

- a) Establish a Delta wide sand-and-gravel-budget in consultation with stakeholders to create a uniformly agreed understanding of the scope and impact of unsustainable extraction rates;
- b) Promote public awareness of the impact of unsustainable sediment exploitation in the Mekong Delta;
- c) Promote participation and dialogue among key actors in the Vietnamese construction sector and provide information on the risks associated with sand mining and the opportunities for sustainable alternative sourcing for sand and gravel;
- d) Develop and propose improved policies and practices in relation to sustainable sand and gravel mining;

The project is implemented by WWF Viet Nam and WWF's regional hub for the Greater Mekong region, in collaboration with WWF Germany.

2. Objectives

As part of the wider work with the construction industry described above, the WWF is looking to tender out an analysis of (a) the fluvial sand value chain and (b) stakeholders of the construction industry in the Vietnamese Mekong Delta. These insights will form the basis for the project partners' subsequent engagement with stakeholders from the construction sector.

3. Scope of work and major responsibilities

The analysis should:

- Describe the structures in the aggregates (sand and gravel) value chain: Which steps in value creation are there, and which actors are involved with each? (particular focus should be given to the construction sector);
- Provide a stakeholder analysis (private sector and State Owned Enterprises - SOE) characterising the interests and influence of key stakeholders;
- Identify market leaders in the construction industry at the different steps of the sand value chain in the Mekong Delta (e.g. as sand producers, concrete producers, infrastructure developers), including a rough estimate of the quantities of sand used by them annually during the last ten years;
- Identify the key investors of building/infrastructure projects in the Mekong Delta (including HCMC, Bien Hoa and Dong Nai), and a brief characterisation of their legal structure and investment portfolio (i.e. geography of sand used in the construction sector);
- Develop and describe in narrative the system map relations amongst the private sector stakeholders within the Sand Value Chain.

4. Knowledge/Expertise

- Advanced degree (Ph.D. preferred) in economic development, socio-economics, natural resources economics, investments, economic master planning, industrial development or other related fields,
- Strong proven experience of stakeholders mapping,
- Strong analytical skills with the ability to collect, organize, analyze, and disseminate significant amounts of information with attention to detail and accuracy,
- Strong previous experience working on or with the aggregates/ construction sector,
- Proven experience in mapping supply chains, preferably in developing economies,
- Adept at queries, report writing and presenting findings,
- Extensive conceptual and practical knowledge of responsibility of and workings of country government,
- Experience of working and collaborating with stakeholders including Government bodies.
- High levels of energy, initiative and flexibility in quickly adjusting to changing work program requirements,
- Excellent understanding on Vietnam industrial development and Vietnamese Mekong Delta is an asset,
- English proficiency is a must.

5. Methodology

Location of the analysis: Vietnamese Mekong Delta, HCM City, and Bien Hoa City, Dong Nai province.

The proposed methodology to conduct the study is:

- A) Preparation, submission, and presentation of timeline and methodology of action
- B) Conduct a literature review
- C) Preparation and implementation for field trip cases/surveys/consultant meetings with relevant stakeholders
- D) Data analysis
- E) Presentation of the inception report to Project Director
- F) Final presentation, reporting, and documentation

6. Timeline and deliverables

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| Nov 25, 2020 | Contract signing |
| Dec 04, 2020 | Submit inception report |
| Dec 30, 2020 | Necessary data and information collected via field trip cases, consultation meetings |
| Jan 15, 2021 | First draft report |

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| | Make a presentation on the findings during a validation workshop to a reference group of members |
| Feb 28, 2021 | The second draft report submitted to PMU for review |
| Mar 31, 2021 | Final report should not be more than 45 pages (excluding appendices) Dataset with all data and information collected from the field work or desk review |

7. Implementation period

The study deliverables shall be concluded between 25 Nov 2020 and 31 Mar 2021.

8. How to bid

Qualified and interested candidates are requested to bid (either as a team or individually). The tender should contain the following:

- A technical proposal with brief description of why the service provider considers him/herself as the most suitable for the assignment, and a detailed clear methodology, on how they will approach and complete the assignment.
- Financial proposal that indicates the all-inclusive fixed total contract price (inclusive of Viet Nam VAT), supported by a breakdown of costs and indication of daily rate, as per the template provided.
- The technical proposal should also contain personal CV as well as the contact details (email and telephone number) of at least three (3) professional references.

A soft copy of the application should be sent to chau.nguyendiep@wwf.org.vn (Your email must have the subject heading indicating **IKI SMP SAND VALUE CHAIN ANALYSIS**).

Deadline for applications is **16 November 2020**.

Only selected candidate(s) will be contacted on the outcome of their tender.

8.1. Award criteria

The contract will be awarded based on the most economically advantageous tender, according to the '**best price-quality ratio**' award method. The quality of the tender will be evaluated based on the following criteria. The maximum total quality score is 100 points. Tenders that receive less than 70% of the maximum possible mark for the whole quality evaluation or less than 60% for one of the quality criteria will be eliminated and their final score will not be calculated. Tenders that do not reach the minimum quality levels will be rejected and will not be ranked.

| Quality Criteria | Points |
|--|---|
| <p>Overall approach</p> <p>This criterion assesses the quality of the approach set out in the tender, specifically with regard to order clarification, work planning, the content-related preparation of the consultations and written deliverables, and communication with the contractor and external stakeholders.</p> | <p>30 point – minimum threshold 60% (24 p)</p> |
| <p>Relevant work experience</p> <p>This criterion assesses the work experience of the tenderer relevant to criteria 2-5 listed above, as evidenced through a list of project references, reference publications and materials to be submitted in conjunction with the tender.</p> | <p>50 points - minimum threshold 60% (24 p)</p> |
| <p>Quality assurance</p> <p>This criterion assesses the quality assurance measures applied to the service foreseen in this tender specification concerning the quality of the stakeholder process and the deliverables, such as language quality checks or application of facilitation standards.</p> | <p>20 points – minimum threshold 60% (12)</p> |
| <p>Total number of points</p> | <p>100 points</p> |

A weighting of 70 - 30 is given to price and quality.

After evaluation of the quality of the tenders, the evaluation committee will proceed with the financial comparison of the tenders retained for further consideration according to the following formula:

$$\text{score for tender X} = [(\text{Lowest price} / \text{Price of tender X}) \times 70] + [(\text{Total quality score for all award criteria of tender X} / 100) \times 30]$$