

Specification for services to the Marine Stewardship Council

15th July 2019

Title of work: CephS&Chefs EU Interreg Project – 3 MSC pre-assessments

Client: Marine Stewardship Council

Deadline for Tender: 30th of August 2019; 6 pm CET

Starting date for the work: 16th of September 2019

Period of contract: 3 months from starting date

A. The Marine Stewardship Council (MSC)

The **Marine Stewardship Council** (MSC) is a project partner of the “Octopus, Squid, Cuttlefish, Sustainable Fisheries and Chefs” (CephS&Chefs) Project funded through the Interreg Atlantic Area Program by the European Regional Development Fund. 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 CephS&Chefs Project summary

The "CephS and Chefs" Project (<https://www.cephsandchefs.com/>) started in December 2017 and its goal is to generate knowledge and economic activity around sustainable cephalopod fisheries. The project aims to develop new markets and products based on cephalopods (squid, octopus, and cuttlefish), increasing the profitability of the value chain, and helping to make fishers more competitive in the Atlantic Area. It will enhance capacity to deal with economic challenges arising from the Landing Obligation, globalization of markets, etc., while assuring sustainable fishing. Cephalopod stocks are not subject to quota management at EU level and opportunities exist to further develop fisheries and markets. The project will connect fishermen to new markets for cephalopod products, add value to existing products, and aim for better prices for cephalopods from the Atlantic Area. Biological and socioeconomic sustainability will be carefully audited throughout the project. The objectives of the proposed project are to:

- a) Add value to cephalopod products: development and promotion of new products, new market initiatives (e.g. certification) and business opportunities for this sector
- b) Improve knowledge of the value chain ("from sea to table"), factors affecting sustainability in the short term (e.g., low prices, imports, consumer demand) and potential market developments in the long term
- c) Improve knowledge of eating habits and acceptance of new cephalopod food products by

- consumers in North and South Europe
- d) Ensure sustainability of fishing activity by assessing status of stocks, fisheries and ecosystems based on biological and socioeconomic indicators.

The project is funded by the Interreg Atlantic Area programme, which finances projects geographically located in the coastal regions of the Atlantic area of Ireland, the United Kingdom, France, Portugal and Spain. The project's objective will be achieved through a transfer of cephalopod-related knowledge from the southern European Atlantic area countries (Spain and Portugal) to those of the northern European Atlantic area (France, United Kingdom and Ireland).

The Consortium includes partners come from research institutes, NGOs, producer organisations, wholesalers and certification bodies from all Member States in the INTERREG Atlantic Area. The project partners are the National University of Ireland Galway (NUIG, lead partner), Galway-Mayo Institute of Technology (GMIT) and Irish Southwest and West Fish Producers Organization in Ireland; the United Kingdom's Marine Stewardship Council (MSC) and Atlantic Gate Ltd; France's University of Caen (Normandy); Portugal's University of Aveiro, Portuguese Institute for Sea and Atmosphere (IPMA) and Fuzeta Fishers Association; and Spain's University of Santiago de Compostela (USC), Spanish Institute of Oceanography (IEO), Quadralia (new technologies' company) and the Fisherman's Cooperative of the port of Vigo (ARVI).

The MSC's role in the project is to provide advice based on its experience engaging with fisheries and supply chain actors that want to improve their practices to meet sustainability requirements. Also, to conduct gap analysis of environmental sustainability (MSC pre-assessment analysis) and market readiness for a suite of appropriately selected fisheries.

C. Details of the present tender:

The purpose of this work is to produce pre-assessment analysis of 3 cephalopods' fisheries within the project's region. 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. The reporting language will be English but the work will be carried out in Spain, Portugal and Ireland with local actors, therefore staff members undertaking the work should be able to communicate fluently in English, Spanish and Portuguese.

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.
- Estimate of time required for: a) preparatory work and meetings with partners (MSC and

- others); b) site visit to the 3 fisheries; and c) reporting.
- Plan of engagement with relevant local fisheries, stakeholders and experts.

Financial part:

- Financial figures of intended work in Euros.
- VAT treatment.

D. Services specification

The team undertaking the work will conduct pre-assessments of the following 3 fisheries:

1. Octopus trap fishery of Lugo Province (Northern Galicia), Spain

- Species: common octopus (*Octopus vulgaris*)
- ICES Division: VIIIc
- Fishing gear/method: trap
- Fleet: all fishing boats from the fishers' guilds (Cofradías) of Burela, Celeiro, Foz, Ribadeo, San Ciprián and Vicedo licenced for the common octopus trap fishery

2. Octopus trap and pot fishery of Algarve, Portugal

- Species: common octopus (*Octopus vulgaris*)
- ICES Division: IXa
- Fishing gear/method: trap and pot
- Fleet: all fishing boats of the Associação de Armadores de Pesca da Fuzeta licenced for the common octopus trap and pot fishery

3. Squid trawl fishery of Ireland

- Species: European squid (*Loligo vulgaris*)
- ICES Division: VII
- Fishing gear/method: pelagic trawl
- Fleet: all fishing boats of the Irish Southwest and West Fish Producers Organization licenced for the squid trawl fishery

The mentioned pre-assessments will provide a gap analysis of each fishery environmental performances 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 UoA.

Deliverables

The pre-assessment reports should be produced in English for each fishery following the MSC Pre-Assessment Reporting Template v3.1, including an executive summary in Spanish and Portuguese for the Spanish and Portuguese fisheries respectively. Furthermore:

- 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 fishery.
- Each report will include a reference regarding whether the fishery 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 to the draft version of the pre-assessment before its finalisation.
- It is expected a PowerPoint presentation or similar file for each of the pre-assessment exercises.
- At least a site visit of 1-2 days to each of the fisheries is expected.

Timespan

A total period of 3 months (from 16th September to 16th December 2019) 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 beginning of the contract.

The MSC will provide a specific focal point team to communicate directly with the contractor and to facilitate the execution of the present work.

E. Budget and selection process

The total budget should not exceed **18,500 Euros** (including taxes and site visits) and should include detail of how funding will be spent. 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 of the European fisheries context
- Experience with cephalopods or short living species fisheries
- Ability to communicate effectively with a wide range of stakeholders in the 3 countries
- Value for money (maximum delivery for proposed budget)

F. 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.

G. Tender submission

Deadline for tender: 30th of August 2019; 6 pm CET

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

Carlos Montero Castaño
Senior Accessibility Manager, MSC
carlos.montero@msc.org

Catherine Longo
Senior Strategic Research Scientist, MSC
katie.longo@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 & 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.