

REQUEST FOR PROPOSALS: Consultancy support of the development of Land Science Based Targets

SUMMARY OF PROCUREMENT

In 2022, the World Resources Institute (WRI) received funding from Norway's International Climate and Forests Initiative (NICFI) to develop methods for setting land system science-based targets (SBTs) for nature in collaboration with the [Science Based Targets Network](#) (SBTN).

WRI intends to award a fixed price type contract for 1 year of consultancy support in the development of land system SBTs for nature. This request for proposal is split into two procurement lots and candidates can submit proposals for either or both lots. The first lot relates to the development of accounting guidelines for baselines and footprints of land system impacts, including development of a mechanism that enables companies to identify the particular response options/ practice changes which will measurably improve their performance towards the delivery of their SBTs. The second lot relates to the development and drafting of the full target-setting methods and guidance for companies and to provide support to the SBTN central Network Hub on corporate engagement and piloting.

About the World Resources Institute

Founded in 1982, The World Resources Institute (WRI) is a global environmental think tank that goes beyond research to put ideas into action. We work with governments, companies, and civil society to build solutions to urgent environmental challenges. WRI's transformative ideas protect the earth and promote development because sustainability is essential to meeting human needs and fulfilling human aspirations in the future.

About the Science Based Targets Network

The SBTN aims to transform economic systems and protect the global commons – air, water, land, biodiversity, and ocean. It is working to set science-based target (SBT) methodologies that will enable the corporate sector to align their own commitments to nature with the necessary speed and scale of action as determined by science.

The SBTN is part of the broader [Global Commons Alliance](#) which is a network of organizations working together to ensure that societies and the global economy thrive, sustained by healthy global commons, on a stable planet .

SBTN Land is one of the main groups within the SBTN and is led by the World Wildlife Fund (WWF) and Conservation International (CI) and its Steering Committee also includes representatives from The Nature Conservancy (TNC), World Resources Institute (WRI), the Food and Land Use Coalition (FOLU), and Systemiq Ltd.

The objective of SBTN Land is to develop and promote a methodology that will allow companies to set, track, and measure progress on quantifiable targets that are representative of the progress required in land systems to sustain nature and people.

In early 2023, SBTN will publish the first version of SBTs for Land. The methodology underpinning these version 1 targets is based on information and data that is currently available and will provide a methodology for Land SBTs that companies can set now. This will allow companies to assess their impacts on several key components of land (using the SBTN guidance for Step 1: Assess and Step 2: Interpret & Prioritize) and to set targets that will allow for quantifiable contributions at the company and landscape level.

Version 1 of Land SBTs comprise three distinct targets (as shown in Table 1) that companies should adopt depending on the materiality of pressures generated by the company’s activities, as well as the sector, size of the company, or position in the value chain.

Table 1 - Science-based Targets (SBTs) for Land

Science Based Targets for Land*	
Target 1	No Conversion of Natural Ecosystems
Target 2	Reduction in Land Footprint
Target 3	Landscape Engagement

*SBTN Land has complemented the three Land Targets with a requirement for Forest, Land and Agriculture (FLAG) companies to set a sister target on land GHG emissions following the SBTi FLAG methodology requirements (note: for companies required to set climate targets as per FLAG’s guidance).

These methods for target setting (v1) will be further refined during 2023 and 2024 as land system science and methods for accounting for impacts and dependencies on nature progress. Specifically, SBTN Land is working over this period with partners from across the Global Commons Alliance and beyond to quantify spatially explicit (i.e. place-based and locally-relevant) thresholds that define what nature needs to thrive and to quantify the ecological limits of human modification and use of terrestrial land systems that will form the basis of the second version of Land SBT methods. These subsequent targets will focus on the primary pressures to land systems: land transformation and land occupation.

SBTN Land has funding available to bring in additional partners to support the development of the Land SBTs during 2023 and 2024, in recognition of the need to bring in a breadth of skills and experience.

SBTN Land is publishing two distinct requests for proposals (RFPs):

1. **RfP N1. for the development of characterization factors linked to defined response options (or practice changes) and land indicators:** SBTN Land will bring on a partner to lead the development of “characterization factors” which will allow companies to translate the impact of a given response option/ practice change in a particular location on different land indicators (e.g. soil erosion, soil organic carbon, terrestrial eutrophication and acidification). The RFP can be found here: https://sciencebasedtargetsnetwork.org/wp-content/uploads/2023/03/SBTN-Land_RfP-for-characterization-factor-development_10032023.docx.
2. **RfP N2. for consultancy support in the development of V2 Land SBTs:** It is split into two procurement lots and candidates can submit proposals for either or both lots.
 - i. **Lot 1. ACCOUNTING GUIDELINES:** The first lot relates to the development of accounting guidelines for baselines and footprints of land system impacts, including development of a mechanism that enables companies to identify the particular response options/ practice changes which will measurably improve their performance towards the delivery of their SBTs.
 - ii. **Lot 2. TARGET SETTING METHOD DEVELOPMENT:** The second lot relates to the development and drafting of the full target-setting methods and guidance for companies and to provide support to the SBTN central Network Hub on corporate engagement and piloting.

The Land Hub will run the procurement for both RFPs in Q2 2023, with the chosen partners in place and project kick-off scheduled for summer 2023 (target date June/July 2023).

This RFP document contains details on the second RFP on consultancy support in the development of V2 Land SBTs. For this RFP, SBTN Land is open to receiving joint proposals and recognizes that this may be beneficial given the breadth of skills and expertise required to deliver the full scope of work.

Please note, the funding source for RFP N1 is Bosch Stiftung GmbH and the contracting agency will be Rockefeller Philanthropy Advisors, and the funding source for RFP N2 (both Lots) is Norway's International Climate and Forest Initiative (NICFI) and the contracting agency is the World Resources Institute (WRI).

SCOPE OF WORK AND OUTPUTS/DELIVERABLES FOR RFP 2

RFP N2. Lot 1. Consultancy support: Development of accounting and calculation guidelines for baselines and footprints

The consultant will work with the Land Hub Steering Committee (which includes representatives from the GHG Protocol) and the SBTN Network Hub to develop accounting and calculation guidance for companies to set baselines and footprints. The accounting and calculation guidelines should be aligned with the Network Hub guidance on target boundaries and Steps 1 and 2 Guidance and define:

- The boundaries between direct and indirect impacts;
- The extent to which companies are responsible for their indirect impacts;
- The spatial and temporal scales against which impacts are baselined;
- Methods for calculating baselines and footprints;
- What counts towards delivery of SBTs versus what does not.

It is expected that the consultant would collaborate closely with other key stakeholders in this space with the guidance of the SBTN Land Steering Committee (e.g., GHG Protocol, a Natural Capital Coalition, TEEBAgriFood, etc).

Table 1: Deliverables and timing for procurement lot 1

Deliverable	Estimated delivery schedule
1. Detailed project plan to include: <ul style="list-style-type: none"> - Timelines - List of deliverables - Identification of key risks and risk management 	July 2023
2. Monthly presentations to the SBTN Steering Committee on progress	Monthly
3. Mid-project update report to include: <ul style="list-style-type: none"> - Progress against project plan (including areas of deviation) - Key learnings - An updated timeline to the completion of the project 	December 2023
4. Finalized accounting and calculation guidelines for v2 Land SBT methods	June 2024

RFP N2. Lot 2. Consultancy support: Target setting methodology development

The selected consultant will work with the SBTN Land Hub on the following tasks:

1. Programme management

The candidate will take on day-to-day management of the SBTN land methodology development, reporting into the SBTN Land Steering Committee leads. Working closely with the SBTN Land Steering Committee and the SBTN Network Hub, the consultant will be responsible for ensuring that various elements of the SBTN Land methodology development is on schedule and identifying and managing project risks.

2. **Develop methods and guidance for version 2 Land SBTs**

The v1 Land SBTs are based on the science and data that is currently available and allow companies to assess their impacts on several key components of land systems, and to set targets that will allow for quantifiable contributions at the company and landscape level. However, the ambition of SBT Land is for the full targets reflect what nature needs at a local level and to cover a broader range of material land indicators:

- To define what nature needs at a local level, SBTN Land is working to quantify the a) spatially explicit (i.e. place-based and locally-relevant) and b) the ecological limits of human modification and use of land systems at that scale. SBTN Land has a post-doc working on these spatially-explicit thresholds with a network of academics, including the Earth Commission (which is also part of the Global Commons Alliance). See Annex A for more information on SBTN Land's work on this topic.
- To ensure methods cover a broader range of material land indicators, SBTN Land has identified a draft set of indicators for **land transformation** including reductions in native vegetation (forest) and reductions in native vegetation (non-forest) and **land occupation** including hectares occupied, soil erosion, soil organic carbon, terrestrial eutrophication and acidification, and potentially disappeared fraction of species. See Annex B which explains how these indicators have been selected and how SBTN Land intends to refine this list.

The consultant would therefore need to work with SBTN Land to align the v1 targets and guidance documentation to incorporate and transition company commitments with this work on thresholds and indicators so that companies can:

- Understand and measure their impacts and dependencies on land;
- Assess their proportional responsibility for achieving SBTs within their companies direct operations, supply chains, and the broader landscapes in which they have influence;
- Set SBTs against relevant land occupation and land transformation indicator thresholds;
- Define and plan the response options that will alleviate their impacts and lead to restorative, regenerative, and transformational change in land systems in line with SBTN's AR^{3T} framework set out in its Initial Guidance for Business.

This document will need to be finalized by Q3 2024 and then will go through a review process within SBTN. By Q4 2024, the consultant will deliver a fully designed, referenced, and complete SBTN Land methodology guidance document.

3. **Work with SBTN Network Hub on launch of guidance, corporate engagement and piloting**

The SBTN Network Hub will lead the launch process as well as on-going corporate engagement and the piloting and validation of methods with companies, but the consultant will be expected to input into these activities e.g. supporting the design of the pilot programme and helping to prepare resources for the consultation process and launch.

4. Work with SBTN Land CAMEL development team to ensure alignment between the CAMEL tool and the target development work

SBTN Land has also developed the CAMEL tool (see Annex C) and, while CAMEL development sits outside the scope of this RFP, the consultant would need to work with the team developing CAMEL to ensure alignment across workstreams.

Table 2: Deliverables and timelines for procurement lot 2

Deliverable	Estimated delivery schedule
Detailed project plan to include: <ul style="list-style-type: none"> - Timelines - List of deliverables - Identification of key risks and risk management 	July 2023
Monthly presentations to the SBTN Steering Committee on progress	Monthly
Mid-project update report to include: <ul style="list-style-type: none"> - Progress against project plan (including areas of deviation) - Key learnings - An updated timeline to the completion of the project 	December 2023
Draft guidance document for v2 Land SBT methods for consultation	July/ August 2024
Finalized guidance document for v2 Land SBT methods	December 2024

BUDGET

The maximum available budget for both lots of this procurement contract is USD 300,000 (RFP 2). The financial proposal must include all staff expenses, and we do not expect there to be any business travel. The financial proposal should also specify and outline any cost of any required data licenses and specify whether or not there would be limitations on the ultimately derived products associated with data licensing.

An estimate of the number of days required to carry out the activities is to be provided by the vendors in their proposal and must be reflected in the estimate. However, once the budget has been validated, the payment of the service will be conditional on the delivery of the deliverables and not on the number of days actually worked. All expenses (equipment, vehicles, materials, supplies, consumables, means of communication, insurance, expenses, etc.) necessary for the performance of the service, including travel expenses, mission expenses, etc., are the sole responsibility of the vendor and must be quantified in the budget proposal.

Please note that WRI is an IRS-registered 501(c)3, tax-exempt organization. WRI is not VAT exempt. All prices or quotes should include VAT and tax, as applicable.

Payment schedule

PROCUREMENT LOT 1

Deliverable	Estimated delivery schedule	Payment
Detailed project plan	July 2023	Payment 1 (25%)
Mid-project update report	December 2023	Payment 2 (25%)
Finalized accounting & calculation guidelines	June 2024	Payment 3 (50%)

PROCUREMENT LOT 2

Deliverable	Estimated delivery schedule	Payment
Detailed project plan	July 2023	Payment 1 (25%)
Mid-project update report	December 2023	Payment 2 (25%)
Draft guidance document for v2 Land SBT methods	July/ August 2024	Payment 3 (25%)
Finalized guidance document for v2 Land SBT methods	December 2024	Payment 4 (25%)

GUIDELINES FOR PROPOSAL SUBMISSION

Eligibility

Potential vendors will be excluded from participation in this procurement if:

- (a) they are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations.
- (b) they or persons having powers of representation, decision-making or control over them have been convicted of an offence concerning their professional conduct by a final judgement;
- (c) they have been guilty of grave professional misconduct; proven by any means which WRI can justify;
- (d) they have not fulfilled obligations relating to the payment of social security contributions or taxes in accordance with the legal provisions of the country in which they are established, or with those of a country in which WRI has an office or those of the country where the contract is to be performed;
- (e) they or persons having powers of representation, decision-making or control over them have been convicted for fraud, corruption, involvement in a criminal organization or money laundering by a final judgement;
- (f) they make use of child labor or forced labor and/or practice discrimination, and/or do not respect the right to freedom of association and the right to organize and engage in collective bargaining pursuant to the core conventions of the International Labor Organization (ILO).

All proposals must include a written statement confirming that none of the situations listed above apply.

Requirements

WRI will consider all qualified candidates, including independent contractors and consultancy firms. For both procurement lots, the selected contractor(s) will be able to demonstrate capacity and qualifications in relevant work as well as:

- Proven expertise in land, agricultural, and forestry systems which will be assessed through examples of existing work on these topics and through the CVs of the team;
- Deep knowledge of and experience in the application of climate and nature accounting frameworks and target setting which will be assessed through examples of existing work either in conducting climate and/or nature footprinting and target setting with corporates or in developing guidance and standards on climate and/or nature accounting and target methodologies;
- Experience in translating technical, scientific content into practical guidance for companies;
- Experience in workshop development and facilitation;
- Ability to work remotely in an international team environment;
- Experience in the collection and management of operational and supply chain data is desirable but not required;
- Experience in the development of excel or online tools to support businesses in climate and/ or nature target setting or the operationalization of targets is desirable but not required;
- Experience in the use of LCA and GIS is desirable but not required.

The team lead should have:

- At least an MSc or equivalent in the field of sustainability;
- At least 7 years of professional work experience in the field of sustainability;
- Excellent verbal and written communication in English. Other languages are beneficial;
- Excellent programme management skills, including stakeholder engagement, planning and time management;
- Experience in managing multi-year, multi-organization initiatives (this will be assessed through examples of relevant work);
- Excellent corporate networks, with experience working with a range of companies with land impacts such as forestry, agriculture, textiles, mining etc. (this will be assessed through the examples of relevant work).

Proposal content

Prospective vendors should submit:

- Information on your legal form and ownership structure;
- A written statement confirming that you meet all of the Eligibility criteria;
- A statement of interest describing the proposed team and how it meets the above requirements;
- A proposed team and how it meets the above requirements and overall time and % capacity assigned to the project per person;
- CVs of team members;
- Examples of and references for similar previous work (between 1 and 5 examples);
- An outline of the proposed strategy, methodology, timeline and workplan to deliver the outputs described in this document;
- An account of how the work and/or organization is sustainable;

- Statement of any potential or perceived conflicts of interest and a description of how they will be prevented;
- A proposed budget in USD with a breakdown of costs sufficient to assess reasonableness and compliance with our funder requirements.

The above set of documents should not exceed 20 pages in total (excluding the examples of similar work and CVs of team members).

If proposal submissions reflect a joint bid of partners, a clear allocation of this assignment management and administration must be briefly described.

Expression of Interest, Deadline for Questions, and Proposal

All expressions of interest and questions about this RFP must be received via email to the two contacts below by **23:59 on 7th April 2023 (US Eastern Time)**. Answers to the questions will be shared with all parties who have asked questions or otherwise expressed interest. The subject line should be titled: Expression of Interest: consultancy support – SBTN Land. Answers to the questions will be shared no later than 17th of April, 2023 to all parties. Follow-up questions would be answered under request after that date.

Dana Jakupova, Grants and Finance Specialist: Dana.Jakupova@wri.org **and** Olga Artsiukh, Operations Manager, The Food and Land Use Coalition: Olga.Artsiukh@wri.org.

Please make sure you include both contacts.

All proposals must be sent by **April 30, 2023, by 23:59 by US Eastern Time** in electronic format to the same contact listed above.

EVALUATION AND SELECTION

Evaluation Criteria

The following elements will be the primary considerations in evaluating all proposals submitted in response to this RFP

- Completion of all required elements;
- The extent to which the vendor's/organization's/consultant's proposal fulfills WRI's stated requirements as set out in the RFP;
- Quality of the proposal;
- Presentation of technical proposal and implementation plan;
- Strategy for delivering the services from a technical and process perspective, including quality control;
- Experience with similar projects and proposals of experts;
- Overall cost of the vendor's/ organization's/ consultant's proposal;
- Debarment and sanctions – WRI will not consider proposals from vendors/ organizations/ consultants, etc. that are presently debarred by the U.S. government or named on any restricted parties lists;
- Sustainability – WRI values sustainability and all other factors being equal, will favor a proposal to more sustainably perform the work.

Selection Process

The bidder offering the best overall value will be selected. To evaluate the proposals we will use the Weighted scoring method:

- i. Technical expertise (judged by the quality of the proposal, previous experience on the topic and CVs of the proposed team) – 70%
- ii. Value for money – 30%

Shortlisted candidates will be invited for an interview.

No proposal development costs shall be charged to WRI / all expenses are to be borne by the bidders. WRI may award to the bidder offering best value without discussions. However, WRI reserves the right to seek bidder clarifications and to negotiate with those bidders deemed to be within a competitive range.

WRI may, at its discretion and without explanation to the prospective vendors/ organizations/ consultants, choose to discontinue this RFP without obligation to such prospective vendors/ organizations/ consultants or make multiple awards under this RFP. Contracts will not be awarded to vendors/ organizations/ consultants debarred by the US government or named on restricted parties lists, those which are subject to a conflict of interest, or fail to supply or are guilty of misrepresentation in supplying the information requested by WRI as a condition of participation in this RFP.

Proposals will not be considered if any illegal or corrupt practices have taken place in connection with this award.

The work under procurement will be funded by Norway's International Climate and Forest Initiative.

ANNEXES

Annex A: Summary of SBTN Land work on thresholds

An ecological threshold is the point at which there is an abrupt change in an ecosystem quality, property or phenomenon, or where small changes in an environmental driver produce large responses in the ecosystem. When an ecological threshold has been passed, the ecosystem may undergo a regime shift whereby it is no longer be able to return to its state by means of its inherent resilience (i.e. it cannot recover).

Understanding land system thresholds is a key part of defining science-based targets. The concept is similar to aligning climate targets with 1.5°C, which is the safer upper limit of climate change, beyond which we predict catastrophic impacts. However, unlike climate targets, every target related to land under SBTN must be place-based, spatially explicit and relevant to the landscapes where companies operate or from where they source commodities We therefore must understand these spatially-explicit thresholds to define what nature needs in a given location, both in terms of avoiding further ecosystem degradation and loss, as well as the restoration actions which are required to return the system back to a stable state and resume proper functioning, if a threshold has been surpassed.

SBTN Land is currently working to 1) analyze and compare existing thresholds in the literature and threshold frameworks, including research generated by the Earth Commission, for their relevance and applicability to the SBT land work, and identifying where new research is needed for these thresholds to be defined, and 2) to generate spatially explicit thresholds at a regional scale through collaborative research and modeling efforts with research experts in the field. These thresholds will define what different land systems need in terms of physical extent and functional condition to remain resilient to impacts of people and the needs of nature in the long term and maintain proper functioning.

Annex B: Summary of SBTN Land work on indicators

SBTN Land indicators should measure how the internal ecosystem state changes in response to external threats. Each response option of a company has a certain intensity and/or influence on land indicators.

The draft indicators developed by SBTN Land are:

- **Land transformation** indicators including reductions in native vegetation (forest and non-forest)
- **Land occupation indicators** including hectares occupied, soil erosion, changes in soil organic carbon, terrestrial eutrophication and acidification, changes in Net Primary Productivity (NPP), and biodiversity loss.

The proposed methodology for the development of SBTN Land indicators is as follows:

- Consult the IPCC Special report on Climate Change and Land and the IPBES Global Outlook report and catalogued the indicators for measuring land impacts as well as the response options for addressing land impacts;
- Evaluate, refine, and nest the list of potential corporate response options and their impacts into both specific response options and bins of related response options;
- Review literature to assess and categorize whether a response option would have an impact (direct or indirect) on the progress towards the target;
- Evaluate the long list of indicators based on the availability of data to demonstrate place-based variation in its intensity;
- Compare the list of potential response options with the list of potential land indicators and select the most impactful and relevant indicators for companies based on their responsiveness to response options at national, sub-national, district, and pixel scale;
- Classify response options based on their ability, if implemented, to impact the intensity of each potential land indicator either directly, indirectly, or if it was not applicable. The final set of land indicators should represent the fewest number of potential indicators that covered at least 80% of the available response options;
- Align SBTN Land indicators and response options database within Earth Commission Biosphere targets and indicators;
- Align SBTi FLAG work with SBTN Land to include estimates of carbon emissions along with land impact estimates corporate response option will have a characterization factor for each land indicator;
- Align with other SBTN Issue Hubs (biodiversity, freshwater, marine) on cross-cutting topics e.g., nature's contribution to people, species, pollution, carbon, erosion, etc. SBTN Land aims to embed additional indicators across the Hubs into the land method, to maximize outcomes from corporate interventions for nature. Criteria for selecting additional biodiversity indicators, as an example, may include:
 - Relevance to key ecosystem features and processes
 - Data availability and quality over the relevant timeframes to estimate current and past or future values
 - The ability to identify a suitable threshold representing ecosystem collapse

Annex C: Overview of the CAMEL tool

SBTN Land (working with Quantis) has developed a beta version of an excel-based tool called CAMEL (Commodity Assessment: Measuring Effects on Land) which makes it possible for businesses to estimate the impacts of five land-based commodities (roundwood, maize, rice, soy, cotton, palm oil), across seven key impact indicators at a base resolution of approximated 10km x 10km, with aggregated values at different jurisdictional scales.

The 'first wave' of commodities were chosen for their widespread use in multiple sectors, including food production, food and beverage processing, textiles, cosmetics, and biofuels, among others. CAMEL has been piloted by a set of 10 leading companies from the SBTN corporate engagement program - early results underline CAMEL's potential as a critical enabler of their efforts to deliver outcomes for nature.

SBTN Land is currently fundraising to expand the functionality of CAMEL, making it more easily accessible via an online interface and expanding it to 35 agricultural and forestry commodities and co-products. This would entail developing a web-based spatial platform for companies to use the tool to estimate their impacts from commodity sourcing; expanding the list of commodities covered; improving data resolution and accuracy; incorporating additionally relevant datasets and metrics, and possibly; integrating or coupling characterization factors to allow companies to better estimate the impacts that their actions may have on nature metrics.