



A JOINT PROJECT TO ASSIST
FISHING COMMUNITIES ON
THEIR COURSE TOWARDS
SUSTAINABILITY.
SUPPORTED BY:



Specification for services to the Marine Stewardship Council

15 January 2019

Title of work: BluFish project

Client: Marine Stewardship Council (MSC)

Deadline for Tender: 15th of February 2019; 7 pm CET

Starting date for the work: 1st of March 2019

Period of contract: 7 months from starting date – see below for detailed timeline

A. The Client

The Marine Stewardship Council is the lead partner of this project. 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.

The MSC will act as a coordinator for this project and will carry out the major part of the outreach work to stakeholders and communication activities. Project partners will also play an active role in the project and, the contractor, will be requested also to liaise with partners when requested during the project implementation.

B. BluFish Project Summary

The project [BluFish](#) is a three years Pre-Assessment Project (PPA), started in January 2018, aimed at driving 10¹ Italian Mediterranean fisheries on the pathway to sustainability through pre-assessing the selected fisheries against the MSC standard and then identifying the action plans to achieve sustainability.

A PPA is any project that uses the MSC's pre-certification tools in a strategic way to engage with multiple fisheries at the same time. Its intended impact extends beyond the immediate project and it

¹ The number of fisheries to be pre-assessed could slightly change depending on the ongoing stakeholder's consultation stage (as from Fig.1), nevertheless a maximum of 10 Italian fisheries has been foreseen



has the purpose of influencing management at a more holistic level than the fisheries that may initially pursue MSC certification. Therefore, a PPA aims to involve not only the fisheries and NGO stakeholders, but notably also the management authorities, scientific advisory bodies and the supply chain interested in sourcing from these fisheries and regions.

In the Mediterranean basin, a PPA has also been running in Spain and France since 2015: the [MedFish project](#) which has led to the selection of 14 fisheries that will now lead to the development and implementation of fisheries improvement Action Plans.

The primary aim of the BluFish project is to carry out an MSC pre-assessment on a selection of Italian fisheries operating within the GFCM Geographical Sub-Areas (GSAs)² 10, 11, 16, 18, 19. Based on the results from the pre-assessment, identification of gaps (*e.g.* by-catch and discard levels, knowledge gaps, habitat damage, management gaps, etc ...) will be produced in order to develop action plans to be formulated and drive the fisheries towards concrete and measurable improvements.

By mapping the fisheries, providing them and the relevant management bodies with a roadmap to sustainability, and building stakeholder engagement, the BluFish project aims at improving the understanding of Italian fisheries and drive performances improvements in the selected fisheries. It will result in accelerated changes in fisheries management, data availability, gear impact mitigation and many other fields relevant to the MSC program. In the long-term these changes toward sustainability will improve fisheries state, fish stocks and marine ecosystem status, thus contributing to preserve the fragile Mediterranean environment. This project is restricted to commercial fisheries only.

C. Project implementation and results

The BluFish project is structured in three Stages: 1) Mapping; 2) Pre-assessment; 3) Action Plan definition (Fig. 1).

² [Geographical Sub-Areas \(GSA\) as defined by General Fisheries Commission for the Mediterranean and Black Sea \(GFCM\) RES-GFCM/33/2009/2 Establishment of Geographical Sub-Areas in the GFCM area](#)



Figure 1: BluFish project Stages summary and implementation timeline

Stage 1, Mapping of the fisheries - conducted by an external independent expert - concluded in November 2018. The deliverable produced for Stage 1 are publicly available in the “Result” section of the BluFish [project website](#) in both Italian and English.

The Mapping Stage has been composed by the Fast-scan and the Deeper Mapping. The Fast-scan has mapped over 2600 fisheries – defined as Unit of Assessment (UoA)³ – in the GSAs within the scope of the project for which the following quantitative and qualitative information have been detailed:

- a list of all the fisheries operating under the scope of the project with indication of: the main target species, the main gears used, stock area, and availability of stock assessment and exploitation levels;
- average landings in volume and value in recent years;
- landing composition in terms of volume and value by fishery;
- fleet composition by fishing technique (aggregated by GSA);
- geographical characterisation of the main fisheries;
- list of the main landing ports.

The Deeper mapping instead has allowed to compile a shortlist of 50 UoAs by combining objective quantitative criteria with stakeholders’ inputs. For each of the 50 UoA a detailed description reports the state of stock exploitation, bycatch species, the habitat and ecosystem in which the UoA operates and the management. Furthermore, an overview of the main socio-economic issues in terms of

³ Unit of Assessment - The target stock(s) combined with the fishing method/gear and practice (including vessel type/s) pursuing that stock, and any fleets, or groups of vessels, or individual fishing operators or other eligible fishers that are included in an MSC fishery pre-assessment.



capacity, employment, value of production and value added, average production and market prices (when available), consumption and import-export figures has been also included.

D. Services Specification:

Stage 2: Pre-assessments

This stage will consist of Pre-Assessments (PA) of a selection of 10 UoAs that will be shortlisted from the 50 UoAs resulted from the Deeper mapping. These PA will allow to have a gap analysis of each fishery environmental performances compared to the 28 Performance Indicators (PI) of the MSC fisheries Standard Version 2.01.

Deliverables:

Pre-assessment reports should be produced for each UoA selected following the MSC Pre-Assessment Reporting Template version 2.1. Furthermore:

- Each PA should include relevant background information of the UoA as required in the MSC Pre-Assessment Reporting Template version 2.1. However, additional available information that would better support the understanding of the UoA should be also included when available (*e.g.* habitat maps – digital or digitalised; catch composition list and/or maps; references list; data matrices; species lists; etc.).
- Scoring for each PI should be detailed as to facilitate the understanding of the rationale to all the stakeholders engaged in the process and to the UoA.
- Stakeholders directly involved in the UoA PA will have the opportunity to review and comment to the draft version of the PA before its finalisation.
- There will be a requirement to produce appropriate material to support dissemination of outputs, including summary report and presentation material suitable for dissemination purposes (*e.g.* maps, tables, database).
- The dissemination language would be both English and Italian.
- It is expected that the results will be used to populate a publicly accessible online data-base created by the client. For this purpose, the PA ‘prospect score’ *per* PI needs to be listed and delivered in an .xls format.

Timeline:

The PAs are expected to start from the beginning of the contract (*i.e.* 1st of March 2019) and last no more than seven months (*i.e.* 30th of September 2019).

The client will outline and provide the schedule in which the UoA will be pre-assessed. Indeed, the



timeline of each UoA might vary due to different stakeholders' involvement. Therefore, the order in which the UoA will be approached and pre-assessed will be agreed with the BluFish project manager at the beginning of the contract.

The supplier should consider adequate time for stakeholders and client revision and inputs to the deliverables ahead of their finalisation.

E. Details of the present tender:

BluFish project is based on the MSC standard version 2.01, the MSC pre-assessment process and reporting template version 2.1. As such only contractors who are currently MSC accredited assessors are acceptable for this process. As an accredited CAB the contractor should be fully familiar and trained with the MSC standard and MSC pre-assessment process.

The staff members undertaking the work should be able to communicate fluently in Italian and English, and should show a valid and recognised knowledge, at both national and international level, of the fisheries into the UoAs as well as of the biological and ecological processes driving the three main MSC Standard Principles (version 2.01). Please, note that, due to the nature of the BluFish PPA, the client warmly encourages and values a close collaboration with local experts for the delivery of this work. Using local experts in carrying out the Pre-Assessments will therefore be factored into the selection of CABs for this work.

The outcome of the pre-assessments must be produced in English and Italian and will be publicly available and uploaded on the project website to all stakeholders.

F. Quotations shall include:

Financial part:

- i. Financial figures for each stage identified separately;
- ii. VAT treatment.

Technical part:

- i. A suitable plan of intended work (*e.g.* Gant Chart) including milestones;
- ii. Team composition: how many staff members-experts, what competencies (CVs), location;
- iii. Estimate of time required for meetings with the client (MSC) and project partners involved in



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- the project (see Section B);
- iv. Supporting documentation that addresses all aspects of the services specification (including a schedule of intended elements of report and supporting letters);
 - v. Plan of engagement with relevant local stakeholders and experts.

G. Opportunities to discuss with client and partner bodies

In order to get a clear understanding of the specification described it is intended that all contractors who express interest in tendering have the opportunity to discuss the project with the client via a webinar. The date of the webinar will be mutually agreed, and adequate time will be provided to ensure clarity and that all parties understand each other. As a matter of equality any specific questions and responses on the specification will be copied to all potential contractors.

H. Tender submission

Deadline for Tender: 15th of February 2019; 7 pm CET

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

To: Maria Cristina Mangano
Fisheries Manager, MSC Italy
mariacristina.mangano@msc.org
+ 39 389 230 7732; + 39 02 84268169

To: Francesca Oppia
Program Director, MSC Italy
francesca.oppia@msc.org
+39 3482309560; +39 0284268169

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.

I. Further notes and requirements

- We reserve the right to not accept any tenders following submission. The assessment process is confidential and will take place within 10 days from the submission deadline. Following



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assessment of the submitted tenders the client may approach any contractor and request them to provide further supporting information as required.

- Please note that the number fisheries that will undergo the pre-assessment stage will be better defined during the ongoing stakeholder consultation stage and that the final foreseen fisheries number (10) by the project may be subjected to a decrease. In this event, the project partners reserve the right to discuss with the awarded contractors to scale up capacity during the project, or to issue a new call for tender to cover these extra activities.
- The CAB should meet the fisheries at least once during the pre-assessment process.
- The timespans are fixed and should be respected.
- All the deliverables should be built on the template specified. MSC Italy reserves the rights to request improvements and adjustments, should the expected quality not be met.
- All the project reports should be available in electronic copies suitable for web availability. The report should be appropriately referenced and have a contents section and begin with a two-page summary. It may form a section to the full project report covering all stages of work.
- The project reports should be made available in Italian and English: for both levels it is required a proficient written level.
- In-person presentation of the work results based on the reports may be expected at the end of each stage.