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Tender

Forest Governance, Markets and Climate (FGMC2) Facilitation Service

Foreign, Commonwealth and Development Office

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

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Scope

Reference

CPG/12638

Description

Phase 2 of the Forest Governance, Markets and Climate (FGMC2) is a 10-year £500m programme that aims to reduce the illegal and unsustainable use of forest resources, while benefitting poor, forest-dependent people, especially Indigenous People and Local Communities. FGMC2 builds on a successful first phase (FGMC1: 2011-24) which provided evidence and strong foundational partnerships that drove governance reforms and improved forest stewardship. A first tranche of £220m was approved for the first 5 years of the programme (2024-29), with the balance to be approved by Ministers subject to a positive mid-term evaluation in 2029 and resource availability.

The key delivery instruments for the programme are (i) Facilitation service, the subject of this

procurement opportunity, (ii) the Programme Management Strategy and Support Team (PMSST), the contract for which has been awarded, and (iii) the Technical Assistance Portfolio Manager (TAPM) which is currently under tender evaluation. The Facilitation Service (contract value up to £15m) is designed to provide the services of politically astute, skilled and impartial facilitators to support multi stakeholder deliberations, at the invitation of government.

The objective of the Facilitation Services contract is to establish and operate a Facilitation service with the capacity to deploy country-based facilitators who will help encourage and support national stakeholders in forest sector policy and legal reforms decision making, encouraging well-informed stakeholder deliberations in partner countries. FGMC2 will not operate in all countries (potentially in up to 16) from the outset and is unlikely to work with Facilitators simultaneously across all countries. The nature of the work delivered in each country will depend upon the country context and the strategies and theories developed for it. The first group of 7 countries that will require facilitation services is Ghana, Liberia, Republic of Congo, DRC, Cameroon, Papua New Guinea, and Guyana. Other countries (bringing the total up to 10 countries at any given time) are likely to be drawn from Solomon Islands, Indonesia, Vietnam, and as further scoping is carried out, potentially from Laos, Gabon, Cote d'Ivoire, Bolivia, Cambodia, Mozambique, Myanmar, Thailand. Scope is, therefore, restricted identifying named facilitators for the 7 confirmed countries, but cost for a total of 10 facilitators.

Total value (estimated)

- £12,500,000 excluding VAT
- £15,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 9 October 2025 to 8 October 2029
- Possible extension to 8 October 2034
- 9 years

Description of possible extension:

The option of an extension is up to 60 months. The extension option will be at FCDO's sole discretion. In deciding whether the Contract should be extended, FCDO will have regard to the following non-exhaustive list of considerations:

- a) performance based on Review Points;
- b) ongoing future demand for interventions;
- c) interventions continuing to be live at the end of the term;
- d) the programme continuing to be an FCDO priority and aligned to geographic and thematic strategies;
- e) FCDO affordability assessment
- f) available funds through future Spending Reviews.
- g) subject to a business case addendum being approved by Ministers for the second 5 year period of FGMC2.

Main procurement category

Services

CPV classifications

- 75211200 - Foreign economic-aid-related services

Contract locations

- GH - Ghana

- LR - Liberia
 - CD - Congo (Democratic Republic)
 - CG - Congo
 - CM - Cameroon
 - PG - Papua New Guinea
 - GY - Guyana
 - SB - Solomon Islands
 - ID - Indonesia
 - VN - Vietnam
-

Participation

Legal and financial capacity conditions of participation

FINANCIAL CAPACITY

Low Risk - Potential Suppliers must have a yearly turnover which equals at least 50% of the maximum Contract value as set out in the FTS Notice.

Medium Risk - Potential Suppliers have a yearly turnover which is less than 50% of the maximum Contract value, but more than 20% of the maximum contract value.

High Risk - Potential Suppliers with a yearly turnover which is less than 20% of the maximum Contract value.

A Potential Supplier who lacks the appropriate financial capacity could represent a risk to satisfactory contract delivery. Where financial capacity is in question, the Response may be

failed on this basis, irrespective of a Potential Supplier's performance in other non-financial areas.

Technical ability conditions of participation

Bidders should include examples of experience that are relevant to the requirement set out in the Terms of Reference. More information is available under Para 2.6 Technical Ability of ITT Vol 1 Instructions Document.

Additional Project Related Question 1:

Demonstrate through up to three of your examples a minimum level* of institutional experience and capability in the lead agency and/or consortium members, in each of the following and where applicable, indicate outcomes or results achieved:

- (a) managing large, complex aid funded multi-country programmes in Africa and the Pacific region (at least 5 countries concurrently);
- (b) challenging environments, including security, conflict risks and political instability; and
- (c) managing politically sensitive forestry programmes in fragile states;

More recent and more relevant experience and/or FCDO experience preferable

* A "minimum level" of institutional experience and capability is defined as having played a leading management and technical role in at least two (2) multi-year programmes that demonstrate relevant experience and capability.

Not to exceed 2 A4 pages (2 x A4 single side)

Additional Project Related Question 2

Demonstrate through your examples experience, capability and evidence of support to multi stakeholder driven governance reform processes including ensuring inclusion of women and marginalised stakeholders and managing diverse stakeholder interests.

Not to exceed 2 A4 pages (1 x A4 single side)

Additional Project Related Question 3:

Demonstrate through your examples organisational experience and evidence of working with international forestry policy processes including Forest Law Enforcement Governance and Trade (FLEGT) voluntary partnership agreements, or equivalent trade linked processes, market regulations, forest governance and transparency, compliance monitoring and results auditing

Not to exceed 1 A4 pages (1 x A4 single side)

Additional Project Related Question 4

Demonstrate through your examples organisational experience and evidence of projects fostering cross-country south-south and north-south learning that lead to policy developments

Not to exceed 1 A4 pages (1 x A4 single side)

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

18 August 2025, 5:00pm

Tender submission deadline

25 August 2025, 5:00pm

Submission address and any special instructions

<https://fcdo.bravosolution.co.uk>

The procedure will be conducted in accordance with the Procurement Act 2023 and the associated Procurement Regulations 2024, specifically under the provisions applicable to Light Touch Contracts Section 9 and Schedule 1, which replace the previous regime under regulations 74 to 76 of Section 7 (Social and Other Specific Services) of Chapter 3 of the PCR 2015. The relevant service falls under the Common Procurement Vocabulary (CPV) code 75211200 - Foreign economic-aid related services, which is listed under Schedule 1 (Light Touch Services) of the Procurement Regulations 2024.

The Procedure will be conducted through the following process: -

FCDO intends to conduct this exercise in up to 3 stages (noting that the Procedure may be concluded at Stage 1 - more details in Invitation to Tender (ITT) Vol 1 Document that will be published in FCDO e-sourcing Portal (<https://fcdo.bravosolution.co.uk/web/login.html>))

STAGE 1 - Tender Submission

STAGE 2 - Negotiation (if applicable)

STAGE 3 - Best and Final Offer (if applicable)

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

9 October 2025

Award criteria

Name	Description	Type	Weighting
T2 Facilitators in country	Demonstrate professional skills and expertise of proposed facilitator for each of the seven identified countries (Guyana, Ghana, Liberia, Cameroon, Republic of Congo, Democratic Republic of Congo, PNG). This should include for example: good communication skills and the ability to maintain an impartial stance in challenging contexts, specific country (or equivalent) experience, expertise in multi stakeholder engagement processes, and relevant language skills. Generic skills and attributes expected of all facilitators are set out in Annex 1 and	Quality	42%

Name	Description	Type	Weighting
	<p>country specific skills and attributes in Annex 2 of the ToRs. For each of the 7 already identified countries that require a facilitator, provide a description of the key named team members, their strengths and attributes that they will bring to the role, provide a CV and specify input days, or percentage time dedicated for this work so as to indicate proposed approach. Max Page limit of 10 A4 pages not including CVs. CVs must be a maximum of 2 A4 pages per CV.</p>		

Name	Description	Type	Weighting
T5 Understanding of the role of a facilitator: Demonstrate approach to and understanding of deliberation and facilitation	Please provide an answer for both of the following scenarios. Draw on your understanding of deliberation (see Box 1 section A and Annex 2 of the ToRs)) Scenario 1: (10 marks) In Country A, a growing number of voluntary carbon market forest carbon projects are under development. There is no regulation or policy related to such initiatives and the Government and other stakeholders are concerned that the absence of regulation will lead to exploitation, poor project design and negligible benefits. The Government is also Keen to derive revenue from its forest estate and seeks to develop a new carbon trading policy and regulation that will set the framework for what they hope	Quality	20%

Name	Description	Type	Weighting
	<p>will be a future trade in forest carbon. Set out the facilitation service's approach to facilitating an inclusive deliberative approach to the development of the carbon trading policy outlining the challenges that may emerge and how these will be handled. Max page limit 3 A4 pages</p> <p>Scenario 2: (10 marks) In Country X The Government has requested assistance with the development of a timber legality assurance system. They are keen to attract investment for downstream processing, particularly engaging small and medium entrepreneurs as there is a real need to develop more jobs and to increase revenue generation from the forest sector. They have</p>		

Name	Description	Type	Weighting
	<p>been advised that reassurance of the legality of timber will be a key pre-requisite for any investment in processing facilities. To support these ambitions, a technical assistance project is supporting the establishment of a timber legality assurance system. The TA delivery partner has an MOU with the Forest Ministry to strengthen the capacity of the Ministry to develop and manage the system. Describe how a facilitator might work alongside the TA providers to ensure that the system that gets developed is fit for purpose and meets stakeholder expectations. Max Page limit 3 A4 Pages</p>		

Name	Description	Type	Weighting
T1a & b Quality of team leadership, and country-based facilitators	<p>Core Facilitation Service team as outlined in the Section G of the ToRs- 1a (5 Marks)</p> <p>For the team leader: Demonstrate strong leadership to oversee all aspects of the programme, including effective diplomatic and stakeholder engagement skills, an ability to think and work politically, demonstrable ability to manage and mentor team members working autonomously and remotely. Skills related to the facilitation of multi-stakeholder processes and engagement with developing country Government Authorities. Experience and expertise in the successful delivery of projects - mobilising at pace and running competitive processes, with</p>	Quality	12%

Name	Description	Type	Weighting
	<p>agile delivery adapting to stakeholder priorities across multiple countries.</p> <p>1b (9 Marks) For the rest of the core facilitation service delivery team: The following skills should be distributed across the core team- Strong MEL skills, including in developing MEL suitable for stakeholder led processes, and able to support an adaptive approach to programme management. Strong learning skills that support peer to peer learning and south-south exchange. Strong knowledge management. Project and financial management skills, including providing support to in-country based facilitators in a timely and flexible way. Gender and</p>		

Name	Description	Type	Weighting
	<p>inclusion expertise.</p> <p>It is up to the bidder to provide a clear indication of the composition and skills mix of the proposed team.</p> <p>Provide CVs of the core team members involved in overseeing this programme, specifying their base, input days, percentage time dedicated to the programme and the specific role they will play as part of the technical bid.</p> <p>Max Page limit of 4 A4 pages not including CVs. CVs must be a maximum of 2 A4 pages per CV.</p>		

Name	Description	Type	Weighting
T6 Understanding the Theory of Change and approach to policy influencing at national level.	Based on the Terms of Reference (section A and Annexes 1 and 2) provided, the potential Supplier should demonstrate their understanding of the Theory of Change. This should include a succinct, critical appraisal of your understanding of the Theory of Change model. This should illustrate the role of Facilitators in enabling a nationally owned process with national stakeholders driving change at national level. It would describe the arrangements you will make to ensure that in-country Facilitators understand the global programme, the role of facilitation as distinct from that of the PMSST and country specific TA projects. Page limit 6 A4 pages	Quality	10%

Name	Description	Type	Weighting
T3 Approach to effective management of the deployment of facilitators in country	Provide your approach to deployment of facilitators in country and operational arrangement for managing facilitators across multiple countries: (draw from Sections C, D, E, and Annex 2 of the ToRs) a. in politically sensitive contexts and/or fragile states and set out how you will support the multistakeholder dynamic in countries where there is limited political support for engaging with non-state actors. b. Your approach to flexible scaling up and down of facilitation across countries depending upon need and opportunity c. Your strategy to address gender as described in the ToR, in particular how gender sensitive national dialogue will be supported. d.	Quality	8%

Name	Description	Type	Weighting
	describing how you will engage with partners to any international agreements in-country, such as VPA. e. Describing your approach to the deployment of facilitators reflecting on the considerations set out in the ToR (e.g positioning of facilitators for optimal effect, acceptability to national stakeholders) Max page limit of 5 A4 pages		

Name	Description	Type	Weighting
T4 Approach to effective programme management of the facilitation service	Demonstrate the efficiency of your operational arrangements and approach to VfM, including your approach to risk assessment and the management of risks, finances, results, staff performance in varied country contexts, staff retention, approach to the support functions to facilitation offices across multiple countries as well as management of short-term expertise or sub-partners. (draw from section E of the ToRs) Max page limit 5 A4 pages	Quality	8%

Other information

Payment terms

Inception

100% of suppliers' fees will be linked to fixed milestone payments with expenses reimbursed on actuals, up to the proposed ceiling for inception.

Implementation

25% of suppliers' fees will be contingent on KPIs which will be scored quarterly. Payments for all costs and expenses will be strictly in arrears. All expenditure will be against pre-agreed fee rates and project costs.

Description of risks to contract performance

Cashflow - Monthly payment terms are required for downstream/SME/local partners.

Security - The programme operates across a number of countries with different risk levels, mitigation is clearly built in to the specific country strategy.

PLEASE NOTE: This Notice does not allow for the selection of the correct award criteria. The final score awarded to the Potential Supplier will be calculated using the Price Per Quality Point (PPQP) methodology. This is an absolute methodology which divides the Potential Supplier's Commercial Evaluation Total Cost by their Technical Score to calculate the Final Score. For details, please refer to Volume 1 of the tender documents.

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Special regime

Light touch

Contracting authority

Foreign, Commonwealth and Development Office

- Public Procurement Organisation Number: PXRR-8771-PHVX

King Charles Street

London

SW1A 2AH

United Kingdom

Contact name: LS Nagarajan

Telephone: +917823996609

Email: ls.nagarajan@fcdo.gov.uk

Website:

<https://www.gov.uk/government/organisations/foreign-commonwealth-development-office>

Region: UKI32 - Westminster

Organisation type: Public authority - central government