

**Republic of Indonesia
Ministry of National Development Planning (Bappenas)
Indonesia Climate Change Trust Fund (ICCTF)**

Project Number: 57221-001

**TA 10295-REG: TOWARD SUSTAINABLE AND CONVERSION-
FREE AQUACULTURE IN SOUTHEAST ASIA
(TOSCA)**

Request for Expression of Interest (REOI)

For

Development of Shrimp Aquaculture Strategies and Action Plans

August 11, 2026

**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)**

Grant No: TA 10295-REG

Project ID No: 57221-001

Assignment Title: Development of Shrimp Aquaculture Strategies and Action Plans

The Government of Indonesia has received funding from the Asian Development Bank (ADB) to support financing for the project Toward Sustainable and Conversion-Free Aquaculture in Southeast Asia (TOSCA). The assignment aims to support the development of a National Shrimp Aquaculture Strategy and Action Plan that promotes sustainable, climate-resilient, environmentally responsible, and conversion-free shrimp aquaculture development in Indonesia. The strategy will provide recommendations on governance, Aquaculture Management Areas (AMA), feed systems, infrastructure, environmental safeguards, investment priorities, value chain development, and market competitiveness. To support this activity, ICCTF-Bappenas intends to engage a qualified consulting firm.

The consulting firm will provide experts to be assigned for approximately ten (10) months. Description of the components and scope of work (draft Terms of Reference) is available at the attachment.

Ministry of National Development Planning/National Development Planning Agency (BAPPENAS) now invites Expressions of Interest (EOI) from consultants to provide consultancy services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the assignment.

The selection criteria are articulated around:

1. Management competence (20%);
2. Technical competence of the firm (70%), including:
 - (i) Research institutions or consulting service providers that are legally established entities with a minimum of 5 years of experience in consulting services in the field of developing national strategy, program planning, and/or regional planning related to marine resource management, and/or management of aquaculture and fisheries in either government or private environments;
 - (ii) Have at least 1 (one) relevant work experience in the last 5 (five) years in facilitating and/or implementing the Ecosystem Approach to Aquaculture (EAA), preparing or facilitating spatial planning documents or other similar assignments related to implementing and facilitating RTRW documents with adopting aquaculture under systematic and reasonable planning;
 - (iii) Have at least 1 (one) relevant work experience in the last 5 (five) years in developing best management practices for shrimp/aquaculture activities, developing aquaculture business models aligned with certification or sustainability standards, or other similar assignments related.
 - (iv) Have at least 1 (one) work experience in the last 5 (five) years in aquaculture management, or fisheries management, or environmental

assessment, or supply chain assessment or natural resources management.

3. Geographic Competence (10%).

Consultants may form associations with other firms to enhance their qualifications, indicating whether such an association takes the form of a joint venture (JV) and/or sub-consultancy. In the case of a joint venture, all partners shall be jointly and severally liable for the entire contract, and the qualifications of the JV partners will be evaluated collectively.

The Consultant will be selected in accordance with the Quality and Cost-Based Selection (QCBS) method set out in the Procurement Directive for ADB Borrowers (2026, as amended from time to time). Under this method, the highest-ranked firm based on the best combined score of the technical and financial proposals.

Interested consulting firms shall submit their Expressions of Interest (EOI) through the Asian Development Bank (ADB) Consultant Management System (CMS) in accordance with the instructions provided in the procurement notice and also requested to submit their Expressions of Interest (EOI) through electronic procurement system (SPSE ICB) of the National Public Procurement Agency (LKPP) via <https://spseicb.lkpp.go.id/spseicb/> at the latest August 25, 2026 at 15.00 Western Indonesian Time (UTC+7). In the event of discrepancy of EOI, the one submitted through SPSE ICB will prevail.

The ADB Consultant Management System (CMS) is used solely for the publication of the procurement notice and related information. Interested consulting firms are not required to submit their EOI through the ADB CMS. Only EOIs submitted through the SPSE ICB system will be accepted and considered for evaluation. Any submission made through the ADB CMS will not be accepted or evaluated.

Further information can be obtained at the address below during office hours 09.00 AM to 05.00 PM

Attn: Procurement Committee of Consulting Services for Development of Shrimp Aquaculture Strategies and Action Plans

Address : **Indonesia Climate Change Trust Fund (ICCTF)**, Lippo Kuningan 15th Floor; Jl.H.R. Rasuna Said Kav.B-12, Jakarta 12940

Phone : 021-80679386

Email : procurement@icctf.or.id

Website: <https://spseicb.lkpp.go.id/spseicb/>

Appendix 2. EOI template



Expression of Interest (EOI) Consulting Firms

Project Number	
Project Name	
Project Country	

I. Consulting Firm Information

CMS No. ¹⁰ / date:	Country of Incorporation: ¹¹
Consultant Name:	Acronym:
EOI Submission Authorized by:	Position

Associations (Joint Venture or Sub-consultancy)

CMS No. ¹	Consultant	Acronym	Country of Incorporation ²	Joint Venture (JV) or Sub-consultant	EOI Submission Authorized By	Position

Present the rationale for and benefits of working in association (JV or Sub-consultant) with others rather than undertaking the assignment independently (as appropriate). Describe the proposed management and coordination approach of the association and the role of each firm.

¹⁰ If already registered on ADB's Consultant Management System (CMS). CMS registration is not mandated under EA-administered selection.

¹¹ The lead consultant must submit a copy of the Certificate of Incorporation of itself and of each JV member and sub-consultant through VII. EOI Attachments

I confirm that:

☐ Documentation regarding our corporate structure including beneficial ownership has been attached.

☐ Documentation regarding our Board of Directors has been attached.

☐ A written agreement to associate for the purpose of this Expression of Interest has been signed between the consortium partners and has been attached.

Once your team is shortlisted and invited for submission of the Proposal, it is not permissible to transfer the invitation to any other firm, such as Consultant's parent companies, subsidiaries and affiliates. The Client will reject a Proposal if the Consultant drops a JV member without the Client's prior consent, which is given only in exceptional circumstances, such as debarment of the JV partner or occurrence of Force Majeure.²

II. Assignment Specific Qualifications and Experience

For online submission: Your EOI shall demonstrate technical competence and geographical experience based on project references entered in full registration under your CMS profile.

We encourage you to update Project Information under your CMS prior to filling EOI.

For offline submission: Please provide relevant project information in Section E below.

A. Technical Competence

Cross-referencing from your profile projects in Section E. Project References, highlight the technical qualifications of your entity/consortium in undertaking similar assignments. Provide details of past experiences working with similar project authorities.

B. Geographical Experience

Cross-referencing from your profile projects in Section E. Project References, present experiences in similar geographic areas.

¹² Paras. 3 and 7, Section 1 of the Standard Request for Proposal (SRFP), ADB website.

C. Management Competence (Please answer each question in one paragraph of 3-5 sentences)

1. Describe standard policies, procedures, and practices that your entity has to assure quality interaction with clients and outputs. Please state if your company is ISO certified.

2. How will your firm/consortium handle complaints concerning the performance of experts or quality of the reports submitted for this assignment? What internal controls are in place to address and resolve complaints?

3. How will you ensure the quality of your firm's/consortium's performance over the life of this assignment?

4. Describe standard policies, procedures and practices that your firm has put in place to avoid changes/replacements of personnel and to ensure the continuity of professional services once contracted.

5. Describe what social protection practices you have in place to safeguard the well-being of your proposed experts? Specifically describe arrangements you have in place for medical, accident, and life insurance coverage during the assignment.

D. Other Information (maximum of 500 words)

E. Project References

Please select most relevant projects to demonstrate the firm's technical qualifications and geographical experience (maximum 10 projects).

SN	Project	Period	Client	Country	Firm
1					
2					
3					
4					
5					
6					
7					
8					

9					
10					

Project Summary

SN 1	
Project Title	
Country / Region	
Start Date	
Completion Date	
Continuous / Intermittent	
Client	
Funding Source	
Description	(indicate your role and input in person-months)

SN 2	
Project Title	
Country / Region	
Start Date	
Completion Date	
Continuous / Intermittent	
Client	
Funding Source	
Description	(indicate your role and input in person-months)

(Please insert more tables as necessary)

III. Comments on Terms of Reference**IV. Comments on Budget Adequacy****V. Key Considerations in approaching this assignment (no more than 9,000 characters summarizing approach and methodology)****VI. Key Experts**

SN	Name	Email	Position/Title	Nationality
1				
2				
3				
4				
5				

(Please insert more rows as necessary)

VII. EOI Attachments

SN	Description
1	Certificate of Incorporation of the lead member
2	Certificate of Incorporation of the JV member (for each member)
3	Certificate of Incorporation of the Sub-Consultant (for each subconsultant)
4	Letter of Association
5	

(Please insert more rows as necessary)

VIII. Eligibility Declaration¹³

We, the undersigned, certify to the best of our knowledge and belief:

- ☐ We have read the advertisement, including the terms of reference (TOR), for this assignment.
- ☐ Neither the consulting firm nor its JV member or sub-consultant or any of its experts prepared the TOR for this activity.
- ☐ We confirm that the project references submitted as part of this EOI accurately reflect the experience of the specified firm/consortium.

We further confirm that, if any of our experts is engaged to prepare the TOR for any ensuing assignment resulting from our work product under this assignment, our firm, JV member or sub-consultant, and the expert(s) will be disqualified from short-listing and participation in the assignment.

- ☐ All consulting entities and experts proposed in this EOI are eligible to participate in ADB-funded, -supported and –administered activities.
- ☐ The lead entity and JV member or sub-consultant are NOT currently sanctioned by ADB or other MDBs. Neither the consulting firm nor the JV member or subconsultant has ever been convicted of an integrity-related offense or crime related to theft, corruption, fraud, collusion or coercion.
- ☐ We understand that it is our obligation to notify ADB should any member of the consortium become ineligible to work with ADB or other MDBs or be convicted of an integrity-related offense or crime as described above.
- ☐ JV member or sub-consultant, including all proposed experts named in this EOI, confirmed their interest in this activity in writing.
- ☐ JV member or sub-consultant, including all proposed experts named in this EOI, authorized us in writing to represent them in expressing interest in this activity.
- ☐ None of the proposed consortiums are subsidiaries of and/or dependent on the
- ☐ Executing Agency or the Implementing Agency or individuals related to them.

We understand that any misrepresentations that knowingly or recklessly mislead, or attempt to mislead may lead to the automatic rejection of the proposal or cancellation of the contract, if awarded, and may result in further remedial action, in accordance with ADB's Anticorruption Policy.

¹³ Eligibility refers to ADB's Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers 2013 or ADB Procurement Policy 2017 and Procurement Regulations for ADB Borrowers 2017, as relevant.