



18 March 2026

Request For Quotation (RFQ)- SERVICES

Request for the Market Research on Climate-Resilient Blue Economy Products with Potential for Value Addition, Inclusion, Sustainability Improvement and Exports.

1. ABOUT THE BENGUELA CURRENT CONVENTION (BCC)

The Benguela Current Convention (BCC) is a multi-sectoral organisation established by the Republics of Angola, Namibia and South Africa (Parties) to spearhead regional collaboration for integrated management, sustainable development and protection of the environment using an ecosystem approach to ocean governance in the Benguela Current Large Marine Ecosystem (BCLME). The BCC is the first inter-governmental Convention in the world to be based on the Large Marine Ecosystem (LME) concept of ocean governance – a move towards managing transboundary resources at the larger ecosystem level (rather than at the national level) and balancing human needs with conservation imperatives.

The Secretariat of the Benguela Current Convention is located in Swakopmund, Namibia. The functions of the Secretariat, as defined in Article Thirteen of the Convention, are to:

- (a) provide services to the Ministerial Conference, the Commission and its subsidiary bodies to facilitate the execution of their functions;
- (b) establish rules and procedures of operation, functioning and appointment of its staff to be approved by the Commission;
- (c) propose the creation or termination of such positions as deemed necessary to perform its functions, with the approval of the Commission;
- (d) source resources, additional to the contributions made by the Parties, to carry out and implement the programmes of the Commission;
- (e) establish partnerships with other organisations; and

(f) Perform such other functions as the Commission may determine.

The core values of the BCC are: *Integrity, Accountability, Transparency, Equity and Environmental sustainability.*

The Global Environmental Facility (GEF) through the United Nations Development Programme (UNDP), is supporting the BCC to implement its SAP, and hence this five-year project titled “Mainstreaming Climate-Resilient Blue Economy in the BCLME Region (BCLME IV Project)”.

2. OVERVIEW OF THE BCLME IV PROJECT

The objective of the BCLME IV project is to mainstream the development of climate-resilient Blue Economy in the implementation of the updated SAP of the Benguela Current Large Marine Ecosystem, which will, over the longer term, contribute to restoring depleted living marine resources and degraded marine habitats, enhancing livelihoods opportunities within the coastal communities, and increasing resilience of marine ecosystems and dependent coastal communities to climate change impacts. By strengthening policy and regulatory frameworks and institutional and private sector capacities, developing viable finance mechanisms to stimulate investment in Blue Economy interventions, and promoting blue carbon finance mechanisms the project will contribute to developing regional and national frameworks for innovative Blue Economy finance, which will make transition to Blue Economy (BE) in BCLME region a reality. Blue Economy is defined as sustainable use of ocean resources for economic growth, improved livelihoods, and jobs while preserving the health of ocean ecosystem.

The project will address barriers to successful transformation to Blue Economy through the following components: (1) improving marine and coastal management efforts through effective MSP and MPAs; (2) enhancing sustainable and climate resilient marine living resources; (3) improving coastal and marine pollution management; (4) promoting regional and national frameworks for innovative Blue Economy finance; and (5) knowledge management, awareness raising and upscaling for Blue Economy.

3. RATIONALE

Namibia adopted its Blue Economy Policy in May 2022. The country’s main ocean-related economic sectors are fishing, tourism, mining, manufacturing, and transport. According to recent estimates, Namibia’s ocean economy accounts for one-third of the country’s GDP, mainly deriving from fisheries and coastal tourism. The Blue Economy and associated marine activities contribute a substantial share of national output and foreign exchange. Namibia’s fisheries (including seafood) exports amount to approximately 772 million USD (2024),

with the main export markets for fish and crustaceans, molluscs and other aquatic invertebrates being Spain (36.3%), followed by Zambia (22.8%) and Italy (8.2%). The aquatic ecosystem also possesses potential for offshore and coastal wind energy, green hydrogen, tidal and wave energy, hydropower, marine biotechnology and bioprospecting, carbon sequestration and carbon trading as opportunities for expansion and growth. These sectors are also major drivers for the country's economic development.

Some of the current and potential blue economy export product groups for Namibia include frozen hake fillets, frozen mackerel (such as horse and jack mackerel), as well as other frozen fish and fish products. Another current category of Namibia's top Blue Economy exports include raw diamonds – constituting a part of the total diamond exports that make up 20.6% of total exports (domestic exports and re-exports). Potential products poised for future growth include green hydrogen and ammonia, projected to contribute up to US\$4.1 billion to GDP by 2030 with targets for export to Europe and Asia. The country is also developing emerging biotechnology products such as kelp-based biostimulants, and carbon credits from kelp forests – highlighting the potential of seaweed for multiple purposes.

However, Namibia faces constraints to the BE sectors' development, including threats of pollution of aquatic ecosystems (such as plastic litter, hazardous chemical, effluent discharge), overfishing and IUU fishing, and loss of biodiversity. Against this backdrop, the UN Trade and Development (UNCTAD) and the Benguela Current Commission (BCC) Secretariat are implementing the BCLME IV project to identify climate-resilient Blue Economy products with strong potential for increased local value addition, sustainability improvements, and enhanced export performance across Angola, Namibia and South Africa.

The national consultant for Namibia will contribute country-level research, consultations, and technical analysis to inform a regional market study, components of market growth strategy, and value-chain improvement recommendations aligned with sustainability criteria.

4. SCOPE OF WORK

To provide additional support in transforming the Namibian Blue Economy into an inclusive, innovative and transformative base for sustainable economic and social development through substantive contributions to a regional market study, the National Consultant / Individual Contractor will carry out the following tasks under the supervision of the Programme Management Officer, Productive Capacities and Sustainable Development Branch of UNCTAD/ALDC, in line with the overall research plan and related sustainability matrix:

- a. Identify, assess and prioritize Namibian Blue Economy products (living marine resources and their by-products, such as those produced through fisheries, aquaculture, mariculture, seaweed, bioproducts, biotech, etc.) with potential for value addition, inclusivity, climate resilience and export growth, in line with criteria detailed in the overall research plan;
- b. Map input services and enabling sectors (logistics, cold chain, quality infrastructure, certification, finance, R&D, etc.) supporting these value chains;
- c. Conduct market assessments, including regional and international export opportunities and regulatory and standards requirements;
- d. Based on the stakeholders initially identified in the BCLME IV project document, conduct additional stakeholder mapping to comprehensively identify relevant groups for inclusion;
- e. Carry out surveys, focus group discussions and interviews with key stakeholders in line with survey methodologies agreed in detail with UNCTAD;
- f. Carry out detailed value chain mappings, in line with UNCTAD model, for proposed priority products (by identifying relevant HS codes) in line with the agreed criteria; including bottlenecks and constraints to production, regulatory and standards compliance, climate, and governance issues (including commitments in NDCs); obstacles directly faced by companies in current export markets and/or observed by various stakeholders (Government, academia, civil society); and markets with perceived potential outlined;
- g. Assess job creation potential, with a focus on gender equity, women's empowerment, youth inclusion and participation of persons with disabilities;
- h. Assess roles, challenges and opportunities for women, youth, informal operators, small scale fishers, Indigenous/traditional communities, and persons with disabilities to enter priority value chains, identify specific barriers;
- i. Survey and analyze obstacles/challenges faced by larger companies to integrate smaller operators in the value chain, and identify opportunities for inclusion;
- j. Integrate climate-risk analysis specific to each value chain;
- k. Provide evidence based recommendations for upgrading and developing priority value chains and tapping the most suitable, lucrative export markets in line with the research focus areas detailed above, including overcoming barriers for vulnerable groups (identified under h), aligned with the research-specific sustainability criteria;
- l. Support UNCTAD and BCC Secretariat with the preparations of a national workshop, including relevant presentations, coordination of consultations, focus group discussions (FGDs), and validation of activities during the workshop.

5. EXPECTED DELIVERABLES / ULTIMATE RESULT OF SERVICE

The individual contractor / consultant will support the BCLME IV project's market research component through a comprehensive knowledge product, including inception note and report on stakeholder consultations; draft report; and final report with national Sustainability Compliance and Gender and Social Inclusion Matrices as appendices.

6. OUTPUT/WORK ASSIGNMENTS

1. Inception report – by 15 April 2026
2. List of stakeholders (database in excel format) and report on national stakeholder consultations (surveys, FGDs, interviews) – by 20 May 2026
3. Draft market research report (approximately 40 pages) – by 15 June 2026
4. Preparation of a final report with annexes (approximately 50 pages) – by 15 August 2026
5. Preparations for a workshop to present and discuss the report, including facilitation of focus group discussions and presentations for the country-specific component – by 15 December 2026

7. DELIVERABLES AND PROPOSED TIMEFRAME

Overall Contract Duration: 14.04.– 15.12.2026

Estimated amount of actual time to worked (days, weeks, months): 6 weeks of actual time worked.

8. COMPETENCY AND SKILLS REQUIRED

- **Education:** An advanced university degree in fisheries, aquaculture, business studies, economics or related areas. A PhD is an advantage.
- **Language:** Fluency in oral and written English is required.
- **Experience:** At least 7 years of working experience and research in the area of fisheries and aquaculture development is required, with experience in market research and private sector development.
- Proven excellent communication skills.
- Highly motivated and committed to the values of transparency and integrity.
- Knowledge of BCC operations and working environment.
- Experience working with similar organizations will be an added advantage.

Interested consultants should submit a Technical Proposal that includes the following:

- Description of company/organization/personal profile.
- Previous relevant experience, attaching three (3) samples of similar work/contracts.
- CV(s) of the person(s) who will carry out the assignment,
- Contact details of three referees preferably those who can confirm previous assignments
- Proposed methodology and consultancy work plan.
- Financial Proposal - comprising proposed cumulative consultancy fee.

BCC will use a combined scoring method where the technical proposal will be Weighted 70% and the financial proposal at 30%.

9. THE ROLE OF BCC

To facilitate the consultancy work,

BCC will:

- Prepare a consultancy contract.
- Make financial consultancy payments directly to the consultant(s) in accordance with the contract.
- Inform, and mobilize its staff and key stakeholders to participate in the various stages of this exercise, where necessary.
- Provide all relevant background documents or reference materials to assist in the implementation of the consultancy assignment.
- Organize validation meetings of the review exercise and other meetings as agreed upon with the Consultant.

SUBMISSIONS OF THE PROPOSALS

Interested consultants are expected to submit two sets of proposals, **one Technical and another Financial, containing a detailed CV and certified copies of qualifications for the lead consultant (s)** to: mresearch@benguelacc.org, alternatively posted or hand delivered to the address below:

The BCC Executive Secretary
Market Research
1 Strand Street
Private Bag 5031, Swakopmund,

Closing date: 2 April 2026, 16h00 (Namibian time), Only shortlisted consultants will be contacted