
CALL FOR PROPOSALS

Selection of a Strategic Partner for the Implementation of Output 3 – Diversified and Sustainable Blue Livelihoods in the Benguela Current Large Marine Ecosystem (BCLME)

Blue Benguela Current Action (Angola – Namibia – South Africa)

1. Background

The Blue Benguela Current Action (BBCA) is a regional initiative supporting sustainable ocean governance, marine biodiversity conservation, and inclusive blue economy development in the Benguela Current Large Marine Ecosystem (BCLME), covering Angola, Namibia and South Africa. The project is implemented by GIZ in partnership with the Benguela Current Convention (BCC) and its member states and is supported by the EU and the BMZ (German Federal Ministry for Economic Cooperation and Development).

Output 3 of the Action aims to diversify and improve the income of coastal communities – particularly vulnerable groups, women and youth – through sustainable, climate-smart use of marine biodiversity and coastal resources. Activities will focus on communities located in and around Marine Protected Areas (MPAs), Other marine Effective Area-Based Conservation Measures (OECMs), Ecologically or Biologically Significant Areas (EBSAs), and Critical Biodiversity Areas (CBAs) in the ocean.

To implement this component, BCC, EU and GIZ seek to identify a qualified organisation or consortium (“Strategic Partner”) through this Call for Proposals to establish and manage a regional livelihood incubation (“community-based blue economy”) and funding facility.

Applicants are encouraged to propose an implementation architecture that maximises impact delivery within the available timeframe while ensuring fiduciary robustness.

2. Objective of the Call

The objective of this Call is to select a Strategic Partner capable of designing and implementing a regional programme that:

- Incubates sustainable blue livelihood initiatives;
- Provides technical assistance and business development support;
- Manages a sub-grant mechanism providing seed and growth funding to local initiatives;
- Strengthens inclusive and sustainable coastal value chains.

The programme should prioritise gender-responsive livelihood initiatives, with particular emphasis on supporting women-led and women-owned enterprises in alignment with the 2X Criteria for women's economic empowerment¹.

3. Scope of Work

The selected Strategic Partner will be responsible for the design and implementation of a community-based blue economy incubation and funding facility taking place in Angola, Namibia and South Africa.

Key responsibilities include:

3.1 Programme Design and Facility Establishment

- Establish the blue livelihood incubation and funding facility;
- Develop operational manuals, procedures and eligibility criteria for sub-grants;
- Design outreach, communication (incl. visibility for BBICA [Ocean Innovation Africa 2027]), incubation and mentoring methodologies.

3.2 Community Outreach and Capacitation

- Conduct outreach to coastal communities and MSMEs; Awareness campaigns on sustainable blue economy opportunities;
- Provide community capacitation, e.g. proposal development training and entrepreneurship support;
- Facilitate incubation and mentoring programmes to enable communities to submit economically viable funding applications.

3.3 Sub-Grant Management

- Organise competitive calls for livelihood initiatives;
- Evaluate and select beneficiary proposals;
- Contract, disburse and manage sub-grants;
- Ensure fiduciary compliance and financial oversight.

The timing, sequencing, and number of funding cycles shall be proposed by the Strategic Partner as part of its implementation methodology and remains subject to approval during the inception phase. Applicants are expected to propose the operational architecture of the sub-grant facility, including pipeline development, funding windows, incubation processes, and beneficiary support modalities.

¹ Gender equality and inclusion approach, including the applicant's demonstrated capacity to apply the 2X Criteria in programme design, outreach, selection processes, and monitoring of supported initiatives.

3.4 Business Development and Value Chain Support

- Provide business coaching and investment readiness support;
- Facilitate market linkages and value chain integration;
- Support scaling of high-impact initiatives.

3.5 Monitoring, Reporting and Learning

- Monitor socio-economic and environmental impacts at the beginning and the end of the programme;
- Track beneficiaries using gender-disaggregated indicators;
- Produce regular performance and learning reports.

The Strategic Partner will implement the livelihood facility (with technical support of GIZ if needed), maintaining full operational responsibility for programme delivery, sub-grant administration, and day-to-day implementation.

The Strategic Partner ensures that the livelihood incubation and sub-grant mechanisms integrate gender-responsive approaches and apply the 2X Criteria in the identification, selection, and support of beneficiary enterprises, including the promotion of women's ownership, leadership, employment, and access to markets.

4. Geographic and Thematic Scope

Activities will be implemented in coastal areas of Angola, Namibia and South Africa, with priority given to communities located in or near MPAs, marine OECMs, EBSAs and marine CBAs. Support will cover both fisheries-related and non-fisheries activities, including:

Fisheries & Marine Resource-Based Activities

- Sustainable small-scale and artisanal fisheries
- Sustainable, non-alien aquaculture and mariculture
- Innovative marine resource use (e.g. Artemia production)
- Marketing and value addition of marine products

Non-Fisheries Diversification

- (Eco-)tourism
- Nature-based solutions (NbS) and ecosystem-based adaptation (e.g., coastal protection, kelp carbon sinks)
- Waste management and circular economy initiatives
- Climate-smart coastal enterprises

All initiatives must be sustainable, climate-smart, socially inclusive, technically feasible, economically viable, and aligned with national legislation.

5. Eligible Applicants

Eligible applicants include:

- Non-governmental organisations (NGOs);
- Business Support Organisations (BSOs);
- Development organisations;
- International or regional non-profit organisations;
- Consortia of eligible organisations.

Applicants must demonstrate:

- Proven experience managing grant or sub-grant facilities of 500.000 USD plus;
- Strong fiduciary and financial management capacity;
- Experience working with coastal communities, MSMEs or blue economy sectors;
- Regional operational capacity or established national partnerships;
- At least 5 years' experience in the SADC region.

6. Funding Modality

The selected Strategic Partner will receive grant funding to:

- Implement the livelihood incubation programme;
- Manage the livelihood funding facility;
- Disburse seed and growth funding to final beneficiaries;
- Provide monitoring, reporting and learning services.

Sub-grants to final beneficiaries include seed funding and accelerator funding, with individual growth funding amounts not expected to exceed EUR 100,000 per beneficiary.

7. Expected Results

The Strategic Partner contributes to achieving the following results:

- At least 50 livelihood initiatives supported
- At least 30% of supported initiatives will meet the 2X Criteria for women-led or women-benefiting enterprises
- At least 400 direct beneficiaries
- Demonstrated income diversification and improved livelihood resilience

8. Submission Requirements

Applicants submit a single proposal package in English, including:

1. Organisational profile and legal status
2. Consortium composition (if applicable)
3. Relevant experience, including grant or sub-grant management
4. Technical implementation approach (including sub-grant management methodology)
5. Governance, communication, monitoring and reporting approach
6. Gender equality and inclusion strategy
7. Indicative implementation timeline
8. Indicative budget (high-level)

9. Evaluation Criteria

Criterion	Weight
Technical approach and relevance	30%
Institutional and fiduciary capacity (including sub-grant experience) ²	30%
Relevant sectoral and regional experience	15%
Regional presence and partnerships	10%
Gender and inclusion approach	10%
Cost efficiency and budget realism	5%

10. Selection Process

The Strategic Partner or consortium will be selected through a competitive evaluation process. Applicants must submit a single, complete proposal package, which will be assessed against the evaluation criteria outlined above. A joint evaluation committee, comprising one representative each from the Benguela Current Convention (BCC), the European Union (EU), and GIZ (BBCA), will conduct the technical evaluation. Each institution will have one vote. The three highest-ranked proposals, together with the evaluation

² ❶ Minimum annual turnover amounts to one to two times the contract value. Exceptions are only possible with commercially meaningful justification.

❷ The number of employees is at least equal to the number of expert positions stated in the personnel concept.

❸ Minimum volume of reference projects should amount to no less than 0.5 to 1 times the contract value.

❹ The type and number of reference projects must be suitable for gauging the eligibility of the tenderer.

summaries, will then be shared with the BCC Commissioners of Angola, Namibia, and South Africa to make the final decision on the BCC vote.

Following selection, financial eligibility and capacity assessment of the selected organisation will be conducted. Based on the outcome of this assessment, GIZ will enter into grant agreement negotiations with the selected partner.

During the negotiation phase, the detailed grant budget and implementation arrangements will be refined and agreed. GIZ reserves the right to request clarifications or adjustments to the proposed workplan and budget during the grant agreement negotiation phase without altering the competitive outcome of the selection process.

11. Indicative Timeline

Step	Date
Launch of Call	20.07.2026
Deadline for submission	10.08.2026
Evaluation of proposals and Partners selection	31.08.2026
Contacting of bidders, eligibility check, grant negotiation and contracting will take place throughout September.	

12. Annexes

- Annex 1: Proposal Template
- Annex 2: Indicative Budget Template