

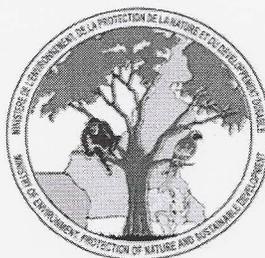
REPUBLIQUE DU CAMEROUN  
Paix-Travail-Patrie

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MINISTRE DE L'ENVIRONNEMENT,  
DE LA PROTECTION DE LA NATURE  
ET DU DEVELOPPEMENT DURABLE

.....  
CONVENTION SUR LA DIVERSITE BIOLOGIQUE

.....  
PROTOCOLE DE NAGOYA SUR APA

.....  
DIRECTION NATIONALE DU PROJET APA



**MINEPDED**



REPUBLIC OF CAMEROUN  
Peace-Work-Fatherland

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MINISTRY OF ENVIRONMENT, PROTECTION  
OF NATURE AND SUSTAINABLE  
DEVELOPMENT

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CONVENTION ON BIOLOGICAL DIVERSITY

.....  
NAGOYA PROTOCOLE ON ABS

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NATIONAL DIRECTORATE OF ABS PROJECT



Project "Support to Nagoya Protocol implementation, research, and development, on Biodiversity value chain for smallholders in the South-West and Far North Regions of Cameroon"

## TERMS OF REFERENCE

### **Development and validation of a business model for local biodiversity women led value chain targeting key products in Manyu, Mayo Kani, Kupé Muanenguba and Meme Divisions**

Référence dans le PTA 2025 : activités 42, 70, 71

#### **I. CONTEXT**

Cameroon is a Party to the Convention on Biological Diversity (CBD). In line with its obligations concerning the CBD objectives, particularly regarding access and benefit sharing (ABS), Cameroon ratified the Nagoya Protocol in 2016. The country also piloted several ABS initiatives, culminating in the promulgation of the ABS law and the signing of its implementing regulations. A clear procedure for access to genetic resources (GR) and associated traditional knowledge (ATK) has also been established.

As part of the efforts to implement the ABS framework in Cameroon, the project entitled "Support to Nagoya Protocol implementation, research, and development, on Biodiversity value chain for smallholders in the South-West and Far North Regions of Cameroon", has been approved by the Global Environment Facility (GEF). The project aims to support the operationalization of the ABS national framework, by enabling access to genetic resources and associated traditional knowledge that accrue tangible national and local economic benefits from their commercial utilization in a fair, equitable, and sustainable manner.

Under its component 3, this project seeks to demonstrate the potential benefits of genetic resources and associated traditional knowledge for four plant species: *Irvingia wombolu* and *Monodora myristica* in the meme, Manyu and Kupe Muanenguba Divisions of the South-West Region of Cameroon; *Balanites aegyptiaca*, and *Acacia nilotica* in Mayo Kani Division of the Far North Region.

These plant species have been assessed to hold great potential for the sustainable utilization of their genetic resources in the production of high-value-added products. In the project sites, some farmer's organizations are involved in diverse activities along the value chain, ranging from the collection and processing to the commercialization of raw and processed products. The current needs for those organizations, such as economic development, diversification, and enhancement of competitiveness, require the adoption of innovations as well as the introduction of new products, services, and knowledge, aiming at creating value and meeting the consumers' needs. This implies a greater professionalization, incorporating more scientific knowledge and technical-professional skills and the adoption of new business models.

Through output 3.1.2, the project is expecting to develop a business model for a local biodiversity women-led value chain targeting key products in Mayo Kani, Manyu, Kupé Manengouba, and Meme Divisions, in view of ensuring that women take full advantage of the opportunities offered by improvements in the GR and aTK value chains. The business models will make the most of local realities of the Mayo Kani, Manyu, Kupé Manengouba, and Meme Divisions, as well as the wider ABS landscape of the country. To this end, several existing business models will be reviewed including the *producer-driven models* such as cooperatives and farmer-owned businesses, the *buyer-driven models* that seek efficiencies in the chain to the benefit of processing and retail, and the *intermediary-driven models* which take the best of producer-driven and buyer-driven approaches, and where intermediaries put buyers and sellers together without taking ownership of the product, service or property.

To this end, the Project seeks the service of consultants to develop and facilitate the validation of this model.

## II. OBJECTIVE

This service aims to develop and validate a business model ideal for value chains of ABS project selected species in South-West and Far North Regions of Cameroon.

## III. MAIN TASKS

Main tasks include:

1. review relevant documentation on the value chains of the target species, and on existing relevant business models for the value creation related to biodiversity and genetic resources around the world and draw lessons for implementation in project sites;
2. consult with the concerned stakeholders (women-led groups) to propose elements of a business model ideal for value chains of the project-selected species;
3. based on the review and consultation of stakeholders, develop a business model that is aligned with ABS and optimizing biodiversity conservation benefits for the target species ;
4. share the business model during a stakeholder workshop to get comments for improvement and validation;
5. develop relevant knowledge products for dissemination of lessons learned including a manuscript of scientific article, a policy brief and a fact sheet.

#### IV. EXPECTED RESULTS

A business model is prepared, and validated at a stakeholder workshop, showing alignment with ABS principles and optimizing biodiversity conservation benefits for the target species.

#### V. DELIVERABLES

The consultant (s) will prepare and submit the following deliverables:

Deliverables	Deadline
<b>Deliverable 1</b> : An inception report containing the methodology to carry out the assignment	No later than 1 week after signing the contract.
<b>Deliverable 2</b> : a literature review report presenting the following: (i) the value chain mapping and description of the target species, (ii) other relevant business models for the value creation related to biodiversity and genetic resources around the world and lessons learned for capitalization in Project sites	No later than 03 weeks after the initial report
<b>Deliverable 3</b> : Proposed business model aligned with ABS and optimizing biodiversity conservation benefits for the target species	No later than 3 weeks after validation of deliverable 2
<b>Deliverable 4</b> : A report of stakeholder meeting to validate the model	No later than 02 weeks after validation of deliverable 3
<b>Deliverable 5</b> : A manuscript of a research article, a policy brief and a fact sheet	At the latest 02 months after validation of deliverable 4

#### VI. DURATION

The duration of this assignment is 45 days, spread over a period of 4 months.

#### VII. COMPETENCES AND PROFIL OF THE CONSULTANTS

The consultants must :

- have at least Master, Engineering or Postgraduate professional degree, in social/economic sciences, management, business development, marketing, environment, forestry, natural resource management, or relevant field;
- at least 05 years' professional experience in the development of biodiversity value chains;
- proven experience in ABS issues;
- proven experience in writing scientific articles and technical reports.



## VIII. WORK PACKAGES, APPLICATION AND CRITERIA FOR THE SELECTION

### Work packages

This assignment is organized into two (02) work packages as follow

Work packages	Target species	Study site
Work package 1	Bitter bush mango ( <i>Irvingia wombolu</i> ) and African nutmeg ( <i>Monodora myristica</i> )	Manyu, meme, and Kupe Muanenguba Divisions, South-West Region of Cameroon
Work package 1	Tanné ( <i>Balanites aegyptiaca</i> ), and Gabdé ( <i>Acacia nilotica</i> )	Mayo Kani Division, Far North Region

**NB: a consultant can apply for one (01) or two (02) work packages at the same time.**

### Application

Interested candidates are invited to submit their application which will include:

- a technical offer containing:
  - a cover letter stating your interest in the assignment;
  - a methodological note detailing the methodological approach that will be adopted to carry out the assignment and including (i) the consultant's relevant experience and references for similar work carried out, including relevant published scientific articles (ii) a detailed presentation of data collection approaches and tools (iii) a timetable defining the deadlines and stages necessary for carrying out the entire assignment and submitting the various deliverables, (iv) the Curriculum Vitae (CV).
- A financial offer

### Criteria or the selection

The following criteria will be used to analyze the bids and select the consultant:

Critères	score
1) Qualification and degree	20
2) Methodological approach in line with the expected results and implementation schedule	40
3) CV and proof of previous experience in similar services	10
4) Scientific publication record	10
5) Financial bill	20
<b>TOTAL</b>	<b>100</b>

Date

10 AVR 2025

Approved

