

## REQUEST FOR PROPOSALS

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# CONSULTANT FOR STUDY ON SUSTAINABLE AND RESILIENT HEALTHY LOCAL FOODS IN INDONESIA

Issued by

The Global Alliance for Improved Nutrition (GAIN)

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### TABLE OF CONTENTS

I. PROJECT BACKGROUND AND SCOPE OF WORK	2
II. INSTRUCTIONS FOR RESPONDING	9
III. TERMS AND CONDITIONS OF THIS SOLICITATION	12
IV. OFFER OF SERVICES	14

## I. PROJECT BACKGROUND AND SCOPE OF WORK

### 1. ABOUT GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people.

At GAIN, we believe that everyone in the world should have access to nutritious and safe food. We work to understand and deliver specific solutions to the daily challenge of food insecurity faced by poor people. By understanding that there is no “one-size-fits-all” model, we develop alliances and build tailored programmes, using a variety of flexible models and approaches.

We build alliances between governments, local and global businesses, and civil society to deliver sustainable improvements at scale. We are part of a global network of partners working together to create sustainable solutions to malnutrition. Through alliances, we provide technical, financial and policy support to key participants in the food system. We use specific learning, evidence of impact, and results of projects and programmes to shape and influence the actions of others.

Headquartered in Geneva, Switzerland, GAIN has representative offices in Denmark, The Netherlands, the United Kingdom, and the United States. In addition, we have country offices in Bangladesh, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, and Tanzania. Programmes and projects are carried out in a variety of other countries, particularly in Africa and Asia.

### 2. BACKGROUND

Indonesia, an archipelago of over 17,000 islands, is endowed with fertile soil and rich biodiversity, making it an ideal location for diverse food production. Despite this, the country faces significant challenges in achieving food security and sustainability. The reliance on a narrow range of staple foods, such as rice, has led to vulnerabilities in the food system, particularly in the face of climate change and economic disruptions (GAIN, 2021).

The COVID-19 pandemic highlighted the fragility of Indonesia's food supply chains, causing widespread disruptions that impacted food availability and livelihood. This situation underscored the importance of diversifying food sources and promoting local foods that are more resilient to such shocks. Local foods, which include a variety of indigenous plants and traditional crops like sago, tubers, and legumes, offer a sustainable alternative that can enhance food security and nutrition (GAIN, 2021).

Indonesia has demonstrated a strong commitment to shifting towards a more sustainable and diverse diet. The 2012 Food Law and the 2024-2029 National Medium-Term Development Plan (RPJMN) emphasize the importance of increasing the consumption of nutritious local foods and promoting sustainable agricultural practices. These policies align with the Sustainable Development Goals (SDGs), particularly Goal 2, which aims to end hunger, achieve food security, improve nutrition, and promote sustainable agriculture.

The draft of National Food and Nutrition action plan (RAN PG) 2025-2029 also emphasizes the importance of increasing the production and consumption of sustainable and resilient local foods. This also aligns with SDG 13 on climate action, low carbon development, and climate-resilient development policies in Indonesia (Bappenas 2025).

Local foods not only contribute to food security but also have environmental benefits. They typically require fewer resources, produce lower greenhouse gas emissions, and reduce food losses during transportation due

to their proximity to consumers (CIFOR, 2023). Additionally, local foods are often more resilient to climate shocks, such as extreme weather events, making them a crucial component of a resilient food system.

Promoting the consumption of local foods in Indonesia involves addressing several challenges, including improving supply chains, enhancing productivity, and leveraging data and technology to support farmers. By focusing on these areas, Indonesia can build a more sustainable and resilient food system that supports both the environment and the well-being of its population.

Previous studies and initiatives have identified several local foods biodiversity in Indonesia. Several studies found foods from sago, taro, sweet potato, and sorghum considered sustainable and resilient to climate change. Yet the assessment on sustainability and resilience level of other local foods is lacking and this information is required to help the country and local governments to develop their local foods in their food and nutrition action plan. GAIN is commissioning this study to address this gap, comprising of two elements (i) nutritional Life Cycle Assessments (nLCA) and (ii) vulnerability assessment of the supply chain.

GAIN has developed an innovative method to holistically assess the combined nutritional value and environmental footprint of foods. The methodology consists of two integrated components: (i) the Nutritional Value Score (NVS), and (ii) nutritional Life Cycle Assessments (nLCAs). The Nutritional Value Score is a novel nutrient profiling system designed to capture the nutritional value of single foods, food groups, meals, and whole diets, based on nutrients of global health priority and dietary factors associated with non-communicable disease risk. The main purposes of the NVS are to (i) serve as a tool for guiding policy and programmatic decisions aimed at improving nutritional and health outcomes, and (ii) serve as the nutritional functional unit (nFU) in environmental impact and affordability assessments. This approach allows for a more nuanced and nutritionally relevant understanding of foods' environmental footprints, as opposed to using traditional energy- or mass-based functional units.

Building on these previous efforts, GAIN now seeks to expand the application of nLCAs using NVS scores as the nFU to local foods in multiple countries, toward generating actionable, evidence-based insights to inform policies and programs that promote healthy and sustainable diets at national and subnational levels. The purpose of this RFP is to engage the services of a Service Provider to adapt and apply the established nLCA methodology to local foods in several provinces in Indonesia.

The list of foods to be analyzed and related NVS scores will be provided by GAIN. The Service Provider will be responsible for collecting and analyzing environmental impact data for the selected foods, prioritizing local or regional data sources to the extent possible. The analysis will consider a comprehensive set of environmental impact categories, and will encompass the full life cycle of foods, from production to consumption and waste management.

In addition to the nLCA analysis, GAIN also wishes to assess the climate vulnerability of selected local foods supply chain in selected provinces. The service provider will be responsible for collecting and analyzing climate exposure data, sensitivity of the selected foods, and adaptive capacity of supply chain actors. The results of the study will be used by Bappenas to guide the implementation of RAN PG and RAD PG in selected regions.

The Global Alliance for Improved Nutrition (GAIN) is issuing this Request for Proposal (RFP) and will be the administrative lead organisation for this RFP.

### 3. SCOPE OF WORK AND DELIVERABLES

The successful applicant shall present :

#### SCOPE OF STUDY

- Food options: covering types of food in RAN PG and focusing on fresh food;

Food options <sup>1</sup>	Provinces	Eco region	Affordability	Taste/ demand
Corn ( <i>pulut</i> , <i>bose</i> ), sago, sorghum	NTT <sup>2</sup> , Sulawesi Tenggara <sup>3</sup> , Aceh	Mountain  Papua nusa tenggara	To be identified in the scoping analysis by the consultant	
Breadfruit	Maluku	Sulawesi maluku		
Porang	Java	Jawa		
Jack bean/mixed bean tempeh  Mung bean	NTT, Aceh	Marginal land		
Labu siam  <i>Pakis</i>  <i>Kecipir</i>  <i>Green leafy vegetables</i>  Banana	Bali	Jawa bali		
Mandai (cempedak) Local/seasonal fruits	south Kalimantan	Kalimantan		
Chicken liver, Fatty fish, Bivalves  <i>Insects; ulat sagu</i>  Small fish (wader, bilih, teri)	Sumatera Barat, etc.	Sumatra		

<sup>1</sup> Focus on plant- based protein, vegetables, and fruits is preferred, but depend on data availability

<sup>2</sup> Local foods; jagung bosc, catemak jagung

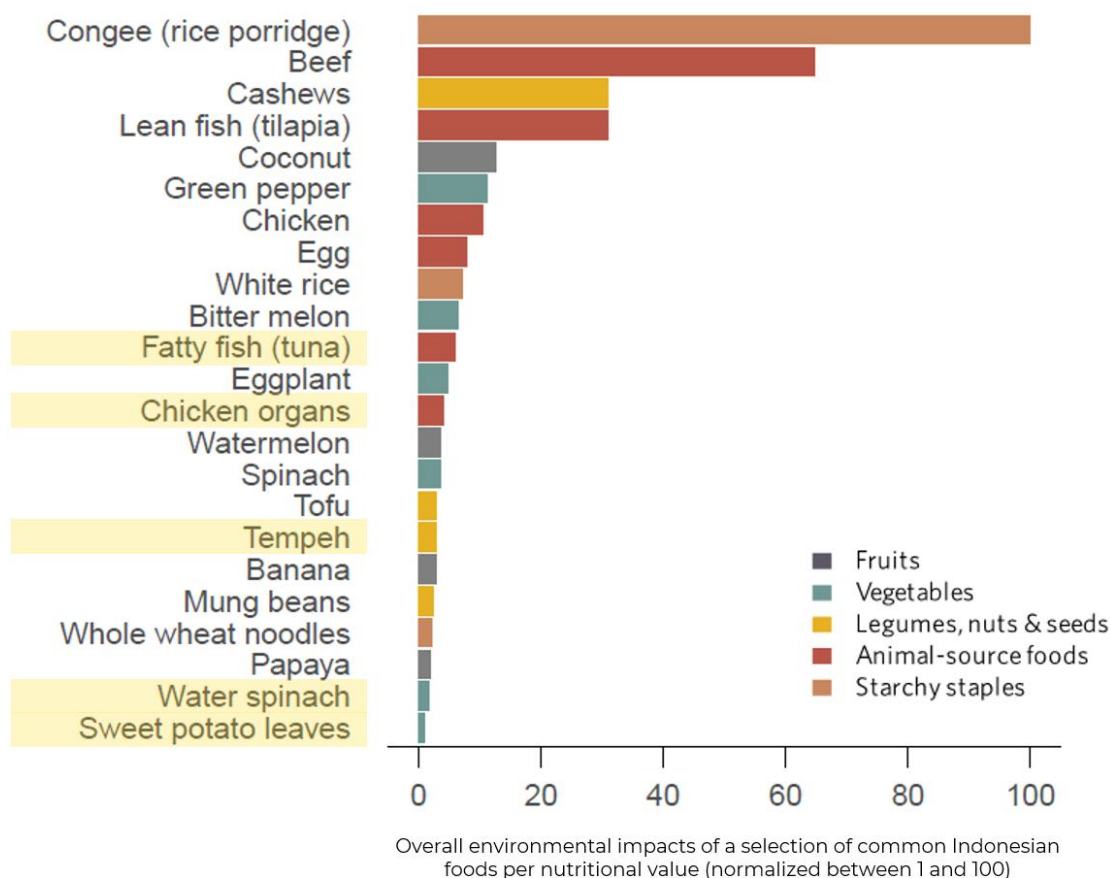
<sup>3</sup> Local food; kambuse

- Selecting provinces

Provinces	Climate and malnutrition risk level	RAD PG status	Ecoregion
NTT	Very high	To be updated in 2025	Papua nusa Tenggara
Maluku	High	-	Sulawesi maluku
Sulawesi tenggara	Moderate	To be updated in 2027	Sulawesi maluku
Sumatera barat	Moderate	To be updated in 2027	Sumatra
Aceh	Moderate	To be updated in 2029	Sumatra
West java	Low	To be updated in 2027	Jawa bali
Kalimantan Selatan	Moderate	-	Kalimantan

## FRAMEWORKS

- Conducting **nLCAs (nutritional Life Cycle Assessments)** of selected local foods in selected provinces



■ Climate change ■ Acidification ■ Particulate matter ■ Eutrophication ■ Land use ■ Resource use (fossils) ■ Water use ■ Other

**Environmental impacts by category of common Indonesian fruits  
per nutritional value (milliPoints/100 NVS)**

- Assessing climate vulnerability of selected local foods supply chain in selected provinces ([Rose, 2024](#)). Consultant can propose relevant frameworks.
- Combine nLCA and vulnerability assessment. this can be done in a narrative / qualitative and quantitative estimates by merging insights from nLCAs and vulnerability assessments, e.g. using multi criteria analysis.

**Methods – data collection**

- Systematic (literature) review (AI-assisted, e.g. ASReview) / desk review, scoping review,
- Secondary data; from govt (susenas, Bapanas, Kementan, [Home | Nusantara Food Biodiversity](#), forest food, food biodiversity web, SEAMEO REFCON, IPB, fable-C, [wikipangan](#) etc.)
- Consultant to List the data needs based on the frameworks above.

## **OUTLINE OF THE REPORT**

This is the outline of the knowledge product we expect the consultant to develop. The type of product is a report and slide deck, in English and Bahasa.

1. Brief summary
2. Introduction;
  - a. Local foods and climate-nutrition action
  - b. Local foods in policies; food and nutrition action plan, RPJMN (mid-term development plan), and food systems transformation pathways
3. Methods
4. Key findings
  - a. Local foods in selected provinces; a selection of foods within a food type (for example, a few options of starchy staples/ plant-based protein-rich foods and ASFs to compare to have meaning)
  - b. NLCA results for local foods in selected provinces
  - c. Climate resilience of local foods/crops in selected provinces
  - d. Value chain of selected local foods
5. Recommendation - to provide guidance to provinces to prioritize the most nutritious and sustainable and resilient options available in their province.
  - a. Sustainable and resilient local food in selected provinces (including popular local foods such as sorghum, sago, taro)

- b. Integration in local food and nutrition action plan.

## **SCOPE OF WORK FOR CONSULTANT**

- Preparing a detailed research proposal
- Scoping analysis on data availability for the food options – to further narrow down the food selection
  - Recheck data from the *Directory of National and Provincial Food Consumption Trends* (2019-2023) ([attached here](#)) as well as the latest version of 2024 ( [Beranda - Perpustakaan Digital Badan Pangan Nasional \(BAPANAS\)](#) and recent Opti food studies . These sources can help to identify commonly consumed foods in different regions.
  - Analyse *Balanced Nutrition Guidelines Based on Local Food in 50 priorities regencies for stunting reduction* ([https://www.seameo-recfon.org/wp-content/uploads/2022/11/PGSPL\\_Updates.pdf](https://www.seameo-recfon.org/wp-content/uploads/2022/11/PGSPL_Updates.pdf)) could serve as complementary reference for selecting the foods and provinces. Find common local food in [PGSPL\\_Updates.pdf](#) and other [references](#)
  - Check production figures, price, affordability, Taste preference, and market demand of the food candidates
  - Identify common nutritional problems and assess FSVA (food security and vulnerability atlas), PPH score, Nusantara biodiversity website in the potential regions/provinces
  - Evaluate Local Government interest in the potential regions
- Collect and synthesize relevant data for all selected foods, prioritizing local or regional data sources to the extent possible,
- Adapt, define scope, and apply the established nLCA methodology to quantify the environmental footprints of commonly consumed local foods in Indonesia, throughout their entire life cycles.
- Assess environmental impacts per unit mass, energy, and nutritional value (utilizing the [NVS](#) provided by GAIN as the nFU).
- Assess a comprehensive set of environmental impact categories, including climate change, particulate matter, terrestrial acidification, freshwater eutrophication, marine eutrophication, water use, land use, and fossil resource use.
- Adopt a full life cycle perspective, encompassing all stages from primary production to consumption and waste management.
- Deliver detailed nLCA databases with numerical results, as well as accompanying brief narrative reports, presenting the environmental footprints of all selected individual foods and providing insights into potential hotspots and trade-offs between nutrition and environment.
- Data collection and analysis for vulnerability assessment of supply chain of the selected local foods
- Regular biweekly coordination with GAIN and Bappenas

### 3.1. OBJECTIVES

By conducting this analysis, GAIN aims to:

- Identify sustainable, nutritious and resilient local foods in Indonesia
- Provide data to inform guidelines for sub national governments to identify local foods to be developed for their food and nutrition action plan
- Increase the availability of data in the Indonesia context and enable integration into existing platforms such as FSD/DSPi

The technical assistance to sub national government will be done at the end of 2025 and continued in 2026 in 5 ecoregions.

### 3.2. DELIVERABLES AND TIMELINES

Deliverables	Timeline
Brief research proposal outlining the detailed work plan, timeline, and data collection and analysis strategy	Month 1 (July)
Data collection and analysis	Month 2-5 (Aug-Nov)
Draft findings (presentation in English and Bahasa)	Month 6 (December)
A report on the assessment of sustainable and resilient local foods in Indonesia (in English and Bahasa)	Month 7 (Jan 2026)
Complete Dataset (excel, etc.) of NLCA of local foods in Indonesia  Complete Dataset (excel, spatial, etc.) of vulnerability of local foods supply chain in Indonesia	Month 8 (Feb 2026)
All raw data and analysis files used in the study  Presentation of key findings to GAIN and Bappenas (in English and Bahasa)	Month 9 (March 2026)

The report will be published as a joint publication between GAIN and Bappenas.

## II. INSTRUCTIONS FOR RESPONDING

This section addresses the process for responding to this solicitation. Applicants are encouraged to review this prior to completing their responses.

### 1. CONTACT

Please direct all inquiries and other communications to the contact below. Responses will not be confidential except in cases where proprietary information is involved.

- [ibudiman@gainhealth.org](mailto:ibudiman@gainhealth.org) and [Eyunindio-sari@gainhealth.org](mailto:Eyunindio-sari@gainhealth.org).

### 2. BUDGET

Applicants are required to provide GAIN with a detailed fee percentage proposal. The final budget amount will have to be approved by the organisation prior to starting the project.

### 3. FORMAT FOR PROPOSAL

The proposal needs to be formatted as follows:

- In their proposal the consultant should propose the design of the study
- The proposal needs to be formatted as two separate documents:
  - 1) Technical proposal
    - Detailed proposal on how the areas of work mentioned in Scope of Work will be addressed, including risk and mitigation strategy and timeline
    - Description of previous relevant work
    - Composition of team with names and brief biographies of all key staff (CVs may be included in an annex)
    - Three References and contact information
  - 2) Financial proposal:
    - Budget
    - Detailed budget justification
    - Offer of services

### 4. SUBMISSION

Originals should be submitted as follows:

Email copy:

- [ibudiman@gainhealth.org](mailto:ibudiman@gainhealth.org) and [Eyunindio-sari@gainhealth.org](mailto:Eyunindio-sari@gainhealth.org).

Email Subject:

- Consultant for Study on sustainable and resilient local foods in Indonesia

## 5. DEADLINE

Completed proposals should be submitted to GAIN by **COB Jakarta time on 16 July 2025 no later than 23.59 Western Indonesia Time (WIB) or 17.59 CET**. Proposals may be postmarked on the due date, provided that an email of the proposal is submitted by the deadline.

## 6. UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

- Proposals that are received after the RFP deadline at the specified receiving office.
- Proposals received by fax.
- Incomplete proposals.
- Proposals that are not signed.

## 7. REVISIONS

Proposals may be revised by electronic mail and confirmed by hard copy provided such revision(s) are received before the deadline.

## 8. ACCEPTANCE

GAIN will not necessarily accept the lowest cost or any of the Proposals submitted. Accordingly, eligibility requirements, evaluation criteria and mandatory requirements shall govern.

## 9. COMPLETION

- Proposals must be submitted on official letterhead of the lead organisation or firm and must be signed by a principal or authorising signatory of the lead firm or organisation.
- In case of errors in calculating overall costs, the unit costs will govern.
- It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. In the event that clarification is necessary, applicants are advised to contact the responsible person at GAIN under section II. point 1., prior to making their submission.
- While GAIN has used considerable efforts to ensure an accurate representation in this Request for Proposal (RFP), the information contained in this RFP is supplied solely as a guideline. The information is not warranted to be accurate by GAIN. Nothing in this RFP is intended to relieve applicants from forming their own opinions and conclusions with respect to the matters addressed in this RFP.
- By responding to this RFP, the applicant confirms its understanding that failing to comply with any of the RFP conditions may result in the disqualification of their submission.

## 10. RIGHTS OF REJECTION

GAIN reserves the right to reject any or all submissions or to cancel or withdraw this RFP for any reason and at its sole discretion without incurring any cost or liability for costs or damages incurred by any applicant, including, without limitation, any expenses incurred in the preparation of the submission. The applicant acknowledges and agrees that GAIN will not indemnify the applicant for any costs, expenses, payments or damages directly or indirectly linked to the preparation of the submission.

## 11. REFERENCES

GAIN reserves the right, before awarding the Proposal, to require the applicant to submit such evidence of qualifications as it may deem necessary, and will consider evidence concerning the financial, technical and other qualifications and abilities of the applicant.

## 12. RELEASE OF INFORMATION

After awarding the Proposal and upon written request to GAIN, only the following information will be released:

- Name of the successful applicant.
- The applicant's own individual ranking.

## 13. CONSULTANT QUALIFICATIONS

- A LCA expert, 5-10 years' experience in conducting LCA, especially for food or agriculture commodities
- A climate/environmental expert, 5-10 years' experience in conducting climate vulnerability assessment, especially for food or agriculture commodities
- PhD/master's degree in food and/or agriculture related subjects
- Extensive knowledge in (local) foods, agriculture, environment and climate in Indonesia
- Proven track record and Work experiences in conducting scientific studies, and data management
- Strong communication skills to coordinate with GAIN, Bappenas and other partners
- Proven track record in project management
- Extensive networking with relevant partners on the topics and as data required in the workplan above
- Understanding the scope of work: the proposal shall demonstrate a clear understanding of the project objectives and deliverables.
- Demonstrated a clear understanding of the technical requirements of this ToR: providing detailed technical documentation of the proposed strategy.
- Robust methodological approaches required for conducting the study
- Comprehensive work plan and reasonableness of proposed time frame: proposal shall include a feasible work plan to ensure successful completion of deliverables, including how activities will be coordinated.
- Detailed budget and cost-effectiveness of proposal approach include evidence of cost-effective approaches to undertaking the scope of work within the proposed budget, and proposals shall identify possible challenges and include creative approaches to addressing them.
- Management and personnel plan: the team members of this project shall have the relevant qualifications and overall experience required to successfully implement the project. Additionally, roles and responsibilities of each team member shall be clearly defined.

### **III. TERMS AND CONDITIONS OF THIS SOLICITATION**

#### **1. NOTICE OF NON-BINDING SOLICITATION**

GAIN reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal. GAIN additionally reserves the right to negotiate the substance of the successful applicants' proposals, as well as the option of accepting partial components of a proposal if deemed appropriate.

#### **2. CONFIDENTIALITY**

All information provided as part of this solicitation is considered confidential. In the event that any information is inappropriately released, GAIN will seek appropriate remedies as allowed. Proposals, discussions, and all information received in response to this solicitation will be held as strictly confidential.

#### **3. RIGHT TO FINAL NEGOTIATIONS ON THE PROPOSAL**

GAIN reserves the right to negotiate on the final costs, and the final scope of work of the proposal. GAIN reserves the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

#### **4. EVALUATION CRITERIA**

Proposals will be reviewed by the Selection Team. The following indicate a list of the significant criteria against which proposals will be assessed. This list is not exhaustive or 100% inclusive and is provided to enhance the applicants' ability to respond with substance.

Applicants are required to submit the following information, conforming to the guidelines given in this section:

- Understanding of the scope of work:
  - o Proposal shall demonstrate a clear understanding of the project objective and deliverables as outlined in Section I.
- Demonstrate a clear understanding of the technical requirements of this RFP:
  - o Providing detailed technical documentation of the proposed strategy.
  - o Evidence of experience delivering solutions using the proposed information technology platform.
- The creative and methodological approaches required to implement each of the parts of the scope of work.
- Comprehensiveness of work plan and reasonableness of proposed time frame:
  - o Proposal shall include a feasible work plan to ensure successful completion of deliverables.
  - o The work plan details how activities will be coordinated.
- Detailed budget and cost-effectiveness of proposed approach:
  - o Evidence of cost-effective approaches to undertaking the scope of work within the proposed budget.
  - o Proposal shall identify possible challenges and include creative approaches to addressing them.
- Management and personnel plan:
  - o The team members working on this project shall have the relevant qualifications and overall experience required to successfully implement the project.

- Roles and responsibilities of each team member shall be clearly defined. GAIN shall have one main contact person clearly identified in the proposal.
- A duly completed offer of services.

GAIN reserves the right to contact the individuals and contractor(s) in order to verify the information provided as part of the Proposal.

## **5. REVIEW PROCESS**

The review process will involve a Review Panel with participants selected by GAIN.

## **6. LIMITATIONS WITH REGARD TO THIRD PARTIES**

GAIN does not represent, warrant, or act as agent for any third party as a result of this solicitation. This solicitation does not authorise any third party to bind or commit GAIN in any way without GAIN's express written consent.

## **7. COMMUNICATION**

All communication regarding this solicitation shall be directed to appropriate parties at GAIN. Contacting third parties involved in the RFP, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the proposal.

## **8. FINAL ACCEPTANCE**

Award of a Proposal does not imply acceptance of its terms and conditions. GAIN reserves the right to negotiate on the final terms and conditions including the costs and the scope of work when negotiating the final contract to be agreed between GAIN and the applicant.

## **9. VALIDITY PERIOD**

The offer of services will remain valid for a period of 60 days after the Proposal closing date. In the event of award, the successful applicant will be expected to enter into a contract subject to GAIN's terms and conditions.

## **10. INTELLECTUAL PROPERTY**

Subject to the terms of the contract to be concluded between GAIN and the applicant, the ownership of the intellectual property related to the scope of work of the contract, including technical information, know-how, processes, copyrights, models, drawings, source code and specifications developed by the applicant in performance of the contract shall vest entirely with GAIN.

## **11. SCOPE OF CHANGE**

Once the contract is signed, no increase in the liability of GAIN or in the fees to be paid by GAIN for the services resulting from any change, modification or interpretation of the documents will be authorised or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.

#### IV. OFFER OF SERVICES

1. Offer submitted by:

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(Print or type business, corporate name and address)

2. I (We) the undersigned hereby offer to GAIN, to furnish all necessary expertise, supervision, materials, and other things necessary to complete to the entire satisfaction of the Executive Director or authorised representative, the work as described in the Request for Proposal according to the terms and conditions of GAIN for the following prices:
- a. Click or tap here to enter text.
  - b. Click or tap here to enter text.
  - c. Click or tap here to enter text.
  - d. Click or tap here to enter text.
3. I (We) agree that the Offer of Services will remain valid for a period of sixty days (60) calendar days after the date of its receipt by GAIN.
4. I (We) herewith submit the following:
- (a) A Proposal to undertake the work, in accordance with GAIN's requirements specified.
  - (b) A duly completed offer of services, subject to the terms herein.

**OFFERS WHICH DO NOT CONTAIN THE ABOVE-MENTIONED DOCUMENTATION OR DEVIATE FROM THE PRESCRIBED COSTING FORMAT MAY BE CONSIDERED INCOMPLETE AND NON-RESPONSIVE.**

Date this day of Click or tap here to enter text. in Click or tap here to enter text.

\_\_\_\_ Click or tap here to enter text.

Signature (applicant)

\_\_\_\_ Click or tap here to enter text.

Signature (applicant)