

Quick Start Measure – Terms of Reference

Project	Support to Nature Protected Areas in Ukraine”, BMZ No.:2011.6612.3 and 2013.6588.1
Type	Quick Start Measure (QSM)
Title	Provision of camping equipment for ecotourism purposes in two target protected areas
Short title	Camping equipment for ecotourism
Reference number	QSM-2021-1-NAT-Camping Equipment

1 Type of Procurement

This procurement is planned as a Quick Start Measure. QSMs are investments in protected areas of up to EUR 20.000 per contract. These measures are justified by three factors: their confirmed urgency, the absence of other imminent solutions and the need for rapid trust-building between beneficiaries and the Project.

This procurement falls under a procedure which was installed with the updated Project Management Manual (PMM) approved by MENR on 08.10.2020 and which received non-objection by KfW on 07.12.2020. Under simplified procedures and a newly introduced review method in the new Overall Procurement Plan, an entry of “P” (for “post review”) under column “Review by KfW” indicates that a procurement will be reviewed by the auditor and optionally by KfW.

This procurement is conducted as a small pilot in only two of the eight target areas of the SNPA project. The pilot shall show whether the provided camping equipment would meet sufficient demand by visiting tourists (for renting the equipment), and whether the provision of the equipment could lead to a viable and reliable additional source of income for the protected areas. If so, then the SNPA project would proceed with a separate and larger procurement in which camping equipment for ecotourism would be provided to all target areas of the project.

This procurement belongs to the following sections under the project’s Overall Procurement Plan:

- Output 2: Selected protected areas have the necessary infrastructure, equipment and personnel
 - SA.2.4: Support ecotourism development in and around the target areas
 - T.2.4.3: Conduct procurements for ecotourism development
 - ST.2.4.3.3: Selected QSM for first small community grants and other smaller investments in relation to ecotourism development

This procurement will be conducted in two separate lots:

Lot 1: Dome-tents.

Lot 2: Other relevant camping equipment.

Lot 3: Binoculars

The goods specified in each lot shall be procured through collection of **three price quotes**.

2 Background and Justification

The protected areas in the Carpathian region provide exceptional value for ecotourism and are already a popular destination for visitors for engaging in outdoor activities such as hiking and mountain biking. In particular, camping activities in protected areas are becoming more and more popular among tourists in Ukraine. However, camping generally requires a large set of equipment such as tents, mats, sleeping bags, etc. This represents a large first investments which few people are willing to make and thus tends to discourage many potential tourists of visiting the target areas for a camping vacation.

One solution to this problem may be the availability of various camping equipment to be rented directly at the protected areas, thus removing the major obstacle for tourists of having to buy and bring all the needed camping equipment to the areas. This could not only increase the overall inflow of tourists to protected areas, but the renting operations could also provide a significant additional source of income for the protected areas. At the same time, it will make guiding and informing of tourists easier for the protected areas – through direct contact.

All of the eight target areas are generally underfunded and are thus facing major challenges for conducting their work in managing and conserving the protected areas. Therefore, potential additional income streams for the protected areas must be explored and renting operations of camping equipment may represent one viable income stream to be established across all the eight target areas.

Currently, none of the target areas possess any camping equipment that would be suitable and of the quality needed to be rented out to tourists and the specific demand for renting equipment and the true profitability of such renting operations by protected areas is rather unclear. Therefore, this procurement aims to provide sets of camping equipment solely to be used for renting operations to the two target areas of the project with the highest tourism activity – Synevyr National Nature Park and Karpatskiy National Nature Park. This will represent a pilot phase which shall achieve the following objectives:

1. The two protected areas are provided with camping equipment to be rented out to tourists, thus potentially already providing a significant source of additional income for the two areas.
2. A system and contact point for the renting services will be established within the parks and advertised on the newly established websites and other channels. A price and payment scheme will be elaborated by the two parks in liaison with the SNPA project's tourism expert.
3. The profitability of the renting operations will be critically evaluated in this pilot phase in the two protected areas before any additional equipment for the other protected areas is purchased. The results will then either indicate that (a) the investment is profitable enough and should be extended to other target areas (through a separate and larger procurement) or (b) the investment is not profitable enough and should not be extended to other areas in which case a misguided investment would be prevented.
4. The different kinds of equipment provided will also be critically analyzed regarding their demand and profitability. Unprofitable equipment can thus be identified and excluded from a potential larger follow-up procurement.

This procurement is well-suited to be conducted as a QSM, given that:

- a) The goods to be procured are largely standardized and available in the market.
- b) The total budget amount is below 20.000 EUR.
- c) The provision of this equipment shall happen fast to allow for a timely delivery of the equipment to the two selected protected areas. Quick realization of this procurement would allow for the pilot phase to be started very shortly which could strongly decrease future delays in the tender procurement of camping equipment for other protected areas (should the pilot results support such a procurement).

3 Objectives and Expected Results

The main objective of this procurement is to conduct a pilot test phase regarding the profitability of camping equipment to be rented out to tourists visiting two target areas of the SNPA project – Synevyr National Nature Park and Karpatskiy National Nature Park. For this purpose, two sets of camping equipment shall be procured and delivered to these two protected areas (one set per area).

The particular types and amounts of equipment to be purchased in each lot are specified in the tables below.

Specifications for Lot 1

#	Description	Specifications	Units per protected area		Total units
			Karpatskiy NNP	Synevyr NNP	
1	Dome-Tents	<p>Brand and Model: <u>VAUDE Campo 3P</u></p> <p>Preferred colors: red/terracotta</p> <p>General Specifications: Number of people: 3 Zipper seam seal, Waterproof taped entrance zip Outer tent: Polyester, water column 3000 mm Indoor tent: Polyester Floor: Polyester, water column 5000 mm Frame: Fib (fiberglass), Ø 8.5 mm Weight (complete set): up to 4.5 kg Package length: Up to 65 cm Simple and quick setup, high wind stability</p>	10	8	18

Specifications for Lot 2

#	Description	Specifications	Units per protected area		Total units
			Karpatskiy NNP	Synevyr NNP	
1	Sleeping bags	Temperature, ° C (min / comfort / max): -14 to -16 / -6 to -8 / +16 to +22 Filler: 2 × 150 g / m ² , Hollow Core 7 Weight (min / max): 1.49 - 1.60 kg Size: 230 × 80/50 cm Outer material: 210T Polyester Diamond Rip Stop Inner material: 280T Micro Polyester	30	24	54
2	Sleeping mats	The material of the mat is polyethylene foam with a density of 66 kg / m ³ Length: 180 cm; width: 60 cm, thickness: 8-10 mm Season of use - spring-summer-autumn	30	24	54
3	Liners for the sleeping bags	Material: cotton Color: preferably dark blue, or monochrome/green/khaki Size: ca. 230 x 80 cm	45	36	81
4	Tent roof	Dimensions: ca. 6m x 3 m The frame is a steel pipe with a wall thickness of 1.5 mm, painted with powder paint Height adjustment - min. height up to 2m, max. height at least 2.30m Cover material - waterproof fabric with PU impregnation, min. 240 g/m ² Colors: green or blue	3	2	5
5	Backpacks	75 liters Material : 600D Polyester Rip Stop Bottom material : 1680D Nylon FTX TM Suspension system : V-VAR Weight : 2.8 -3.4 kg Warranty : 12 months	5	5	10
6	Trekking poles	Material: Aluminum Weight: 500-700 g Telescopic system, anti-shock. Min. length: up to 70 cm Max. length: at least 130 cm Handle: standard (frost-resistant plastic) In the set: 2 sticks, 2 rings diameter is 10 cm, 2 rings diameter is 5 cm, 2 caps of a tip	30	30	60
7	Cauldron 8 liters	aluminum	2	2	4
8	Cauldron 25 liters	aluminum	2	2	4
9	Tripod for cauldron	Height: 100-120 cm Material: steel Suspension for the boiler: a chain on a ring connecting the sections	4	4	8

Specifications for Lot 3

#	Description	Specifications	Units per protected area		Total units
			Karpatskiy NNP	Synevyr NNP	
1	Binoculars	Brand and model: Nikon Aculon A211 12x50 Purpose: tourism, nature observation Magnification: x 12 Lens diameter: 50 mm Housing: rubberized , impact resistant Lenses: anti-glare, abrasion resistant Light weight Completeness: case for transportation, belt, cleaning cloth Warranty: min. 12 months	12	10	22

4 Activities

To obtain the required goods, several qualified suppliers will be contacted and asked to provide price quotes for the provision of the specified goods. This QSM will be published on the SNPA website to allow for participation of additional qualified suppliers. At least three price quotes will be collected and the best proposal (technically compliant offer at the lowest price) will be selected for contracting. The proposals shall be sent to the following e-mail address: info@snpa.in.ua

The price offers must be presented in UAH **without VAT**. According to the SNPA Project Registration card of the Material and Technical Assistance Goods, the goods are exempted from all taxes, duties and charges on the territory of Ukraine.

5 Delivery of goods

The delivery time is agreed upon when signing the contract. The preferred time of delivery is within 30 days after the contract commencement date.

6 The minimum qualifications of the supplier

Participating companies must be legal entities registered in Ukraine, PPE (physical person entrepreneur) registered as a third group.

7 Submission of proposals

Participating companies must submit the financial proposal on their letterhead. The table of financial proposal is provided on SNPA website under this particular QSM. Copies of the registration documents must be added to the financial proposal. Participating companies can provide financial proposals for each separate lot or all lots together.

8 Justification for the selected equipment

Position 1 in Lot 1 (dome-tents) and position 6 in Lot 2 (binoculars) in the equipment lists contain specification for specific brands and models of equipment to be purchased. Below, we provide a justification for the choice of these models and explain why more general specifications were considered unsuitable for the mentioned equipment types.

Lot 1, position 1 – Dome-tents:

The tents selected to be purchased are the model Campo 3P of the brand VAUDE. The choice to select a specific brand and model of tent rather than providing general specifications was made based on the following reasons.

1. Tents are a type of equipment that tends to show very large variation in terms of quality between different brands and models. While general technical specifications, such as water resistance, weight and fabric type, provide some indication into the quality of the equipment, they generally fail to provide reliable information regarding the actual usability of the tent under working conditions in the field. In particular, factors such as ease of use and time required for setting up or taking down tent cannot be easily quantified and descriptions of manufacturers regarding such factors tend to be less reliable.
2. The durability of tents also depends on factors that are difficult to reliably quantify through general specifications. Instead, the specific design of the tent and the measures taken to strengthen the structures particularly vulnerable to damage (particularly the seams) play a major role in ensuring maximum durability of the tent. In this procurement, high durability of the equipment was given major importance to ensure that the tents would be used for the maximum possible duration which is especially relevant given that the protected areas are likely to be lacking funding in the future to replace broken equipment.
3. Tents tend to be among the equipment in which high amounts of PVC and other environmentally harmful materials are processed.

Based on these three factors, the model VAUDE Campo 3P was chosen due to the following reasons:

1. It fulfills all the general technical specifications.
2. It is very easy to set up and take down, resulting in very high usability.
3. The tent is made of high-quality material with specially strengthened structures (including the seams).
4. The tent is 100% PVC-free.

Lot 3 – Binoculars

The binoculars selected to be purchased are the model Aculon A211 12x50 of the brand Nikon. The choice to select a specific brand and model of binoculars rather than providing general specifications was made based on the following reasons.

1. As with the other equipment to be procured, the binoculars are also meant to be rented out to varying users and will thus be constantly in use. As a result, the binoculars must also meet high standards in robustness and quality to ensure that they can endure such constant usage and to avoid early breakdown. Therefore, a brand was chosen which has proven to provide high quality equipment with a good price-to-quality ratio.
2. Nikon is an established brand which has a long track record of producing robust and high-quality binoculars.