

Instruments Contributing to Stability and Peace

## **Critical Maritime Routes Indian Ocean - CriMaRIO**

Request # 14SSE0C091-STE-02

Financial Mechanism in maritime security sector

### **I. Context**

Funded under the Instruments Contributing to Stability and Peace – long term component of the Critical Maritime Routes programme – the EU funded project CriMaRIO aims to enhance maritime security and safety in the Indian Ocean region by supporting the littoral countries in the establishment of Maritime Situational Awareness.

To be effectively developed, Maritime Situational Awareness (MSA) relies upon the functional output from Information Sharing and Data Fusion Centres capable of gathering the necessary data stream from different sources, and redistributing as workable and actionable information to the maritime community. For this reason it is vital to identify a financial mechanism for existing and future centres to ensure a long term sustainability that can provide the necessary support to permit the centres to meet the huge regional demand for information sharing.

### **II. Expected expertise to be delivered**

#### **1) General objective of the mission.**

To define a strategy based on proven concepts capable of advising on a suitable model of financial mechanism (partnership contracts, PPP, toll, ...), detailing different options that can be adopted that will generate revenue for the long term sustainability of the existing centres developed under the Djibouti Code of Conduct and the planned regional Information Fusion Centres.<sup>1</sup>

#### **2) Specific objective**

The objective of this task is initially to conduct an assessment of existing legal, economic and financial models whereas the private sector contributes financial resources to implement and/or sustain projects, infrastructures, initiatives public oriented that are beneficial for the achievement of public goals, whilst assuring in turn that the proposed benefits of the investment are provided back with an agreed timeframe. It will be important to determine which model can apply to the region for the specific context (namely the maritime domain) given the variety of different stakeholders involved such as shipping companies, ship owners' associations, insurance companies and the maritime industry in general.

The return on investment can be identified for example as an enhanced risk analysis map on a specific maritime area of the Indian Ocean Region, patterns of traffic in specific Sea Lanes of Communication, early warnings in case of maritime threats (namely oil spill pollution, illegal fishery, safety of navigation) etc.

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<sup>1</sup> One RIFC has been created in Madagascar, and more may be implemented subject to regional requirements.

### **3) Description of the task to be assigned**

Under the supervision of the CRIMARIO Project Coordinator he/she will:

- Define a strategy (specifically for the Indian Ocean region) to develop a financing mechanism
- Propose an achievable financial mechanism that would be attractive and have the strongest possibility of acceptance by the maritime private sector, along with shared costs from the maritime public administrations (namely Ministry of Transport/Maritime Affairs Authority) and capable of generating adequate financial support to cover running costs of the centres.
- Develop a business plan for an Information Fusion Centre, and for the existing centres of Yemen (Sana'a,) Kenya (Mombasa), Dar Es Salaam (Tanzania) and Djibouti.

### **4) Expected Results**

Based on the specific community that the centres are dealing with, the Short Term Expert will provide a bespoke solution which the Team of experts can propose to the relevant national authorities suggesting the most viable model.

The outcome will be:

- A detailed analysis of the regional drivers that must be considered for a successful implementation of an economic and financial mechanism in the region.
  - To include field missions and respective desk work as detailed in the indicative planning table, and as directed during the initial and ongoing consultation process with the Project Coordinator.
- Production of a generic regional business plan which must also include an estimated budget forecast (setup and running costs) taking into consideration existing centres in the region based on current and known future aspirations for Maritime Situational Awareness ;
- Production of a comprehensive document that can be utilised to submit a proposal for a financial mechanism (including cost sharing where it is essential) to partners for the long term sustainability of the centres that can be presented, agreed and endorsed by the contracting parties including any necessary supporting annexes, and taking into consideration best practices and local/regional financial drivers;
- Draft a detailed mission report (with the above documents attached).

## **III. Experts Profile**

### **1) Number of experts : 1**

### **2) Request for proposal Man Days: Up to 45**

### **3) Professional Profile**

#### **A. Education /Qualification :**

- Minimum BA/MA/MSc/Phd/Post-doc or equivalent professional education and training on the following field of expertise :
  - Accountancy, finance and public administration,
- Experience in administration of an international entity

- Requested demonstrable professional competences on :
  - Inter-cultural communication
  - Team work
- Fluent in English
- Knowledge of French would be considered an asset

**B. Professional experiences**

- Similar experience to requested ToR or at least other activities demonstrating state-of-the-art knowledge and know-how of the expert.  
Extensive knowledge of possible financial mechanism to raise funds from public and private donors.  
Experience in infrastructure projects  
Indian Ocean region experience would be beneficial but not essential.
- Working experience in institutions that have already implemented the successful establishment of financial mechanism with non EU member states.

**C. Additional Specific requirements**

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**D. Recruitment type**

- An internal evaluation process will be conducted by the contracting authority to select the best candidate.

**IV. Place, duration and details of contract delivery**

**1) Period of implementation**

Mid of February – 30<sup>th</sup> April '16

**2) Start of activities**

The mission will start with a briefing by a CRIMARIO designated representative, on the specific mission objective, methodology and expected results.

**3) Date of termination**

The mission will be considered completed after production of the expected results, and a restitution meeting with the CRIMARIO designated representative

**4) Indicative planning**

Provisional implementation planning is defined as follows:

Tasks	Place of execution	Period of implementation	Number of working days
<ul style="list-style-type: none"> <li>• A detailed analysis of regional drivers and definition of a strategy to develop a financial mechanism in the Indian Ocean region.</li> </ul>	Home	Mid-February	10

<ul style="list-style-type: none"> <li>Produce a Business Plan and proposal for a viable mechanism that for use by the maritime private sector and shared with the maritime public administrations (namely Ministry of Transport/Maritime Affairs Authority) and capable of generating adequate financial support to cover running costs of the centres. (see expected results).</li> </ul>	Kenya, Tanzania, Yemen (*), Djibouti, Madagascar	Tentatively between 1 – 31 <sup>st</sup> March 2016	20
<ul style="list-style-type: none"> <li>Develop a business plan for an Information Fusion Centre and for the existing centres of Yemen (Sana'a,) Kenya (Mombasa), Dar Es Salaam (Tanzania) and Djibouti.</li> </ul>	Home	1 – 30 <sup>th</sup> April 2016	10
<ul style="list-style-type: none"> <li>Drafting the mission report.</li> </ul>	Home	By the end of April 2016	5
<b>Total</b>			<b>45</b>

(\*) Information related to the Centre in Yemen can be obtained without travelling to the country for security reasons.

## V. Deliverables

The end result will consist of the following documents which will be presented to the CRIMARIO Project Coordinator:

- A detailed strategy to develop a financial mechanism to support the centres in the Indian Ocean region
- A document proposing a financial mechanism to set up partnerships with possible public or private contributors outside of the Indian Ocean Region.
  - Production of a business plan and budget forecast;
  - Production of a proposal document with annexes as required suitable for submitting to potential financial partners
- A mission report.

## VI. Mission Report

All documents, intermediate studies or final delivery, must be attached to the mission report.

## VII. Contracting, price and other information

### 1) Contracting details

The parties will be proposed the signature of a service contract. The expert should ensure that all administrative or fiscal necessary requirements under their nation regulation have been respected.

### 2) Price of service

To be defined

**3) Working facilities and logistical support**

- Travel expenses and Per Diem for missions out of Home as per EU regulation.

**4) Support equipment**

None

**5) Contact Points**

- Administrative contact point : Ms Audrey Abit – CRIMARIO Programme Manager – [audrey.abit@expertisefrance.fr](mailto:audrey.abit@expertisefrance.fr)
- Ms. Laetitia de Tarlé – CRIMARIO Programme Manager – [laetitia.de-tarle@expertisefrance.fr](mailto:laetitia.de-tarle@expertisefrance.fr)
- Task supervision :  
Dr. M. Stallone – CRIMARIO Project Coordinator – [michele.stallone@crimario.eu](mailto:michele.stallone@crimario.eu)

## VIII. Application procedure

Applications must be in English and entail the following:

- CV in EU format (in appendix)

Please send your application to Ms Laetitia de Tarlé– CRIMARIO Programme Manager – [laetitia.de-tarle@expertisefrance.fr](mailto:laetitia.de-tarle@expertisefrance.fr)