
EUROPEAN FOREST INSTITUTE

TENDER SPECIFICATIONS

PROCUREMENT REFERENCE NUMBER 5-12.5-2025

**Support to the production of Ethiopia's reference spatial data
for coffee and forest cover**

1. TERMS OF REFERENCE

1.1 Introduction

The European Forest Institute (EFI), through its Technical Facility on Deforestation-free Value Chains, was invited by the Ethiopian government and the EU Delegation in Addis Ababa in mid 2024 to identify opportunities to respond to the challenge of the EUDR in the coffee sector. A report with recommendations was produced in July 2024, updated in March 2025.

Having high-quality maps of forest and coffee plantations in Ethiopia is one of such key recommendations to facilitate EUDR compliance for market actors and improve the business environment in the sector.

Forest Map

Official data on forest cover and deforestation has recently been updated by the Ethiopian Forestry Development (EFD) office with the collaboration of internationally recognized expert organizations from the CGIAR network. Deforestation alerts are publicly available¹ but the national forest cover map, available for the years 2018 and 2023, has not been made accessible in ways usable for due diligence by the private sector. With an accuracy of over 90%², this national forest map would in principle be much more reliable for Ethiopia than data coming from globally available products.³

Its accuracy could be further improved if large datasets on coffee plantations that are becoming available in Ethiopia could be used to refine the forest map – it is believed that a significant part of the area inaccurately classified as forest in the EFD map (part of the error margin) would actually be coffee plantations (in the ‘semi-forest’ management system). A data-sharing agreement between ECTA and EFD could thus be mutually beneficial: a large sample of ECTA’s coffee plot database would enable EFD to produce an updated forest map with even higher accuracy, which could in turn enable ECTA’s coffee information system to include deforestation analysis for supply chain actors.

The EFD forest cover data is based on Ethiopia’s national forest definition, which is not the same as the one of the EUDR: the former uses a threshold of 20% of canopy cover while the latter takes a 10% threshold. However, this discrepancy is believed to have no real significance for the coffee sector in Ethiopia, as coffee grows in humid parts of the country where all forests would anyway be well above a 20% canopy cover (any forest between 10% and 20% canopy cover in Ethiopia would be found in dryer regions of the country, not in the coffee producing areas).⁴

¹ http://www.terra-i.org/terra-i/data/data-terra-i_ethiopia.html (latest updates available from global Terra-I platform)

² According to CIAT who has been involved in the ground-truthing work.

³ Global forest mapping products rarely surpass 80% accuracy for a given context.

⁴ Another discrepancy between forest definitions is on the minimum tree height but on this one, the Ethiopia forest definition is more stringent than the EUDR (2m for the former instead of 5m for the latter).

Coffee Map

ECTA mandated the Water and Land Resource Center (WLRC) to develop a national coffee map which could serve as a reference for the sector, but no concrete steps have been taken yet to produce such a map at scale.

WLRC explained that, provided they get sufficient resources, they would adopt a phased approach by collecting data from every Kebele to produce area coverage estimations followed by coffee plot delineation involving the Woreda administration; an approach which would take years to implement.

A more efficient approach would be the of using a large sample of good quality coffee plot data from ECTA itself (through the ECTA-WLRC trusted collaboration) to train a model to produce a coffee layer and improve the Ethiopia forest map, building on the recent mapping model developed by the Ethiopian Forestry Development (EFD) with support from CGIAR partners. This coffee plot data from ECTA would not need to be made public, it would just be used for training the model.

During its last visit in March 2025, ECTA welcomed EFI's technical support to WLRC in this work, but further discussions need to be held with the EFD. Discussions are also ongoing at the level of a special EUDR national taskforce, facilitated by ECTA, with representatives from the main institutions. Issues of data disclosure and access also need to be addressed; for instance, whether a portion of the national forest layer, restricted to coffee growing areas, be made publicly available.

Challenge

In the absence of reference national data from Ethiopia on forest cover and coffee plantations, supply chain actors looking for this information (especially for EUDR markets) will use alternative data sources, especially sources from global data providers, which unfortunately often detect Ethiopia's coffee as forest.

1.2. Objectives of the assignment

The overall objective of this assignment is to improve knowledge about Ethiopia's forests and coffee plantations.

The specific objective of this assignment will be to to produce and/or update high quality national data on forest cover and coffee plantations with higher accuracy than alternative data sources (especially from global data products), in partnership with responsible national institutions, and to make it accessible to the extent possible to supply chain actors who can use it as a reference in Ethiopia.

1.3. Scope and tasks

The assignment will include the following tasks:

1. In partnership with ECTA, the Ministry of Agriculture, WLRC and the national taskforce, produce a national coffee map with specific layers for the four main coffee production

systems found in Ethiopia: plantation, garden, semi-forest, forest coffee. A sample-based accuracy assessment involving ground-truthing activities for all four coffee production types is conducted and the results published to establish confidence in such map.

2. In partnership with EFD and using the national coffee map as one data input, produce an improved version of the national forest cover map. The updated map should be for the most recent year possible (2024 or 2023) and, to the extent possible, for the year 2020 (EUDR cut-off date). A sample-based accuracy assessment involving ground-truthing activities is conducted and the results published to establish confidence in such maps. An analysis is conducted to compare the 2024 (or 2023) with the 2020 map, highlighting possible observed changes in coffee forest areas during the period.
3. In partnership with relevant national and sub-national authorities and partners, compile a reference map of areas under Participatory Forest Management covering all coffee growing regions of Ethiopia, including those within Biosphere reserves and those outside such reserves. For those within Biosphere reserves, the reference map should include specific layers for specific PFM areas: “core”, “candidate core”, “buffer” and “transition” areas. The dataset should also include relevant metadata regarding the status of each PFM (e.g., active, in preparation, contested, etc. Relevant categories to be clarified at inception).
4. In partnership with relevant authorities, review if there are any updates to be made to the reference spatial data currently available for protected areas in Ethiopia (i.e., Ethiopia’s data on the portal of the World Database of Protected Areas: <https://www.protectedplanet.net/country/ETH>), and compile the information necessary for such update (if needed).
5. While ensuring the ownership of all the above data by the responsible institutions in Ethiopia (ECTA for coffee data, EFD for forest data) is respected, facilitate public access to non-sensitive data through the publication of reference data and facilitate discussions among the respective government agencies to encourage wider data access for EUDR purposes. Pending agreement of the responsible institution (EFD), this would include the publication of the forest cover layer for coffee growing regions.⁵

To implement the above activities, one inception meeting should take place in the first month of the contract implementation, and at least two workshops involving key stakeholders should be organized during the project. Regular participation in the existing EUDR taskforce/committee set up by ECTA/Ministry of Agriculture should also be foreseen.

1.4. Deliverables

1. National coffee map with specific layers for the four main coffee production systems found in Ethiopia, and presentation delivered at a meeting of the ECTA taskforce and at a workshop with stakeholders from the coffee sector.
2. Updated national forest cover map for 2020 and 2024 or 2023 (most recent possible) and change analysis.

⁵ An existing national portal may be used (e.g. http://www.terra-i.org/terra-i/data/data-terra-i_ethiopia.html), as well as an international portal for larger visibility on international markets (e.g. [WHISP](#)).

3. Technical report of the accuracy assessment of the national coffee map and summary for policy makers and market actors published (two-pager brief and PowerPoint presentation).
4. Technical report of the accuracy assessment of the updated national forest cover map, plus a comparative analysis between the national forest cover map and the map of the EU Forest Observatory from the JRC zooming on a couple of strategic coffee growing regions to illustrate the value of the national map, and summary for policy makers and market actors published (short brief and PowerPoint presentation).
5. Reference map of areas under Participatory Forest Management covering all coffee growing regions of Ethiopia.
6. List of updates (if any) to be made to the reference spatial data currently available for protected areas in Ethiopia ready for transmission to IUCN/UNEP-WCMC for updating Ethiopia's data in the World Database of Protected Areas.

All deliverables are in English, unless otherwise specified.

1.5. Timetable and reporting

Deliverables are to be delivered within twelve (12) months of contract entering into force. The contractor will report progress in regular calls with EFI (once a month) and engage EFI's Technical Coffee Advisor in Addis Ababa in the planning of activities.

1.6. Human and financial resources

The maximum budget available for this assignment is 160,000 Euros, including all costs required for the implementation and delivery of the service, notably experts' fees, travel costs, stakeholder consultation costs and costs for conducting meetings and workshops.

The contractor will nominate a team of experts composed of a minimum of the following expertise:

- Team Leader/Technical coordinator and stakeholder engagement expert
- Expert 2 / Remote sensing expert

2. TENDER DOCUMENTATION

2.1. Administrative Documentation

The tender shall include the following documentation, properly filled out and signed:

- Cover letter (Annex 1)
- Identification form (Annex 2) including supporting documentation
- Bank identification form (Annex 2a)
- Declaration on Exclusion Criteria and Absence of Conflict of Interest (Annex 3)
- Nomination of Experts form (Annex 4)
- Minimum criteria declaration (Annex 5)
- Statement of Integrity (Annex 9)

The consortium agreement (Annex 6) shall be included, properly filled out and signed, if the tender is submitted jointly by a consortium of economic operators. The consortium agreement (Annex 6) shall not be included if the tender is submitted by a single Tenderer proposing subcontracting of tasks.

2.2. Technical Proposal

In order to evaluate the tender against the minimum criteria and the award criteria A.I. – A.II. in section 3.1. and 3.2., the Tenderer shall submit a technical proposal consisting only of the following elements:

- 1) A **nomination** of the following Experts to carry out the tasks in the Terms of Reference:

- **One Team Leader/Technical Coordinator and stakeholder engagement expert**
- **Two Experts in remote-sensing**

Optionally

- **one or more additional Experts relevant for the implementation of the service**

The Technical Proposal shall include CV's of the nominated Experts.

The Tenderer shall be able to certify the information contained in the CV's for the nominated Experts at EFI's request.

The CV shall have all the information as in the EuroPass CV

<https://europass.cedefop.europa.eu/documents/curriculum-vitae>

The Tenderer can use the EuroPass CV template or its own CV template.

- 2) A **description** of no more than three pages, **making reference to the Terms of Reference and the previous experience of the Expert** showcasing understanding of:

- the aims and the context of the tasks

and addressing the following topics:

- The up-to-date status of forest and coffee spatial data in Ethiopia and its usefulness for supply chain actors seeking to meet EUDR requirements.
- Knowledge of relevant state and non-state actors and stakeholders in this field of national forest and coffee data.

3) A presentation of no more than four pages on the Tenderer's methodology for the assignment – building upon the **Terms of Reference and the experience of the Expert(s)** – addressing the following elements under separate headings:

- Methodology to improve existing data and/or produce new data with state-of-the art and cost-effective approaches.
- Proposed approach to engage with relevant stakeholders to address coordination/collaboration challenges and challenges related to data sharing and disclose in this area of national forest and coffee data.
- Proposed timing and sequence of activities and deliverables, indicating the nominated Experts for each activity timeline.

2.3. Financial Proposal

The Tenderer shall submit a financial proposal, which shall be completed by using the form in annex 7 and by following the instructions therein.

The full general conditions applicable to the payment of fees and per diem as well as the reimbursement of costs can be found in annex 8 (model contract).

3. EVALUATION OF TENDERS AND AWARD OF THE CONTRACT

3.1. Minimum Criteria

The Experts nominated must collectively meet the following criteria:

N°	Criteria description
M.I.	Experience in working with national institutions in Ethiopia on forest data related issues
M.II.	Experience in remote-sensing methods applied to mapping forest cover or detecting deforestation or mapping coffee plantations in Ethiopia
M.III.	Experience in conducting multi-stakeholder consultation workshops
M.IV.	Familiarity with the EUDR and a very good understanding of systems and tools that supply chains actors use to meet EUDR requirements
M.V.	Excellent network in the Ethiopian coffee sector, including private and public actors
M.VI.	Experience writing reports and assessments in English and liaising with international donors

Tenders not fulfilling the minimum criteria will be rejected.

3.2. Award Criteria

Tenders that fulfil the minimum criteria will be evaluated using the following award criteria:

A. Technical component (maximum 75 points)		
N°	Award criteria	Max points
A.I.	Understanding of:	25
i.	<p>The aims and the context of the tasks, including showing knowledge of:</p> <ul style="list-style-type: none"> - the up-to-date status of forest and coffee spatial data in Ethiopia and its usefulness for supply chain actors seeking to meet EUDR requirements - relevant state and non-state actors and stakeholders in this field of national forest and coffee data. 	25

A.II.	Proposed methodology for the implementation of the tasks	50
i.	Methodology to improve existing data and/or produce new data with state-of-the art and cost-effective approaches.	20
ii.	Proposed approach to engage with relevant stakeholders to address coordination/collaboration challenges and challenges related to data sharing and disclose in this area of national forest and coffee data.	15
iii.	Proposed timing and sequence of activities and deliverables, indicating the nominated Experts for each activity timeline	15

The Technical component (TC) is calculated according to the following formula:

$$TC = A.I. + A.II.$$

Tenders must receive a score of more than half of the maximum Technical component to be considered qualitatively acceptable.

Tenders not considered qualitatively acceptable will not be considered further.

B. Financial component (maximum 25 points)

Tenders presenting a total financial proposal (Fo) superior to the maximum contract value of EUR 160,000 will not be considered further.

For tenders being considered, the Financial component (F) is calculated according to the following formula:

$$F = (F_{min} / F_o) \times 25$$

where

Fmin is total sum in the tender in the evaluation with the lowest total financial proposal; and

F_o is the total sum in the financial proposal being considered.

C. Most economically advantageous tender

A combined score (CS) will be calculated according to the following formula:

$$CS = TC + F$$

The Tenderer with the highest combined score (CS) for Technical component (TC) and Financial component (F) will be awarded the Contract.

Where two or more tenders have an equal combined score the contract will be awarded according to the highest score for the financial component (F).

ANNEXES

Annex 1	Cover letter
Annex 2	Identification form
Annex 2a	Bank identification form
Annex 3	Declaration on exclusion criteria and absence conflict of interest
Annex 4	Nomination of Experts form
Annex 5	Minimum criteria declaration
Annex 6	Consortium agreement
Annex 7	Financial Proposal form
Annex 8	Model contract
Annex 9	Statement of Integrity
Annex 10	Per Diem