EU FLEGT VPA PROGRAMME

Funded by the European Union

Implementing partners : AFD, FAO, EticWood, Nature+, e-sud

Intellectual services procurement

Terms of Reference (ToR)

Adapted procedure

In application of article R2123-1 of the public procurement code

Purpose

Support the technical validation and market promotion of selected Guyanese Lesser-Known Timber Species (LKTS) to facilitate their wider commercial utilisation in domestic and international markets.

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LIST OF ABBREVIATIONS

AFD: Agence Française de Développement

EFITAP: European Forest Institute Technical Assistance Project

EN/ISO/ASTM: European Norm / International Organization for Standardization / American Society for Testing and Materials

EU: European Union

FLEGT: Forest Law Enforcement, Governance and Trade

FSO: Forest Sector Operator

GFC: Guyana Forestry Commission

GTLAS: Guyana Timber Legality Assurance System

JMRC: Joint Monitoring and Review Committee

LKTS: Lesser Known Timber Species

LUS: Lesser Used Species

TDUK: Timber Development UK

TLTU: Timber Legality and Trade Unit

VPA: Voluntary Partnership Agreements

1 GENERAL INFORMATION ON THE SERVICES' BACKGROUND

1.1 BACKGROUND OF EU FLEGT VPA PROGRAMME

In 2003, in a bilateral dialogue between the European Union (EU) and the main tropical producer countries aimed at strengthening forest governance, the participation of civil society in the implementation of their forest policies, and the elimination of illegal logging through the formalization of their forest-timber value chains, the EU adopted the Forest Law Enforcement, Governance and Trade (FLEGT) Action Plan.

The EU FLEGT Action Plan protects tropical forests from the devastating effects of illegal logging. Forests support 90% of the world's biodiversity, regulate water quality, and mitigate climate change by absorbing and storing close to half of the world's terrestrial carbon. Trade related to the illegal logging of tropical forests has caused the price of tropical timber to fall by more than 30% on international markets. Interpol estimates that 50-90% of tropical forest logging is illegal. In 2018, the number of financial transactions linked to illegal trade in timber products was estimated at more than 100 billion dollars (Interpol, April 2019). Illegal logging is a recurrent subject of media campaigns and damages the image of tropical timber, which accounts for only a marginal share of the global forest-timber value chain (1% of global forest production) and erodes the confidence of European consumers. In tropical countries, it is detrimental both to the maintenance of the integrity of forest ecosystems and to forest-dependent populations, considered to be the poorest on the planet.

Voluntary Partnership Agreements (VPAs) are a key component of the EU Forest Law Enforcement, Governance and Trade (FLEGT) Action Plan to address illegal logging. A VPA seeks to ensure that timber and timber products imported into the EU from a partner country comply with the laws of that country.

To achieve this, a partner country must first decide which parts of its national legal framework it will use to define legality for the purposes of the VPA. The country must also have, and describe in the VPA text and annexes, a system to ensure legal compliance and issue legal products with FLEGT licenses. In most cases, a country will build on existing systems to achieve this.

However, the implementation of VPAs has been impeded by several institutional and technical requirements. Until today, one country has been authorized to issue FLEGT licenses (Indonesia), and eight other countries have committed to implementing a VPA (Cameroon, Central African Republic, Ghana, Guyana, Honduras, Liberia, Republic of Congo and Vietnam). Currently, these groups of eight countries are included in the EU FLEGT VPA Programme, which are at different stages of progress.

To ensure the credibility of the entire process and allow the VPAs to achieve their full potential, it is necessary for the EU to continue its support for their implementation. The main constraints are country-specific, but generally involve the operationalization of a Timber Legality Assurance System (TLAS), which relies on a complete national chain of transparency led by the country's administration. This presents many technical, financial, organizational and institutional challenges due to the changes in practices imposed on numerous historical or newly associated actors in the forest-based value chain.

The implementation of a VPA thus requires substantial investments and continuous, well-targeted technical and financial support. Within this framework (2021-2025), French Development Agency -AFD

is implementing, through an EU funds delegation, a program whose purpose is to support the eight (8) countries mentioned above, recognized by the EU as its most committed partners in the fight against illegal logging, in the implementation of their VPAs.

This programme will complement and monitor support to FLEGT processes by international organizations, civil society organizations, multilateral agencies, and EU Member States in the current VPA partner countries, including:

- Action programmes that provide assistance to governments and financial support through calls for proposals to other stakeholders (CSOs and the private sector), funded by the EU or other donors. In particular, synergies will be fostered with the VPA ALA facility; the 'Forest for the Future' (F4) facility (led by the Environment, Sustainable Natural Resources Unit of the Directorate General for International Partnerships [INTPA.F.2], which aims at promoting forest value chains and stimulating private sector investments, or the FLEGT programme for regional Asia managed by DG-ENV.
- Action programmes focused on REDD+, which support the strengthening of land governance in countries outside the EU (monitoring and control of uses to maintain forest cover).
- To avoid duplicating efforts and resources, coordination will also be ensured at country level via an information exchange mechanism involving all actors engaged in FLEGT processes and through strengthened dialogue with the FLEGT and EU Timber Regulation (EUTR) expert group.

1.2 GLOBAL AND SPECIFIC OBJECTIVES OF EU FLEGT VPA PROGRAMME

The overall objective of EU FLEGT VPA Programme (2021-2025) is to contribute to the sustainable management of forests.

EU FLEGT VPA Programme has three main components:

- Component 1/C1: Institutional support covering the actions necessary for the legal and equitable supply of timber by providing support on the development and implementation of the TLAS.
- Component 2/C2: Stakeholder support focusing on NGOs, communities, and the private sector to build their capacity to contribute to the implementation of the VPA in their country.
- Component 3/C3: Programme management (technical coordination, financial and administrative management, monitoring/evaluation).

Component 1/C1: Institutional support	**Component 2/C2: Stakeholder support focusing on NGOs, communities, and the PS**
Institutional support content: - The latest conclusions of JMRC and its work plans - An analysis of the VPA implementation framework - An analysis of the financing gaps - The financial and technical assistance needs identified by the partner country and the EU-Delegation	**Objectives:** - Strengthening the capacity and the involvement of stakeholders to contribute effectively to the processes related to the implementation of the VPAs. - The targeted beneficiaries are: CSOs, Private Sector, Communities. - Demand-driven grant mechanism aligned with the objectives defined in each country's VPA implementation framework.
Main possible activities: - Support the development and deployment of Timber Legality Assurance Systems (TLAS) VPA-compliant. - Capacity-building of administration officers in charge of forests. - Contribution to national normative and legal reform in line with VPA requirements. - Strengthening transparency, monitoring, and controls mechanisms. - Strengthening of complaint/grievance mechanisms required by VPAs. - Coordination with other forest governance initiatives at the national level.	**Main possible activities:** - Continuing support to independent forest monitoring, providing resources and building capacity for conducting affect monitoring. - Strengthening the compliance of SMEs and microenterprises with TLAS. - Improving access of SMEs and microenterprises to capital, legal supply chains and markets. - Supporting the participation of women and youth in VPA compliant forest management and small-scale wood processing enterprises

1.3 EU FLEGT VPA Programme Scope of Intervention

The EU FLEGT VPA programme (2021-2025) aims to support the implementation of VPAs between the European Union and eight countries: Cameroon, Central African Republic, Ghana, Guyana, Honduras, Liberia, Republic of Congo and Vietnam. For this new phase, these eight countries were chosen based on their progress in the VPA process, which seems to be well advanced.

In each of these countries, the beneficiaries of funding under this programme will be:

- On the one hand, government institutions (Component 1/C1) for the implementation of actions to operationalise the VPAs: support to the national timber legality assurance system (TLAS), adaptation of national legislation, transparency and monitoring and control mechanisms in the forestry sector, etc.
- On the other hand, civil society organizations (CSOs), communities, and the private sector (Component 2/C2), in particular, marginalized groups (indigenous peoples, women) and small businesses, to strengthen their capacity to effectively contribute to the VPA implementation process, and to ensure that this process does not exclude them from legality. Governance and contracting authority.

1.4 Governance and contracting authority

AFD is the contracting authority of this programme and is leading a steering committee, which includes representatives of the EU commission (DG INTPA and DG ENV), the management unit (technical operator and the administrative and financial operator) and the European Forests Institute-EFI, -VPA ALA Facility-, and F4 Tech as an observer.

AFD relies on the two operators of the management unit as contracting authority support:

- EticWood/Nature+ (technical operator) in charge of the technical follow-up and the implementation of the activities in the countries included in the programme (establishing terms of reference for activities and following up deliverables)
- e-sud développement (administrative and financial operator) in charge of the administrative and financial management (procurement process, financial monitoring, invoices…)

2 FLEGT VPA IN GUYANA

2.1 CONTEXT OF THE VPA

The Cooperative Republic of Guyana ("Guyana") is situated on the northeastern coast of South America, bordered by Venezuela to the west and Suriname to the east. Guyana covers 214,970 km², of which nearly three-quarters (87%) is covered by tropical forest, predominantly primary or naturally regenerating forest. The state manages 86% of this forest, with the remainder owned by indigenous peoples.

The forest sector supports the national economy through employment and livelihoods. Guyana is among the most forested countries in the world, and its forests are globally recognized as extremely valuable biodiversity reservoirs, with a very low deforestation rate. While roughly half of the country's forests are used for timber extraction, forests fulfil multiple land-use functions and remain an essential part of the national patrimony. The contribution of the forest industry to GDP has steadily declined over the past decade, reaching around 1.8% in 2018.

Guyana's forest industry consists mainly of logging and sawmilling operations. Log exports represent a significant share of the sector's exports, although national policy aims to stimulate value-added activities through a progressively increasing export commission (currently up to 20%) on species reflecting high volumes of raw log export.

In 2018, Guyana's timber exports were valued at USD 38 million, of which approximately 58% originated from sawn or otherwise processed timber. The Asia/Pacific region accounted for the largest export share (40%), followed by Latin America/Caribbean (33%) and North America (18%), with the remaining 8% exported to the EU. Nearly all log exports in 2018 went to the Asia/Pacific market, while sawn timber export destinations were more diversified. In 2021, EU timber exports were valued at approximately EUR 2 million, roughly half from sawn timber, 30% from round logs, and the remainder from poles, furniture, and other products.

Guyana formally began VPA negotiations with the EU in December 2012, driven by objectives including improved governance, implementation of tracking and tracing systems for timber and timber products, strengthening the country's image as a legal timber producer, and improved product development and marketing. Guyana and the EU signed the FLEGT VPA in December 2022, and the Agreement entered into force in June 2023. A series of accompanying measures is now being implemented to operationalize the system and support operator compliance.

Under the Joint Implementation Framework (JIF), several strategic tasks address market improvement and industry development for the Guyanese forest sector, in line with Article 17 of the EU-Guyana VPA, which calls on both parties to pursue market improvement and industry development so that the forest sector remains a key contributor to the local economy.

This ToR falls within that framework and specifically addresses the promotion and commercial utilisation of Lesser-Known Timber Species (LKTS), as a means to diversify the range of commercially exploited species, reduce pressure on a narrow set of premium species, and create additional value-added opportunities for the Guyanese timber sector, both domestically and on the EU market.

Guyana has undertaken previous technical work aimed at diversifying its commercially traded timber species. The Guyana Forestry Commission (GFC) commissioned a study, conducted with technical support from TRADA Technology Ltd (UK) and backed by ITTO, assessing a set of Lesser Used Species (LUS) from Guyana, including laboratory testing for resistance to abrasion and to attack by marine wood borers, benchmarked against species already accepted for marine construction, such as ekki and greenheart (see studies in Annexes). More recently, following completion of Guyana's National Forest Inventory, GFC has identified a further set of candidates LKTS with promising commercial potential, some of which have already undergone initial physical testing in partnership with technical bodies in the UK.

It is worth noting that many of Guyana's candidate LKTS belong to genera and species shared with neighbouring Guiana Shield countries (Suriname, French Guiana) and, more broadly, with the Amazon basin (northern Brazil). A number of these species may therefore already benefit from documented technical characterisation and even commercial use in these other contexts, under local or trade names that differ from those used in Guyana. This regional overlap represents an important opportunity to avoid unnecessary duplication of testing effort.

This assignment builds directly on this body of prior work: rather than treating physical testing as an end in itself, this service is designed so that testing becomes a means to a clearly defined commercial outcome, namely the technical validation and market promotion of a prioritised set of Guyanese LKTS, avoiding duplication of tests already available (whether in Guyana or in comparable regional contexts) and concentrating resources on species with genuine, under-documented commercial potential.

3 DESCRIPTION OF THE SERVICE

3.1 OBJECTIVE OF THE ASSIGNMENT

The overall objective of this assignment is to support the technical validation and market promotion of selected Guyanese LKTS identified by GFC, to facilitate their wider commercial utilisation in domestic and international markets.

This work builds upon the studies included in the Annexes to this document, notably prior TRADA/TDUK testing on Guyanese LUS/LKTS, as well as the candidate species list identified by GFC following the National Forest Inventory.

In addition to the new candidate species identified by GFC following the National Forest Inventory, the assignment shall explicitly take into account the first set of 15 lesser-used Guyanese timber species previously tested by TRADA/TDUK (Annex 1), as identified by GFC. These previously tested species shall be considered as a complementary portfolio within the diagnostic and strategic prioritisation exercise. Their inclusion in Phase 1 does not imply that they will automatically be subject to further testing. Rather, the consultant shall assess whether the existing TRADA/TDUK knowledge can be capitalised upon directly, complemented through targeted testing, or, where justified by market potential and feasibility, further developed through the testing campaign under this assignment.

The specific objectives of this assignment are to:

1. **Review, prioritise, and assess the feasibility** of the list of candidate LKTS proposed by GFC, together with the first set of 15 lesser-used species previously tested by TRADA/TDUK, through a comprehensive diagnostic drawing on existing knowledge (including prior TRADA/TDUK studies, and equivalent species documented in neighbouring Guiana Shield and Amazonian contexts), in order to determine, for each species: what is already known, what genuinely remains to be tested, and whether testing that species is realistically achievable within the assignment's timeframe and budget, so as to propose a strategic, justified shortlist of species for technical testing and/or direct market valorisation.

2. **Conduct technical testing** on the shortlisted species, applying recognised international standards (EN, ISO, ASTM), covering physical, mechanical, and durability properties relevant to their intended end uses, including, where relevant, complementary tests on partially documented species needed to complete a full commercial testing profile.

3. **Develop market valorisation tools**, including individual timber technical/commercial data sheets, a market opportunities assessment, and a promotion roadmap, so that testing results and existing documentation together translate into concrete commercial outcomes.

4. **Propose and scope pilot projects** (for example decking, bridges, marine structures, exterior joinery, or street furniture) for 2 to 3 priority species. This activity consists of identifying and documenting potential pilot applications on paper, not implementing them, in order to translate laboratory and desk-based results into concrete, actionable project concepts that GFC and potential partners could subsequently take forward for physical implementation, outside the scope of this assignment.

5. **Disseminate results** to GFC, Forest Sector Operators (FSOs), and relevant national and international stakeholders through a dedicated workshop.

The core logic of this assignment is one of strategic resource allocation towards market outcomes, not a simple binary choice between "test" and "do not test". The diagnostic phase shall therefore go beyond identifying which species are already documented, and shall actively build the most strategic and realistic species portfolio for the assignment, considering jointly:

- **Existing documentation**, whether generated in Guyana or in comparable regional/international contexts.
- **Feasibility within the assignment's timeframe and budget**, so that only species and tests that can genuinely be completed within the 8-month duration and the available budget are retained.
- **Completeness of the commercial testing profile**, meaning that for species with partial existing data, the consultant shall assess whether targeted complementary testing (rather than a full retest) would be sufficient to obtain a complete, market-ready technical profile, and shall prioritise this type of "gap-filling" testing where it offers a strong return in terms of market readiness.
- **Species requiring no further testing**, for which the assignment shall instead capitalise directly on existing documentation (Guyanese or regional) to fast-track them into Phase 3 market valorisation, rather than allocating any further testing budget to them.

The final list of species to be tested (indicatively 6 to 8) shall therefore result from a genuinely strategic arbitration, and not solely from a simple documentation gap analysis, so that the assignment's limited testing capacity is directed towards the combination of species and tests offering the greatest commercial value for money.

3.2 ACTIVITIES

The assignment is structured in three phases, over a total duration of 8 months. It will require close and continuous coordination with GFC, its FLEGT Secretariat, relevant Ministries, and Forest Sector Operators (FSOs), ensuring ongoing communication with all relevant stakeholders to guarantee alignment, data access, and methodological consistency throughout the assignment, while building on and duly acknowledging prior work carried out on this topic.

3.2.1 Phase 1: Diagnostic, Feasibility Assessment, and Strategic Prioritisation of Species

Review and analysis of existing data, in Guyana and beyond

- Compile, consult, and analyse all relevant existing data, studies, and reports on the candidate species identified by GFC.
- Explicitly review the first set of 15 lesser-used Guyanese timber species previously tested by TRADA/TDUK, as identified by GFC, and incorporate the available TRADA/TDUK test results and associated documentation into the diagnostic exercise.
- For the 15 previously tested species, determine which technical properties have already been assessed, the standards and methodologies applied, the extent to which results are sufficiently robust and applicable for commercial utilisation, and which genuine information gaps remain.
- Assess, for the previously tested species, whether existing results can be used directly for market valorisation, whether targeted complementary testing could complete the commercial technical profile, or whether more extensive additional testing would be justified.
- Conduct an international literature review, with particular attention to Suriname, French Guiana, and northern Brazil, given the strong taxonomic overlap between Guyana's candidate LKTS and species already documented, traded, or used in these neighbouring Guiana Shield and Amazonian contexts, in order to identify: data already available, tests already conducted, existing applicable standards, known local and trade names, established uses, and existing or potential markets for each species.
- For each candidate species, determine whether equivalent or closely related species have already been technically characterised and/or commercially traded elsewhere, and assess to what extent this existing documentation can reasonably be considered applicable to the Guyanese material.
- In the case of the 15 previously tested species, explicitly identify opportunities to build upon the existing TRADA/TDUK knowledge base rather than duplicating tests already adequately documented.
- Produce a structured gap analysis matrix identifying, for each candidate species: existing data (national and regional/international), level of documentation per test type (e.g., durability documented but not abrasion, or vice versa), and remaining genuine information gaps.

Feasibility assessment

- For each species presenting genuine information gaps, assess the practical feasibility of testing within the assignment's 8-month timeframe and overall budget, taking into account sample availability, required test duration, and any need for specific testing environments or facilities.
- Flag species or tests that, while relevant, are not realistically achievable within this assignment (for example, tests requiring conditions or durations incompatible with the timeframe or budget), and where relevant, recommend these to be scoped for a future, separate phase rather than attempted within this contract.

Consultation of experts and market actors

- Consult technical experts, research institutes, market actors, and European timber importers, to gather professional opinion on market potential, technical priorities, and confirm regional equivalences identified in the literature review.
- Organise a briefing/validation session with GFC to present the gap analysis, the feasibility assessment, and the proposed strategic approach.

Strategic species prioritisation

- Develop a prioritised, justified shortlist of species (indicatively 6 to 8) for technical testing, built on a genuinely strategic basis rather than a simple documentation checklist, distinguishing between:
    - species with no existing data anywhere, and for which testing is both feasible and offers strong market potential
    - species with partial existing data, where targeted complementary testing would be sufficient to complete a full, market-ready technical profile, and is feasible within the assignment's constraints
    - species already sufficiently documented (in Guyana or in comparable regional contexts), which do not require further testing and shall instead be capitalised on directly for Phase 3 market valorisation
    - species presenting genuine gaps but for which testing is not feasible within the assignment's timeframe or budget, to be flagged for future consideration rather than tested now.
- For each species retained for testing, clearly justify the choice against the alternative of not testing, referencing market interest, completeness of the commercial testing profile, and feasibility.
- Submit the shortlist, together with the underlying strategic rationale, to GFC for validation before proceeding to Phase 2.

3.2.2 Phase 2: Technical Testing Campaign

Phase 2 is mobilised only after the shortlist produced in Phase 1 has been reviewed and validated by GFC, and applies exclusively to the species and tests retained after the diagnostic and feasibility assessment.

- Develop a detailed testing protocol for GFC validation, specifying tests to be conducted per species, sample requirements, and applicable standards (EN, ISO, ASTM), calibrated to be achievable within the assignment's timeframe and to reflect any specific testing conditions or facilities identified as necessary in Phase 1.
- Organise sample preparation and collection, in coordination with GFC and relevant FSOs.
- Conduct technical tests, which may include, depending on species, relevance, existing data gaps, and feasibility: density measurement, machining properties, drying behaviour, treatability, accelerated durability screening (laboratory-based), abrasion resistance testing, identification of weaknesses and potential performance improvements.
- Where the consultant identifies that certain end uses (for example, long-term marine exposure) would require extended field trials or specific facilities beyond what is achievable within this assignment, such trials shall be scoped and recommended as a distinct follow-up phase, outside the scope of this contract, rather than attempted within the current timeframe.
- Interpret results and benchmark each species against known commercial timber species (including, where relevant, ekki, greenheart, or other reference species used in prior studies).
- Produce individual technical testing reports per species.

3.2.3 Phase 3: Market Valorisation and Promotion

- **Timber species profiles:** prepare a commercial data sheet per priority species, whether validated through new testing, through targeted complementary testing, or directly through existing regional/international documentation, including properties, performance, recommended uses, limitations, photographs, availability, and comparison with already known commercial species.
- **Market opportunities assessment:** identify target markets, applications, technical/regulatory barriers, and relevant standards for each priority species.
- **Promotion roadmap:** develop a roadmap specifying which species to promote in priority, remaining data needs, industrial pilots to establish, and stakeholders to mobilise.
- **Pilot projects:** propose 2 to 3 concrete pilot projects (for example decking, bridges, marine structures, exterior joinery, or street furniture) to demonstrate commercial application of priority species, including indicative partners, location, and next steps for implementation.
- **Dissemination workshop:** organise a workshop in Guyana to present results and recommendations to GFC, FSOs, and other relevant national and international stakeholders.

3.3 DELIVERABLES

L0: Inception Report *(to be submitted to the Programme Management Unit (PMU) within 3 weeks of the start of the service)*

- Detailed methodology for the assignment, covering the diagnostic phase, testing phase, and market valorisation phase.

- Preliminary review of existing data on the 30 species, including cross-reference with the 2008 TRADA/TDUK report and testing.
- Detailed workplan with timelines for the diagnostic, testing, and dissemination activities.

L1: Diagnostic Report and Priority Species Shortlist and Testing Protocol *(to be submitted to the PMU 2 months after the start of the service. Following review and validation by the PMU, the PMU will transmit the deliverable to GFC for validation before Phase 2 is mobilised)*

- Comprehensive literature review and gap analysis matrix for candidate species, including regional/international equivalences
- Feasibility assessment per species and test type against the assignment's timeframe and budget
- Strategic, justified shortlist (indicatively 6-8 species) distinguishing species to be newly tested, species requiring only complementary testing, and species to be directly capitalised on for Phase 3
- Detailed testing protocol per shortlisted species, including any specific testing conditions or facilities required

L2: Technical Testing Reports *(to be submitted to the PMU 6 months after the start of the service, reviewed and validated by the PMU, and then transmitted by the PMU to GFC for final validation)*

- Individual technical testing reports per species tested, including results, comparison with commercial timber species, and recommendations on use
- Scoping recommendations for any long-term field trials or specific facilities identified as necessary but outside the scope of this assignment

L3: Market Valorisation Package *(to be submitted 7 months after the start of the service and validated with GFC)*

- Individual timber technical/commercial data sheets per priority species (newly tested, complementarily tested, and/or already documented)
- Market opportunities assessment
- Promotion roadmap
- Proposal of 2-3 pilot projects

L4: Final Report, Guide for Commercial Utilisation, and Dissemination Workshop *(to be submitted within 2 weeks after the completion of the service)*

- Final report consolidating all findings and activities carried out.
- Guide for the commercial utilisation and promotion of selected LKTS, incorporating pilot project proposals.
- Record of the dissemination workshop (agenda, participants, presentation materials, feedback, workshop report).

3.4 INDICATIVE CALENDAR AND DEADLINES

The total duration of the assignment is 8 months.

Deliverables	M1	M2	M3	M4	M5	M6	M7	M8
Phase 1 – Diagnostic and prioritisation								
L0	X							
L1		X						
Phase 2 – Technical testing campaign								
L2						X		
Phase 3 – Market valorisation and promotion								
L3							X	
L4								X

3.5 SERVICES TO BE PROVIDED BY THE BENEFICIARY

The GFC will provide the necessary address book and introductions so that the contractor has access to as many contacts and information as possible to carry out the assignment. However, the contractor shall carry out the complete research work himself. The GFC's FLEGT Secretariat will provide transportation for the field visits, organize, and facilitate the meetings with the FSOs and other stakeholders.

3.6 INDICATION OF KEY POSITION AND EXPECTED PROFILES

The assignment will be undertaken by a consultant team or organisation, which may take the form of a consortium, with demonstrated experience in tropical timber testing and lesser-known species valorisation. A consortium arrangement is explicitly encouraged, given that certain tests identified during the diagnostic phase (for example, tests requiring specific climatic exposure, marine or aquatic environments, or specialised laboratory equipment not necessarily available within a single organisation) may require access to facilities or conditions held by different technical partners. Bidders are therefore invited to propose, where relevant, a consortium bringing together complementary technical capacities (for example, a timber testing institute for laboratory-based physical/mechanical testing, together with a specialised partner for tests requiring particular environments or equipment).

Rather than requiring a single expert covering all required competencies, candidates are encouraged to propose a team collectively covering wood technology and physical/mechanical testing, timber trade and market development, and technical documentation/literature review, ideally including familiarity with Guiana Shield and Amazonian timber species. The indicative team of experts is composed of:

Expert 1 – Team Leader (Wood Technology / Timber Testing Specialist) – *Expected LoE[1] 50 days*

Tasks and Responsibilities:

- Lead the assignment and ensure timely delivery of high-quality outputs (Inception Report, diagnostic report, testing reports, final report).
- Oversee the diagnostic phase
- Design and oversee implementation of the testing protocol, in line with EN, ISO, and ASTM standards.
- Interpret testing results and produce technical comparisons with known commercial species.
- Coordinate with GFC and other stakeholders on validation of the shortlist and testing protocol.
- Fluent in English (C1/C2)

Qualification Requirements:

- Master's degree (PhD an asset) in wood science, forest products technology, or related field.
- Minimum 10 years' experience in timber physical, mechanical, and/or durability testing, including at least 3 assignments on tropical or lesser-known timber species (LKTS/LUS).
- Demonstrated application of relevant international standards (EN 350, EN 113/807, ISO 3129, ASTM D143, or equivalent).
- Proven experience designing testing protocols and conducting species prioritisation/gap-analysis exercises.
- Prior experience with Guiana Shield, Amazonian, or Latin American tropical species, and/or FLEGT VPA or certification frameworks (FSC/PEFC/PAFC), is an asset.
- Excellent technical report-writing skills for institutional/donor clients.
- Fluent in English (C1/C2)

Expert 2 - Timber Market / Value Chain Specialist– *Expected LoE 30 days*

Tasks and Responsibilities:

- Lead the market opportunities assessment and development of the promotion roadmap.
- Prepare timber species commercial data sheets in coordination with Expert 1.
- Identify and scope potential pilot projects with relevant industry actors.
- Support stakeholder consultations with experts, traders, and importers
- Contribute to the dissemination workshop and communication materials.

Qualification Requirements:

- Master's degree in forestry economics, trade, business development, or related field.
- 5 to 10 years' experience in timber trade, market development, or commercial promotion of timber species, including at least 2 assignments on tropical timber market valorisation.
- Demonstrated experience producing commercial/technical data sheets and market opportunity assessments (including regulatory aspects such as EUTR/RDUE, FSC/PEFC).
- Established network with European or international timber importers, traders, or industry associations
- Prior experience promoting LKTS/LUS specifically, and/or familiarity with Caribbean or Latin American timber markets, is an asset.
- Strong facilitation skills, with experience leading stakeholder workshops.

[1] LoE : Level of Effort

- Fluent in English (C1/C2)

If proposed as a consortium, additional technical partner(s) may be included to cover specific testing requirements identified during the diagnostic phase (for example, access to particular environmental conditions, specialised equipment, or accredited laboratories for certain test types), with qualifications and experience relevant to the specific tests they are expected to conduct.

3.7 DETAILS OF THE FINANCIAL OFFER

The contractor's bid must include all miscellaneous costs, including the timber laboratory testing and the catering of the workshop (around 40 participants).

4 ANNEXES

4.1 ANNEX 1 – LIST OF SPECIES TO BE TESTED

4.1.1 New list of species never tested with TRADA/TD UK

Common Name(s)	*Scientific Name*	*Notes on species*	*Other name(s) in creole or indigenous languages*
Corkwood/Hill Corkwood	*Pterocarpus* spp	Corkwood (*P. officinalis*) Hill Corkwood (*P. rohrii)*	
Red Ruri/Ruri	*Chaetocarpus* spp	including *C. schomburgkiana*	Ruri may sometimes be called Boroballi
Huruasa	*Pithecellobium jupunba*		Soapwood, klaipio, kwatpain, kwatupana, orukorong
Dakamaballi	*Aldina insignis*		Tatang
Maporokon	*Inga alba*		Whitey, kurang, kwari, kwariye, yokar
Monkey Pot	*Lecythis zabucajo*		Wadaburi, kume
Suradan	*Hyeronima laxiflora* *Hyeronima alchorneoides*		
Barakaro	*Ormosia coccinea* *Ormosia paraensis*		
Wamaradan	*Dicorynia guianensis*		
Kaditiri	*Sclerobium guianensis*	May be "red" or "white" kaditiri	
Paripiballi	*Chrysophyllum pomiferum*	This is also the scientific name of Limonaballi; however tree spotters say it is different from Limonaballi	
Potaro Kakaralli	*Eschweilera* spp	Field work may be necessary to determine species of this particular Kakaralli	
Wirimiri kakaralli	*Lecythis confertiflora*		
Guava-skin kakaralli	*Eschweilera alata*		
Smooth leaf Kakaralli	*Eschweilera decolorans*		
Fine Leaf Kakaralli	*Eschweilera parviflora*		
Red Manariballi	*Pithecellobium pedicellare*		

Inyak	*Antonia ovata*		Tamanokware
Kuyama	*Xylopia* spp	White Kuyama specifically is *X. nitida*	
Imirimiaballi	*Chamaecrista adantifolia*		
Hipanai	*Parkia pendula*		
Baradan/Bardanni	*Ocotea tomentella*		
Saka purpleheart	*Peltogyne venosa* subsp *venosa*		
Devildoer	*Glycydendron amazonicum*		
Bat seed	*Andira inermis* *Andira surinamensis*		Koraro *A. inermis* (Bastard Mahogany, Jumbie Bead, Cabbage Bark Tree *A. surinamensis* (Ma-ats, Large Jumbie Bead
Durban Pine	*Pouteria speciosa*		
Haiawa	*Protium guianensis*		
Curry Tree/Curry Shibadan	*Pogonophora schomburgkiana*		
Sada/Sadawood	*Zanthoxylum* spp	Several species of the *Zanthoxylum* genus are referred to as Sada, but some are softwoods e.g. *Z. apiculatum, Z. caribeaum, and Z. rhoifolium*. Fieldwork will need to identify and distinguish hardwood species of this genus referred to as Sada.	

4.1.2 List of species already tested by TRADA/TD UK

Commercial Name	*Botanical Name*	*Reference Code*	*Previous TRADA/TDUK assessment*
Limonballi	Chrysophyllum pomiferum Eyma	LM	Abrasion resistance and attack by Limnoria quadripunctata
Black Kakaralli	Eschweilera sagotiana Miers.	BK	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Muneridan	Qualea rosea Aubl.	MU	Abrasion resistance and attack by Limnoria quadripunctata
Burada	Parinari campestris Aublet.	BU	Abrasion resistance and attack by Limnoria quadripunctata; natural durability

Iteballi	Vochysia surinamensis Stafl.	IB	Abrasion resistance and attack by Limnoria quadripunctata
Darina	Hymenolobium flavum Kleinh.	DAg	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Fukadi	Buchenavia fanshawei Exell & Maguire	FU	Abrasion resistance and attack by Limnoria quadripunctata
Tonka Bean	Dipteryx odorata Willd.	TO	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Wadara	Couratari guianensis Aubl.	WA	Abrasion resistance and attack by Limnoria quadripunctata
Itikiboroballi	Swartzia benthamiana	IT	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Morabukea	Mora gongrijpii Kleinh.	MB	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Futui	Jacaranda copaia Aubl.	FT	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Suya	Pouteria speciosa (Duckle) Baehni	SU	Abrasion resistance and attack by Limnoria quadripunctata
Dalli	Virola surinamensis (Rol) Warb.	DL	Abrasion resistance and attack by Limnoria quadripunctata; natural durability
Kurokai	Protium decandrum Aublet.	KU	Abrasion resistance and attack by Limnoria quadripunctata; natural durability

4.2 ANNEX 2 – REPORTS OF PREVIOUS TESTING REALISED BY TRADA/TD UK.

Final Test Report - Marine Borer and Abr

Test Report - Natural Durability report 2.pd