

The Poseidon Principles Association

Amaliegade 33B, 3rd floor +45 3840 1800
1256 Copenhagen K info@poseidonprinciples.org
Denmark <http://www.poseidonprinciples.org/finance/>

The Sea Cargo Charter Association

Amaliegade 33B, 3rd floor +45 3840 1800
1256 Copenhagen K info@seacargocharter.org
Denmark <https://www.seacargocharter.org/>



**POSEIDON
PRINCIPLES**



**SEA CARGO
CHARTER**

REQUEST FOR PROPOSAL (RFP)

(Tender for service provision)

Reference No.: PP+SCC_RFP_2025_01

Date Issued: 9 December 2025

Deadline for submission: 13 February 2026

Contact: info@poseidonprinciples.org and info@seacargocharter.org

Issued by: The Poseidon Principles Association and the Sea Cargo Charter Association

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1. INTRODUCTION

The Poseidon Principles and the Sea Cargo Charter are global frameworks for integrating environmental metrics into maritime business activities. They provide financial institutions, shipowners, and charterers with a common methodology for measuring and disclosing the climate alignment of their shipping portfolios and activities in line with the IMO's decarbonisation goals. Distinct associations and steering committees govern the Poseidon Principles and the Sea Cargo Charter. Secretariat services are provided to both associations by the [Global Maritime Forum](#), and the secretariat is responsible for financial and contractual management.

The Poseidon Principles Association (PPA) and the Sea Cargo Charter Association (SCCA) are seeking qualified consultants or firms to submit a proposal to serve as the new technical advisor per the terms and conditions set out in this RFP. The associations prefer that one party provide advisory services for both the PPA and SCCA to maintain the benefits of the pre-existing collaboration and knowledge sharing. When applying for both services, only one proposal should be submitted, but the selected technical advisor will have separate service agreements with each association, as the required services differ slightly.

The PPA and SCCA invite proposals from entities with experience in maritime decarbonisation, climate-related disclosures, data analysis, and technical advisory services. When submitting proposals, please note that the PPA and SCCA are non-profit associations with limited resources and are committed to delivering impact in a cost-effective manner. As such, both associations can only consider proposals that reflect competitive pricing structured for nonprofit organisations.

As the SCCA and PPA are two distinct Associations with distinct governing bodies, each Association will decide on the technical advisor individually. While the preference of both Associations is to choose the same technical advisor, candidates can choose to send an application for both Associations, or only for one (PPA or SCCA). It's also preferred to work with the same technical advisor over the course of multiple years, via annual renewal of a service agreement.

For more information about the associations and methodology, please visit:
<https://www.poseidonprinciples.org/> and <https://www.seacargocharter.org/>.

2. OBJECTIVE OF THE ASSIGNMENT

This assignment's purpose is to enable the steering committees of both the PPA and the SCCA to select a new technical advisor to provide services starting in 2026. A handover period with the current technical advisor (UMAS) is foreseen in early 2026 (Q1-Q2).

The role of the technical advisor is to provide technical expertise needed for the associations to remain updated and accurate. As the PPA and SCCA grow and develop, the role and services provided by the technical advisor are expected to evolve to ensure the effective and efficient running of the associations.

The technical advisor plays a critical role in:

- developing and maintaining the decarbonisation trajectories and supporting methodology used by signatories to calculate climate alignment for publication in the Annual Disclosure Reports;
- supporting queries from current and prospective members of the PPA and SCCA, the secretariat, and other relevant third parties around the reporting process and methodology;



- reviewing, maintaining, and producing written technical materials (e.g., the Technical Guidance – see for [Poseidon Principles](#) and [Sea Cargo Charter](#) – and other ad hoc material);
- clearly communicating technical updates with PPA and SCCA members in meetings to support their understanding of the methodology (e.g. in presentations and discussions);
- providing technical input to the Annual Disclosure Reports and reviewing submitted climate alignment scores; and
- advising on methodological updates in light of regulatory or market changes.

3. SCOPE OF WORK

Once onboarded, the technical advisor will be responsible for three primary areas of work within the PPA and SCCA: 1) maintenance of climate alignment methodology and decarbonisation trajectories; 2) general technical support; 3) contributions to annual disclosure reports. See [Annex 1](#) for more details about the scope of work during the onboarding period.

The secretariats of the PPA and SCCA serve as a liaison between the members and the technical advisor and will ensure that the agreed scope of work and budgets are maintained. Each task below also has more details on the approximate days needed, deliverables, and timelines. See [Annex 2](#) for a summary of the major milestones for the PPA and SCCA.

The exact number of days are agreed upon annually based on the associations' priorities. Estimated ranges of days are listed for the three major tasks below, which have been based on the work required over recent years. Keep in mind this is an estimation, on average, for a regular full calendar year. Please note that for 2026, the total number of days may be lower due to a start in Q2.

The average number of hours can fluctuate, as tasks reflect the changing needs of the Associations, which vary from year to year. Notably, the SCCA does not foresee any major changes in its methodology for 2026. However, for 2027/2028 (following the publication of the 5th GHG Study), a major review of all trajectories may be required. The final number of days for each task will be discussed with the secretariat before a proposal is agreed upon and the annual service agreement is signed (usually executed and signed in Q4 for the following year).

The secretariat usually meets with the technical advisor every two weeks to align on upcoming tasks and priorities. Therefore, a key selection criteria is for the technical advisor to be able to be flexible throughout the year and deliver on upcoming tasks based on the association's priorities.

1. Maintenance of climate alignment methodology and decarbonisation trajectories

Days: Approximately 5-10 days per year, per association (10-20 days total).

Timeline: Ad hoc year-round (based on major policy developments / IMO meetings or signatory requests).

1.1 Assessment of impact of policies from IMO, EU, and other on the trajectories

- Review regulatory and policy changes and proactively propose relevant adjustments to the trajectories. This includes updates to the IMO Data Collection System (DCS), IMO life cycle assessment guidelines (LCA), developments in IMO regulations for specific vessel types, as well as changes to existing regulations. For example, translating relevant major developments from the upcoming Fifth IMO GHG Study into the methodology.



- Investigate, assess, and revise the decarbonisation trajectories, as needed based on emerging data and signatory priorities.

1.2 Review and maintenance of climate alignment methodology

- Support the development and maintenance of the climate alignment methodology, including calculation approaches and revisions and updates to the methodologies based on steering committee and signatory direction.
- Support periodic reviews of methodologies and data processing practices used in climate alignment assessments to ensure consistency with best practices.
- Ensure the Technical Guidance and supporting technical material stay up to date, with the assistance of the secretariat.

2. General and technical support

Days: Approximately 10–15 days per year, per association (20–30 days total).

Timeline: See details in task 2.2 and [Annex 2](#), where the major meetings and general timelines are shown.

2.1 Member and stakeholder support

- Provide ongoing support to signatories regarding the climate alignment assessment methodologies and their implementation. The bulk of questions comes in advance of the deadline for signatories to submit their disclosures of the Annual Disclosure Reports (For PPA, this is in advance of 15 November, and for SCC, this is in advance of 30 April).
- Respond to specific queries related to methodology, climate alignment, and regulatory interpretation by signatories and prospects.
- Represent the technical advisor at relevant technical discussions and meetings (outside of Association meetings).

2.2 Attendance and preparation for meetings – as relevant

- Attend and prepare for relevant in-person and online meetings, including but not limited to:
 - Annual Meetings (in person) – Once a year per Association approx. 5–6 hours including lunch (must occur before 30 June each year). Travel for the Annual Meeting is supported by the associations and could require an overnight stay. The Annual Meeting is hosted by a signatory, so the location varies each year.
 - Steering Committee meetings (online) – approx. three to four per year per Association (2 hours each (usually in February/March, June/July, September, and November/December).
 - Full membership meetings (online) – once a year per Association, 2 hours each (usually in October).
 - Project management meetings (online) – biweekly with the GMF team, 30 minutes each.

2.3 Advisory support to the Technical Committee

- Attend Technical Committee meetings (online) – approx. six to eight per year per Association, 1.5 hours each (For PPA this consists of about three to four meetings between February and May, and three to four meetings between August and November. For SCCA, this consists of about three meetings between January and March, and about three meetings between September and November, along with pre and post check-ins with the secretariat and Technical Committee Chair).
- Preparation for Technical Committee meetings, which can involve research and preparation of technical notes and presentations about topics related to the maintenance of the trajectories and calculation methodology, etc. as requested by the signatories
- Assist the Technical Committee in forming recommendations to the Steering Committee and other members regarding topics discussed within the Technical Committee. This includes regarding the



maintenance of the trajectories and calculation methodology, data input and availability, other calculation uncertainties, and general methodology questions.

3. Annual Disclosure Report contributions and analysis

Days: Approximately 5-10 days per year, per association (10-20 days total).

Timeline: For PPA, the data submission deadline for signatories is 15 November, and the report is published around mid-December. For SCCA, the data submission deadline is 30 April, and the report is published around mid-June. Between the data submission deadline and the report publication, the majority of the days for this task are used.

3.1 Review and analysis of submitted data

- Assist with the review of submitted climate alignment scores to ensure the methodology is followed accurately. All data for this task will be provided by the secretariat.
- Produce a graphic representation of climate alignment scores for each signatory, along with descriptive statistics and overview figures.
- Provide analysis using global industry metrics to contextualise disclosure results.

3.2 Collaborate on relevant written sections with the secretariat

- Provide input on the report production timeline and ideas for content.
- Review and contribute to the written technical sections of the reports as relevant.

4. QUALIFICATIONS AND EXPERIENCE

Applicants should demonstrate:

- Maritime/shipping sector knowledge (vessels, operations, chartering, finance).
 - Experience with GHG emissions modelling and metrics (AER, EEOI, LCA, IMO DCS etc.).
 - Access to relevant data (e.g. vessel- and fleet-level operational data, fleet composition and characteristics, etc.) or ability to verify or audit data (note that costs associated are held with the technical advisor).
 - Expertise in policy, regulation, climate science (FuelEU Maritime, IMO GHG Studies, Paris Agreement, etc.).
 - Capacity to operate independently/non-partisan in a technical advisory capacity.
 - Credibility among stakeholders (finance, shipping, charterers, NGOs, regulators).
 - Understanding of the Poseidon Principles and Sea Cargo Charter methodology (climate alignment, trajectories, data sourcing).
 - Capacity and desire to ensure continuity of the current approach to calculating climate alignment.
- Please see [Annex 1](#) for specific details.

5. PROPOSAL REQUIREMENTS

Proposals should be submitted in PDF format to the secretariat by the date specified in the RFP. The proposal must be signed by an authorised individual (signature, name, title, date) and include details on both technical capabilities (A) and budget estimates (B). All prices must be in Euros and inclusive of applicable taxes and fees.

A. The technical proposal should include:

- I. an acknowledgement of the objective of the assignment and the overall purpose of the frameworks;
- II. the knowledge level regarding the current methodology and technical approach;



- III. a confirmation of the capacity to complete the scope of work during the onboarding period as described in [Annex 1](#);
- IV. a confirmation of the capacity to deliver flexibly on needed services throughout the year as described in [Annex 2](#);
- V. the team composition (including background, titles, and associated authority), the proposed main point of contact, and at least one alternative point of contact (there is no required team size, however it's recommended to have around two to three individuals pending internal expertise, including the necessary level of technical supervision to ensure quality of deliverables);
- VI. the overall company profile (as relevant); and
- VII. a list of similar assignments completed and/or other relevant past experience.

B. The financial proposal should include:

- I. details on the hourly/daily rates of the team for a transition period and the main period (providers are requested to consider a discounted fixed fee as considered appropriate within the transition period to enable an efficient handover process); and

In addition to what's listed in A and B above, submissions must include the following:

- Proof of legal registration
 - Certificate of incorporation or registration e.g. SEC, DTI, business license, etc.
 - For individuals, copy of valid ID and/or professional registration
- Tax Identification Number (TIN) or Tax Compliance Certificate

6. EVALUATION CRITERIA

Proposals will be assessed based on the following list of criteria associated with the scope of work as defined by this RFP, and the following:

- Technical capability and experience
- Capacity to deliver flexibly on needed services throughout the year
- Relevant industry knowledge and policy/regulatory understanding
- Access to relevant data
- Independence and impartiality, and risk of conflict of interest with signatories
- Financial proposal
- Capacity and team composition
- Management and implementation plan

7. TERMS AND CONDITIONS

Selection process: The PPA and SCCA reserves the right to accept or reject any quotation. Any attempt to influence the procurement process will lead to automatic disqualification. As the SCCA and PPA are two distinct Associations with distinct governing bodies, each Association will decide on the technical advisor individually. While the preference of both Associations is to choose the same technical advisor, candidates can choose to send an application for both Associations, or only for one (PPA or SCCA).

Location of work: Team members of the technical advisor will work remotely and have the ability to join online meetings in CET/CEST and attend the Annual Meeting of each Association in person as relevant (usually in Europe but could also vary in the future).



Travel: Travel costs for attendance at the Annual Meeting by one representative of the technical advisor are reimbursed by the associations. In the case of overnight stays, hotels (or price ranges) will be provided by the secretariat.

Contract length and renewal: The contract type will be an annual service agreement between both the PPA and the SCCA to be renewed yearly in Q4. The contents of the service agreements are based on the predicted work, agreed upon between the associations and the technical advisor, with support from the secretariat. [Annex 3](#) lists the necessary topics to be covered within the service agreement.

Payment terms: Prices must be inclusive of all taxes and applicable charges, and the technical advisor shall be responsible for all taxes and insurance obligations under applicable law. Costs are approved by the steering committees and all members of the associations, and payments based on the approved costs will be made in regular instalments as stated in the service agreement. Final costs at the end of each calendar year should be reflective of the actual hours used. In the case of unused hours, this will be reimbursed to the PPA and SCCA. Any costs related to accessing the necessary data are held by the technical advisor.

Obligations: The selected technical advisor shall maintain full legal eligibility throughout the contract period. Any possible conflict of interest must be declared. It's also expected that the selected technical advisor will track the hours/days used and provide quarterly overviews to the secretariat. Any breach of these obligations may result in termination of the contract, withholding of payments, or other appropriate actions.

8. CONFIDENTIALITY AND ETHICS

All documents, data, and information obtained in the course of this assignment shall remain the property of the Poseidon Principles Association and Sea Cargo Charter Association and treated as confidential.

9. ACKNOWLEDGEMENT

Service providers are requested to acknowledge receipt of this RFP and confirm their intention to submit a quotation by 9 January 2026.

10. SUBMISSION DETAILS

Mode of submission: Email

Email address: info@poseidonprinciples.org and info@seacargocharter.org

Subject line: "RFP for technical advisor to the Poseidon Principles and Sea Cargo Charter"

Deadline for submission: 13 February 2026

Enquiries: info@poseidonprinciples.org and info@seacargocharter.org. Feel free to reach the secretariat in case of questions.

11. SELECTION PROCESS AND TIMELINE

RFP published	9 December 2025
Acknowledgement deadline	9 January 2026
Proposal submission deadline	13 February 2026
Final decision	Steering Committee meetings late February 2026
Service agreement drafted	March 2026
Start date including handover period	March–April 2026

12. ANNEXES

Annex 1: Scope of work for handover period



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Annex 2: Key annual milestones for PPA and SCC

Annex 3: Information included in service agreements with the PPA and SCCA

13. AUTHORISATION

Authorised by:

Michael Søsted
Head of Finance and Operations
Global Maritime Forum

Michael Parker
Chair
Poseidon Principles Association

Engebret Dahm
Interim Chair
Sea Cargo Charter Association

Michael Søsted

Michael Parker

Engebret Dahm



Annex 1: Scope of work for handover period

Below is an outline of the scope of work for reproducing vessel trajectory analyses in alignment with the current methodological approach, which will occur during the handover period in Q1-Q2. The exact hours/days of the handover period will depend on the needs of the new technical advisor but could be between 5-20 days. Any costs related to accessing the necessary data are held by the technical advisor.

- **Data collection:** Gather relevant aggregate data on vessel activity and fleet composition for the global fleet, as well as by vessel type and size. Required fields include, but are not limited to:
 - Fleet composition data (particularly vessel size distributions) – 2018
 - Total and average absolute emissions inventory (CO₂ and CO₂e) – 2008 and 2018
 - Total and average transport work – 2008 and 2018
 - Average emissions intensity disaggregated by vessel size and category (cgDIST, AER) – 2018
 - Total transport work projections – 2018–2050

Note: The majority of these fields are publicly available, though some infilling will be required. Holding these datasets internally will greatly support consistency and reproducibility.

- **Trajectory calculation:** Calculate the overall emissions intensity trajectory from 2018–2050 for both the *minimum* and *striving* trajectories defined in the IMO 2023 GHG Strategy.
- **Baseline construction:** Develop continuous baselines for emissions intensity versus vessel size for all relevant vessel categories, based on 2018 fleet composition and activity data.
- **Coefficient estimation:** Determine the coefficients that define the emissions intensity trajectory for each vessel category (2018–2050) under both the minimum and striving scenarios.



Annex 2: Key annual milestones for PPA and SCC

SCC – Orange, PPA – Green, Both SCCA and PPA – Pink





Annex 3: Information included in service agreements with the PPA and SCCA

Once the Steering Committee has selected and appointed the technical advisor in accordance with the voting procedures of the association, the association must create a service agreement with said provider, establishing a legal relation between the PPA and the organisation, where the organisation is a contractor or supplier of services.

The service agreement must contain the following:

1. Appointment and effective date
2. Obligations/services
3. Terms of work and termination
4. Payment
5. Additional work/change orders
6. Confidentiality
7. Notices
8. Miscellaneous

Attachments provided by the provider must include a budget and a procedure for budgeting and invoicing.