Section II: Schedule of Requirements

eSourcing reference: RFQ/2019/12048

TERMS OF REFERENCE

Private Sector Engagement Services for WSSCC

1. General Background

The Water Supply and Sanitation Collaborative Council (WSSCC), is based in Geneva, Switzerland under a hosting arrangement with the United Nations Office for Project Services (UNOPS) Secretariat. Through its Strategic Plan 2017-2020, WSSCC (herein also referred to as 'the Council'), contributes to the achievement of SDG target 6.2 , therewith impacting on a range of other Sustainable Development Goals . The overall aim is to ensure that nobody is left behind and that rights are afforded to those most vulnerable in society.

The Council's approach is centred on an ambitious vision of using targeted investments in collective behaviour change and strengthening national and local enabling environments, combined with strategically convening and influencing partners, to catalyse and drive achievement of adequate and equitable sanitation and hygiene for all. To this end, WSSCC manages the Global Sanitation Fund, facilitates sector coordination at national, regional and global levels, supports professional development, and advocates on behalf of the 2.5 billion people without a clean, safe toilet to use. More information on WSSCC can be found at: www.wsscc.org.

2. Background

The role of the private sector in WASH is not only crucial, in light of bridging the financial gap, but the sector is also well-placed to provide cost-effective and innovative solutions to WASH infrastructures; to provide capacity building and trainings of WASH entrepreneurs; to create sustainability around WASH projects through monitoring and evaluation; to raise private sector WASH advocacy ambassadors.

Nigeria's bold ambition and strong political commitment to halt open defecation in Nigeria through the 'Clean Nigeria Campaign', coupled with the great potential for the Nigerian private sector to contribute to this agenda, provides an unprecedent opportunity for WSSCC to set up a Nigeria Sanitation Fund. This fund will help the government develop its engagement in bridging any financial gaps through partnerships with the private sector. Furthermore, as WSSCC is developing its new strategy, this innovative partnership could open the door to further engagement with the private sector, leveraging public funding from both international donors to WSSCC and the Nigerian public sector at national and regional levels.

3. Objectives of the assignment

The political momentum, private sector potential and WSSCC experience in the country, constitute an unprecedented opportunity to develop innovative financing mechanisms with the Nigerian private sector to meet water and sanitation national targets through the establishment of a Nigerian sanitation fund that can receive private sector contributions in support of Nigeria's objectives.

To support the project, WSSCC wishes to engage a company with significant experience with the private sector in Nigeria. The company is expected to help WSSC set up a private sector fund, which will focus on mobilizing capital from the private sector as a resource of additional capital. Targeted industries should include oil and gas, food and beverage, pharmaceutical and manufacturing as well as philanthropists, diaspora populations and private donations. The company will be supported to the extent possible by the office of the WSSCC National Coordinator in Nigeria.

4. Scope of Work

- ✓ To develop mutually-beneficial, functioning relationships with private sector companies in Nigeria and gain access to previously unengaged audiences, broader networks, and new knowledge and advocacy bases
- ✓ To identify all possible private sector entities directly or indirectly engaged in Nigeria with particular focus on private sector entities functioning/ operating and engaged in water, hygiene and sanitation related activities
- ✓ To collect detailed information on the nature, scope, terms and level of engagement of the private sector in water, hygiene and sanitation with key focus to trends on how policy shifts will affect this environment in the future
- ✓ To provide a draft mapping report that would serve as a reliable reference tool for WSSCC to strengthen future collaboration and dialogue with the private sector in Nigeria
- ✓ To ensure the support and collaboration of the private sector in Nigeria for the promotion of water, hygiene and sanitation activities

5. Timeframe and Estimated Schedule

Following minimum deliverables will be ensured by the company:

Milestones and deliverables	**Estimated Deliverable Date**
Inception report with: - List of at least 20 companies including but not limited to from oil and gas, manufacturing, and communication sectors with potential interest in contributing to WSSCC work in support of Local Government Area's (LGAs) in Benue and Cross River states in Nigeria amongst others. - Concept note with description of approach, a description of roundtable event on 28-30 November (including suggested invitee list) and additional events planned between October 2019 - February 2020 (with a roadmap including who, where, when)	By 26 October 2019
Deliverables - Three roundtable events for WSSCC, specifically featuring industries and philanthropists - 15 bilateral meetings with entities who may have potential interest - Input to the PowerPoint presentation, hand-outs and other promotional and marketing products to attract private sector funding for WSSCC - Summary document of Nigerian private sector donors with potential interest in WSSCC's mandate, with complete contact details and a short description of pitch/area of interest, building further on the companies listed in the inception report - Regular written advice on how to approach the market and target private sector companies for monetary contributions to WSSCC's mandate, as well as suggested focal points where relevant	by 28 February 2020
End-of-consultancy report - End-of consultancy report with overview of approach, activities that have taken place, justification of use of time and number of days worked, contacts established, challenges, follow up actions and recommendations for the way forward, including how private sector can contribute to WSSCC how WSSCC can mobilize private sector funding).	1 march 2020

6. Minimum requirements

The entity should have experience in the private sector and in outreach, promoting sanitation and hygiene in Nigeria, connecting with local and international advocacy networks and media. The entity should also have a proven network of private sector contacts in Nigeria.

Interested parties should submit a bid containing the following by completing Section III – Returnable Bidding Forms:

1. A draft proposal on methods and process for the review
2. The name(s) of the consultant(s) and a summary of relevant experience(s)
3. CV(s) of proposed consultant(s)
4. Timeframe and work plan provided to demonstrate that the proposer will complete the work in the time allotted per Section II

The assignment is for a duration of 40 days over the period October 2019 – February 2020 and payments will be delivery-based. The maximum number of domestic travel allowed is 10.

All the travels expenses should be included in the proposal budget. The travel expenses are reimbursed on the basis of actual with supporting be the receipts/invoices.

For the bidder:

- The company must be in business for at least one (1) year
- The company must identify at least one consultant who will be taking on the assignment and be the focal point

For the Consultant:

Education

✓ Master's degree in business or public administration, social science, economy, international and public affairs.

Work Experience

✓ Minimum five (5) years of experience in forging partnerships, private sector, and experience in advocating for water and sanitation in Nigeria and regionally

✓ Outstanding research and analytical skills

7. Impact of provided services

The mobilization of private sector resources in Nigeria will have a combined impact: it will allow to contribute more intensively to Nigeria's plans to make the country Open Defecation Free through an increased budget, it will leverage this funding as an incentive for government and state co-financing, and it will convincing the traditional donors to WSSCC of the multiplier effect of their pooled funding to the organization and hopefully attract additional funding.