

# Consultancy: funding strategies and strategic partnerships for Inclusive Water Governance

## Introduction

### About Both ENDS

Both ENDS is a human rights and environmental justice organisation working towards a world in which human rights are respected, gender justice is realised, and the environment is fostered and protected, thus assuring a life in dignity and prosperity for all. Our mission is to strengthen civil society globally to gain critical influence over decisions and activities that affect people's rights and the environment. We are a Dutch NGO with an international network of civil society organisations working from the grassroots up to the global level. Our network of partner organisations around the world is, and always has been, the starting point of our actions.

### About Inclusive Water Governance

For many years, Both ENDS and partners have supported and strengthened a variety of inspiring initiatives that work towards Inclusive Water Governance (IWG). Key elements of these initiatives are that these (i) build on self-motivated local action, (ii) empower communities to assert their rights, and (iii) work towards meaningful negotiations at appropriate levels. As part of our new strategy for 2020-2025, Both ENDS and partners aspire to substantially strengthen and upscale<sup>1</sup> these community-led practices in an enabling environment that allows for inclusive governance structures, financial and institutional support. For more information on IWG and these community-led initiatives, see <https://bothends.org/NA>.

## The assignment

### Rationale of this assignment

Both ENDS and partners are looking for a consultant who is eager to contribute to our ambition by identifying funding strategies and strategic partnerships that will enable and accelerate the upscaling of community-led approaches for IWG. We like to explore these opportunities on a case-by-case basis, to ensure that findings and recommendations fit the wishes, realities and needs of each case. Moreover, by showcasing the effectiveness of IWG in specific contexts (e.g. geographical, socio-economic, political), we believe that more structural support can be created for IWG-initiatives elsewhere.

### Scope: three cases

We have selected three cases for the scope of this assignment; located in Bangladesh, Indonesia and The Philippines. These are illustrative of the challenges for inclusive water governance around the world, such as climate change, sea level rise, water pollution, and top-down master plans – often accompanied

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<sup>1</sup> Upscaling consists of both horizontal and vertical upscaling. 'Horizontal upscaling' can be explained as replication. This means that community-led initiatives are strengthened in multiple places and adapted to the local context, whilst continuously building on lessons learnt through knowledge development. Simultaneously, in order for community-led practices to flourish, Both ENDS collaborates with civil society organisations to lobby and advocate for enabling institutions, structures and financing; this is what we mean by vertical upscaling.

with large-scale construction plans. These cases present local problems that are related to Dutch/ international foreign policy, trade and investments; Both ENDS and partner organisations tackle these issues jointly through a combination of direct support to local communities, and strategic lobby and advocacy at different levels from local to global. Furthermore, these cases show how collaboration between (sometimes activist) grassroots organisations, and local women- and youth-led groups have brought about positive societal change for inclusive water governance. Be inspired by these cases by reading the short blogs on Both ENDS' website: [Bangladesh: involving communities for free rivers](#), [Philippines: the People's Plan for Manila Bay](#), and [Indonesia: women's right to water](#).

## Main objective

The main objective of this assignment is to identify and develop concrete funding and collaboration strategies, leading to exchanges and propositions vis-à-vis potential strategic allies *and* funders that will enable and accelerate the upscaling of community-led initiatives for Inclusive Water Governance in Bangladesh, Indonesia, and The Philippines.

## Outcomes

- 1) We want to engage the consultant in developing analyses along with strategic recommendations for next steps, concerning:
  - Potential **strategic partnerships** that will enable and accelerate the upscaling of these IWG-initiatives. This includes an analysis of organisations that are dealing with similar or related issues and/or programmes in the area (or elsewhere), which can contribute or complement to these community-led initiatives on IWG. We encourage creativity in this process by also looking into 'unusual suspects' and a diversity of thematic angles. By answering the questions "what's in it for them?" and "what's in it for us" we can develop a proposition of the added value of Both ENDS and partners vis-à-vis other organisations / partnerships, and vice versa.
  - Most opportune **funding strategies** that will enable and accelerate the upscaling of these IWG-initiatives. This includes an analysis of the requirements, interests and future plans of potential donors. By doing so, (i) we want to identify how the IWG-initiatives would become eligible for funding from potential donors, and (ii) we want to identify potential donors that want to commit to supporting these IWG-initiatives on a more structural basis.
- 2) Should we succeed in developing promising strategies for funding and strategic partnerships, Both ENDS is interested to extend the collaboration with the consultant for the implementation of these strategies. This would include preparing and facilitating (further) conversations between Both ENDS and partners, and potential donors and strategic allies.

## Approach

To ensure ownership of the outcomes of this assignment, this process will need to be a collective effort by the consultant, Both ENDS, and partners. To that end, staff at Both ENDS and partner organisations will have capacity to contribute to this assignment. We foresee an interactive process with regular discussions on intermediate findings and next steps. Hence, it would be helpful if the consultant shares the main results and recommendations at regular intervals in an easily-accessible, concise format. In doing so, we hope to spark and maintain a constructive dialogue between all parties involved, whilst also ensuring joint learning and building of ownership. At the end of this assignment, we want to jointly

develop the next steps based on the strategies and recommendations outlined in the final document.

The role and responsibility of the consultant is to initiate and facilitate the process in coordination with Both ENDS and partners, and to ensure that results and recommendations are clearly and timely communicated in writing and verbally. Based on the information provided in this ToR, we request that interested candidates propose a more detailed approach in their Expression of Interest.

## Budget and timeline

We aim for an immediate start of this assignment after contracting, and expect to finalise this process within a period of six months. We ask interested candidates to propose a feasible timeline and budget for this six-month assignment in their Expression of Interest.

## Profile of the consultant(s)

We welcome proposals that include one or more consultants. The ideal consultant(s) for this assignment has/have the following profile:

- Strategic and creative thinker in search for funding and collaboration possibilities;
- Strong donor network;
- Demonstrated track record in fundraising and acquisition related to the governance of natural resources, preferably water;
- Proven experience working with civil society organisations, ideally in south/south-east Asia (Indonesia, Philippines, and/or Bangladesh);
- Strong communicative skills, both written and verbally;
- Broker who can strategically facilitate meaningful conversations;
- Ability to formulate analysis and results into practical and actionable recommendations;
- Ability to deliver high quality, attractive and concise outputs in a timely manner.

## Requirements for the Expression of Interest

The Expression of Interest for this assignment should contain:

- A short motivation letter by the consultant
- A proposed Action Plan, including: approach, description of planned activities, outputs and outcomes, and a timeline
- A detailed budget indicating the number of days and rates per day
- CV of the consultant, including references (of past fundraising successes)

We look forward to receiving your complete Expression of Interest before **Monday COB 31 August**. You can send this to Melvin van der Veen ([m.vanderveen@bothends.org](mailto:m.vanderveen@bothends.org)) and Giacomo Galli ([g.galli@bothends.org](mailto:g.galli@bothends.org)). Please include the following subject in the Expression of Interest correspondence: *Expression of Interest: inclusive water governance*.

Should you have any questions or need more information in preparing your Expression of Interest, please do not hesitate to contact Melvin van der Veen ([m.vanderveen@bothends.org](mailto:m.vanderveen@bothends.org)).