



WASH Systems For Health Program

EXPRESSION OF INTEREST (EOI) _ CONSULTANCY SERVICES

Terms of Reference (ToRs)

Documentation of Sanitation Models and Lessons Learnt for Developing an Effective Market-Based Sanitation Implementation Strategy in Malawi

1.0 Background and Context

Malawi faces significant challenges in achieving universal access to safely managed sanitation, particularly in rural and peri-urban areas. Despite efforts by various stakeholders, including government agencies, NGOs, and development partners, there is a need to consolidate lessons learned and best practices from existing sanitation models to inform the development of a comprehensive and effective implementation strategy.

This consultancy assignment seeks to engage higher institutions of learning or qualified consultants to document and analyze sanitation models implemented by different stakeholders in Malawi with a focus on the two targeted districts (Lilongwe rural and Chikwawa) while capturing/ compiling lessons from all the sanitation Community Of Practice (COP) members. The findings will contribute to the development of a robust sanitation strategy to be tested in a pilot, then submitted to the Ministry of Water and Sanitation for adoption and scaling up after proof of concept.

1.1 About WASH Systems for Health Program

WASH Systems For Health Program is a Malawi Government initiative implemented by the Ministry of Water and Sanitation through Water for People with financial support from Foreign Commonwealth Development Office (FCDO). The overall program goal is to contribute towards efforts of the Government of Malawi to increase access and use of inclusive, reliable and resilient WASH services, by strengthening the systems that deliver these services. One of the three pathways of the program is the district-wide safely managed sanitation and responsive hygiene promotion services.

This is implemented through institutionalization of Gender Equity Diversity and Social Inclusion (GEDSI) and climate-resilient safely managed sanitation models with costed plans. The program aims at mobilizing all stakeholders in the sanitation sector and creating a platform for learning as well as sharing lessons/experiences through the Community of Practice (CoP). As one way of strengthening this process, the program will facilitate the process of understanding various models, document and disseminate them at district and national levels.

2.0 Objectives of the Assignment

The primary objectives of this consultancy are:

2.1 Documentation:

To systematically document existing rural market based sanitation models and interventions implemented by various stakeholders in Malawi

2.2 Analysis:

To analyze the strengths, weaknesses, opportunities, and threats (SWOT) of these models.

2.3 Lessons Learned:

To identify key lessons, best practices, and innovative approaches from the documented models.

2.4: Strategy Development:

To develop a comprehensive and effective market-based sanitation implementation model/strategy based on the findings.

2.5 Conduct a Pilot:

To test the strategy in a pilot that has been developed based on the research conducted and professional inputs from a technical services consultant who has expertise in WASH market-based sanitation.

2.6 Recommendations:

To provide actionable recommendations to the (CoP) on implementation of an effective Market-Based rural sanitation model that will further be shared with the Ministry of Water and Sanitation to improve sanitation service delivery in Malawi, based on the formative research and through evidence gained from the Pilot.

3.0 Scope of Work

The consultancy will involve the following tasks:

3.1 Desk Review

Conduct a comprehensive review of existing literature, reports, and documentation on market-based rural sanitation models implemented in Malawi.

3.2 Stakeholder Engagement

Engage with key stakeholders, including government agencies, NGOs, developmental partners, Financing institutions (Banks, SACCOs, Government economic empowerment initiatives and other Micro financing institutions) and community representatives, to gather insights and validate findings.

3.3 Field Visits

Conduct field visits to selected sites to observe and document market-based sanitation interventions in practice.

3.4 Data Collection and Analysis:

Collect qualitative and quantitative data on the effectiveness, sustainability, and scalability of existing models, including interviews of relevant stakeholders.

3.5 Report Writing

Prepare a detailed report documenting the findings, including case studies, lessons learned, and recommendations.

3.6 Strategy/Market Based Sanitation Model Development

Develop a draft Market Based sanitation implementation model/strategy based on the documented evidence.

3.7 Submit a separate proposal to design and conduct a 3-month pilot to validate the Strategy/Model.

3.8 Conduct a 3-month pilot to validate the Strategy/Model.

3.9 Update the original research documentation to include the findings during the pilot and update the recommendations accordingly.

3.10 Validation Workshop

Organize a stakeholder workshop to validate the findings and proposed Market Based strategy.

3.11 Final Submission

Submit a final report and Market Based strategy document to the Ministry of Water and Sanitation.

4.0 Deliverables

The consultants are expected to deliver the following:

4.1 Inception Report

Outline the methodology, work plan, and timeline for the assignment.

4.2 Draft Report

A comprehensive draft report documenting Market Based sanitation models, lessons learned, and preliminary recommendations.

4.3 Draft Market-Based Sanitation implementation Strategy/Model for rural districts

A proposed Market Based implementation model/strategy based on the findings including the formative research report as well as the cost to implement the model at TA and district levels

4.4 Design and Pilot implementation

A proposal from the consultant to design and implement a 3-month pilot to test the Strategy/Model with participation by relevant stakeholders.

4.5 Comprehensive report

A report outlining Market-Based Sanitation implementation Strategy/Model for rural districts to validate the findings in the Pilot and refining the recommendations.

4.6 Validation Workshop

Presentation of findings and strategy to stakeholders for feedback.

4.7 Final Report and Market Based Sanitation Strategy/Model:

A finalized report and strategy document incorporating stakeholder feedback.

5.0 Duration of the Assignment

The assignment for initial interviews, field research, draft report, and proposal for a Pilot is expected to be completed within 60 days, starting from 1st June 2025 to 30th August 2025 (All weekends/holidays inclusive).

6.0 Qualifications and Expertise Required

The assignment may be undertaken either by an individual expert with multidisciplinary experience or by a consulting firm with a team of specialists. In the case of a firm, the team should collectively demonstrate a strong mix of technical, analytical, and documentation skills relevant to sanitation.

This assignment will require the following qualifications

- Advanced degree(s) in Environmental Science, Public Health, Water and Sanitation, Development Studies, or a related field, with significant professional experience in the following
 - Monitoring, Evaluation, and Learning (MEL)
 - Public Health
 - Policy and Governance
- Market Development and/or Financing Proven experience in conducting research, documentation, and analysis in Malawi's sanitation landscape as well as in multiple African countries water, sanitation, and hygiene (WASH) sector.
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- Experience working with higher institutions of learning, government agencies, and developmental partners.
- Excellent documentation and presentation skills.
- Ability to conduct fieldwork and engage with diverse stakeholders.

7.0 Reporting and Coordination

The consultancy team will jointly report to the WASH Systems Program Coordinators at the Ministry of Water and Sanitation and Water for People. Regular progress updates and coordination meetings will be required to ensure alignment with the assignment's objectives.

8.0 Budget and Payment Schedule

A detailed budget proposal should be submitted as part of the application. Payment will be made in installments based on the achievement of key milestones. First Installment of 30% will be paid upon submission and approval of the inception report. Second Installment of 30% will be paid upon submission of the draft report and strategy while final Installment 40% will be paid upon submission and approval of the final report and strategy/model.

9.0 Application Process

Interested consultants or institutions should submit the following:

- 9.1 A technical proposal outlining the methodology, work plan, and team composition.
- 9.2 A financial proposal with a detailed budget.
- 9.3 CVs of key team members.
- 9.4 Examples of similar work conducted in the past.

Detailed technical and financial bids must be emailed to the address below:

mwprocurement@waterforpeople.org

Submission deadline: 23rd May 2025.

All bids coming outside the above-mentioned email address will be rejected automatically/ will not be considered.

All bids must be addressed to:

The Chairperson

Internal Procurement and Disposal Committee

Water for People

P.O. Box 1207

Blantyre