USAID Effective Water, Sanitation, and Hygiene Services (E-WASH) Program

Request for Expressions of Interest (REOI)
E-WASH Innovation Grant

Issuance: December 18, 2019
Closing Date: January 8, 2020
Program Background

As part of the United States Government’s (USG) efforts to address gaps in urban water, sanitation, and hygiene (WASH) services in Nigeria, USAID/Nigeria aims to improve urban water service delivery by strengthening the governance, financial and technical viability of six (6) State Water Boards (SWBs) in Abia, Delta, Imo, Niger, Sokoto, and Taraba States (I-STAND). E-WASH will work towards achieving the following mutually reinforcing objectives:

I. Creating professionally managed and commercially oriented SWBs;
II. Improving the financial and operational viability of SWBs;
III. Strengthening policy, institutional and regulatory frameworks for improved WASH services; and
IV. Building national and state WASH advocacy, coordination, and communications for reform.

These efforts align with the USAID Water and Development Strategy 2013/2018 Strategic Objective 1: Improve health outcomes through the provision of sustainable WASH. They also align with the USAID/Nigeria Country Development Cooperation Strategy (CDCS) Development Objective 3, Strengthened good governance; Intermediate Result (IR) 3.2, Improved responsiveness of selected government institutions; and IR 3.3, Increased capacity for civic advocacy, monitoring and engagement; and Component 4: Build Coordination, Advocacy, and Strategic Communications to Promote Reform.

The E-WASH Program is part of USAID’s wider efforts to build closer coordination with the Government of Nigeria (GON), including the Federal Ministry of Water Resources (FMWR), select SWBs of Abia, Delta, Imo, Niger, Sokoto, and Taraba allied stakeholders to advance broad-based economic growth and resilience through improved WASH services in urban areas.

E-WASH Theory of Change:

Increased access to sustainable WASH services will only be achieved in urban areas within Nigeria when SWBs undergo a reorganization process to develop professional and commercially oriented practices that enable them to operate efficiently as commercial entities. They must have autonomous, accountable, and transparent management and strengthened corporate governance with clear priorities for effective and inclusive service provision. Well-functioning SWBs must have performance-based contracts, good monitoring capabilities, trained personnel, cost recovery, a proper tariff structure, and asset maintenance management systems. Creating good corporate governance in SWBs is essential to increase access to sustainable water services.

E-WASH targets urban WASH challenges, especially at the water board or utility level, building from five key assumptions:

- The state governments that own the water boards will be committed to reform efforts.
• Governance improvements in the water boards will be strengthened by state
governments’ motivation and willingness to entrench corporate structure in the
water boards.
• The state governments are committed to adjust tariffs in terms of both cost
recovery and affordability.
• Broad-based stakeholder engagement, effective civil society engagement, and
accountability mechanisms are necessary to monitor and advocate for reform.
• USAID can continue to work effectively with other development partners,
particularly the World Bank and African Development Bank, to achieve meaningful
scale and impact; and
• USAID’s efforts will catalyze governance improvements within the SWBs.

The project is seeking to engage 1) large youth-led and women-led organizations, 2) business
development service providers and non-governmental organizations, and 3) tertiary institutions
for the purpose of improving urban WASH governance and operations. We are therefore
requesting Expressions of Interest (EOIs) from relevant organizations suggesting
innovative solutions around the focus areas listed below.

Examples of areas of potential focus include, but not limited to, the following:

I. State Water Utilities:
   1. Develop options around Non-Revenue Water reduction or related urban WASH
      service improvements.
   2. Design results-based solutions for improved revenue generation, these may include
      social marketing solutions for uptake of metering and bill payment facilities for the
      utilities’ customers.
   3. Design cost-effective, innovative, and inclusive communications solutions for the State
      Water Utilities.

II. Water:
   1. Build evidence of the effectiveness of existing household water, filters in urban areas.
   2. Develop innovative household and community water treatment technologies.
   3. Develop research and guidance for a safe water provision, especially to pro-poor areas.

III. Sanitation:
   1. Develop technology options for sanitation and liquid waste management.
   3. Develop value-add communication strategies that promote behavior change in the
      urban WASH sector.

IV. Hygiene:
   1. Develop effective handwashing promotion strategies that lead to positive changes in
      behavior.
   2. Design better handwashing facilities and develop innovative approaches for
      deployment and maintenance.
   3. Develop alternatives to soap.
   4. Develop effective methods to improving menstrual hygiene management.
Minimum Eligibility Criteria.

- Applicants must meet the following minimum eligibility requirements to qualify for funding under this RFA.
- Be legally registered as a non-us non-governmental organization or for-profit private entity and having capacity to operate in Nigeria.
- Have a physical office in Nigeria.
- Have a proven track record of successful implementation of WASH related capacity building interventions in Nigeria.
- Preferred to have been active for at least 3 years’ operating within their sector and respective state.
- Have three (3) or more full time or part time staff.
- Be directly responsible for the preparation and management of the project, not acting as an intermediary/consultant.
- Be willing to comply with all technical and financial requirements for participation in the program, including reporting and documentation of project activities, communication strategy and capacity development opportunities.
- Be willing to participate in assessments, trainings, workshops, or other activities considered important for achieving project goals and strengthening organizational capacity.
- Be eligible to receive funded awards from the United States government.

Organizations that do not meet the criteria above will not be considered.

Applicants may only submit one Concept Note per organization.

The Application Process
The application process for the E-WASH Innovation Grant will take place in two steps:

1) **Step One – Concept Note:** Applicants will express their preliminary interest and ideas by submitting a Concept Note, following the instructions contained in this document. A review of submitted Concept Notes will be done by a technical evaluation committee for minimum eligibility after which applicants will be notified of whether or not they have made it to the next stage in the process, where applicants are invited for a co-creation and ideation workshop.

2) **Step Two – Full Application:** Following the Co-creation and ideation workshop, a request for application will be developed by RTI and shared with organizations who made it through step one and participated in the co-creation and ideation workshop to submit a full application that RTI will evaluate and use to make a determination on grantee selection and award decision.

Submitting the Concept Paper:
Applicants are invited to submit a concept paper which must not exceed 5 pages. Concept papers will be received from December 23, 2019 to January 8, 2020 before 11:59pm. Only typed, electronic submissions using the template in attachment A below will be accepted. All submissions must be sent to: madegbe@ewash.rti.org. Applicants may only submit one Concept Note per organization.
Background for applicants
Applications for innovation grant funding will undergo a two-stage process. The first stage involves submission of the concept note form below.

Concept notes are reviewed by the E-WASH team. Concept notes that align to the Fund objectives and fulfill project and organisation eligibility requirements as defined in the REOI will be invited to a co-creation workshop to further develop their technical proposals. Upon successful completion of the workshop, participants will prepare a full application. A successful concept note does not imply the subsequent application will be funded.

Instructions for completing the concept note
Please complete every section of the following form, being as concise as possible. The final document must not exceed FOUR pages, including this cover sheet. Feel free to re-size the boxes as needed so you can focus on the most critical elements of your concept.

You are encouraged to review E-WASH brochure (program overview) to help you prepare your concept note, as well as to identify opportunities to use available resources during the project itself.

Please use the following format to save your submission in Word, PDF, or a similar format: Organisation Concept Note E-WASH_YYYY MMM DD

The senior sponsor is the person at management level in your organisation who will champion the project and take ultimate responsibility for its oversight.

If you do not have a DUNS (Data Universal Numbering System) number, log on to www.dnb.com to obtain one for free.

Please return the completed Concept Note to the Grant Manager at madegbe@ewash.rti.org
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<th>Name of applying organisation</th>
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<td>Proposed grant value (up to US$ ---)</td>
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**Overview:** Please introduce your organisation, including background, vision, and mission. Please outline the geographies in which you operate, your target population and your current programmes and interventions.

**Context:** If relevant, describe any existing programmes and/or interventions which focus on urban WASH, gender and social inclusion, mobile technology, or both.
Proposed project. Describe the project, objectives, and rationale, including how it fits into your overall mission. What is your 'offering'? (this can be a mobile-based product or service, or tariff marketing campaign, etc) How will it help you better reach and serve the urban poor in terms of WASH service delivery? What is innovative about the approach you are proposing?

Target population: Define the target population for this project, stating also which geographic focus it will take.

Definition of success: How do you define success for the proposed project? What do you anticipate is the concrete social value of this project, including the potential large-scale increase in access to water, sanitation, and hygiene services? Please share any quantitative targets you may already have, including those relating to the number of resource-poor women served.
**Sustainability:** How will you ensure that your offering is sustained beyond the Innovation Fund grant period?

**Delivery and management:** How do you plan to deliver the project, e.g. through a consultant or through existing staff? Who will be responsible for the implementation of the project and for the deployment of the grant funds? Who will be responsible for managing the partnerships?

**Use of funds:** How do you anticipate using this grant funding? Why is this grant necessary to move the project forward? How will you ensure that the impact of the Innovation Fund grant is additive, rather than duplicative, with regards to other funding your organisation receives?

Please complete the following section

1. Is your organisation a for-profit entity? __Yes __No
2. Is your organisation registered in the country of project implementation? __Yes __No
3. Has your organisation been in operation for 2 years or more? __Yes __No
4. Does your organisation have two years of unqualified audited financial records? __Yes __No
5. If awarded a grant, are your organisation willing and able to share commercial project data (e.g. subscriber data, brand tracker, etc.) with USAID E-WASH on a confidential basis? __Yes __No