



CALL FOR PROPOSALS

Expert Assignment for supporting programme development and resource mobilization on water solutions for food security and sustainable agriculture

GLOBAL WATER PARTNERSHIP ORGANISATION

www.gwp.org

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Contents

1. Objective.....	2
1.1 About the Global Water Partnership	2
2. Instructions for Call for Proposals	4
2.1 Procedure	4
2.2 Content of Proposals	4
2.3 Submission of Proposals	4
2.3.1 Closing Date for Proposals.....	5
2.3.2 Cost of Proposal.....	5
2.3.3 Period of Validity of Proposals	6
2.3.4 Withdrawal of Proposal	6
2.3.5 Opening of Proposals	6
2.3.6 Communications during the procurement procedure	6
2.4 Proposal Evaluation	6
2.4.1 Exclusion and Qualification Criteria	6
2.4.2 Evaluation Criteria	6
2.4.3 Award of assignment	7
Specification of Requirements.....	8

1. Objective

The objective of the consultancy is to support the Global Water Partnership Organization in developing its programme and mobilizing resources towards water solutions for food security and sustainable agriculture.

1.1 About the Global Water Partnership

The Global Water Partnership (GWP) is a multi-stakeholder international action network created in 1996 to foster the implementation of integrated water resources management: the coordinated development and management of water, land, and related resources in order to maximise economic and social welfare without compromising the sustainability of ecosystems and the environment.

The GWP Network is open to all organisations that recognise the principles of integrated water resources management endorsed by the Network. It includes states, government institutions at all levels, non-governmental organisations, academic and research institutions, private companies, and service providers in the public sector. GWP's diverse and inclusive network is a platform for policy dialogue and bottom-up development of action plans and programmes, providing a voice for communities on water management.

GWP comprises 3,000+ partner organisations in over 180 countries. Our network of 65+ Country Water Partnerships and 13 Regional Water Partnerships convenes, and brokers coordinated action by government and non-government actors. A long-time advocate for integrated water resources management, GWP draws on implementation experience at the local level and link it across our Network and to global development agendas.

GWP water partnerships (regional, country, area, city, or River Basin) bring together various sectors and interest groups to identify common water problems and develop action plans based on integrated water resources management. Each partnership has its own operational strategy, work programme, and administrative structure. Most partnerships are attached to host institutions that administer funds and employ staff on their behalf.

Our Vision

A water secure world.

Our Mission

To advance governance and management of water resources for sustainable and equitable development.

Our Unique Value

GWP mobilises action on the global water crisis through a unique combination of social capital, shared values, credibility within the global water community, bottom-up orientation, and expertise. A network of networks, we ensure the 'voices of water' can influence local, national, regional, and global development priorities. We are committed to our role as a neutral convener and respected for our focus on inclusiveness and sustainability.

Our Work

We prioritise opportunities where key global or regional policy frameworks bring leadership focus, progress measurement, development partner action, and potential for financing. Specifically, we target the following Anchor Areas:

- Water solutions for the Sustainable Development Goals
- Climate resilience through water
- Transboundary water cooperation

We mobilise people and organisations to unite around shared development priorities that impact water resources. We bring all voices to the table, including the private sector. We work with youth as key agents of change. We work towards gender equality in all we do. We build and leverage partnerships, and work through multi-stakeholder platforms to create space for diverse views and interests.

We act to support coordinated action to address water risks and put integrated water resources management into practice. We work with our partners to change behaviours, strengthen institutions, build pilots and catalyse investment for water-wise sustainable development. We measure ourselves through the actions we take to improve water management and governance.

We learn from our actions and relationships. We curate, create, and share knowledge globally and across regions. We work with stakeholders to turn learning into ongoing improvements in water management and provide a constant feedback loop through our learning and knowledge activities.

Our Values

Inclusiveness | Openness | Transparency | Accountability | Respect | Gender sensitivity | Solidarity

The GWP Organisation (GWPO) was established as an intergovernmental organisation in Sweden. It is managed by the Executive Secretary who is answerable to the Steering Committee (SC). The SC oversees policy and approves the work programme and budget of the GWPO. The SC and its Chair are appointed by the Sponsoring Partners, comprising the ten founding members of the GWPO.

The GWPO Secretariat manages GWP's finances and reports on funding received at the global level. It also helps with the exchange of knowledge and resources, and ensures communication and coherence across the Network. The Secretariat of GWPO is located in Stockholm, Sweden. The Secretariat staff normally stands at 25-30 members recruited from all parts of the world. The staff is composed of administrative and operational/scientific/technical positions.

More information can be found at www.gwp.org.

2. Instructions for Call for Proposals

2.1 Procedure

This is a competitive call for proposals. Interested candidates will submit a written proposal and GWPO will subsequently enter detailed discussions with one or more of the candidates. One candidate only may be awarded the assignment. It is important that all terms and conditions contained in the call for proposals are fully followed.

NOTE: GWPO as an inter-governmental organisation is not bound by the Swedish procurement act. This tender invitation does not obligate GWP to contract for the supply of any products or services.

2.2 Content of Proposals

Candidates should offer services for the complete assignment as defined in the Specification of Requirements. Please note that each requirement in the specification is to be addressed separately, with clear reference to the requirements. For evaluation purposes, the proposal should follow the same disposition as the Specification of Requirements.

All costs must be included in the proposal. The costs are to be specified in Swedish kronor or Euro including specified VAT, in the manner set out in the specification. The GWPO indicative budget ceiling is 26,000 Euros including VAT.

The candidate is welcome to enclose previous consultancies, publications and other relevant information, although the comments in the proposal should be listed as specified without relying on information in enclosures or elsewhere.

Please also take note of the evaluation criteria described below.

2.3 Submission of Proposals

The proposal shall be

- ⇒ submitted in English to procurement@gwp.org
- ⇒ Complete with all relevant company or individual consultant names, address, contact persons and e-mail address, VAT-number (or other relevant tax registration number)
- ⇒ signed by authorised representative of the candidate
- ⇒ considered as confidential
- ⇒ specifying an e-mail address of the candidate to which potential clarifications may be sent

By submitting a proposal, the bidder confirms that the company, consultant or group of consultants:

- is registered in the professional and trade registers in the country where the supplier is based (certificate may be requested by GWPO).

- has not been convicted of any criminal offence and is, if requested, able to produce an extract from a legal register, or in the absence of such a register, a certificate issued by an authorized legal or administrative authority in the country of origin or in the country where the supplier is based, as means of proof.
- is not in debt with either the tax authority or the enforcement service regarding the payment of any required taxes and/or social security contributions (certificate(s) may be requested where appropriate). VAT-number, if any, should be stated.
- is, if requested, able to present adequate papers proving that they have not been convicted of any crime concerning the exercising of a profession, been the subject of a legal verdict or been found guilty of gross misconduct whilst providing a professional service.
- is not bankrupt or currently the subject of bankruptcy proceeding, compulsory liquidation, compulsory management arrangement or accord. The candidate also confirms that they have not cancelled payments or been made the subject of a trading ban or any other similar arrangement
- does not feature on the list of EU restrictive measures, which is published on the following website: www.sanctionsmap.eu.
- has not been engaged in wrongful conduct such as fraud, corruption, money laundering, child labour, trafficking, etc.

The candidate also confirms that the company/group of consultants/individual consultant has the financial capacity, as well as the technical, quality assurance, research and development capacities and abilities for the assignment/fulfilment of the candidate's contractual obligations

Certificates and other proof as stated above may be requested by the GWPO where appropriate. Note that certificates should only be supplied upon separate request from GWPO. Bidders failing to produce proof if requested by GWPO will be disqualified.

To verify that the exclusion and qualification criteria are fulfilled, GWPO may acquire information from a credit-reporting bureau.

2.3.1 Closing Date for Proposals

Final date for receipt of proposals is Thursday October 15th, 2020. GWPO may extend the final date for submission of proposals for any reason including requests from invited candidates to do so.

Proposals received after the final date of receipt of proposals will be disregarded.

2.3.2 Cost of Proposal

Costs for the preparation of proposals will not be reimbursed.

2.3.3 Period of Validity of Proposals

The offer outlined in the proposal is to be valid for a minimum period of 90 calendar days after the closing date. If necessary, GWPO may ask for the candidate's agreement to an extension of the period of validity (preferably in writing).

2.3.4 Withdrawal of Proposal

A candidate may withdraw its proposal at any time prior to the closing date, if notice of the withdrawal is received by GWPO prior to the closing date. Notice of withdrawal is to be signed by an authorized representative and sent to procurement@gwp.org.

2.3.5 Opening of Proposals

GWPO will open the proposals on the day following the closing date. Candidates will not be allowed to participate in the opening of the proposals. The names of the candidates will be kept confidential until the contract with the successful candidate has been signed.

2.3.6 Communications during the procurement procedure

If the candidate has any questions regarding the call for proposals, please contact GWPO via email procurement@gwp.org. GWPO will respond via email to any request for clarification of the call for proposals that it receives prior to the closing date for proposals.

GWPO's response to all questions (including an explanation of the query but without identifying the source of enquiry) will be sent to all candidates.

2.4 Proposal Evaluation

The evaluation of proposals will be carried out in two steps.

2.4.1 Exclusion and Qualification Criteria

GWPO will examine the proposals to determine whether they are complete, the documents have been properly signed, and the requirements have been addressed. A proposal may be rejected if it is incomplete, not signed or fails to comply with the specification of requirements below.

2.4.2 Evaluation Criteria

The second stage consists of an evaluation of the proposals according to the evaluation criteria listed below.

Evaluation Criteria	Relative Importance
<i>Quality of the proposed approach and methodology</i>	45%
<i>Relevant qualifications and experience of the consultant(s)</i>	40%
<i>Value for money</i>	15%

GWPO may in writing ask any candidate for clarification of any part of its proposal to assist in the examination and evaluation. GWPO may also invite any number of candidates to present or otherwise confirm the services, or parts thereof, followed by a question and answer session. The presentation will be held in Stockholm, Sweden or by videoconference/internet.

2.4.3 Award of assignment

GWPO will enter detailed discussions with the candidate rated as having submitted the most advantageous proposal to arrive at a contract for the assignment. If such discussions are unsuccessful, GWPO may invite the second rated candidate for discussions.

Please note that GWPO is not bound to select any of the proposals submitted.

Specification of Requirements

1. Introduction

The [Global Water Partnership's 2020-2025 Strategy](#), lays out the great urgency to act collectively around water to deliver on global goals, including the Sustainable Development Goals (SDGs), which are currently off-track. Given the critical interlinkages between the water and food agendas, GWP aims to enhance in particular water solutions for food security and sustainable agriculture during this strategy period.

GWP brings a long track record of working on various relevant aspects of water use and agriculture, including, for example, an increased understanding of interlinkages between water and agriculture, catchment and community-level interventions for enhanced agricultural water management, or drought management and climate change adaptation in the agricultural sector. It has done so through a range of approaches, involving multi-stakeholder consultation and mobilization, capacity development, support to policy making and planning, and ground-level interventions. This work has been mostly carried out so far through GWP core funds and additional funds raised at national or regional levels.

To amplify its impact on water solutions for food security and sustainable agriculture, GWP needs to more fully develop its programmatic approach in line with its unique value added, to allow it to present a relevant, timely and strategic case for further investment from additional dedicated sources of funding. GWPO has preliminarily identified potential areas of intervention and now needs to mature its approach to programmatic development and resource mobilization and engage in opportunities for partnerships and resources mobilization.

2. Purpose

The objective of the consultancy is to support the Global Water Partnership Organization in developing its programmatic approach and mobilizing resources towards its activities related to water solutions for food security and sustainable agriculture.

The scope of work includes:

- Reviewing GWP's Strategy, current portfolio of relevant actions and proposed approaches to water solutions for food security and sustainable agriculture and Partnership and Resource Mobilisation, and carrying out a desktop review and interviews with key staff members, in order to scope out opportunities for partnership development and fundraising (which may be at different geographical levels),, and propose a detailed methodology for the development of the next steps
- Formulating an overview pitch document of GWP's potential programmatic approach on water solutions for food security and sustainable agriculture
- Developing at least 5 thematic concept briefs on the subject matter at the global and/or regional levels, with a clear value proposition and theory of change, and potential sources of funding. These should relate to the concrete opportunities identified for partnerships and resources mobilization
- Supporting GWPO and, if relevant, related Regional Water Partnerships, in getting positioned on at least 3 concrete opportunities for resource mobilization, including by helping GWPO identify these opportunities, engage with relevant partners, and

mature its value-added for these opportunities. This could relate for example to the upcoming European Green Deal call and/or other high-impact opportunities. This, as well as other resource mobilization-related activities, will be carried out in close coordination with the GWPO Partnerships and Resources Mobilisation team

The following will be carried out as relevant based on the above:

- Developing pre-proposals for the concrete opportunities identified above
- Supporting GWPO in working with regional and country water partnerships to articulate the value added of GWP on water solutions for food security and sustainable agriculture at their level and develop related concepts and fundraising approaches (up to 6 days of work indicatively)

3. Deliverables and indicative detailed tasks and timeline

The key deliverables are as follows:

Delivery 1: Inception report. 20% of the total payment (3 weeks after the start of the contract)

Based on a desktop review and exchanges with key GWP staff, the report shall present initial findings as well as the updated detailed methodology for the assignment

Delivery 2: Technical report – Draft programme development. 45% of the total payment (8 weeks after the start of the contract)

Following approval of delivery 1 and based on further desktop review and interviews, as well as a collaborative process* with key GWP staff, the report shall present the additional potential key partners and relevant funding sources for GWP, as a contribution to the partnerships and resource mobilization strategy, the concept briefs developed and related concrete opportunities identified, the overview pitch document on water solutions for food security and sustainable agriculture, as well as an update on the progress of other activities planned for under the consultancy, including in particular the engagement on concrete opportunities for fundraising and, if applicable, the support provided to regional and country water partnerships in positioning on resource mobilisation. It shall include all relevant material, minutes from meetings, etc. The intelligence and data generated should also input into GWP's Partnership and Resource Mobilization databases and trackers.

*The collaborative process might include for example an online design workshop with GWP staff to co-develop the areas of intervention and project ideas in light of opportunities identified [note: the workshop may be in person if the consultant is in Stockholm at the time].

Delivery 3: Final report. 35% of total payment (15 weeks after the start of the contract)

Based on approval of delivery 3 by GWPO, after the necessary reviews to ensure full satisfaction, deliver the final report in English in Word format.

The report shall include a summary of tasks performed, findings and results achieved and recommendations going forward. Related material generated through the consultancy shall be shared as annexes to the report, updated as needed, including concept briefs, opportunities identified, pre-proposals developed, minutes from meetings, outreach material, list of reference documents, etc.

4. Time schedule

The assignment is expected to start on November 9th, 2020. The contract shall last approximately 15 weeks from the date of its signature to final delivery.

5. Qualifications, experience and skills

The individual or group of consultants should have as a minimum the following qualifications:

Education: Advanced University degree in natural resources management, agriculture, sustainable development, or related fields

Experience:

At least 15 years of practical experience in the development sector, with demonstrated experience in:

- Water and food security
- Fundraising and resource mobilisation

Proven track record of mobilizing resources, including through the creation of new partnerships and through writing of high quality and funded proposals.

Experience at the global level or in multiple regions

Skills:

The consultant(s) must be fluent in English, both in writing and orally. Knowledge of French, Spanish, and/or other languages is an advantage.

Good communicator(s) in writing and orally, with good organisation and analytical skills. Demonstrated analytical, communication, and writing skills is an advantage.

Knowledge of standard Microsoft Office processing tools is a must

6. Evaluation criteria

The proposals received will be evaluated by a small committee within GWP based on the following criteria:

- i. Quality of the proposed approach and methodology (45%)
- ii. Relevant qualifications and experience of the consultant(s) (40%)
- iii. Value for money (15%)

7. Budget

For the consultancy, an indicative amount of approx. 26,000 Euros is available.

8. Consultancy to be supervised by

- Julienne Roux, Senior Network Specialist, GWP
- Colin Herron, Global Coordinator, Water Solutions for the SDGs, GWP
- In close collaboration with the Partnerships and Resource Mobilisation team of GWPO

9. Location

The assignment will be home-based, with online meetings with the team. In-person meetings may be organized if the consultant is in Stockholm.

10. How to apply

Candidates are requested to submit in their proposal:

- CV(s) of consultant(s) for the assignment
- An outline of the proposed approach to deliver on the assignment
- The amount to be charged for the assignment in euros, based on a daily fee

11. Deadline

Send proposals in English by Thursday October 15th, 2020, to procurement@gwp.org.